

**TO REGISTER:**

You can register with the USCIB electronically or by phone, fax, or mail.

**INTERNET REGISTRATION:**

[www.ucp600seminar.org](http://www.ucp600seminar.org)

OR

**PHONE:** (212) 703-5066

OR

**FAX:** (212) 944-0012

OR

**MAIL THIS FORM WITH CHECK TO:**

United States Council for International Business  
1212 Avenue of the Americas  
New York, NY 10036-1689  
Attn: Hsin Ya Hou

**ATTENDEE INFORMATION:**

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Daytime Phone (\_\_\_\_) \_\_\_\_\_  
Fax (\_\_\_\_) \_\_\_\_\_  
Email \_\_\_\_\_  
Seminar Location \_\_\_\_\_

**COST:**

Early registration \_\_\_\_ @ \$395.00 = \$ \_\_\_\_\_  
\*Late registration \_\_\_\_ @ \$425.00 = \$ \_\_\_\_\_  
TOTAL \$ \_\_\_\_\_



**CREDIT CARD INFORMATION:**

Name on card \_\_\_\_\_  
Number \_\_\_\_\_  
Expiration \_\_\_\_\_  
Signature \_\_\_\_\_

\*Late registrations are those received 9 or fewer days before the event.

**SEMINAR LOCATIONS AND DATES**

- Buffalo, NY March 12, 2007
- Chicago, IL April 11, 2007
- Columbus, OH March 21, 2007
- Dallas, TX May 16, 2007
- Denver, CO March 6, 2007
- Hartford, CT March 13, 2007
- Kansas City, MO March 5, 2007
- Knoxville, TN March 20, 2007
- Minneapolis, MN April 10, 2007
- Nashville, TN March 19, 2007
- New York, NY March 14, 2007
- Phoenix, AZ May 15, 2007
- Pittsburgh, PA March 15, 2007

For new locations, visit our website:  
[www.ucp600seminar.org](http://www.ucp600seminar.org)

**PRICE AND CONDITIONS**

- The price is \$395.00 for registrations received 10 or more days prior to the event. Thereafter, the price is \$425.00 as special arrangements must be made to accommodate late registrants.
- Seminar availability is determined on a first-come, first-served basis.
- All registrations must be prepaid. We accept VISA and MASTERCARD.

**SEMINAR MATERIALS**

Attendees will receive a copy of the official *UCP 600* and our companion book *Letters of Credit for Americans*, as well as comprehensive seminar notes.

**SEMINAR HOURS**

- 8:15 AM Registration & Continental breakfast.
- 8:30 AM Instruction begins.
- 11:45 AM 90 minute lunch break on your own.
- 4:30 PM Concludes.
- There will be complementary morning and afternoon beverage breaks.

**CANCELLATION POLICY**

We reserve the right to cancel any seminar for full refund with at least 7 days prior notice.

Full refund made for attendee cancellations received before 20 days prior to the event.

**LETTERS OF CREDIT**  
**UCP 600**  
**FOR AMERICANS**

A full-day seminar on the International Chamber of Commerce Uniform Customs and Practice for Documentary Credits, Version 600

**Spring 2007**

United States Council for International Business

**International Chamber of Commerce**  
*The world business organization*

## ABOUT UCP 600 AND THE SEMINAR

UCP 600 is the sixth Uniform Customs and Practice for Documentary Credits revision since 1933. It is the result of a 3 1/2 year process involving a consulting group of 41 international business experts combining current trade practice with the time-honored reliability found throughout the letter of credit process. All in all, it is a considerable improvement over its predecessor, UCP 500.

Like their five previous revisions, these up-to-date, well crafted rules will function only as well as they are followed. This means understanding and compliance on the part of banks, the sellers and buyers who use L/Cs, and their service providers who provide and use the documents that make credits work. To make this happen, we explain UCP 600 in clear American business English rather than merely comparing one collection of banker jargon to another.

Understanding the rules at the operations level is not enough. They must be understood and anticipated in the sales-purchase contracts for which L/Cs are opened. We accomplish this by referring to an actual transaction with examples of the resulting documentation, referencing the applicable UCP 600 points as we go along.

