



MEETING NOTICE

DATE: TUESDAY, NOVEMBER 19, 2019
Hilton Garden Inn Milwaukee Northwest Conference Center
11600 W Park Place
Milwaukee WI 53224

Please reserve early! We expect a sellout full-house for this program!

8:00 AM Registration, Refreshments & Visit/Bid on Silent Auction Items
9:00 AM Welcome Announcements, Nomination of Officers Followed by Two Concurrent LC Programs
12:00 PM Lunch
1:00 PM Afternoon Programs
4:30 PM Adjourn Meeting | Check Out & Pay For Auction Bids

“Getting to WIN-WIN With Letters of Credit”

Two, full-day LC Workshops

Two Concurrent Sessions – LC’s 101 OR LC’s 201

Depending on your level of LC experience, you choose the ONE that is right for you!

LC’s 101 | Basic Fundamentals Track

This program will be an excellent source of information for those who are new to LC’s and/or wish to brush up on the fundamentals, or are indirectly involved with LC’s and wish to have a better understanding of this longstanding and venerable trade payments instrument.

AM: Basic Commercial LC’s in the morning

- * Parties in a LC transaction
- * Transaction flow
- * Common documents
- * Advising versus confirming (basics)
- * Discrepancies
- * Charges & who pays them
- * Sight versus Time LC’s
- * SWIFT – definition and importance
- * Role of the freight forwarder
- * Incoterms
- * Expiry issues and collections
- * Common discrepancies to avoid

PM: Basic Standby LC’s in the afternoon

- * Bid, performance and advance payment
- * Financial versus trade related
- * Alternative to commercial LC?
- * Cancellations/Expiry
- * Affects on your company’s credit line
- * Standard cost/benchmarking

LC’s 201 | Advanced Track

This program will benefit those with more experience, who have a good fundamental understanding and experience working with LC’s or are directly and primarily responsible for LC’s within their company. This program will also explore best practices involving LC’s and Bank Guarantees to make LC’s simpler, more workable and friendlier to use.

AM: Advanced Commercial LC’s in the morning

- * Incoterms
 - a) Overview 2010 vs 2020
 - b) UCC terms and Incoterms
- * Structuring your LC – your pro-forma invoice and LC guide
- * Confirmation, usance & discounting
- * Transferable LC’s and assignment of proceeds
- * LC rules and the UCP
- * LC fraud & Boycott issues
- * Different shipping locations

PM: Advanced Standby LC’s in the afternoon

- * Definition of a SBLC vs bank guarantee
- * Financial vs performance
- * SBLC governing rules: UCP 600 | ISP 98 a deeper dive
- * URDG 758 relative to BG’s versus local law
- * Challenging markets
- * Structuring counter SBLC’s in support of local issued BG’s | auto renewals | related fees
- * Canceling the counter SBLC’s and/or BG’s
- * Examples and case studies

In addition, throughout the day, during registration and breaks, you’ll have a chance to bid on unique merchandise donated by our member companies at the annual **ICE Group Silent Auction** to benefit the ICE Group International Studies Scholarship Fund. We are asking everyone to bring a donation or send one in advance to help fill the tables. Help to make this year’s auction another success! All proceeds will be used to fund the Scholarship Fund. We cannot continue this mission without your support! No donation is too small.

Attendance at the ICE Meetings is open to others from your company. Please make this notice available to them if they too will benefit. Business casual is appropriate for this meeting. Detailed directions will be provided with confirmation to attendees. Questions, please contact Dianna at Wisconsin Credit Association 262.827.2880 Extension 225 diannar@wacredit.org

RESERVATION FORM
 Or register online: <https://wcacredit.org/ice-online-registration/>
INTERNATIONAL CREDIT EXECUTIVES GROUP
MEETING DATE: TUESDAY, NOVEMBER 19, 2019

MEETING FEES: ICE GROUP MEMBER REPRESENTATIVES \$60 PER PERSON
 ALL OTHERS \$195 PER PERSON
 Fees include full day meeting, handouts, refreshments and lunch

COMPANY: _____ ADDRESS: _____

Name _____ Phone _____ Email _____

Choose one: ___ LC's 101 or ___ LC's 201

Name _____ Phone _____ Email _____

Choose one: ___ LC's 101 or ___ LC's 201

Please attach additional attendee names and contact information as needed. Be sure to make this program announcement available to your colleagues and peers. Everyone who will benefit is encouraged to attend. All people from member companies register at member fees.

These workshops will be interactive. Please let us know what issues you would like us to tackle _____

Attach a page if more space is needed.



SILENT AUCTION TO BENEFIT THE ICE GROUP SCHOLARSHIP FUND

You can help to make this annual silent auction a success with a donation! Be it "Good Stuff" or "Bad Stuff" or "Ugly Stuff" (disguised in a wrapped package for a blind auction during lunch)...all proceeds will be used to fund the ICE Group International Studies Scholarship Fund! And of course, you need to be there to make it happen. Cash, checks and credit cards welcome!

YES I plan to donate to the auction

YES, I plan on attending the meeting too!

Description of donation & value (if known) _____

If not known, please contact Dianna @ WCA when you do know, 262.289.1225

Method of delivery:

I will bring it to the meeting before 8:00 AM or

I will get it to the Association before Nov 12

*Please return your reservation form no later than **November 12, 2019***

Sorry, no refunds or credit allowed for no-shows or cancellations after November 12.

Substitutions permitted—please contact WCA.

PAYMENT INFORMATION FOR MEETING

Invoice my company \$_____ (ICE & WCA Members Only. All Others Are Required to Pay in Advance)

Check Enclosed \$_____

Please charge my/our registration fee(s) for \$_____. I have indicated the total to be charged and have completed the information below. If multiple attendees require individual charges, a separate registration is required for each person.

NAME (as it appears on credit card): _____ Direct Phone # _____

ADDRESS (as it appears on credit card bill): _____

CITY (as it appears on credit card): _____ STATE: ___ ZIP (9 digits if on statement): _____

YOUR EMAIL ADDRESS (For Confirmation) _____

Type of Credit Card Presented: VISA MASTER CARD DISCOVER AMERICAN EXPRESS

CREDIT CARD # _____ CSC Code _____ EXPIRATION DATE: _____

QUESTIONS: Please call Dianna Rowinski, 262.289.1225 | diannar@wcacredit.org

RETURN TO: Wisconsin Credit Association Inc | FAX: 262.827.2899

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