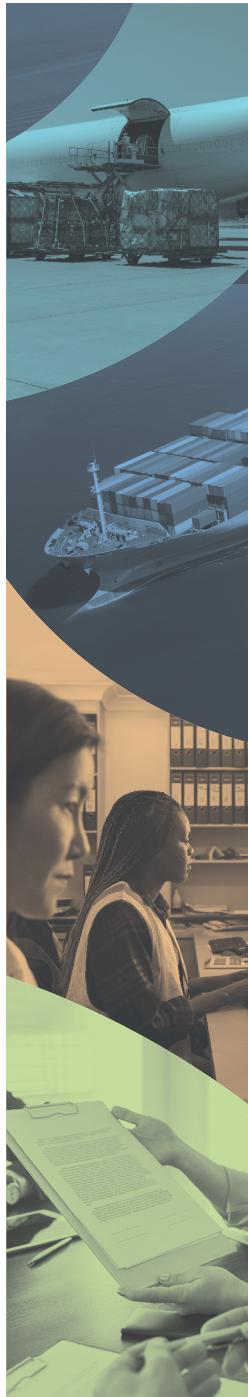


Incoterms®

2020 by the International
Chamber of Commerce (ICC)

CATALOGUE 2019

**BUSINESS TOOLS
FOR TRADING GLOBALLY**



The International Chamber of Commerce (ICC)

ICC is the world's largest business organization, representing more than 45 million companies in over 100 countries. ICC's core mission is to make business work for everyone, every day, everywhere. Through a unique mix of advocacy, solutions and standard setting, we promote international trade, responsible business conduct and a global approach to regulation, in addition to providing market-leading dispute resolution services. Our members include many of the world's leading companies, SMEs, business associations and local chambers of commerce.

The Incoterms® rules

One of ICC's founding missions was to facilitate global trade. Different practices and legal interpretations between traders around the world necessitated a common set of rules and guidelines. As a response, we published the first Incoterms® rules in 1936 and been maintaining and developing them ever since. The trade terms help traders avoid costly misunderstandings by clarifying the tasks, costs and risks involved in the delivery of goods from sellers to buyers. Today the rules are globally-recognised and are used worldwide in international and domestic contracts. The latest and most current version of the rules is *Incoterms® 2020*.

“ *Incoterms® 2020 forms the language of international trade, helping importers and exporters around the world to communicate with ease. The newly updated rules will further reduce costly misunderstandings for business and enable even greater confidence in global transactions.”*

John W.H. Denton AO

Secretary General

International Chamber of Commerce



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INCOTERMS® RULES



Incoterms® 2020

By the International Chamber of Commerce

ICC Pub. No. 723E, €45

French-English version

ICC Pub. No. 723EF, €50

The Incoterms® rules provide specific guidance to individuals for import and export. This new edition includes updates that reflect today's ever-changing trade landscape.

Incoterms® 2020 is available in 28 languages.

Learn more at www.incoterms.org.



ICC Guide to *Incoterms® 2010*

By Jan Ramberg

ICC Pub. No. 720E, €59

This guide analyses in detail each of the 11 Incoterms® rules, helping traders avoid costly misunderstandings by clearly defining the responsibilities of sellers and buyers for the delivery of goods.

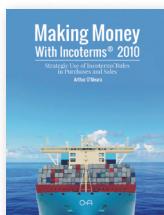


ICC Guide on Transport and the Incoterms® 2010 rules

By the International Chamber of Commerce

ICC Pub. No. 775E, €49. French version: €49

This handbook provides clarity on the issues arising in the interrelation of contracts of carriage, as well as Incoterms® 2010 rules used in contracts. The guide also offers knowledge into addressing the complex steps of today's logistics chains.



