Cargo management, especially in the maritime sphere, plays a vital role in the transfer of goods between seller and buyer. However, despite over 90% of the world's international trade being conducted by sea, often very little is known about this subject by either party. This unique text provides a clear and comprehensive introduction to the principal elements involved in the management
of marine cargo and the carriage of goods by sea. Not only does it analyse key theories and debates in the maritime freight sector, it is equally instructive on practice and logistics. Furthermore, the book provides a thorough guide to the roles and responsibilities of all parties involved in this dynamic industry. This second edition has been fully revised and updated to incorporate the very latest changes in cargo management legislation and procedures, including: Offshore oil & gas supply management The revised INCOTERMS 2010 Tramp shipping and spot cargo trading Project cargo management Dry and liquid bulk cargo management The IMDG Code and the marine carriage of dangerous and hazardous goods Cabotage Salvage Risk management and best practice This is an essential guide for shipping professionals, academics and students of marine logistics, and international trade.

Introduction to Marine Cargo Management

Explains the terms of sale included in the International Chamber of Commerce publication known as Incoterms.

Basic Documents on International Trade Law

Explains the terms of sale included in the International Chamber of Commerce publication known as Incoterms.

ICC guide on transport and the Incoterms 2010 rules

International Trade and Port Logistics

International Trade Law offers a clear overview of the complexities of an international sale transaction through informed analysis of case law, legislation, and international conventions and rules. Fully updated with changes to the law and new directions in legal debate, this new edition considers: • Standard trade terms including INCOTERMS 2010, the Convention on International Sales of Goods 1980 and the UNIDROIT Principles for International Commercial Contracts 2004 • E-Commerce issues, including electronic bills of lading • Insurance and payment mechanisms, such as letters of credit and the UCP 600 • International transportation of cargo, including the Rotterdam Rules • Dispute resolution, incorporating jurisdiction, applicable law, arbitration and mediation • Corruption and anti-corruption conventions, including the UK Bribery Act 2010 In addition to clarifying a range of topics through tables and diagrams, the
book directs readers to relevant further reading and online resources throughout, offering students an accessible resource to this often challenging area of the law.

Dictionary of International Trade

This second edition represents a substantial revision to the first edition first published in 1999. Readers will find this book an update of the adoption of UCP–600 and new practices of the services by ECIC and major trade promotion institutions in Hong Kong. Major differences between Incoterms 2000 and 2010 will also be discussed. Published by City University of Hong Kong Press.

The Director and The Manager

International Commercial Transactions

ICC Guide to Export-import

Specialized Legal Research

Knowledge of the players and an insight in the logistics processes within international trade and (port) logistics are vital prerequisites for anyone who operates in international trade or ports or would like to do so, for example as a FREIGHT FORWARDER, EXPORT PROFESSIONAL or SHIPS AGENT. This book discusses and explains the parties involved and the processes in international trade and ports. Apart from that, the INCOTERMS 2010 ®, payment conditions like the L/C and specific subjects such as carrier/merchant haulage, the business model of the NVOCC, container demurrage, THC, CAF & BAF rates and international transport documents like the BILL of LADING are also covered. In this book, a lot of schemes and figures are used to illustrate reality in a clear, concise manner. It is intended for anyone who would like to know more about logistics and logistical processes in trade and in and around ports and can be taught in various (logistics) classes and at different levels of vocational? and higher education (associate/bachelors degree).

ICC Guide to Incoterms 2010
The Secretariat's Guide to ICC Arbitration

Designed for use by anyone involved in international sales, finance, shipping and administration, The Handbook of International Trade and Finance provides a full explanation of the key areas of international trade - including risk management, international payments and currency management. It is an essential reference source that will help to reduce risks and improve cashflow, identify the most competitive finance alternatives, structure the best payment terms, and minimize finance and transaction costs. Coverage includes: trade risks and risk assessment; methods of payment; currency risk; export credit insurance; trade finance; and terms of payment. Designed for all businesses, regardless of size and business sector, the book also describes the negotiating process from the perspectives of both the buyer and the seller - providing valuable insight into the complete financing process.

