

Our Ref. 5.3.28

Nicosia, February 2014

TO: All Interested Parties

FROM: Secretary General

SUBJECT: Publications available from the International Chamber of Commerce (ICC)

Sir(s),

We would like to inform you that the following publications of the International Chamber of Commerce are available. These publications are unique in their kind and are a valuable aid to a wide spectrum of businesspeople. The following publications are:

1. **ICC MODEL INTERNATIONAL SALE CONTRACT (ICC Publ. No. 738) (2013 Edition)**



Manufactured Products



The ICC Model International Sale Contract is a time-saving tool for traders, business men, lawyers and all parties involved in important import / export and sales transactions. Providing clear directions to sellers and buyers, the form's introduction takes the parties step-by-step through the process – from the general characteristics of the contract through its scope of application to its termination and resolution of disputes.

Concise and practical, this latest addition to ICC's successful Model Contract Series is an invaluable tool for companies engaged in international trade and their lawyers. It carries the authority of ICC, the organization that pioneered many of the basic rules and mechanisms at the heart of international trade. It provides clear directions to sellers and buyers, its introduction takes the parties step-by-step through the process – from A to Z covering:

- General characteristics of the contract
- Scope of application
- Termination of the contract
- Dispute resolution
- And more

This updated version takes into account recent developments in international business and trade finance and incorporates the latest trade rules, ICC's Incoterms® 2010, as well as the new Bank Payment Obligation (BPO) rules developed jointly by the ICC Banking Commission and SWIFT.

The book includes the text of the model on a CD-Rom.

This valuable aid is suitable for Business Layers, Exporters/ Importers, In-house Counsel, Trade Association, International Organisations, manufacturer's Federations and is estimated at €80.

2. DRAFTING AND NEGOTIATING INTERNATIONAL COMMERCIAL CONTRACTS (ICC Publ. No.743) 2013 Edition

Drafting and Negotiating International Commercial Contracts clarifies the issues surrounding cross-border agreements and provides solutions to the complex problems they raise.



With increasing globalization, multinational agreements are becoming a common practice for most traders. However, international contracts remain a difficult and mysterious subject for business people as well as their lawyers.

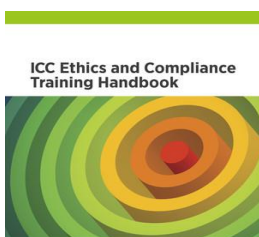
This updated edition provides insights into the basic requirements of a well-drafted contract and covers, among other things:

- The choice of the applicable law
- The choice of jurisdiction
- International arbitration
- The use of more international drafting techniques
- Hardship, force majeure and liquidated damages

As an added feature, this publication analyzes in depth the negotiating process. It provides incisive commentary on the model contracts developed by the International Chamber of Commerce (ICC), the 2012 ICC Rules of Arbitration, Incoterms © 2010 and Unidroit Principles 2010.

This publication is suitable for all business people and for lawyers and its price is €132.

3. ICC ETHICS AND COMPLIANCE TRAINING HANDBOOK (ICC Publ. No. 741) 2013 Edition



The ICC Ethics and Compliance Training Handbook sets out the challenges which large, medium-sized and small companies have to overcome as they build and put into action their corporate compliance programme.

This practical guide and training tool provides hands-on expertise from distinguished practitioners in the field of corporate integrity and compliance. It offers practical guidance on performing a risk assessment, installing a whistleblowing system, exercising due diligence when selecting agents or intermediaries, and conducting internal investigations. It also covers setting up a training programme, engaging your Board of Directors in

compliance efforts, drafting a Code of Conduct, setting up the best compliance system for your company, resisting solicitation and extortion, introducing the ICC Anticorruption Clause in your contracts, mitigating compliance risks arising from joint ventures, and managing the transition to a clean commercial policy.

This publication is the tool of reference for managers, compliance officers, lawyers and anyone concerned with stamping out corruption and other anticompetitive practices, whether working in an SME in an emerging country or in a large corporate operating on different continents.

The Handbook will be particularly useful for professional working in compliance in both small structures and large organizations, in OECD countries as well as emerging countries.



It includes 17 chapters. The 17 chapters of this handbook were written by past and present compliance practitioners from leading ICC member companies.

This valuable publication is estimated at €70.

Take advantage of this unique opportunity that is offered to you now and place your order, simply by filling out the attached form and sending it, together with your remittance, to the Cyprus Chamber of Commerce and Industry, c/o ICC Publications, P.O.Box 21455, 1509 Nicosia, at your earliest convenience.

For more information on the above mentioned publication but also more generally on the rich series of ICC publications, please contact the Cyprus National Committee of the ICC at the Cyprus Chamber of Commerce and Industry, tel. 22889840.

Sincerely,
Lia Riris
for Secretary General

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ICC PUBLICATIONS – ORDER FORM

To: The Cyprus Chamber of Commerce and Industry
ICC Publications
P.O.BOX 21455, 1509 Nicosia

Please send me the following ICC publication:

ICC MODEL INTERNATIONAL SALE CONTRACT (ICC Publ. No. 738) (2013 Edition)

At: €80.00 (incl. V.A.T.) No. of Copies:

DRAFTING AND NEGOTIATING INTERNATIONAL COMMERCIAL CONTRACTS (ICC Publ. No.743)
2013 Edition

At: €132.00 (incl. V.A.T.) No. of Copies:

ICC ETHICS AND COMPLIANCE TRAINING HANDBOOK (ICC Publ. No. 741) 2013 Edition

At: €70.00 (incl. V.A.T.) No. of Copies:

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→ PRICES QUOTED INCLUDE DELIVERY CHARGES**