



# Incoterms<sup>®</sup> 2020

by the International Chamber of Commerce (ICC)

in international Supply Contracts

incl. wallchart

- ◆ Why Incoterms<sup>®</sup> 2020?
- ◆ What's new rule by rule? DPU substitutes DAT
- ◆ How best to incorporate the Incoterms<sup>®</sup> rules
- ◆ CIP and CIF – new insurance provisions
- ◆ EXW, FOB and DDP – old & new challenges
- ◆ FCA – now with an option for a Bill of Lading
- ◆ Packaging/loading/export/transport costs/place of delivery
- ◆ Risk/insurance/customs/tax/un-loading/invoicing



The trainers are ICC experts and were actively involved in the Incoterms<sup>®</sup> 2020 revision.

**Wednesday, 22<sup>nd</sup> April 2020**

**9am – 2pm**

**Austrian Economic Chamber**

**Wiedner Hauptstrasse 63, 1040 Vienna**

## Target Group

- ◆ Export- + Importmanager
- ◆ Logistic experts
- ◆ Carriers + Freight forwarders
- ◆ Trade finance experts
- ◆ Transport insurance experts
- ◆ In-house legal counsel

## Background & Objective

**Incoterms® are part of your export or import contract and must be compatible with all other commercial and legal requirements! For each respective Incoterm you require the corresponding transport and insurance contracts.**

Furthermore, one must carefully consider which transport document will be received under the respective Incoterms rule to allow for alignment with the agreed terms of payment and liability requirements. It matters greatly if and when, for example, you have to present certain transport documents under the letter of credit or documentary collection. In practice, unfortunately inappropriate Incoterms® are agreed again and again, which can lead to delays and financial losses.

**The Incoterms® 2020 stipulate the contractual obligations regarding transport and insurance, transfer of risk and costs.** Find out what's new, which clauses are suitable for container transports, whether a clause is suitable for sea and inland shipping, and how to choose the best Incoterm® for your company.

In addition to an overview of all 11 Incoterms®, this seminar will highlight many traps and explain practical questions. It also addresses issues with Incoterms® rules that have been amended. It is also noted which topics (applicable law, transfer of ownership, existence of a sales and purchase agreement, court proceedings or arbitration, etc.) are not covered by Incoterms® 2020 and how best to incorporate them into the contract.

**Participants are kindly asked to bring the following book (if available): Incoterms® 2020**

Of course, there is the possibility to purchase the publications through us (see registration form).

## Speakers

**Mag. Paulus Krumpel**, Deputy Director – ICC Austria; providing support for Austrian corporates in the field of import and export focusing on international contract law, CISG - United Nations Convention on Contracts for the International Sale of Goods, Incoterms® and arbitration; author of numerous specialist articles

or

**Mag. Angelika Zoder**, Legal Affairs - ICC Austria in Vienna, providing support for Austrian corporates in the field of import and export focusing on international contract law, Incoterms®, financial coverage and risk management for export contracts, esp. letters of credit, bank guarantees; EU – and US Sanctions & Embargoes

## Incoterms® 2020

**Incoterms®** are globally recognized, **standardized rules on the distribution of duties, costs and risks, arrangement of transport and customs clearance** in international trade. They were first established in 1936 by the International Chamber of Commerce (ICC) and are revised every 10 years to match standard practice. The **Incoterms® 2020** came into effect on **1.1.2020** and brought numerous innovations to simplify the applicability and increase the comprehensibility.

Drafting international contracts is always a challenge. There are many barriers, such as different languages, **local** trade customs and legal requirements to overcome. Incoterms® simplify this process by incorporating internationally accepted definitions and rules **on buyer and seller responsibilities for organizing transportation, loading & unloading, costs, transfer of risk, transport insurance and customs clearance.**

During this seminar the Incoterms® 2020 rules will be explained, participants will be advised on how to choose the right Incoterms® for a particular sale contract and a comparison of the central changes between Incoterms® 2010 and Incoterms® 2020 will be given.

