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International Credit Executives Group

Administered by Wisconsin Credit Association, Inc.

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INCOTERMS® - INTERNATIONAL CREDIT EXECUTIVES GROUP MEETING NOTICE

Date: **WEDNESDAY, MAY 18, 2016 – Please reserve early – this meeting is expected to fill quickly!**
Place: Radisson Milwaukee West | [Website](#) | 2303 N Mayfair Road, Milwaukee WI 53226 | 414.257.3400

Time: 8:30 AM	Registration & Refreshments
9:00 AM	Welcome Announcements Followed by Presentation
12:00 PM	Lunch Included
1:00 PM	Program Resumes
3:30 PM	Adjourn meeting

INCOTERMS® 2010 came into force on January 1, 2011. It is the 8th Incoterms® revision since their inception in 1936. During its 2 ½ year revision process, international business and legal experts considered more than two thousand recommendations from many of the 130+ countries with which the International Chamber of Commerce has a relationship. The result is a vastly improved version, tailored specifically to the needs of users worldwide.

- Effects on the replacement of the Uniform Commercial Code terms
- Results of the ICC Incoterms - Transportation contract project
- News of the 2020 revision

The changes are both sweeping and practical. This revision considers the post 9/11 cargo security regulations and new Institute Cargo Insurance Clauses. This full-day seminar provides the information and materials you need to use these improved Incoterms® rules to your advantage.

REVENUE RECOGNITION COMPLIANCE, so critically important with use of Incoterms® is also addressed in far greater detail during a supplemental presentation by representatives from RSM US, LLP, a world leader in tax and audit services.

Welcome Back Frank! **FRANK REYNOLDS** is uniquely qualified to explain Incoterm® 2010 to Americans. He brought nearly 50 years of hands-on practical trade expertise to the 2000 and 2010 Incoterms revisions where he represented the United States. He is a member of the U.S. Council for International Business Banking Committee, and has been instructing trade-related topics for over 25 years. Frank has written twelve books on international trade related topics, including the *A to Z of International Trade* dictionary for the International Chamber of Commerce. His *Incoterms® for Americans*, now in its fourth revision, is a major reference for U.S. traders. He owns the "E star award" winning export-trading company, International Projects, holds a U.S. Customs broker license, and is a seven-term appointee to the Commerce Department's District Export Council.

PUBLICATION AVAILABLE FOR PREORDER

We have the ability to order this reference book in advance at a discounted price for delivery at the meeting. Orders must be received by May 1, 2016 to receive these prices:

"Incoterms for Americans" by Frank Reynolds \$50.00

This book is not required for participation during the workshop but serve as an excellent resource.

WHO SHOULD ATTEND?

- Exporters & importers
- Credit & compliance professionals
- Sales & purchasing managers
- Forwarders, customs brokers & carriers
- Insurers, trade consultants, international bankers and attorneys

ARRIVING THE EVENING BEFORE THE MEETING? A block of rooms is available at a discounted rate of \$119.00 at the Radisson. Please contact them direct at 414.257.3400 by 4/18/16 to reserve. Mention the WCA room block.

HANDOUTS WILL BE EMAILED TO ALL ATTENDEES IN ADVANCE OF THE MEETING. If you do not receive that email by May 16, please contact the Association.

MAKE THIS NOTICE AVAILABLE TO YOUR COLLEAGUES & BUSINESS ASSOCIATES. MANY AREAS WITHIN YOUR COMPANY WILL BENEFIT! Attendance at the ICE Meetings is open to others from your company. Business casual is appropriate for this meeting. Detailed directions will be provided with confirmation to attendees. Questions, please contact Dianna at Wisconsin Credit Association 262.827.2880 Extension 225 diannar@wcacredit.org.

RESERVATION FORM or Register Online at www.icewi.org

International Credit Executives Group - ICE

Meeting Date: Wednesday, May 18, 2016

MEETING FEES: ICE GROUP MEMBERS & OTHERS FROM THE ICE MEMBER COMPANY: \$60 PER PERSON
ALL OTHERS: \$195 PER PERSON
Fees include full-day meeting, extensive handouts, refreshments and lunch
A confirmation of your registration will be sent with directions to the facility

COMPANY: _____ ADDRESS: _____

Check if your company is an ICE Group Member

Name _____ Email _____ \$ _____

Name _____ Email _____ \$ _____

Name _____ Email _____ \$ _____

Please attach additional attendee names and contact information as needed.

Check if ordering books: "Incoterms® for Americans" | # of copies ___ @ \$50.00
Book orders must be received by May 9 to receive this price for delivery at the meeting.

MEETING REFRESHMENT BREAK SPONSORSHIPS NOW AVAILABLE

That's right, for a \$250 sponsorship, you'll be acknowledged at the meeting during announcements, signage at the tables and in the ICE Meeting Announcement! If your company is looking for visibility and want to market to a good cause—ICE is the place to be! An in-kind donation to the ICE Group Scholarship Fund will be made for the value of your sponsorship.

I wish to sponsor the next available ICE Meeting Refreshment Break. Please contact me for payment instructions and meeting date of our sponsorship. Name to appear on all printed material _____
Individual's Name _____ Phone _____
Thank You!

Please return your reservation form no later than May 11. Sorry, no refunds or credit **allowed for no-shows or cancellations after May 11**. Substitutions permitted—please contact WCA.

PAYMENT INFORMATION FOR MEETING

Invoice my company \$ _____ (ICE, WCA Members Only. All Others Are Required to Pay in Advance)
 Check Enclosed \$ _____
 Please charge my/our registration fee(s) for \$ _____. I have indicated the total to be charged and have completed the information below. If multiple attendees require individual charges, a separate registration is required for each person.
NAME (as it appears on credit card): _____ Direct Phone # _____
ADDRESS (as it appears on credit card bill): _____
CITY (as it appears on credit card): _____ STATE: ___ ZIP (9 digits if on statement): _____
YOUR EMAIL ADDRESS (For Confirmation) _____
Type of Credit Card Presented: VISA MASTER CARD DISCOVER AMERICAN EXPRESS
CREDIT CARD # _____ EXPIRATION DATE: _____ CVV Code: _____

QUESTIONS: Please call Dianna Rowinski, 262.827.2880 X225 or diannar@wacredit.org
RETURN TO: Wisconsin Credit Association Inc or Fax to 262.827.2899
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