



**INSTITUTE OF INTERNATIONAL BANKING
LAW & PRACTICE, INC.**

20405 Rycroft Court, Montgomery Village, MD 20886 USA
Phone: +1 301 869 9840 Fax: +1 301 926 1265
E-mail: info@iiblp.org Website: www.iiblp.org

September 2009

Dear LC Professional,

As you decide how to spend your 2010 training and marketing budget, the Institute has some important information about cost effective tools which can also earn your employees CDCS credits.

We are offering the following services in 2010:

1. **Annual LC Survey Conference:** The premier LC event each year, covering all major LC issues will be held in America, Europe, Dubai, Hong Kong, and Singapore.
2. **Guarantee & Standby Forum:** This event will be held in Europe, Dubai, Hong Kong, Singapore, and New York.
3. **LC Law Summit:** This one day seminar will update any LC lawyer on the latest legal trends in the field. Held in Singapore and New York.
4. **IIBLP OnLine Training:** Held online, these affordable sessions, 70-90 minutes each, provide authoritative instruction on timely and pressing topics. Past presentations, including UCP600 training, are also available as online replays.
5. **Current Books:**
 - a. *The Comparison of UCP600 & UCP500:* 320 pages detailing the differences between the two rules. Also contains helpful advice on how to navigate UCP600.
 - b. *LC Rules & Laws: Critical Texts (4th Ed.):* All the LC texts in one volume including UCP600, UCP500, ISP98, ISBP, and more. A must for every doc checkers desk. Bulk rates available.
 - c. *UCP600: An Analytical Commentary:* comprehensive analysis of all issues relating to the UCP, including references to legal cases and ICC opinions.
 - d. *Intro to Letter of Credit Law & Practice (5th Ed.):* This 258-page soft-bound book features practical questions to stimulate understanding of contemporary LC cases
6. **Documentary Credit World,** the industry's leading monthly journal publication keeps readers abreast of trends influencing the LC industry. Affordable single and group subscriptions are available.

To assist you in planning, we have included 2010 pricing information for your region.

Sponsorship and hosting opportunities are also available with complementary seats at programs or special events. The Institute can also conduct special training programs tailored to your needs and presented to your in-house staff via the internet.

Based on your budget requirements, we can assist you in structuring the programs to tap training or marketing funds. Do not hesitate to contact us with questions regarding any of our offerings.

Your partner in improving LC practice,

James E. Byrne
Director, IIBLP



**INSTITUTE OF INTERNATIONAL BANKING
LAW & PRACTICE, INC.**

20405 Rycroft Court, Montgomery Village, MD 20886 USA
Phone: +1 301 869 9840 Fax: +1 301 926 1265
E-mail: info@iiblp.org Website: www.iiblp.org

ABOUT THE 2010 ANNUAL SURVEY OF LC LAW & PRACTICE CONFERENCE

2010 Annual LC Survey: The *premier documentary credit event of the year*, this conference continues to draw together the world's leading LC figures with regional leaders and includes bankers, lawyers, corporates, and other LC specialists. It features at least 8 panel discussions on trends and developments impacting today's LC practitioner.

With strategic breaks, lunches, and question-and-answer sessions, it provides not only superb content but ample opportunity for networking with correspondents and customers and access to world-class LC experts. A must-attend for all professionals in the LC field. The Annual Survey offers significant credit units through the Certified Documentary Credit Specialist program (e.g., 13 Professional Development Units in 2009) and CLE credits for attorneys (e.g., 11 in 2009).

2010 DATES & VENUES

March 2010	Americas Annual LC Survey	City TBA
April/May 2010	Europe Annual LC Survey	Vilnius, Lithuania
April/May 2010	Middle East Annual LC Survey	Dubai, UAE
12 July 2010	Hong Kong Annual LC Survey	Kowloon, Hong Kong
15-16 July 2010	Southeast Asia Annual LC Survey	Singapore

2010 Annual Review of International Banking Law & Practice Edition

Essential for updating one's collection of LC resources, this Electronic yearbook contains all the major articles, statutes, governmental actions, and practices from the previous year, as well as case summaries of every reported letter of credit court decision from around the world for both commercial LCs and Guarantees. Available March 2010. **Free to 2010 Conference Delegates**

2010 SPONSORSHIP PACKAGES

Event Sponsorship: Various packages are available for banks, firms, and companies to sponsor the Annual Survey conference. Each sponsorship opportunity is unique and specifically designed to meet your needs and expectations. Sponsorship of an IIBLP program provides the best means for your institution to maximize its participation and visibility in a cost-effective manner.