Incoterms® 2010 and the UCC

INCOTERMS 2010 - A Practical Guide

Anyone involved in trade law knows the time-consuming nature of obtaining primary source material and consulting each of the main trade laws. Now in its fourth edition, Basic Documents in International Trade Law solves this problem by assembling, in a single, easy-to-use resource, a very comprehensive collection of the most important and frequently used documents on the law of international trade. In addition to its obvious practical value, this work reveals much about the process of harmonization in international trade law and the operation of the key international trade bodies. This makes the book a helpful reference for international business lawyers, researchers, legislators and government officials in the field. Since the successful publication of the previous editions of the book, the appearance of new conventions and model laws has considerably enriched the law of international trade, and the present edition contains a wealth of new material. The book has been substantially revised and several new instruments have been included. Among the most significantly important improvements to this new edition are new chapters added to different parts of the book, a redesigned and thoroughly revised Part 6 reflecting the expansion of intellectual property rights under the framework of treaties administered by World International Property Organization, and bibliographies and other research resources updated...
and enlarged to include an extraordinarily rich collection of books and articles in many trading languages besides English, including, for the first time, major Chinese works in the international trade law field. As the late Prof. Clive M. Schmitthoff commented on the first edition, the book ‘is not only of practical usefulness but has also considerable jurisprudential value’, and ‘reveals the methodology of the harmonization process in the area of international trade law’. The International Business Lawyer first commented in 1987 that the book ‘can only be described as a “vade mecum” for every international business lawyer’, an assessment that now seems more merited than ever.

Export/Import Procedures and Documentation

With billions of dollars generated annually, importing and exporting is a potentially lucrative arena for growth—and a bewildering tangle of rules and regulations. Packed with hundreds of cost-effective strategies, ready-to-use forms, and valuable checklists, the second edition of Mastering Import & Export Management explains how to efficiently—and legally—navigate the complex world of international trade. From the big picture of pinpointing the best markets to the nitty-gritty of packing a container, this sweeping guide examines how to spot potential risks, apply quality control procedures, prepare documentation accurately, and more. This revised and updated edition addresses how best to handle recent crises like the earthquakes and tsunami in Japan, the economic downturn, or political instability in countries like Egypt, Tunisia, Bahrain, and Libya. It also covers every new compliance and security regulation, as well as evolving best practices, including: • C-TPAT guidelines • Incoterms • In-house compliance programs • Freight cost-reduction tips • Beefed-up TSA regulations • Improved technology options • President Obama’s new export initiatives. It’s an indispensable resource for today’s complex and changing global marketplace.

ICC Model Contract for the Turnkey Supply of an Industrial Plant

International business is more complex today than ever before. Customs and export control requirements, distributors versus agents, payment mechanisms, insurance, transportation... Even the most seasoned professionals can find themselves in need of guidance through this never-ending sea of rules, regulations, and paperwork—for multiple countries! Featuring dozens of sample contracts, procedures, checklists, and ready-to-use forms, Export/Import Procedures and Documentation is an authoritative voice in the ever-changing, often-confusing world of international laws and regulations. The revised fifth edition contains new and expanded information on topics including: • Corporate
oversight and compliance • Valuation • The Export Control Reform Act • Licensing requirements and exceptions • International Commerce Trade Terminology • The shifting definition of “Country of Origin” • Specialized exporting and importing • And more
You no longer have to worry about all the dos, don’ts, and details of the vast world of importing/exporting. This all-in-one global-business resource has done it for you already.