Making Money with *Incoterms® 2010*

Strategic use of *Incoterms® 2010* rules in purchases and sales

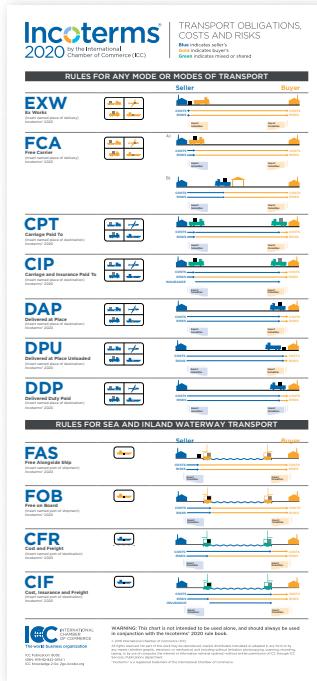
By Arthur O'Meara

ICC Pub. No. 984E, €49

This book offers strategic and tactical insight to negotiate the minimisation of landed costs and maximisation of profit in international and domestic transactions. Perspectives from both the purchasing and sales sides of the exchange are included.



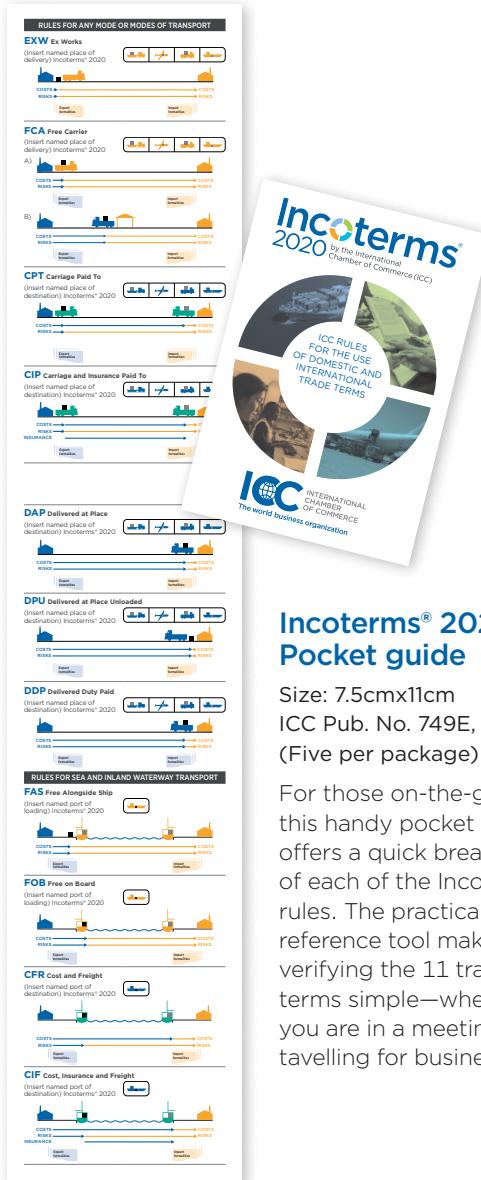
INCOTERMS® 2020 RESOURCES



Incoterms® 2020 Wall chart

Size: 30cmx63cm
 ICC Pub. No. 803E, €65
 (Ten per package)

Ideal for easy referencing, this full colour illustrated poster outlines the responsibilities of buyers and sellers under each of the 11 Incoterms® rules.



Incoterms® 2020 Pocket guide

Size: 7.5cmx11cm
 ICC Pub. No. 749E, €15
 (Five per package)

For those on-the-go, this handy pocket guide offers a quick breakdown of each of the Incoterms® rules. The practical reference tool makes verifying the 11 trade terms simple—whether you are in a meeting or travelling for business.



INCOTERMS 2020 APP



The Incoterms 2020 app is the only official tool from the world business organization that brings together essential news, information and insight regarding the commercial trade terms in one, easy-to-access location.

Here are six reasons to download the app:

- Get descriptions of each of the 11 Incoterms® rules.
- Understand which trade term to include in your sales contracts, depending on the mode of transport.
- Connect with ICC's global network of experts to get advice on the most pressing Incoterms® rules questions facing your enterprise.
- Discover events and specialised trainings taking place worldwide.
- Read comprehensive up-to-date news coverage.
- Shop added resources to help take your business global and expand growth

Available free of charge for iOS and Android users





ONLINE TRAINING AND CERTIFICATION

The ICC Academy offers the only Incoterms® rules online training and certification officially authorised by the world business organization. The Incoterms® 2020 Certificate allows professionals to understand the monetary and procedural aspects of today's complex international shipping practices.