Host Sponsorship: A limited number of host sponsorship opportunities are available to institutions wishing to bring the Annual Survey to a suitable venue within their facility or to a hotel within a region where the conference is held.

Sponsor benefits may include, but are not limited to: complimentary registrations for key customers, clients, or staff members needing CDCS credits; opportunity to nominate panelists and/or a luncheon speaker; private two-hour session for your customers and/or staff on an LC topic of your choice; and increased market visibility by having your institution's name linked to an internationally-recognized event for LC professionals. For more information or to request a sponsorship proposal customized to your needs and expectations, contact csbyrnes@iiblp.org



**INSTITUTE OF INTERNATIONAL BANKING
LAW & PRACTICE, INC.**

20405 Rycroft Court, Montgomery Village, MD 20886 USA
Phone: +1 301 869 9840 Fax: +1 301 926 1265
E-mail: info@iiblp.org Website: www.iiblp.org

GUARANTEE & STANDBY FORUM

As worldwide usage of standby LCs and guarantees continues to grow at an unprecedented rate, the need for heightened proficiency on matters impacting this industry is clear. As the global authority for standbys and guarantees, the Institute offers this new event to provide senior standby and guarantee specialists an unparalleled opportunity for interactive discussion with leading world experts on pertinent topics and problematic areas.

This program is appropriate for bankers, lawyers, and corporate LC users. This event will particularly focus on Corporate users, and bankers are encouraged to bring their top customers.

2010 Dates & Venues

- April/May 2010 — Europe
- April/May 2010 — Dubai, UAE
- 13 July 2010 — Hong Kong
- 19 July 2010 — Singapore
- October 2010 — New York

LC LAW SUMMIT

Held in New York City and Singapore, this update on the latest developments in LC law is an ideal program for counsel and clients. It includes detailed discussion of the impact of recent judicial decisions on banking operations and LC litigation. The full-day seminar also provides CLE credit (the PA CLE Board approved the 2008 program for 7.5 general credit hours).

2010 Dates & Venues

- 17 July 2010 — Singapore
- October 2010 — New York

2010 SPONSORSHIP PACKAGES

Event Sponsorship: Various packages are available for banks, firms, and companies to sponsor the Annual Survey conference. Each sponsorship opportunity is unique and specifically designed to meet your needs and expectations. Sponsorship of an IIBLP program provides the best means for your institution to maximize its participation and visibility in a cost-effective manner.

Host Sponsorship: A limited number of host sponsorship opportunities are available to institutions wishing to bring an IIBLP conference event to a suitable venue within their facility or to a hotel within a region where the conference is held.

Sponsor benefits may include, but are not limited to: complimentary registrations for key customers, clients, or staff members needing CDCS credits; opportunity to nominate panelists and/or a luncheon speaker; private two-hour session for your customers and/or staff on an LC topic of your choice; and increased market visibility by having your institution's name linked to an internationally-recognized event for LC professionals. For more information or to request a sponsorship proposal customized to your needs and expectations, contact csbyrnes@iiblp.org



**INSTITUTE OF INTERNATIONAL BANKING
LAW & PRACTICE, INC.**

20405 Ryecroft Court, Montgomery Village, MD 20886 USA
Phone: +1 301 869 9840 Fax: +1 301 926 1265
E-mail: info@iiblp.org Website: www.iiblp.org

DOCUMENTARY CREDIT WORLD

DOCUMENTARY CREDIT WORLD: Published by the Institute in partnership with the IFSA ten times a year with two special double issues, *Documentary Credit World (DCW)* is the industry's leading monthly journal. Each issue constitutes a course in LC practice and law with extensive coverage of operational issues, risk areas, legal developments, and compliance matters.

Distribution: Distributed electronically each month as a PDF, each edition of *DCW* reaches your in-box minutes after publication. *DCW* subscription options include: Single-User License (for one individual); Site License (for one branch or office location); or Global License (for all branches and office locations around the world).

2010 DCW PRICING:

- | | |
|--------------------------------------|----------------|
| 1. <i>eDCW</i> - Single User License | US\$ 595 |
| 2. <i>DCW</i> Print Issue | |
| * Domestic | US\$ 645 |
| * International | US\$ 675 |
| 3. <i>eDCW</i> Site License | US\$695 |
| 4. <i>eDCW</i> Global License | From US\$1,299 |

Contact Editor@doccreditworld.com for your custom quote

DCW Global Licenses: For less than the cost of three individual subscriptions, a *DCW* Global License enables you to receive each monthly issue electronically and grants you permission to post *DCW* to your internal information system for immediate accessibility by your entire network of employees throughout the world. Contact *DCW* at +1.301.330.1970 for a free sample issue that demonstrates all the advantages of the *DCW* Global License program. An electronic issue may be viewed at www.iiblp.org/dcw

DCW ADVERTISING: Attractively-priced advertising packages allow you to reach *DCW*'s international readership each month. Annual ad packages start at just US\$950 and include an *eDCW* Single User License subscription. Options range from quarter-page to full-page, full-color back cover.



