



# INCOTERMS 2020

## BUSINESS ISSUES WORKSHOP

**DATE:**

**4<sup>TH</sup> MAY 2021**

**VENUE:**

**VIRTUAL**

**DELEGATE COST:**

**MEMBER RATE  
£200.00**

CHEMICAL BUSINESS  
ASSOCIATION  
GROUP HOUSE  
SOUTHMERE COURT  
ELECTRA WAY  
CREWE BUSINESS PARK  
CREWE, CHESHIRE CW1 6GU

Phone: +44 01270 258200  
Fax: +44 01270 258444  
E-mail: cba@chemical.org.uk

### Why attend?

Following the UK/EU Trade and Cooperation Agreement, correct Incoterms rules are now required for trade with the EU27. This workshop will provide an essential guide to an important area of international trade, and is one of a series aimed at raising awareness of post-Brexit trade issues.

Since they were first introduced, the Incoterms rules have been revised about once a decade to keep up with the rapid expansion of world trade. Cargo security is now at the forefront of the transportation agenda for many countries.

FCA, DAP, DPU, etc., are just three of the current terms used internationally to determine buyers and sellers risks and responsibilities in international contracts. Failure to use them correctly puts your company at risk - and this is especially true of companies trading under ExWorks or DDP terms.

### Who should attend?

This training course is a must for anyone involved in international trade.

Ideal for both beginners and experienced professionals who just want to up-date themselves on the new Incoterms 2020, which came into force on the 1<sup>st</sup> January 2020.

*Presentations will be given by an expert in the import and export of goods:*

- *A review of the history of Incoterms*
- *What incoterms do*
- *Incoterms examined in respect of:*
  - *delivery*
  - *division of costs*
  - *risks & obligations*
- *Common misunderstandings*
- *Legal implications*
- *Import & export policy*

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## PROPOSED AGENDA AND BOOKING DETAILS

### CONFIRMATION

Confirmation of booking will be issued by email, when the booking is processed. The link and joining instructions will be issued by email one week prior to the event.

### PAYMENT

**ALL PAYMENTS MUST BE RECEIVED BEFORE 5TH APRIL 2021 AND ANY CANCELLATIONS MADE AFTER THIS DATE ARE NON-REFUNDABLE.**

Payment may be made by Cheque, BACS, or Credit Card (Credit / Debit Card charges apply as follows; Debit Cards + 0.55% / Personal Credit Cards (Visa or Mastercard only) + 1.681% / Corporate Credit Cards (Visa or Mastercard only) +2.555%). Cheques and bankers drafts must be in Sterling and should be made payable to Chemical Business Association. Please ensure that the total amount includes VAT.

Chemical Business Association bank details:  
NatWest Bank plc, Bishopsgate Branch,  
PO Box 34, London EC2P 2AP  
Sort Code: 50-00-00  
Account No 00420034  
Swift No: NWBK GB 2L  
IBAN No: GB063 NWBK 5000 0000 4200 34  
VAT No: 238409160

Under UK excise regulations delegates from all countries are required to pay VAT on any course taking place in the UK.

### SUBSTITUTIONS

Substitutions at the same membership level can be accepted at any time.

### CONTENT

There may be occasions when changes in programme content, speakers, timing and location have to be made for reasons outside our control. CBA accepts no responsibility for the opinions of speakers or any other persons expressed on its courses. In the event that CBA has to cancel a course a full refund will be given. CBA accepts no responsibility for any travel arrangements or cost due to cancellation.

### ACCESS REQUIREMENTS

To help us ensure that all delegates attending the event are able to participate fully, please let us know about any requirements you have by contacting [Claire.morris@chemical.org.uk](mailto:Claire.morris@chemical.org.uk).

### DIETARY REQUIREMENTS

Please inform us if you need us to cater for any specific dietary requirements.

### DATA PROTECTION

CBA processes the information provided by its members and non-members to enable it to carry out its activities in accordance with its objectives and for its administrative purposes. We may use the information to tell you about our other products and services. We will not make it available to any other person without prior consent from you.

### RECORDINGS

Please note that this event may be recorded and used internally by CBA.

<b>10:00</b>	<b>WELCOME AND REGISTRATION</b>
	What are Incoterms?
	85+ years of Incoterms use
	What do Incoterms do?
	Practice and theory
<b>12:40</b>	<b>LUNCH</b>
	Putting Incoterms into practice
	Sales – Procurement – Logistics
	Old Incoterms
<b>15:30</b>	<b>Q&amp;A</b>

### COMPLETE IN BLOCK CAPITALS

## BOOKING FORM

Company:		
Address (including Postal Code)		
Tel No.		Fax No.
Booked by:		
Email Address:		
Membership Category	Member	Non-Member
Purchase Order No.		
Accounts Department Email Address		
<b>Delegate Details</b>		
Title (Mr, Mrs, Dr, etc), First & Last Name	Email Address	