International Contracting: Law and Practice

A Study Guide for the Operator Certificate of Professional Competence (CPC) in Road Freight 2020

Incoterms 2010 - handy reference card 1-page 2-sided handy reference guide to 2010 Incoterms, printed on sturdy card stock, and laminated to facilitate heavy usage. Each term is listed in chart format with responsibilities to seller or buyer listed individual from Warehouse through entire supply chain or responsibility to Delivery to Destination

Incoterms 2010 and the UCC

This is the most authoritative and complete guide to planning, implementing, measuring, and optimizing world-class supply chain warehousing processes. Straight from the Council of Supply Chain Management Professionals (CSCMP), it explains each warehousing option, basic warehousing storage and handling operations, strategic planning, and the effects of warehousing design and service decisions on total logistics costs and customer service. This reference introduces crucial concepts including product handling, labor management, warehouse support, and extended value chain processes, facility ownership, planning, and strategy decisions; materials handling; warehouse management systems; Auto-ID, AGVs, and much more. Step by step, The Definitive Guide to Warehousing helps you optimize all facets of warehousing, one of the most pivotal areas of supply chain management. Coverage includes: Basic warehousing management concepts and their essential role in demand fulfillment Key elements, processes, and interactions in warehousing operations management Principles and strategies for effectively planning and managing warehouse operations Principles and strategies for designing materials handling operations in warehousing facilities Critical roles of technology in managing warehouse operations and product flows Best practices for assessing the performance of warehousing operations using standard metrics and frameworks
Commentary on the UN Sales Law (CISG)

Buyers and sellers engaging in the cross-border sale of goods are well-advised to be conversant with the United Nations Convention on Contracts for the International Sale of Goods (CISG), which governs international sales contracts. The CISG has been ratified by 89 states, which together account for over three-quarters of all world trade. This practically-oriented, article-by-article commentary on the CISG will be useful to legal practitioners, counsel and arbitrators dealing with international sales contracts. The in-depth annotations deal extensively with the legal issues likely to arise under each CISG article. The annotations include up-to-date analyses of state court and arbitral decisions, the legal doctrines derived from these decisions, and relevant scholarship to date. Among the issues and topics discussed are the following: interface with national laws; scope of application; obligations of seller and buyer; non-conforming goods and duty to notify; breach of contract and remedies; damages; force majeure exemption; and termination of contract and its consequences. This book is an updated translation of the second German edition of a valued resource in Germany, Switzerland, and Austria, and an authority regularly cited by the Swiss Supreme Court. The commentary is influenced by legal authorities from both civil law and common law backgrounds. Throughout, the contributors refer to the cisg-online.ch database, enabling users to locate decisions easily. User-friendly, focused on practical questions, concise but comprehensive, this article-by-article commentary provides a quick and trenchant overview of existing legal opinions and court/arbitral decisions. It will prove immensely valuable to legal practitioners, facilitating their formulation of reliable solutions to legal problems involving the CISG.


A Study Guide for the Operator Certificate of Professional Competence (CPC) in Road Freight 2020 is a vital study guide that offers the thorough preparation needed to pass the tough CPC exams in the UK. It covers the examination method used by the Oxford, Cambridge and RSA (OCR) and the Chartered Institute of Logistics and Transport (CILT). This is the Level 3 standard qualification overseen by The Office of Qualifications and Examinations Regulation (OFQUAL) and the Welsh Assembly Government, which is required by any person wishing to operate vehicles over 3,500 kg, the maximum authorised mass for hire and reward, in the UK and internationally. A Study Guide for the Operator Certificate of Professional Competence (CPC) in Road Freight 2020 has been extensively revised to include all the new legislation. It covers the eight
study sections that the directive requires: civil law; commercial law; social law; fiscal law; business; financial; management of the undertaking access to the market; technical standards and technical aspects of the operation road safety. It features many case studies, examples, diagrams and graphics. New to this edition: updated sections on operator licencing, drivers' hours, tachographs, vehicle testing, vehicle tax, vehicle registration, civil law, international driving and documentation.