**INSTITUTE OF INTERNATIONAL BANKING
LAW & PRACTICE, INC.**

20405 Ryecroft Court, Montgomery Village, MD 20886 USA
Phone: +1 301 869 9840 Fax: +1 301 926 1265
E-mail: info@iiblp.org Website: www.iiblp.org

UCP600 BOOKS & PUBLICATIONS

UCP600: An Analytical Commentary

Available in the last half of 2009 this publication includes an in-depth discussion of each UCP600 article. The approach of this treatise is to review each UCP600 article from a historical perspective covering the issues raised, historical development, related legal cases and ICC opinions, and each article's relationship to other laws, rules, and practices. *The Commentary* will be periodically updated as new cases, opinions, and areas of UCP600 requiring clarification arise.

The Comparison of UCP600 & UCP500:

Written by UCP600 Consulting Group member Professor James E. Byrne, this 320-page volume examines the changes made in the 2007 revision of UCP600. Released in May 2007, this book is the world's only published comparison of the two sets of rules as the ICC chose not to produce such a volume. It provides an exhaustive article-by-article comparison of UCP600 and UCP500.

For each UCP600 Article, the book includes a summary, context, changes, as well as extensive comments on the implications of each article and expert advice for coping with UCP600. *The Comparison of UCP600 & UCP500* also features the full text of both sets of rules, a UCP600 to UCP500 Quick Reference Chart, and index.

Introduction to Letter of Credit Law & Practice

This 258-page soft-bound book features practical questions to stimulate understanding of contemporary LC cases

LC Rules and Laws: Critical Texts (4th Edition):

The latest edition of this popular volume containing all the key texts needed by today's LC practitioner under one cover. Newly revised in July 2007, this 4th Edition includes the full text of UCP600, eUCP 1.1, and China's LC Rules. The 4th Edition also features ISBP (2003) updated to show the changes in ISBP (2007). No more flipping between expensive booklets and leaflets; the quick-reference index on the back cover makes it easy to find the rules you need.

In addition to its new material, this edition also features UCP500, ISP98, US UCC Article 5, (including non-conforming amendments), the UN LC Convention, and other important LC texts. This book belongs on the desk of every letter of credit professional.

2010 Annual LC Review Volume:

The latest installment of the Institute's long-standing publication series, the 2010 edition is essential for updating your collection of LC resources.

This electronic yearbook contains all the major articles, statutes, governmental actions, and practices from the previous year, as well as case summaries of every reported letter of credit court decision from around the world for both commercial LCs and Guarantees. Available March 2010.

Also Available:

2009 Annual Review of International Banking Law & Practice



**INSTITUTE OF INTERNATIONAL BANKING
LAW & PRACTICE, INC.**

20405 Ryecroft Court, Montgomery Village, MD 20886 USA
Phone: +1 301 869 9840 Fax: +1 301 926 1265
E-mail: info@iiblp.org Website: www.iiblp.org

ABOUT IIBLP ONLINE TRAINING PROGRAMS

2010 PODCAST LECTURES:

PodCasts: Starting in 2010, the Institute will begin offering PodCasts. PodCasts are audio broadcasts available for downloading from a website to a personal computer or mobile device (for example an iPod/iPhone and some Blackberries). More information will be available in the coming months, including pricing, possible topics, and a release schedule.

IIBLP ONLINE TRAINING PROGRAMS: Past Webinar sessions are available as Online Replay – accessible over the internet via streaming video – or as a DVD. These two popular and easy-to-use options ensure that you and your staff receive expert training at your convenience on specific aspects of LC practice and law.