## Programme

### Detailed explanation rule by rule:

- Presentation of all 11 Incoterms® 2020 focusing on the changes
- New rule: DPU substitutes DAT
- Distinction of Incoterms® rules for all types of transport (multimodal) and those to be used exclusively for sea and inland waterway transport
- Common mistakes
- Cost and risk optimization with the help of Incoterms® 2020
- Alignment with other clauses of the import/export contract and other contracts
- Incoterms® and documents under the L/C

### Incoterms® 2020 and transport

- Typical risks in loading and un-loading, load securing regulations
- Allocation of Transport costs
- Different types of transport insurance under the Incoterms® coverage
- Security-related requirements within carriage obligations and costs

### The Carrier and the Incoterms® 2020

- Limited liability of carriers and freight forwarders
- “through” contracts of carriage or separate contracts
- Case studies, Havarie grosse, jettison, etc.

## Publications

We will send our complete list of publications on request!

Publ. No:	Language	Title	€
723	English	Incoterms® 2020	45,00
723	German/English	Incoterms® 2020	49,90
803	English	Incoterms® 2020 Wallchart	6,50
723W	German	Incoterms® 2020 Wallchart	6,50
723L	German	Incoterms® 2020 Bookmark (10-pack)	5,40
749	English	Incoterms® 2020 Pocket Guide (5-pack)	15,00

All prices are net plus 10 % packaging and postage and 10 % VAT.

For further publications please visit [www.icc-austria.org](http://www.icc-austria.org) – Publications

All ICC rules and publications are protected by copyright. Their reproduction in any form is strictly forbidden without the authorization of ICC.

## Registration Form

Mail or Fax to:

**Frau Katja LUDL****ICC Austria** – International Chamber of Commerce@ E-Mail: [k.ludl@icc-austria.org](mailto:k.ludl@icc-austria.org)

☎ Tel.: +43-1-504 83 00-4306

☎ Fax: +43-1-504 83 00-114306

Responsible for content: Paulus Krumpel, Angelika Zoder

further ICC Austria trainings:

- **Case Studies on B/G + L/C**, 17<sup>th</sup> June 2020
- **15<sup>th</sup> Global Conference on L/C**, 18<sup>th</sup>+19<sup>th</sup> June 2020
- **EU & US Sanctions & Embargoes**, 4<sup>th</sup>+5<sup>th</sup> Nov 2020

For further details please visit: [www.icc-austria.org](http://www.icc-austria.org)

## The new Incoterms® 2020

**22<sup>nd</sup> April 2020 9am – 2pm**

Austrian Economic Chamber

Wiedner Hauptstrasse 63, 1040 Vienna

5 mins walking distance from

U1 Station Taubstummengasse

On-site parking garage

### Registration Fee

incl. wallchart „Incoterms®2020“, seminar  
documentation, coffee breaks, lunch**€ 440,00** + 20% VAT

### Registration closing date

**16<sup>th</sup> April 2020**

**Once confirmed by ICC Austria, your registration is legally binding!**  
**The registration fee shall be paid within two weeks from receipt of invoice - verifiably before the seminar starts.**

**I hereby place a binding order for “Incoterms®2020”:**

You will receive the publication on site at the seminar!

☐ **€ 45,00** + 10% VAT (ENGLISH ONLY Version)☐ **€ 49,90** + 10% VAT (GERMAN / ENGLISH Version)

### Participant Information

☐ Mr. ☐ Mrs.

Family Name: ..... First Name: .....

Organisation / Company: .....

Address: .....

City, Postal code: ..... Country: .....

E-Mail: .....

Telephone: ..... Job Title / Position: .....

### Invoice Data

Organisation / Company: .....

VAT Number (Obligatory for invoicing participants from EU member states): .....

Address: .....

City, Postal code: ..... Country: .....

Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. A full refund will only be given for written cancellations received up to 14 days / ICC Austria members 7 days before the event. Should you be unable to attend, you can nominate a colleague as replacement. I acknowledge that my data is stored electronically for registration purposes. ICC Austria will not submit my data to third parties.

☐ **I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.**Modification/Cancellation is possible by [delete@icc-austria.org](mailto:delete@icc-austria.org)......  
Date.....  
Signature