- Incoterms® 2020 Certificate and *Incoterms® 2020* publication bundle
 - USD \$429
 - Available in English and Spanish
- Incoterms® 2020 Certificate
 - USD \$399
 - Available in English and Spanish

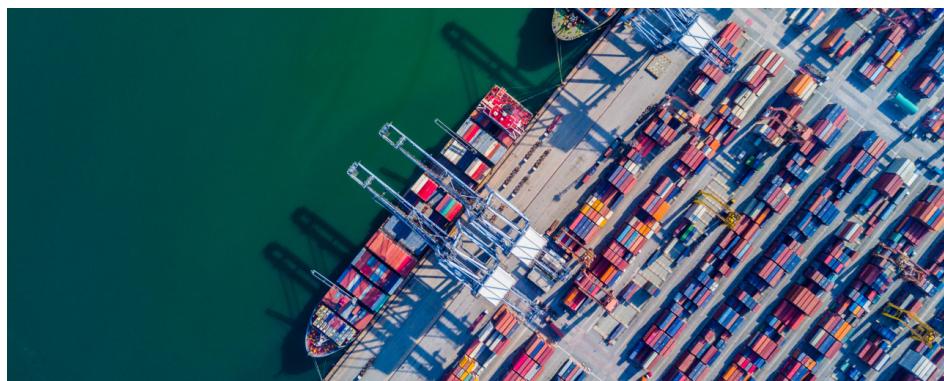
Learn more:

www.icc.academy



INCOTERMS® 2020 EVENTS

ICC and its network of global offices are set to host more than 250 launch events and seminars across the world. To register or learn more about our roster of Incoterms® 2020 events and trainings, visit www.incoterms.org.





MODEL CONTRACTS

ICC Best sellers



Drafting and Negotiating International Commercial Contracts

A practical guide with ICC model contracts

By Fabio Bortolotti

ICC Pub. No. 788E, €125

This third edition clarifies issues surrounding international contracts and provides insight to help avoid common pitfalls.



ICC Model Contract | International Sale

By the International Chamber of Commerce

ICC Pub. No. 738E, €69. English-French version, €75

ICC's most successful model contract, this updated edition takes into account today's most recent developments in international business and trade finance. The guide incorporates ICC's new trade rules, *Incoterms® 2020*, as well as the Uniform Rules for Bank Payment Obligations developed jointly by the ICC Banking Commission and SWIFT.



ICC Model Contract International Consulting Services

Expanding into a new market

By the International Chamber of Commerce

ICC Pub. No. 787E, €69

Companies looking to expand their operations to a new, foreign market often need guidance on a range of issues, including brand promotion, market research or local incentive schemes. This model contract offers an internationally-applicable, fair and balanced template.



ICC Model Contract | Commercial Agency

By the International Chamber of Commerce

ICC Pub. No. 766E, €69. English-French version, €69

This model contract is not based on any specific national law and incorporates best practices in global trade, as well as the principles generally recognised by the domestic laws on agency.



MODEL CONTRACTS



ICC Model Contract | Joint Venture

By the International Chamber of Commerce

ICC Pub. No. 780E, €69

This model contract can be used by small, medium-sized or large companies in order to provide a unique, balanced platform that is fair to all involved parties.



ICC Model Contract | Distributorship

By the International Chamber of Commerce

ICC Pub. No. 776E, €69

This model contract acts as an invaluable tool for traders when negotiating international distribution agreements. It includes uniform contractual rules and their application in a simple and general form to assure equal balance for both parties.



ICC Model Confidentiality Agreement

By the International Chamber of Commerce

ICC Pub. No. 774E, €69

This model agreement and stand-alone model confidentiality clause are designed to assist business people and lawyers by providing balanced, reliable templates that can be used in transactions across sectors and borders.



