

ICC INCOTERMS[®] 2020 - Breakfast Seminar

Friday, 15 November 2019

The London Institute of Banking & Finance
Peninsular House, 36 Monument Street, London EC3R 8LJ

Updated every 10 years, ICC Incoterms[®] 2020 rules define the responsibilities of buyers and sellers for the delivery of goods under sales contracts. They are the authoritative rules for determining how costs and risks are allocated to the parties.

Programme

08:30 - 09:00 | Breakfast & Registration

09:00 - 09:05 | Opening Remarks

Chris Southworth, Secretary General, ICC United Kingdom

09:05 - 09:15 | Welcome

Donia Hammami, Cross-border Trade & Policy Expert / Vice-President Trade & Customs Consulting, KGH Customs Services

09:15 - 09:40 | Summary of the Incoterms[®] 2020 Changes

David Lowe, Global Co-Chair, ICC Incoterms[®] 2020 Drafting Committee and Chair of Commercial Law & Practice UK Committee (Partner, Head of International Commerce, Gowling WLG)

09:40 - 10:45 | Panel Discussion - followed by group discussion

This panel will take Q&A from the audience (delegates have also submitted questions in advance of the event) and will discuss some of the FAQ and practical ways in which ICC Incoterms[®] 2020 should be applied.

MODERATOR: **Donia Hammami**, Cross-border Trade & Policy Expert / Vice-President Trade & Customs Consulting, KGH Customs Services

PANELLISTS:

- **Miriam Goldby**, Reader in Shipping, Insurance and Commercial Law at the Centre for Commercial Law Studies, Queen Mary University of London
- **James Hookham**, Secretary General, Global Shippers Forum
- **David Lowe**, Global Co-Chair, ICC Incoterms[®] 2020 Drafting Committee and Chair of Commercial Law & Practice UK Committee (Partner, Head of International Commerce, Gowling WLG)
- **Kevin Shakespeare FIE**, Director of Stakeholder Engagement, Institute of Export & International Trade

10:45 - 11:45 | Networking Tea & Coffee

Hosted by:

**The London Institute
of Banking & Finance**

Incoterms® 2020 Training Partners:



Strong & Herd LLP
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Strong & Herd LLP (S&H LLP) was formed in 1995 and has become a key player in export and import training and business support. Many companies, large and small, have sent delegates to S&H LLP courses and workshops, and training by S&H LLP has become an integral part of these companies' training programmes. The S&H team communicate their daily shipping experience into courses that actually relate to the real world of import and export. S&H LLP are also proud to continue their association with specially selected, experienced trainers in extending their training courses. Along with their commitment to the Investment in Skills programme, the S&H LLP team pride themselves on keeping up-to-date in this ever-changing world of international trade. Strong & Herd LLP provide shipping office outsource services and helpline support to their clients and work closely with HM Revenue & Customs (HMRC), the International Chamber of Commerce (ICC), British Exporters Association (BExA) and other international trade bodies. Delegates are quick to appreciate that the courses and workshops are not "text book", classroom material but provide real answers to real problems – as well as giving "insider" tips and good cost saving and compliance advice.



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Institute of Export & International Trade

Established in 1935, the Institute of Export & International Trade is the professional membership body representing and supporting the interests of everyone involved in importing, exporting and international trade.

The Institute's mission is to enhance the export performance of the United Kingdom by setting and maintaining professional standards in international trade management and export practice. This is principally achieved by the provision of education, training and practical business support. The challenging and often complex trading conditions in international markets mean that our role has never been more vital. The Institute continues to be committed to the belief that real competitive advantage lies in the competence of businesses and future export growth must be underpinned by a sound foundation of knowledge.

In 2018 the Institute was awarded as a Small Business Champion by the World Trade Organization (WTO) and International Chambers of Commerce (ICC).

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Welcome to the age of fast, easy and safe importing and exporting!

Selecting the correct Incoterms® 2020 rule and understanding your obligations can be complicated. Knowing and trusting who you are trading with, navigating tariffs, regulations and sanctions can be difficult. There are many risks. Working in association with the ICC, Open Borders Direct has digitised Incoterms® 2020, transforming the trading experience for UK businesses. Open Borders Direct offers UK companies an on-line platform to support and access to an ecosystem of competitive trading services including due diligence through to "pay-as-you-trade" insurance.

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