

## International Conference

**NEW**



**Incoterms® 2010**  
by the International Chamber of Commerce (ICC)

**an essential part of your international contracts**

**Two days of discussion on hot issues, new features and case studies  
on the new Incoterms® 2010 rules:**

- New “delivered” rules:

**DAP** - Delivered at Place

**DAT** - Delivered at Terminal

instead of ~~DDU~~, ~~DAF~~, ~~DEQ~~, ~~DES~~

- **FOB, CFR & CIF**: new point of delivery

**This conference will focus on Incoterms® effects on + interfaces with**

- **Contract Management**
- **Trade Finance**
- **Transport**
- **Shipping Documents**
- **Cargo Insurance**

### Speakers

**Charles Debattista**, *Co-Chair of ICC Incoterms® 2010 Drafting Group, London*

**Miroslav Subert**, *Member of ICC Incoterms® 2010 Drafting Group, Prague*

**Koen Vanheusden**, *International Trade Expert, Brussels*

**Monday, November 15**

10.00 a.m. - 6.00 p.m.

Registration starts at 8.15 a.m.

**+**

**Tuesday, November 16, 2010**

9.00 a.m. - 4.30 p.m.

**Hotel Savoyen, Rennweg 16, 1030 Vienna, Austria**

**Who should attend****Banks + Finance Corporations***Credit Insurance Companies**Managers of L/C departments**Bank service providers***Companies***Legal counsels**CFO, Treasury**Import/Export Experts***Lawyers*****Tax Experts******Forwarding******Risk Managers***

*This seminar is designed for the management of exporting & importing companies, banks, law firms, forwarding, insurance to show the complexities, impact and risks of Incoterms® in international business.*

**Background**

**Incoterms® rules** are globally accepted contractual standards issued and updated every ten years by the International Chamber of Commerce (ICC). The revision 2010, set to be enforced in January 2011, keeps pace with the development of international trade and responds to business needs worldwide.

The use of **Incoterms® rules** facilitates the drafting process and minimizes risks. Therefore, **Incoterms® rules are key elements of (international) contracts for the sale of goods**. They describe the tasks, costs and risks involved in the delivery of goods from sellers to buyers and address questions such as which party is responsible for the organization and costs of transportation of goods, loading and unloading, the risk of loss or damage and customs formalities.

Hence, the full understanding of each rule, its effects on other contractual, transport, or insurance obligations, and its proper use is essential in avoiding some of the most common pitfalls associated with (international) transactions.

**The revised Incoterms® 2010 rules reflect the trade practices of the new decade:**

- The total number of rules is reduced from 13 to 11, while 2 new rules are introduced.
- A clear differentiation between omni-modal terms and those intended only for marine use.
- Cargo security is covered to the extent possible within differing regulatory systems.
- The introductory notes to each Incoterms® 2010 rule will help users accurately choose the correct rule for their contracts of sale.
- The new rules reflect the demands of modern container transport.

**Case studies will deal with all 11 Incoterms® 2010****Speakers**

**Charles Debattista**, Co-Chair of ICC Incoterms® 2010 Drafting Group, London. Charles Debattista is an Arbitrator and a Professor of Commercial Law at the University of Southampton; he also acts as Counsel for parties in international arbitrations. He has written extensively in the fields on international sales, international transport of goods and letters of credit. He can be contacted at [charles.debattista@stonechambers.com](mailto:charles.debattista@stonechambers.com).

**Miroslav Subert**, Legal Expert, ICC Czech Republic, Prague; Member, ICC Incoterms 2010 Drafting Group, Legal adviser on Foreign Trade, Transport, Insurance; Vice-Chairman, Czech Society of Transport Law; Founder, Institute for Foreign Trade, Transport and Forwarding, Prague; Lecturer, University of Economics, Prague. Author of Czech editions of INCOTERMS 1980, 1990, 2000, Guide to INCOTERMS 2000; General Average in Sea and Inland Water Transport, Model International Sale Contract etc..

**Koen Vanheusden**, Legal Expert, Belgian Foreign Trade Agency, Brussels. Lecturer VLEKHO Business School.

**Program**

**Monday, 15 November 2010, 10:00 a.m. – 5:30 p.m.**

<b>Background of 2010's revision</b> <ul style="list-style-type: none"> <li>• Brief history of Incoterms® rules</li> <li>• Revision 2010 – drafting process</li> <li>• Incoterms® 2010 – a trademark registered by ICC</li> </ul>	Charles Debattista
<b>Introduction to the Incoterms® 2010 systematic</b> <ul style="list-style-type: none"> <li>• Classification of Incoterms® rules</li> <li>• Guidance Notes</li> <li>• Electronic communication</li> <li>• Security-related clearances</li> <li>• Terminal handling charges</li> <li>• String sales</li> </ul>	Charles Debattista
<b>Structure and main features of all 11 Incoterms® 2010 rules</b> <ul style="list-style-type: none"> <li>• Omni-modal transport clauses</li> <li>• Maritime transport clauses</li> </ul>	Miroslav Subert
<b>Incoterms® 2010 rules and contract management</b> <ul style="list-style-type: none"> <li>• Pitfalls in using Incoterms® rules</li> <li>• Incoterms at the chore of the contractual spiderweb</li> <li>• Purpose and limits of the Incoterms (what they can and cannot do)</li> <li>• Perfect allocation of costs and risks</li> </ul>	Koen Vanheusden
<b>Practical case studies</b> <ul style="list-style-type: none"> <li>• EXW/FCA</li> <li>• CPT/CIP</li> <li>• DAT/DAP/DDP</li> </ul>	Charles Debattista Koen Vanheusden Miroslav Subert