UCP600 TRAINING COURSES:

UCP600 Training for Bankers (6-hour course)
UCP600 Training for Lawyers (4-hour course)
UCP600 Training for Corporates (4-hour course)

PAST WEBINAR RECORDINGS:

- **NEW! LC Disclaimers for Government Regulations**
- **NEW! Exclusions: UCP600 Art. 12(b)**
- **NEW! Introduction to Guarantees & Standbys**
- **NEW! UCP600 Art. 35: Lost Documents**
- Dealing with China
- Deferred Payment Undertakings
- Drafting Evergreen Clauses
- Drafting Revolving Credits
- Inoperative Conditions
- Negotiation under the UCP
- New PRC Rules: Session 1 (Jurisdiction)
- New PRC Rules: Session 2 (Compliance)
- Non-Bank Issuance
- Notice of Refusal
- Oil Fluctuation Clauses
- Post Financing
- Silent Confirmations
- Update on Recent LC Cases
- Update on Recent LC Legal Issues

To receive email notifications of upcoming LC events from the Institute of International Banking Law & Practice, email your contact information to info@iiblp.org. Prices and further details are also available on the Institute website at: www.iiblp.org



INSTITUTE OF INTERNATIONAL BANKING

LAW & PRACTICE, INC.

20405 Ryecroft Court, Montgomery Village, MD 20886 USA

Phone: +1 301 869 9840

Fax: +1 301 926 1265

[E-mail: info@iiblp.org](mailto:info@iiblp.org)

Website: www.iiblp.org

2010 Pricing - Americas Region

Seminars & Conferences

2010 Americas Annual Survey Conference

- Individual US\$ 895 (before 15 Jan 2010); US\$ 995
- Group (3 or more from same organization) US\$ 795 per person
- Event Sponsorship inquire for your personalized quote
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

2010 Americas Standby & Guarantee Forum

- Individual US\$ 450
- Event Sponsorship inquire for your personalized quote

2010 New York LC Law Summit

- Individuals US\$ 549
- Bank Employee special rate US\$ 349

2010 IIBLP Webinars - Sessions Quarterly

- Individual Webinar US\$ 99
- All Four Sessions US\$ 329

Publications

- UCP600: Analytical Commentary* US\$ 249
- The Comparison of UCP600 & UCP500* US\$ 99
- LC Rules and Laws: Critical Texts (4th Ed.)* US\$ 59 (5 or more US\$ 45 each)
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

Documentary Credit World 2010 Subscription

- eDCW Single-User License US\$ 595
 - Site License US\$ 695
 - Global License From US\$ 1,299
- Contact Editor@doccreditworld.com for quote

UCP600 OnLine Training

- UCP600 Training for Bankers (6 hours) US\$ 999
- UCP600 Training for Lawyers (4 hours) US\$ 329
- UCP600 Training for Corporates (4 hours) US\$ 175



INSTITUTE OF INTERNATIONAL BANKING

LAW & PRACTICE, INC.

20405 Ryecroft Court, Montgomery Village, MD 20886 USA

Phone: +1 301 869 9840

Fax: +1 301 926 1265

[E-mail: info@iiblp.org](mailto:info@iiblp.org)

Website: www.iiblp.org

2010 Pricing - Europe Region

Seminars & Conferences

2010 Europe Annual Survey Conference

- Individual US\$ 995 (before 1 Feb 2010); US\$ 1,095
- Group (3 or more from same organization) US\$ 895 per person
- Event Sponsorship inquire for your personalized quote
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

2010 Europe Standby & Guarantee Forum

- Individual US\$ 995 (before 1 Feb 2010); US\$ 995
- Group (3 or more from same organization) US\$ 895 per person
- Event Sponsorship inquire for your personalized quote

2010 IIBLP Webinars - Sessions Quarterly

- Individual Webinar US\$ 99
- All Four Sessions US\$ 329

Publications

- UCP600: Analytical Commentary* US\$ 249
- The Comparison of UCP600 & UCP500* US\$ 99
- LC Rules and Laws: Critical Texts (4th Ed.)* US\$ 59 (5 or more US\$ 45 each)
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

Documentary Credit World 2010 Subscription

- eDCW Single-User License US\$ 595
 - Site License US\$ 695
 - Global License From US\$ 1,299
- Contact Editor@doccreditworld.com for quote

UCP600 OnLine Training

- UCP600 Training for Bankers (6 hours) US\$ 999
- UCP600 Training for Lawyers (4 hours) US\$ 329
- UCP600 Training for Corporates (4 hours) US\$ 175



INSTITUTE OF INTERNATIONAL BANKING

LAW & PRACTICE, INC.

