



CUSTOMS BROKERS & FREIGHT
FORWARDERS ASSOCIATION
of Charleston, S.C., Inc.



INCOTERMS® RULES
FOR AMERICANS®

NOVEMBER 19, 2019

A full-day seminar on the International Chamber of Commerce Incoterms® 2020 Rules Presented by Frank Reynolds – America's Foremost Incoterms® Expert

REGISTRATION AND INFORMATION

Online at www.incoterms-for-americans.com

All registrations must be prepaid. We accept Visa, AmEx, and Mastercard.

PRICE AND CONDITIONS

- The price is \$350 for registration received 10 or more days prior to the event. Thereafter, the price is \$380 as special arrangements must be made to accommodate late registrants.
- Seminar availability is based on date of registration on a first-come, first-served basis.

SEMINAR MATERIALS

Attendees will receive a copy of the official ICC *Incoterms® 2020* book and our companion book, *Incoterms® Rules for Americans® - Rewritten for Incoterms® 2020*, as well as comprehensive seminar notes.

SEMINAR HOURS

8:00 AM Registration and Continental Breakfast
8:45 AM Instruction begins
10:30 AM Break
11:45 AM Lunch break on your own
1:00 PM Instruction resumes
2:30 PM Break
4:00 PM Concludes
There will be complimentary morning and afternoon beverage breaks.

CANCELLATION POLICY

- We reserve the right to cancel any seminar for full refund with at least 7 days prior notice.
- Full refund provided for attendee cancellations received 20 or more days before the event.

AGENDA

Overview
Why Incoterms® rules
The revision process
What Incoterms® are & aren't, do & don't do
Summary of 2020 major changes
Role in contracts
Seller to buyer
Transportation terms
Insurance
Rule by rule analysis
Relation to payment terms
American perspective
What happened with the UCC shipment/delivery terms

WHO SHOULD ATTEND

- Exporters
- Importers
- Sales managers
- Purchasing managers
- Forwarders
- Customs brokers
- Carriers
- Credit professionals
- Insurers
- Trade consultants
- International bankers
- Lawyers

ABOUT INCOTERMS® 2020 RULES AND THE SEMINAR

Incoterms® 2020 rules will come into force on January 1, 2020. It is the ninth Incoterms® revision since their inception in 1936.

For the first time, the ICC's 2020 Drafting Group opened up to include experts from Australia, China and Turkey as well as from Europe and the United States. During the 2 ½ year revision process, over 2,000 suggestions were received from the 130+ ICC national committees and related organizations. The resulting 2020 version incorporates changes in both substance and presentation.

This revision's complete makeover of the seller-buyer obligation matching column presentation reflects the relative importance of each task. Important issues such as the apparent conflict between the FCA Incoterms® rule and on-board documentation, adequate insurance coverage, security compliance and others are also addressed.

The removal and subsequent reinstatement of the UCC Shipment and Delivery terms make this revision particularly interesting for Americans wishing to use Incoterms® rules in both domestic and international trade.

This full-day seminar provides the information you need to use these improved Incoterms® rules to your advantage. Both the newly revised *Incoterms® Rules for Americans* and the official ICC *Incoterms® 2020* books are included - a retail value of over \$150.

Hotel Reservations

To book your hotel stay

[CLICK HERE](#)

Room Rate: \$129.00/night

Rate Availability:

Friday, November 15, 2019 thru
Wednesday, November 20, 2019
Come the weekend before and
enjoy time in Charleston, SC!



Crowne Plaza Convention Center
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