

Introductory workshop on

Incoterms[®]

2020 by the International
Chamber of Commerce (ICC)

Monday, October 21, 2019 - Karachi



Incoterms[®] 2020 to come into effect internationally by 1st January 2020

Incoterms[®] rules

Facilitating trillions of dollars in global trade each year, the “international commercial terms,” or Incoterms[®] rules, are a commonly accepted set of definitions and rules governing commercial trade activity. Incoterms[®] rules are applied by companies for countless business transactions worldwide supporting ICC’s vision to enable business to secure peace, prosperity and opportunity for all. Incoterms[®] is a trademark of International Chamber of Commerce, registered in several countries.

The Incoterms[®] rules feature abbreviations for terms, like FOB (“Free on Board”), DAP (“Delivered at Place”) EXW (“Ex Works”), CIP (“Carriage and Insurance Paid To”), which all have very precise meanings for the sale of goods around the world.

Following a series of studies conducted in the 1920s, ICC discovered discrepancies in the interpretation of commercial trade terms used by traders from different countries. Based on these findings, ICC concluded that there was a need for the creation of a common protocol for importers and exporters everywhere. The first set of Incoterms[®] rules was published by ICC in 1936. Since then, ICC has periodically revised the Incoterms[®] rules to reflect changes in the international trade system.

ICC’s Incoterms[®] rules are the world’s essential terms of trade for the sale of goods. Whether you are filing a purchase order, packaging and labelling a shipment for freight transport, or preparing a certificate of origin at a port, the Incoterms[®] rules are there to guide you. The Incoterms[®] rules provide specific guidance to individuals participating in the import and export of global trade on a daily basis. Changes in the rules through the years have been made to adapt the terms to new developments in world trade. In all cases, revisions have been made to ensure that the wording of the Incoterms[®] rules clearly and accurately reflect trade practice

Incoterms[®]2010 is the most current version of the rules to date. This latest edition of the Incoterms[®] rules included an increased obligation for buyer and seller to cooperate on information sharing and changes to accommodate “string sales.” For the past decade, Incoterms[®] 2010 has provided critical guidance to importers, exporters, lawyers, transporters and insurers across the world.

Incoterms[®]2020

To keep up with the rapid expansion of world trade and globalization, the Incoterms[®] rules are revised about once a decade. After first introduction in 1936 the first revision occurred in 1957 and thereafter in 1967, 1974, 1980, 1990, 2000 and 2010. The latest revision, Incoterms[®]2020 contains many changes to rules which apply to billions of dollars of international trade each year. Incoterms[®]2020 will enter into force on 1st January 2020.

As ICC celebrates its Centenary in 2019, the world business organization is pleased to announce the preparation and publication of Incoterms[®]2020. This newest edition of the Incoterms[®] rules will help prepare business for the next century of global trade.

The Workshop

As a guardian and originator of the Incoterms[®] rules, ICC has a responsibility to not only ensure that the new rules are relevant and up-to-date but also that users are given the best instructions in how to take account of these changes in their contracts.

The Introductory Workshop on Incoterms[®]2020 scheduled for October 21, 2019 in Karachi will focus on the major changes to the revision of the Incoterms[®] rules. The workshop will be case study driven to achieve the maximum practical benefit in everyday agreement of sales contracts with particular focus on the international contract of sale. A full public presentation of the new rules and demonstration through case-studies of the major changes and processes will be provided by the speaker which you and your colleagues will need to know in your day-to-day practice.

Who should attend?

This workshop will be of benefit to exporters and importers as well as professionals working in banks trade finance and risk management departments. It is also of interest to transport companies and other third party services providers who support exporters and importers in international trade. Commercial lawyers will also gain an insight into the correct application of Incoterms[®]2020 rules of the ICC. Workshop participants will receive an ICC Certificate and an original publication of Incoterms[®]2020.

Venue

Khorshed Mahal, Avari Towers, Karachi.