**Tuesday, 16 November 2010, 9:00 a.m. – 4:30 p.m.**

<b>Incoterms® 2010 rules and financial management</b> <ul style="list-style-type: none"> <li>• Close relationship to Letter of Credit under UCP 600</li> <li>• How payment conditions define the 'true' contractual Incoterm</li> <li>• ICC Banking Commission opinions on L/Cs involving Incoterms® rules and underlying contracts</li> </ul>	Charles Debattista
<b>Incoterms® 2010 rules and transport and shipping documents</b> <ul style="list-style-type: none"> <li>• Place of delivery &amp; documentary obligations</li> <li>• Container transport specifics</li> <li>• Alternatives to Ocean Bills of Lading</li> <li>• Finding information on documentary obligations</li> </ul>	Koen Vanheusden
<b>Incoterms® 2010 rules and risk of transport and cargo insurance</b> <ul style="list-style-type: none"> <li>• Institute Cargo Clauses</li> <li>• When is insurance appropriate</li> <li>• Minimum Cover</li> <li>• Global insurance – seller's contingency – umbrella cover</li> </ul>	Miroslav Subert
<b>Practical case studies</b> <ul style="list-style-type: none"> <li>• FAS/FOB</li> <li>• CFR/CIF</li> </ul>	Charles Debattista Koen Vanheusden Miroslav Subert

**Organization**

**Dates:** Monday, 15 November 2010 10:00 a.m. – 5:30 p.m.  
 Tuesday, 16 November 2010 9:00 a.m. – 4:30 p.m.

**Venue:** Austria Trend Hotel Savoyen Vienna  
 Rennweg 16, 1030 Vienna, Austria  
[\(http://www.austria-trend.at/Hotel-Savoyen-Vienna/en/\)](http://www.austria-trend.at/Hotel-Savoyen-Vienna/en/)

**Conference fee:**

**EUR 870.-** + 20 % VAT (includes full documentation, coffee breaks, lunch but excludes costs for side events and tickets for the Ball)

**EUR 690.-** + 20 % VAT for **early registration up to 3 September 2010**  
 - payable net upon receipt of invoice

special rates for students and full time academics available upon request

**Please transfer the conference fee to:**  
**Bank Austria, Vienna, Austria**  
**IBAN: AT88 1100 0016 4633 2500 / BIC: BKAUATWW**

**Your registration is only valid after receipt of the conference fee.**

**Please register at least 14 working days before the conference.**

**Cancellation Policy:**

A full refund will only be given for cancellations received up to 14 working days before the conference. Cancellations must be made in writing. Should you be unable to attend the conference yourself, you may nominate a colleague to take your place.

**Registration:**

Fax: +43-1-50105 – 3703  
 @ Email: [icc@icc-austria.org](mailto:icc@icc-austria.org)  
 ☒ ICC Austria  
 Wiedner Hauptstraße 73  
 1040 Vienna, Austria

**Information:**

Organization: Ms. Schaden  
 Tel.: +43-1-50105 – 4303

**Side Event**

**Monday, 15 November 2010**

**Conference Cocktail**

Please register with  
 Ms. Schaden  
 Tel: +43-1-50105 – 4303  
 eMail: [v.schaden@icc-austria.org](mailto:v.schaden@icc-austria.org)

**ICC Austria Conferences:****Guerilla Tactics in International Arbitration and Litigation**

**12 + 13 November 2010**  
**Hotel Savoyen, Vienna, Austria**

**Vienna Arbitration Days**

**4 + 5 March 2011**  
**Vienna, Austria**

**International Trade Finance Conferences**

**Mai 2011**  
**Vienna, Austria**

**Registration**

**ICC Austria** Fax: +43-1-50105 - 3703 Email: [icc@icc-austria.org](mailto:icc@icc-austria.org)

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 Family Name, First Name, Title

.....  
 Company/Institution (as to be provided on the invoice)

.....  
 Street

.....  
 Postcode / City / Country

.....  
 Tel.

.....  
 Fax

.....  
 Email-Address

.....  
 Professional Title/Position

.....  
 Signature

☐ Yes, I am registering for the  
**Conference on Incoterms® 2010**  
**15 - 16 November 2010 in Vienna.**

Please provide the conference  
 documentation (*one option only*):

☐ **on USB-stick**  
 or  
☐ **printed in a folder**

Further I register for the following side  
 events:

☐ **Conference Cocktail**  
 Monday, 15 November 2010

I agree that my name and address may be  
 registered electronically by the ICC Austria  
 and that the ICC Austria may inform me  
 about further programs by mail, fax or  
 email.