



International Chamber of Commerce

*The world business organisation*



# Incoterms® 2010 Masterclass

The first official ICC United Kingdom Incoterms 2010 training event  
Wednesday 26 January 2011

in partnership with

# Wragge&Co

## Incoterms® 2010 Masterclass Official ICC United Kingdom Incoterms training



Incoterms® rules define the responsibilities of buyers and sellers for the delivery of goods under sales contracts. Incoterms 2010, which enters into force on 1 January 2011, takes into account the latest developments in commercial practice, and updates and consolidates some of the former rules.

ICC United Kingdom's first Incoterms 2010 Masterclass will provide essential, "hands-on" training on the new rules. Our tailored programme, which has been developed by the ICC experts behind Incoterms 2010, is built around a range of case-studies covering the major changes and processes that you and your colleagues will need to know in your day-to-day practice.

Discussions will take place in small working-groups and larger plenary sessions. These will be coordinated by two members of the ICC Drafting Group which produced Incoterms 2010:

**Charles Debattista**, Professor in Commercial Law, University of Southampton; Co-Chair, Incoterms 2010 Drafting Group

**David Lowe**, Partner, Wragge & Co; Member, Incoterms 2010 Drafting Group; Chair, ICC UK Committee on Commercial Law

### Who should attend?

Contract managers involved in export/import of goods  
Trade finance officers; Insurance specialists  
Freight and carriage managers  
Legal counsel

**Hosted and sponsored by:** **Date:** Wednesday 26 January

**Wragge & Co**  
**142 Holborn,**  
**London EC1N 2SW**

**Registration:** 8.45

**Reception:** 17.25

## Masterclass programme



*The full day training will be based around a range of case studies which have been designed exclusively for the International Chamber of Commerce. Masterclass sessions will be held in small groups of 10 - 15 people to allow for maximum discussion. Plenary sessions will then allow for a final review of some of the key issues in relation to each of the new Incoterms® rules.*

*All proceedings will be led by Professor Charles Debattista (University of Southampton) and David Lowe (Wragge & Co).*

<b>8.45</b>	Registration
<b>9.00</b>	Introduction to Incoterms 2010
<b>10.00</b>	<b>Masterclass 1:</b> EXW and FCA
<b>10.40</b>	Plenary session on key issues from Masterclass 1
<b>11.00</b>	Morning coffee
<b>11.20</b>	<b>Masterclass 2:</b> CPT and CIP
<b>12.00</b>	Plenary session on key issues from Masterclass 2
<b>12.20</b>	<b>Masterclass 3:</b> DAP, DAT and DDP
<b>13.00</b>	Lunch
<b>14.00</b>	Plenary session on key issues from Masterclass 3
<b>14.20</b>	<b>Masterclass 4:</b> FAS and FOB
<b>15.00</b>	Plenary session on key issues from Masterclass 4
<b>15.20</b>	Afternoon tea
<b>15.40</b>	<b>Masterclass 5:</b> CFR and CIF
<b>16.25</b>	Plenary session on key issues from Masterclass 5
<b>16.45</b>	Final Questions & Answers
<b>17.25</b>	Reception

**All delegates will receive an official copy of Incoterms 2010, as well as detailed case study materials on the day.**

# Incoterms® 2010 Masterclass

Wednesday 26 January 2011, 8.45 - 17.25

## Registration fees

Members of ICC United Kingdom

Non-members

## Delegate Rate

£413.00 (inc VAT)

£590.00 (inc VAT)

I wish to reserve the following place(s) at the "Incoterms 2010 Masterclass" on Wednesday 26 January at a cost of £

Bookings can also be made via [www.iccbookshop.com](http://www.iccbookshop.com)

**Delegate name:** .....

**Position:** .....

**Email:** .....

**Member of ICC UK? (Please call our office if you are unsure)**

Yes  **£413.00 (inc VAT)**

No  **£590.00 (inc VAT)**

Company: .....

Address: .....

Post Code: .....

Telephone: .....

I enclose a cheque made out to the order of "ICC United Kingdom", **or**

Please debit my credit/debit card

BACS payment [**please send registration form with your remittance advice**]

Lloyds TSB Bank plc Account No: 00019777 Sort Code: 30-94-81

Please send me a VAT receipt following payment

Name on card: .....

Card number: .....

Security number ..... Issue number: ..... (where applicable)

Expiry date: ...../.....

Signature: .....

**Please complete this form and return it, along with payment details to:**

**ICC United Kingdom, 12 Grosvenor Place, London SW1X 7HH**

**Tel: +44 (0)20 7838 9363 Fax: + 44 (0)20 7838 9363**

**Email: [seminars@iccorg.co.uk](mailto:seminars@iccorg.co.uk)**