Cable & Satellite 87

For well over a decade this prized guide has served practitioners handling the legal ramifications of international contracting projects. The fourth revised and expanded edition thoroughly describes the new and ever-changing concepts and procedures that continue to redefine the researching, drafting, and execution of international contracts. More profoundly, it takes fully into account the hugely increasing volume of international trade and its ongoing expansion into more and more countries worldwide, and the concomitant need for businesspersons and transactional lawyers to be aware of the numerous recent international conventions and supranational responses to facilitate trade. All the invaluable features of earlier editions are of course still here, including analysis of key contract issues unique to various types of contracting, common contract clauses (such as choice of law and dispute resolution clauses), contract checklists, insights gleaned from actual cases and arbitral proceedings, and clear explanation of the principles of good contract drafting. The major relevant international conventions, model laws, pertinent national laws, legal guides, and other documents and instruments are all covered, with primary texts provided in appendices. Among the numerous issues and topics that arise are the following: • incorporation of standard terms; • difficulties of multiple language contracts; • lex mercatoria; • liability based upon preliminary agreements; • issues of termination; • regulation of Internet sales; • role of model or uniform laws; • sale of services; • national law restrictions on the cross-border sale of services; • intellectual property transfer and licensing agreements; • franchising and joint ventures; • electronic contracting; and • confidentiality, nondisclosure agreements, and covenants not to compete. More than merely an accessible reference that can be used as a framework tool in the negotiating and drafting of international contracts, this volume offers expert insights regarding the reasonableness of many contract clauses and the likelihood of their enforcement in a foreign jurisdiction. Because knowledge of the nuances of international transactional law cannot be overstated, this book is not only valuable but necessary. An adroit combination of contract theory and contract practice, the
book continues to provide guidance to the law practitioner and student alike.

M astering Import and Export Management

Incoterms

This book provides a detailed examination of the issue of conformity of goods and documents under the United Nations Convention on Contracts for the International Sale of Goods 1980 (CISG). This issue lies at the heart of sales law and is one of the most frequently litigated. The book explores: the Convention's requirements as to quality, quantity, description and packaging of the goods (conformity); the requirements flowing from the need for the goods to be free from rights or claims of third parties; and the questions of what documents the seller must deliver to the buyer and what constitutes a 'good' document under the CISG. The book engages extensively with a substantial body of cases decided under the CISG and academic commentary. It systematises the Convention's experience to date with a view to turning it into an integrated, comprehensive and distinctive CISG legal regime on conformity of goods and documents. The analysis is comparative and draws on the experience of some major domestic legal systems, such as English and US law. The focus is both analytical and practical. The book will be of interest to legal practitioners, academic lawyers and students with an interest in international and comparative sales, commercial and contract law.

Conformity of Goods and Documents

Machiavelli Had it Easy is an engaging text for the emerging discipline of governance. Gaps arise when directors and managers come together from diverse vocational and cultural languages and interests. Compressed information streams in the digital age, yet few reconcile silos of business, legal expertise and regulatory public-interests for informed decisions. This text presents research and a market-tested decision-framework for comparative law, market practice, and human nature in the vital strategic-oversight role of governance. Informed by cognitive science, business practice and legal duties, one conclusion is that bias and self-interests are instinctive but reconciling best-interests is not. Too often lessons learned from centuries of law are overlooked. The chapters are a dozen inquiries into recurring problems in the boardroom. Part one is an entry-level technical reference of law and governance principles. Unique appendices of keywords and case notes will aid those new to markets governed by the western
rule-of-law and those tripping on gaps in comparative jargon. Part two is a series of practical hot-topics in the context of law and governance; part three looks to next steps in accountability and liability. The text will help accountants, engineers, lawyers, and business operations and market-policy experts from around the world work together, and; professors, professionals and students anticipate change. After drilling through accountability and liability for hybrid organizations, typical crises are revealed to be from a lack of aligning interests and related information churn. Conclusions of the how and why of governance systems link the human condition and the rule-of-law in the digital age.