Since we couldn't accomplish this using the official UCP 600 alone, we wrote a companion book, **Letters of Credit for Americans**.

This is a full day seminar. Materials include both the official **UCP 600** and **Letters of Credit for Americans**, as well as extensive seminar notes that anticipate many of the issues raised by this instruction. The value of the materials alone exceeds \$125.00.

## AGENDA

Each topic will reference pertinent UCP 600 articles.

- Overview
- What UCP 600 is / is not
- What UCP 600 does / does not do
- Contract Information
- Issuing an L/C
- Commercial Documents
- Legal Documents
- Transport Documents
- Financing with L/Cs
- The Presentation
- Bank Obligations
- UCP 500 - UCP 600 compared

## WHO SHOULD ATTEND

- Importers (L/C applicants)
- Exporters (L/C beneficiaries)
- Forwarders
- Customs brokers
- International carriers
- Farsighted international bankers
- International consultants
- International attorneys
- Compliance professionals
- And anyone interested in networking with the above.

# LEARN FROM THE EXPERTS

## ABOUT THE INSTRUCTORS

**Donald R. Smith** serves as Chairman of the USCIB Banking Committee, and in that capacity represented the United States at the International Chamber of Commerce UCP 600 revision. Recently retired from Citibank NA as Vice President of Global Trade Finance Product Management, Don is Vice President of the Charlotte, NC based technology consulting firm, Norman Technologies.

He serves on the Institute for International Banking Law & Practice's Americas Advisory Council, the Editorial and Advisory Boards of *Documentary Credit World*, and recently completed his 2nd term as a member of the Board of Directors of the International Financial Services Association. A frequent speaker and writer on trade finance topics, Don also assists at legal proceedings as an expert witness.

**Frank Reynolds** is a member of the USCIB Banking and Commercial Law & Practice Committees, and represented the United States at the International Chamber of Commerce Incoterms® 2000 revision. He has been instructing on letters of credit for 20 years, drawing on over 40 years experience both as an applicant and a beneficiary.

Frank is President of E Award winning International Projects, Inc. and holds a customs brokers license. He writes the Journal of Commerce *Export ABCs* column, serves on the Commerce Department's District Export Council and the Editorial Board of IOMA's *Managing Imports and Exports*, and is a frequent contributor to ICC Publishing's *Documentary Credit Insight*.

## ABOUT LETTERS OF CREDIT FOR AMERICANS

Aware of the need to convey technical banker rules in American business English, Don and Frank wrote the book in the same user-friendly style found in *Incoterms for Americans*. *Letters of Credit for Americans* both explains the UCP 600 provisions in relation to an actual purchase-sale contract, and illustrates the resulting documents.

## ABOUT THE ICC

Founded in 1919 and serving members and affiliates in 130 countries, the International Chamber of Commerce is the world business organization. Because its member companies and associations are themselves engaged in international business, ICC has unrivaled authority in making rules that govern the conduct of business across borders. It has been providing universally accepted rules for letters of credit since 1933.

ICC also provides rules for electronic presentation of letters of credit (eUCP), International Standard Banking Practice for the Examination of Documents under Documentary Credits (ISBP), International Standby Practices (ISP98), Uniform Rules for Demand Guarantees (URDG458), Rules for Bank-to-Bank Reimbursement (URR525) and Uniform Rules for Collections (URC522).

In addition to these banking rules, ICC provides Incoterms 2000® terms of shipment and delivery, model contracts for a host of international transactions, and full arbitration services. More at [www.iccwbo.org](http://www.iccwbo.org).

## ABOUT THE USCIB

The United States Council for International Business is the U.S. affiliate organization of the International Chamber of Commerce. It promotes an open system of world trade, finance and investment. Membership includes some 300 leading U.S. companies, professional service firms and associations whose combined annual revenues exceed \$3 trillion. Part of a unique global network of international business groups, USCIB provides unparalleled access to policy makers and regulatory authorities worldwide whose decisions affect commerce. USCIB also advances international trade by issuing and guaranteeing ATA Carnets for temporary, duty-free imports of many types of goods, by facilitating use of international commercial arbitration and by promoting adherence to voluntary rules such as Incoterms. More at [www.uscib.org](http://www.uscib.org).