ICC Model Contract | Consortium Agreement

By the International Chamber of Commerce

ICC Pub. No. 779E, €69

The model agreement accommodates the desire of all parties for a solid unanimous decision-making process; a clear allocation of participation and provision of resources; the need for swift and effective dispute resolution; and the need for complete and informed allocation of risks.



MODEL CONTRACTS



ICC Model Contract | Selective Distribution

By the International Chamber of Commerce

ICC Pub. No. 773E, €69

This model contract is intended for the marketing of products through a network of qualified retailers. Selective distribution agreements allow exporters to better control the way their products are marketed by creating a direct link between the exporter and the retailers who sell their products to the final consumer.



ICC Short Form Model Contract | International Commercial Agency and Distributorship

By the International Chamber of Commerce

ICC Pub. No. 791E, €62

This simplified contract is intended for parties who do not want a detailed commercial agency or distributorship contract, but prefer a shorter simpler form, covering only the most essential issues.



Using Franchising to Take Your Business International

ICC Strategies and guidance for master franchising, area development and other arrangements.

By the International Chamber of Commerce

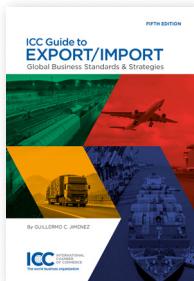
ICC Pub. No. 754E, €65

Aimed at franchisors that already have a multi-unit operation that has proven successful in one market, this book provides practical guidance on why, when and how a franchisor should go international.



GLOBAL TRADE PUBLICATIONS

ICC Best sellers



ICC Guide to Export/Import Global business standards & strategies

By Guillermo C. Jimenez
ICC Pub. No. 790E, €65

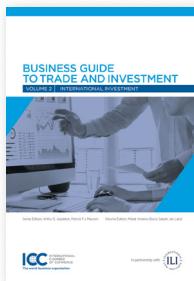
This valuable resource introduces trade professionals to the rules and best practices of doing business globally—from cargo insurance and customs procedures to electronic documentation and international payments and more.



Business Guide to Trade and Investment Volume 1: International trade

By Arthur E. Appleton & Patrick F.J. Macrory
ICC Pub. No. 781E, €65

Volume one of this series provides a comprehensive overview of international and regional rules applicable to trade in goods and services, as well as aspects of trade such as intellectual property rights and dispute settlement.



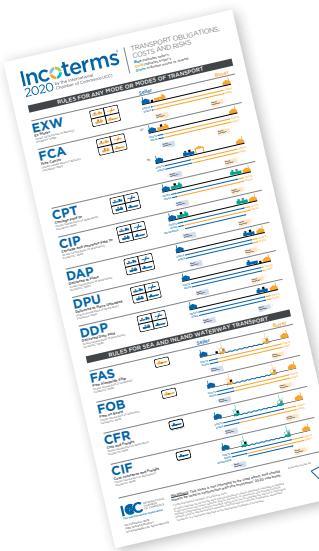
Business Guide to Trade and Investment Volume 2: International investment

By Arthur E. Appleton & Patrick F.J. Macrory
ICC Pub. No. 795E, €65

Volume two of this series provides a sound introduction to the most important trade concepts. The authors have simplified the complex and technical subjects of trade and investment to make them more accessible.



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The ICC Digital Library is a dynamic online platform that delivers 24/7 access to our vast collection of essential reference materials.

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- Review ICC Model Contracts, including those on commercial agency, distributorship, and joint ventures
- Browse over 30 publications related to global trade—from *Drafting and Negotiating International Commercial Contracts* to the *ICC Guide to Export/Import* and the *Business Guide to Trade*
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PUBLICATIONS



EVENTS



ONLINE TRAINING COURSES

ICC Knowledge 2 Go is a brand-new e-commerce platform, making all of the International Chamber of Commerce's premier publications, events and services accessible to everyone, everywhere.

With a full catalogue of resources available in just a few clicks, this one-stops shop makes getting the knowledge and know how doing international business, easy.

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