Sustaining Contractual Business: An Exploration of the New Revised International Commercial Terms

This cutting-edge book clearly defines global supplychain management and logistics and articulates what ittakes to be successful on the international stage. Itrepresents a unique combination of theory and front-linepractice that creates clear links between supply chain tactics and financial performance. It focuses on therelationships.

The Handbook of International Trade and Finance

The Definitive Guide to Warehousing

ISBP

In todays globalised world, an understanding of international trade is essential for those studying and practising law, business, banking and finance. International Trade Law offers a comprehensive and informed analysis of the complexities of an international sale transaction through case law, policy documents, legislation, international conventions and rules adopted by international organisations such as the ICC. Focusing on international sales of goods and the various relations that arise as a result of sale contract, this book considers and discusses: Standard trade terms, the Convention on International Sales of Goods 1980 and the UNIDROIT Principles for International Commercial Contracts 2004; Issues relating to E-Commerce including electronic transport documents, especially electronic bills of landing; International transportation of cargo, both unimodal (sea, air, land and rail) and multimodal,
the various conventions affecting such transportation and the proposed new convention drafted by UNCITRAL and CMI; Insurance and payment mechanisms, in particular letters of credit and the recently adopted UCP 600; Dispute resolution including issues of jurisdiction, applicable law, arbitration and mediation; Corruption as a major challenge to conducting business and the various anti-corruption conventions, in particular the OECD Anti-Bribery Convention 1997 and the UN Convention Against corruption 2003. Accessible to students encountering this often challenging area of the law for the first time, International Trade Law clarifies a range of topics through Tables and diagrams, and directs the reader to relevant further reading, online resources, and journal articles throughout.

International Trade Finance

"Unlike conventional direct taxes, the application and administration of value-added tax (VAT) depends to a considerable extent on the exchange of information between the taxable person and his transaction counterparts. In practice, the taxable person often fails to obtain necessary information from his transaction counterparts, giving rise to information asymmetries that can induce VAT assessments, sanctions, and audits. In its up-to-date overview of European Union (EU) VAT law, this book assesses legislation, case law, and practice at EU and national levels, in the process of examining how to minimize the risks and negative consequences associated with information asymmetries. As a result of his in-depth treatment of the subject, the author establishes the following: – to what extent information asymmetries in EU VAT have legal implications (e.g., VAT assessments, fines) for the taxable person; – to what extent information asymmetries should have legal implications for the taxable person, taking into account the legal principles applicable in EU VAT; – to what extent positive EU VAT law indeed implies the risk of information asymmetries and any associated unjustified legal implications; and – to what extent legal remedies should be employed to avoid or to reduce information asymmetries for the taxable person. This is the first book to conduct thorough research into the causes and legal implications of information asymmetries, as well as the instruments which can be employed to counter their materialization. As such, it will be of inestimable value to practitioners, legislators, policymakers, entrepreneurs, judicial professionals, and academics concerned with EU VAT law."

Icc Guide on Transport and the Incoterms 2010 Rules

A graduate of Harvard Law School, the author has practiced corporate and
international law in private practice and as general counsel for several transnational companies. He practices independently and as of counsel to a nationally known trade law firm in Dallas, Texas. "I wrote Import Transactions and Customs Compliance to enable the reader to gain a coherent perception of the importing process as a whole and as a reference source for information that is currently available only in fragments." Scott R. Lowden Mr. Lowden has produced a comprehensive guide for the importer from the largest megacorporation to the smallest individual. The book is an excellent resource and would be a valuable training guide for importing companies, brokers and transportation companies as well as firms practicing trade compliance. Sue-Ann Linnemann, Retired Assistant Port Director, U.S. Customs & Border Protection

Information Asymmetries in EU VAT

This book presents a framework of the most relevant rules and practices applicable to transnational trade transactions. The presentation is mainly based upon generally accepted principles as evidenced by international conventions, as well as rules and practice elaborated under the auspices of governmental and non-governmental bodies, such as UNIDROIT, UNCTAD, UNCITRAL and ICC, CMI, FIATA, and BIMCO. The book is intended for use in schools of economics and law, as well as in practice worldwide.

