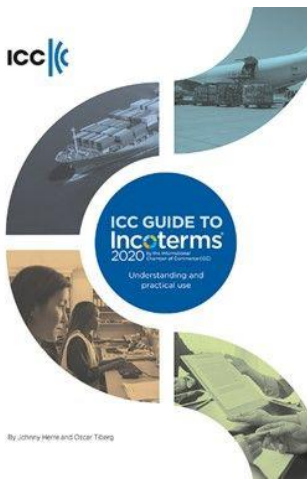


TO: All Interested Parties
FROM: Secretary General
SUBJECT: ICC PUBLICATIONS

Sir(s),

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

1) ICC GUIDE TO INCOTERMS® 2020 (Publ. No. 805E) 2022



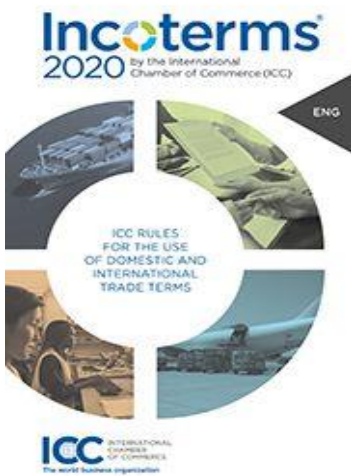
The latest in a series of best-selling guides explaining how ICC's world-famous trade terms apply in practice, ICC Guide to Incoterms® 2020 provides answers to the most important and recurring questions that will be asked about the Incoterms® 2020 rules.

The Guide explains the changes since the last Incoterms® rules, looks at the differences between the terms, and provides an overview of buyers' and sellers' obligations. The guide also explains the evolution of the Incoterms® rules since 1936 and how they work in conjunction with contracts of sale, insurance and payment as well as the consequences following from the choice of the different terms. Details section-by-section comments on each of the Incoterms® rules are presented in a clear, user-friendly manner. **It is a lucidly written, practical book that is the standard support tool for all users of the Incoterms® rules.**

The Guide is suitable for Buyers, suppliers, lawyers, transport/logistics companies, customs authorities, insurance professionals and international business professors/students.

This valuable publication is estimated at: €74.

2) ICC INCOTERMS® 2020 (Publ. No. 723E) 2019



ICC has been writing and publishing the Incoterms® rules for more than 80 years, providing importers, exporters, lawyers, transporters, insurers and students in the international arena with rules and guidance reflecting evolving market practices in B2B trade in goods.

This publication defines important responsibilities of buyers and sellers for the transport and delivery of goods under B2B sale contracts, including by allocating costs and risks between the buyer and the seller for key obligations related to transport and export/import formalities. The Incoterms® rules are regularly incorporated into B2B contracts for the sale of goods worldwide and are part of the daily language of trade.

Incoterms® 2020 contains the ICC rules for use of the 11 Incoterms® 2020 trade terms. It takes into account the latest development in commercial

practice and updates the rules to make them more accessible and easier to use.

The new rules entered into force on 01 January 2020. Traders are encouraged to make reference to the Incoterms® 2020 rules as the latest version of the trade terms.

The price of this valuable publication is estimated at: €49.

You can order the above book by [clicking here](#).

For more information on the above mentioned publications 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
Senior Officer

/GV