

Our Ref. 5.3.28

Nicosia, October 2017

TO: All Interested Parties
FROM: Secretary General
SUBJECT: New 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. The publications are unique in their kind and are a valuable aid to a wide spectrum of businesspeople. The following publications are:

1. DRAFTING AND NEGOTIATING INTERNATIONAL COMMERCIAL CONTRACTS, A PRACTICAL GUIDE, WITH ICC MODEL CONTRACTS (ICC Publ. No. 788) 2017 edition

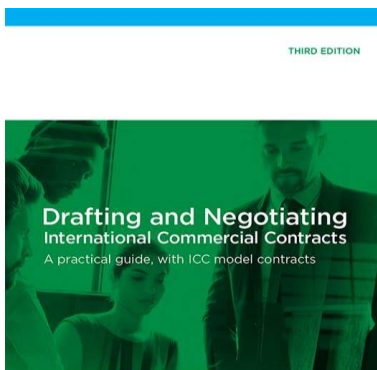


Table of Contents:
Chapter:

1. *Introduction*
2. *The Applicable Law*
3. *The Methods of Solving Disputes*
4. *International Arbitration*
5. *Litigation Before Ordinary (National) Courts*
6. *Drafting, Negotiating and Concluding International Contracts*
7. *The ICC Model Forms*

Updated in 2017, this invaluable guide clarifies the issues surrounding international contracts and will help lawyers and business people avoid the most common pitfalls.

It provides:

- Practical examples and a comprehensive view of the principles that govern cross-border contracts
- Insights into the basic requirements of a well-drafted contract and analyses in depth the negotiating process
- An incisive commentary on the model contracts developed by the International Chamber of Commerce (ICC), Incoterms 2010® and the Unidroit Principles 2016
- Various Annexes such as: Incoterms® 2010 Wallchart, ICC Arbitration and Mediation Rules, ICC Force Majeur and Hardship Clauses

It is an invaluable tool for practitioners who wish to understand and prepare for the main issues they will face when dealing with international contracts.

This publication is estimated at €133.

2. MAKING MONEY WITH INCOTERMS 2010 (ICC Publ. No. 984) 2017 edition
Strategic Use of Incoterms® Rules in Purchases and Sales

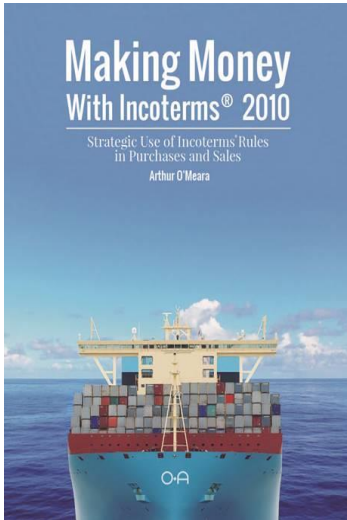


Table of Contents:
Chapter:

1. Introduction
2. What are Incoterms® Rules
3. Theoretical Overview
4. Application of Incoterms® Rules: Part I
5. Application of Incoterms® Rules: Part II
6. Negotiating Strategies and Tactics
7. Critical Points in the Transfer of Costs, Risks and Possession
8. Case Studies
9. Conclusion
10. Glossary
11. Resources

In most negotiations for imports and exports there are four primary areas buyers and sellers discuss. These four areas are possession of the goods during transportation, transfer of risk or responsibility, title transfer, and payment terms.

Of these four areas, the most important is the negotiation over the transfer or possession during transportation. This can be thought of as whether the goods will be sold freight prepaid or freight collect. The second issue discussed is the transfer from seller to buyer of risk, or responsibility for the condition of the goods during transportation. For traders not savvy in Incoterms® Rules this subject may not even be discussed. Once the transfer of possession and risk are agreed upon then title transfer and payment terms normally fall into place. This publication is addressed to the largest group of importers and exporters: those who sell goods either as LCL, or in full containers by ocean, air or truck. It is not meant for importers and exporters who charter vessels, such as commodities traders, but commodities traders can still learn from the negotiation lessons herein.

Most traders will be using only a few Incoterms® Rules. For this reason, this book will address those Incoterms® Rules in depth that are most applicable to most companies that participate in international trade.

The rest of the Incoterms® Rules are briefly discussed and dismissed as inapplicable for those who move goods in containers.

This new book should be read by people in the following departments:

- Purchasing, Sales, International Trade Compliance, Contracts/Legal, Logistics/Supply Chain Management, Shipping/Receiving

This valuable publication is estimated at €53.

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
/GV

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 publications:

DRAFTING AND NEGOTIATING INTERNATIONAL COMMERCIAL CONTRACTS, A PRACTICAL GUIDE, WITH ICC MODEL CONTRACTS (ICC Publ. No. 788) 2017 edition

At: €133.00 (incl. V.A.T.) No. of Copies:

MAKING MONEY WITH INCOTERMS 2010 (ICC Publ. No. 984) 2017 edition

At: €53.00 (incl. V.A.T.) No. of Copies:

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NOTE: →	CHEQUES SHOULD BE MADE PAYABLE TO THE CYPRUS CHAMBER OF COMMERCE AND INDUSTRY
→	PRICES QUOTED INCLUDE DELIVERY CHARGES