International Trade Law

The ICC Guide to Export/Import is all you need in order to succeed in international markets. This easy-to-understand introduction to international trade is at the same time a detailed handbook for the experienced practitioner. Completely updated, the fourth edition of this much acclaimed volume contains an extended analysis of new rules and regulations including ICC’s Incoterms® 2010, URDG and others as well as crucial topics like online documentation and e-commerce, customs and intellectual property.

Incoterms 2010

Incoterms 2010 QandA

Incoterms are critical to the process when concluding any contract that involves buying and selling across international borders. Brian Chikwava’s handbook, Sustaining Contractual Business: An Exploration of the New Revised
International Commercial Terms - Incoterms®2010, is a practical guide to understanding the use of the latest Incoterms for any of the following who are involved with contracts involving inter-country trade in goods: • Contract negotiators or traders • Execution operatives in export organisations • Logistics operatives in transport, shipping and freight forwarding companies • Trade finance officers • Export/import consultants and advisors • Finance and risk professionals • Inhouse cargo insurance specialists • Lawyers advising any of the above and international bankers

Incoterms 2010 Pocket Guide

International Standard Banking Practice (ISBP) for the examination of documents under documentary credits, answers the most relevant questions practitioners have concerning how UCP 500, ICC's universally used rules on documentary credits, are to be integrated into day-to-day practice. The product of more than two years of work by the ICC Banking Commission, ISBP is based on the official Opinions issued by the Banking Commission in response to queries submitted by users of UCP 500. The text provides responses to the key questions relating to the examination of drafts, multimodal transport documents, insurance documents, certificates of origin and a range of other documents associates with letters of credit. This publication reflects international standard banking practice for all parties to a documentary credit. Figures show that 60%-70% of credits are rejected for discrepancies on first presentation. The new ISBP, by encouraging a uniformity of practice worldwide, is expected to cut these figures dramatically and, by doing so, to facilitate the flow of world trade.

Supply Chain Vector

The Dictionary of International Trade has undergone a major update and expansion. With many pages of additional content, the book is now one-third dictionary and two-thirds encyclopedia. In addition to the revised A--Z section, there are 21 important appendices. New features include: - Illustrated Guide to Ocean Freight Containers- Illustrated Guide to Air Freight Containers- Illustrated Guide to Incoterms 2000- Illustrated Guide to Letters of Credit- IATA Codes Worldwide by Code and by Location- Security Section covering C-TPAT, FAST, PAPS, PARS, 24-Hour Rule and more.

Import Transactions and Customs Compliance

Written for international trade lawyers, practitioners and students from common
and civil law countries, this casebook is an excellent starting point for learning about the CISG, providing an article-by-article analysis of the Convention. The commentary on each article is accompanied by extracts from cases and associated comparative materials, as well as references to important trade usages such as the INCOTERMS® 2010. The book features a selection of the most significant cases, each of which has been abridged to enable the reader to focus on its essential features and the relevant questions arising from it. The case extracts are accompanied by a comprehensive overview of parallel provisions in other international instruments, uniform projects and domestic laws. The analyses, cases, texts and questions are intended to aid readers in their comparative law and international sales law studies. They are designed to draw attention to the particular issues surrounding specific CISG provisions and to provoke careful consideration of possible solutions. The book is a reference work as well as an introduction to the individual problem areas. In particular, it acts as a preparatory work for the Willem C. Vis International Commercial Arbitration Moot. The inclusion of sample questions and answers also makes it particularly helpful for self-study purposes.