Timing

09.30 - 17.00

Speaker

Emily O'Connor is the Director of Multilateral Rules for Trade & Investment at ICC and oversaw the development of Incoterms[®]2020.



After graduating from Columbia Law School in New York, she served first as a legal adviser to the US Secretary of State Madeline Albright before practicing international corporate law at Debevoise & Plimpton in New York. She joined the ICC International Secretariat in Paris in 2006.

The Journey to Incoterms®

2020 by the International Chamber of Commerce (ICC)



1923

ICC Conducts first study of most commonly used trade terms, highlighting disparities of their interpretation.



1928

Second **Incoterms®** rule study expands scope to improve clarity of trade terms in over 30 countries.



1936

ICC publishes first edition of the **Incoterms®** rules featuring six trade terms relating to carriage by sea.



1953

Three new non-maritime terms address the rise of transport of good by rail in the wake of World War II: **FOR** (Free on Rail), **FOT** (Free on Truck) and **DCP** (Delivered costs paid).



1980

FRC (Free Carrier) term and new documentation processes introduced to address rise of containerisation.

1976

Forth edition of the **Incoterms** rules announces new term to end confusion relating to the interpretation of **FOB** (Free on Board) for air transport.



1967

ICC launches third edition of the **Incoterms®** rules including two new terms: **DAF** (Delivery at Frontier) and **DDP** (Delivery in Country of Destination).



1990

ICC unveils **Incoterms® 1990** a complete revision of the 1953 version reflecting contemporary practices in international trade and use of intermodal transport. **FRC** becomes **FCA**. Changes also contain provisions for the use of electronic messages.



2000

Publication of **Incoterms® 2000** sees major changes to the "Delivery" section which made the term **FCA** (Free Carrier) far clearer and easier to use.



2010

ICC releases **Incoterms® 2010** reducing the number of terms from 13 to 11 by inclusion of two new rules for use irrespective of the agreed mode of transport. Other modifications to reflect contemporary trade landscape comprises measures to enhance cooperation among parties and adaptations regarding commodities sales and domestic transactions.



2019

To keep pace with the ever-evolving global trade landscape, the latest update to the trade terms is currently in progress and it set to be unveiled in the second half of 2019 for entry into force on 1 January 2020.

PROGRAMME

8:30 – 9.30

REGISTRATION

9.30 – 10.45

OPENING SESSION

- Welcome by Mr. Tariq M. Rangoonwala, ICC Pakistan
- Introduction by Mr. Ahsan Aziz, Chair Banking Commission of ICC Pakistan
- Address by representative of Partner organization (*To be confirmed*)
- Keynote Address by Governor State Bank of Pakistan (*To be confirmed*)
- Official Launching of Incoterms[®] 2020 in Pakistan

10.45 – 11.00

COFFEE BREAK

11.00 – 12.30

SESSION 1

- Overview of Incoterms[®] 2020 rules
- Explanation of changes from Incoterms[®] 2010 rules
- Incoterms[®] 2020 - Rules for any mode of transport in detail

12.30 – 13.30

LUNCH BREAK

13.30 – 15.00

SESSION 2

- Incoterms[®] 2020 - Rules for any mode of transport in detail - cont'd.
- Incoterms[®] 2020 - Rules for sea and inland waterway transport in detail

15.00 – 15.15

COFFEE BREAK

15.15 – 16.45

SESSION 3

- Case studies in small groups
- Discussion

16.45 – 17.00

CLOSING

Registration Form

Mr./ Mrs./ Ms./ Dr. _____

Last Name: _____ First Name: _____

Designation: _____

Organization: _____

Address: _____

City: _____ Country: _____

Telephone: _____ Fax: _____

Mobile: _____ E-mail: _____

Nationality: _____

REGISTRATION FEES:

ICC Members: PKR 20,000/=

Non-ICC Members: PKR 25,000/=