

INTERNATIONAL TRADE FOCUS ON DELIVERY AND PAYMENT CONDITIONS OF INTERNATIONAL CONTRACT OF SALE

***The Seminar focuses on proper use
of Incoterms 2020 in practice***

Practical Workshop focused on KEY elements of contract of sale, experience, common mistakes and how to avoid them!

This Practical One Day Seminar is a must for:

- exporters, importers and traders;
- carriers, freight forwarders, insurance companies;
- bankers working in trade finance, particularly in documentary credits and collections departments;
- specialists in trade finance;
- front office bank specialists, relationship managers;
- lawyers, advocates, academics;

In today's open global economy companies, banks, insurance companies, freight forwarders and other entities are increasingly engaged in the world trade. For many of them success, and often even mere survival is dependent on their ability to effectively export and/or import goods or services. However foreign trade does not bring only benefits, it brings also significant risks.

These risks can be effectively mitigated and many of them even fully or partially avoided, provided one is well aware of them and takes appropriate measures.

This one day seminar will focus on the most important parts of a standard contract of sale: proper choice and specification of the payment and delivery terms, correct relative choice and specification of documents to evidence the seller's fulfilment of its delivery obligation.

The correct understanding and interpretation of main aspects of international trade is for all their users crucial. Not only exporters, importers and traders, but also banks, carriers, freight forwarders, insurance companies, legal counsels and advocates should gain deep and focused knowledge of international rules and standards in order to be successful in their everyday business.

This practical and operational workshop is specifically designed to achieve just that. The seminar will be delivered by **Mr. Pavel Andrle is an international trade finance specialist and senior tutor with the *electronic Business School International***.

English Language without interpretation

One Day Workshop,



Programme of the Workshop
....., 2020

**International Contract of Sale, Focus on proper implementation
of Incoterms 2020, Delivery and Payment Terms, Transport risks
and Cargo Insurance**

8:30 - 9:00 – Registration

9:00 - 09:10 – Opening session

Welcome observation by the hosting organization

09:10 - 10:30 – Introduction: Main contract obligations of Seller and Buyer

- Main contract terms and conditions
- Delivery terms - best practices – Incoterms 2020
- Incoterms 2020 – what do they cover and what not?
- Incoterms 2020 as part of the contract of sale and relations with other relevant contracts
- Proper choice of the payment condition from the Buyer's and Seller's point of view

10:30 - 10:45 – *Tea/Coffee Break*

10:45 - 12:00 – Delivery terms in detail – Incoterms 2020 Revision discussed

- Incoterms 2020 revision – What have been the main issues considered under the Revision?
- Changes in Incoterms 2020 explained
- Any mode or modes of transport trade terms in detail

12:00 - 13:30 – *Lunch*

13:30 - 15:00 – Delivery terms in detail – Incoterms 2020 Revision discussed

- Marine delivery terms in detail
- Traditional sea transport v. containerized shipments: FCA versus FOB, CPT and CIP v. CFR and CIF

15:00 - 15:20 – *Tea/Coffee Break*

15:20 - 16:30 – Delivery terms and Payment conditions in detail – important linkage

- Each delivery condition and its linkage to the payment conditions
- Cargo Insurance – main aspects to consider
- Incoterms and customs clearance
- Questions & Answers Session

16:30 - 17:00 – Closing and Wrap up

Material relevant to the course will be distributed and a certificate of attendance will be delivered to all those who completed the course.



Mr. Andrle, BSc., LL.M is a **Secretary to the Banking Commission of ICC Czech Republic** which he regularly represents at the ICC Banking Commission meetings abroad. He chaired the working groups of ICC CR which revised translations of UCP 500, UCP 600, eUCP, ISP98, URDG 758 and other Banking Commission documents into Czech language.

He has been deeply involved in the revision of UCP as a **member of UCP 600 Consulting group** being formed by over forty experts from all over the world.

He was involved in development of URBPO as a member of the ICC Banking Commission **Consulting group on URBPO**. Nowadays, he is a member of ICC **Task Force on Guarantees**, also a member of the new ICC Banking **Commission Consulting group for Forfeiting** (which developed the new ICC rules for Forfeiting in cooperation with former IFA, today's ITFA). **In years 2010-2011 he also served as a member of the ICC Banking Commission Group of Experts which drafted the official ICC Banking Commission Opinions on ICC Rules.**

Mr. Andrle worked closely with Mr. Miroslav Subert, a member of the Incoterms 2010 Drafting Group, during the revision of Incoterms and cooperated in the official translation of Incoterms 2010 into Czech language. He has been also involved in the revision of Incoterms 2020.

He has delivered numerous seminars on Incoterms 2000, Incoterms 2010 and recently on Incoterms 2020, both in Czech Republic and abroad. In October 2014, Mr. Andrle was appointed as a **Secretary to the Commission on Commercial Law and Practice of ICC Czech Republic.**

Mr. Pavel Andrle is an international trade and finance consultant and lecturer. He has worked for a number of leading local and international banks in various positions (for instance as trade finance specialist, head of trade finance, trade finance risk manager, in-house trainer). Frequent Lecturer in Documentary Credits, Bank Guarantees & Trade Finance for Banking Institute, Institute of Foreign Trade Transport & Forwarding, ICC CR and Economic Chamber of Commerce of Czech Republic. Regular facilitator in seminars abroad in English for ICC National Committees, bank associations and chambers of commerce world-wide.

Mr. Andrle has lead or participated in great number of seminars held in Bangladesh, Cambodia, Vietnam, India, Sri Lanka, Nepal, China, Philippines, Singapore, Sierra Leone, Zambia, Uganda, Ghana, South Africa, Nigeria, Albania, Poland, Serbia, Bulgaria, Romania, Slovakia, U.K., Ireland, Lithuania, Latvia, Malta, Georgia, Croatia, Turkey, Russia, Mongolia, Uzbekistan, Azerbaijan, UAE, Trinidad and Tobago, Dominica, etc. He is author of the publication *„Documentary Credits – a Practical Guide“* published by Grada Publishing, a.s. (6 editions). He has written a *„Commentary to UCP500 in the light of ISBP and other ICC Banking Commission documents“* and *„Commentary to UCP600“* published by ICC CR (all in Czech language). Recently his book on ***“Examination of documents under Documentary Credits”*** has been published in the second updated edition (in English language).

He is appointed ICC CR expert to reply to enquiries related to Documentary Credits and Trade and Structured Finance – development of technical assistance consultancy services of ICC CR to banks, carriers, insurance companies and traders. It includes advisory services and in-house technical assistance in banks and companies.

He is frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, also an arbitrator with Vilnius Arbitration Court, Lithuania. He has been an active trainer under Global Trade Finance program of IFC (International Finance Corporation – a member of World Bank Group). Mr. Andrle also serves at the lead tutor in the Finance of International Trade with the *electronic* Business School International. Mr. Pavel Andrle can be contacted at pa@cmail.cz or andrle@icc-cr.cz