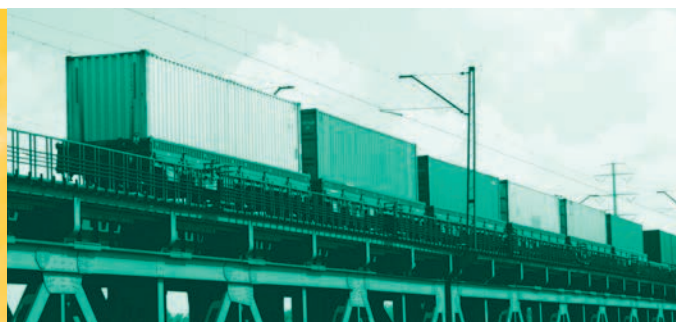


ICC Guide to Export/Import

Global Standards for International Trade



ICC Guide to Export/Import

Global Standards for International Trade

Fourth edition

by Guillermo C. Jimenez

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International Chamber of Commerce

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FOREWORD

By Jean-Guy Carrier
Secretary General, ICC

Following a period of worldwide financial stress, the appearance of this fourth edition of *ICC Guide to Export-Import* (formerly called *Export-Import Basics*) is particularly timely. International trade, which has consistently been one of the primary engines of increasing global prosperity for decades, slowed in some nations and even declined in others. The challenges of economic turbulence, however, underscored the importance of professional knowledge in the field of international trade. In this economic environment, when export earnings and import efficiency are so important to a nation's economy, it is vital that traders have the tools enabling them to more effectively do their jobs.

For individuals and for companies large and small wishing to profit from global trade, exporting and importing can be an intimidating process. While risk is a factor in all business transactions, international trade involves additional risks - transport risks, legal risks, risks of non-payment, of receiving poor quality goods and of exchange rate fluctuations. *ICC Guide to Export-Import* provides basic guidance for beginning traders as well as a detailed, informed overview of international trade practice that can benefit sophisticated traders wishing to improve the way they sell and receive goods from abroad.

This widely acclaimed book has helped a generation of exporters and importers learn the tools of their trade. This, the fourth edition, has been completely updated with an extended analysis of new rules, such as Incoterms® 2010, ICC's internationally recognized trade terms, and with chapters on customs and intellectual property, included here for the first time.

At the International Chamber of Commerce (ICC), which was established almost a century ago to fight for freer trade, we have a keen appreciation of the content found in these pages and the lucidity with which it is presented. Whether by the creation of contractual rules - such as Incoterms and the *Uniform Customs and Practice for Documentary Credits* (UCP) - or by advocating the cause of more open trade before governments and international organizations, ICC has fulfilled that mission consistently through the years. The publication of this fourth edition of *ICC Guide to Export-Import* is yet another of the practical tools for trade that ICC provides to the world business community.



February 2012

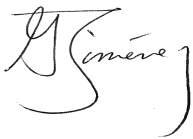
ACKNOWLEDGEMENTS

As a policy executive at the International Chamber of Commerce I was fortunate to participate in exciting work on Incoterms, the *Uniform Customs and Practice for Documentary Credits* and the *ICC Model Contracts*. I developed a deep appreciation and respect for the central role played by ICC in global commerce. Having spent the rest of my career either working directly with the many invaluable and indispensable ICC tools for international trade, or traveling the world to discuss and teach ICC materials to eager trade students and professionals, I have become even more grateful to this unique organization and to all the men and women who have contributed to its growth over the years.

I would especially like to acknowledge the efforts of ICC Publishing's Philip Kucharski and Ron Katz in launching, guiding and supporting the 4th edition of this Guide. Many thanks also to ICC Publishing's excellent creative and production staff, in particular Anouk Leibig van Huffel.

One of ICC's remarkable services to world trade is to serve as a professional forum and think tank for many of the world's top experts in international trade and commercial law. I was fortunate to obtain the assistance of several of these noted authorities in the revision of this volume. In particular, I would like to thank Anthony Barone, Fabio Bortolotti, Charles Debattista, Donald Smith, Dan Taylor and Koen Vanheusden.

ICC Secretariat policy executives and managers have also been extraordinarily helpful in editing and checking the text, and I would especially like to thank Stefano Bertasi, Ayesha Hassan, Emily O'Connor, Camilla Pagnetti, Viviane Schiavi, Thierry Sénéchal and Daphne Yong d'Hervé.

A handwritten signature in black ink, appearing to read 'G Jimenez', with a stylized flourish at the end.

Guillermo C. Jimenez
New York, 2012

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