



Incoterms® 2010
by the International Chamber of Commerce (ICC)

ICC rules for the use of domestic and international trade terms

Incoterms 2010 Seminar Series

The Alabama International Trade Center, in conjunction with our Export Alabama partners, is delighted to announce its series of Incoterms® 2010 seminars. The half day seminars will review the key provisions in the new edition of Incoterms® and what these changes mean for users. Attendees will receive a complimentary copy of Incoterms® 2010 (which codifies terms such as Ex-works, FCA, FOB and CIF) and is used by large and small businesses trading across borders all over the world. It provides businesses with the confidence and certainty to operate in unfamiliar markets / legal jurisdictions, with suppliers and buyers of containerized trade.

The 2010 edition, which enters into force on 1 January 2011, incorporates a number of changes to keep pace with the development of international trade.



Huntsville: Monday, 11/8, at the [Huntsville Chamber](#), 1:30 – 4pm
Birmingham: Tuesday, 11/9, at the [Innovation Depot, 1st Ave North](#), 8:30 – 11am
Montgomery: Tuesday, 11/9, at [ADO, 401 Adams Ave, 7th Floor](#), 2 – 4:30pm
Mobile: Thursday, 12/2, at the [Mobile Chamber](#), 8:30 – 11am

Approved by the
National Customs
Brokers & Forwarders
Association (NCFBAA):

2.5 Hours
CES Credit

Cost: \$75 per person. Includes a copy of the Incoterms® 2010 book.

Deadline to register is 11/4 for Huntsville, Birmingham, and Montgomery, 11/30 for Mobile.

American users have a particular stake in the Incoterms® 2010 rules. The “FOB confusion” that was found in the old UCC terms has been replaced. Incoterms® 2010 rules are far more amenable to US domestic use than any previous version. The changes are both sweeping and practical. This revision considers the post 9/11 cargo security regulations and new Institute Cargo Insurance Clauses. Delivery, so critically important for revenue recognition compliance, is also addressed in far greater detail.

“Incoterms” is a trademark of the International Chamber of Commerce. This event is not sponsored by or associated with ICC.

EXPORT
ALABAMA



Incoterms® 2010 Seminar Series – Alabama International Trade Center

The first changes to Incoterms® in ten years will go into effect January 1, 2011. Is your business ready? Are your clients' businesses ready? Or will you be hit with major costly surprises on newly-defined buyer/seller/transporter responsibilities?

Who should attend?

- Exporters/Importers
- Sales managers
- Purchasing Mgrs.
- Forwarders
- Customs brokers
- Credit professionals
- Compliance Staff
- Insurers
- Trade consultants
- Int'l bankers
- Attorneys
- Business Owners

Agenda

- Overview
- Why Incoterms® rules?
- Useful definitions
- Sellers and buyers
- Role in sales contracts
- Service providers
- What Incoterms® rules do/don't do
- Common misconceptions
- Hoops & hurdles in trade
- Rule-by-rule analysis
- Domestic use of Incoterms®
- American perspective on title, accounting, & export clearance
- Relation to international payment terms
- Incoterms® 2010 – UCC terms matchup

Registration is available three ways:

- 1) **By Phone:** 205-348-7621
- 2) **Fax-Back:** 205-348-6974 **Scan/Email** AITC@UA.EDU
- 3) **Mail:** Checks payable to University of Alabama, Box 870396, Tuscaloosa, AL 35487-0396

\$75 per person.
Includes Book, Materials,
and 2.5 Hours CES Credit.

Select: 11/8: Huntsville 11/9: Birmingham 11/9: Montgomery 12/2: Mobile

ATTENDEE NAME	
COMPANY NAME	
ADDRESS	
CITY/ST/ZIP	
PHONE	
EMAIL	
NAME ON CREDIT CARD	
CREDIT CARD #	
EXPIRATION DATE	
CVV NUMBER	(3-4 digit number on back on card)
CARD TYPE	Visa MasterCard Discover <i>Note: NO American Express</i>
BILLING ADDRESS	
SIGNATURE	

By signing above, I understand and authorize \$75.00 to be charged to my credit card to attend the INCOTERMS 2010 Seminar Series.

Fax Signed Form to 205-348-6974 or <mailto:AITC@UA.EDU>