20405 Ryecroft Court, Montgomery Village, MD 20886 USA

Phone: +1 301 869 9840

Fax: +1 301 926 1265

[E-mail: info@iiblp.org](mailto:info@iiblp.org)

Website: www.iiblp.org

2010 Pricing - Middle East Region

Seminars & Conferences

2010 Middle East Annual Survey Conference

- Individual US\$ 895 (before 1 Feb 2010); US\$ 995
- Group (3 or more from same organization) US\$ 795 per person
- Event Sponsorship inquire for your personalized quote
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

2010 Middle East Standby & Guarantee Forum

- Individual US\$ 895 (before 1 Feb 2010); US\$ 995
- Group (3 or more from same organization) US\$ 795 per person
- Event Sponsorship inquire for your personalized quote

2010 IIBLP Webinars - Sessions Quarterly

- Individual Webinar US\$ 99
- All Four Sessions US\$ 329

Publications

- UCP600: Analytical Commentary* US\$ 249
- The Comparison of UCP600 & UCP500* US\$ 99
- LC Rules and Laws: Critical Texts (4th Ed.)* US\$ 59 (5 or more US\$ 45 each)
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

Documentary Credit World 2010 Subscription

- eDCW Single-User License US\$ 595
- Site License US\$ 695
- Global License From US\$ 1,299

Contact Editor@doccreditworld.com for quote

UCP600 OnLine Training

- UCP600 Training for Bankers (6 hours) US\$ 999
- UCP600 Training for Lawyers (4 hours) US\$ 329
- UCP600 Training for Corporates (4 hours) US\$ 175



INSTITUTE OF INTERNATIONAL BANKING

LAW & PRACTICE, INC.

20405 Ryecroft Court, Montgomery Village, MD 20886 USA

Phone: +1 301 869 9840

Fax: +1 301 926 1265

[E-mail: info@iiblp.org](mailto:info@iiblp.org)

Website: www.iiblp.org

2010 Pricing - Hong Kong Region

Seminars & Conferences

2010 Hong Kong Annual Survey Conference

- Individual US\$ 349
- Group (3 or more from same organization) US\$ 299 per person
- Event Sponsorship inquire for your personalized quote
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

2010 Hong Kong Standby & Guarantee Forum

- Individual US\$ 349
- Group (3 or more from same organization) US\$ 249 per person
- Event Sponsorship inquire for your personalized quote

2010 IIBLP Webinars - Sessions Quarterly

- Individual Webinar US\$ 99
- All Four Sessions US\$ 329

Publications

- UCP600: Analytical Commentary* US\$ 249
- The Comparison of UCP600 & UCP500* US\$ 99
- LC Rules and Laws: Critical Texts (4th Ed.)* US\$ 59 (5 or more US\$ 45 each)
- 2010 Annual Review Volume* US\$ 129 (FREE with Registration)

Documentary Credit World 2010 Subscription

- eDCW Single-User License US\$ 595
- Site License US\$ 695
- Global License From US\$ 1,299

Contact Editor@doccreditworld.com for quote

UCP600 OnLine Training

- UCP600 Training for Bankers (6 hours) US\$ 999
- UCP600 Training for Lawyers (4 hours) US\$ 329
- UCP600 Training for Corporates (4 hours) US\$ 175



INSTITUTE OF INTERNATIONAL BANKING

LAW & PRACTICE, INC.

20405 Ryecroft Court, Montgomery Village, MD 20886 USA

Phone: +1 301 869 9840

Fax: +1 301 926 1265

E-mail: info@iiblp.org

Website: www.iiblp.org

2010 Pricing - Southeast Asia Region

Seminars & Conferences

2010 Southeast Asia Annual Survey Conference

- Individual US\$ 595 (before 1 May 2010); US\$ 695
- Group (3 or more from same organization) US\$ 495 per person
- Event Sponsorship inquire for your personalized quote
- *2010 Annual Review Volume* US\$ 129 (FREE with Registration)

2010 Southeast Asia Standby & Guarantee Forum

- Individual US\$ 349
- Group (3 or more from same organization) US\$ 299 per person
- Event Sponsorship inquire for your personalized quote

2010 Southeast Asia LC Law Summit

- Individuals US\$ 200 with Survey or Forum Registration; US\$ 300
- Bank Employee special rate US\$ 100 with Survey or Forum Registration; US\$ 100

2010 IIBLP Webinars - Sessions Quarterly

- Individual Webinar US\$ 99
- All Four Sessions US\$ 329

Publications

- *UCP600: Analytical Commentary* US\$ 249
- *The Comparison of UCP600 & UCP500* US\$ 99
- *LC Rules and Laws: Critical Texts (4th Ed.)* US\$ 59 (5 or more US\$ 45 each)
- *2010 Annual Review Volume* US\$ 129 (FREE with Registration)

Documentary Credit World 2010 Subscription

- eDCW Single-User License US\$ 595
 - Site License US\$ 695
 - Global License From US\$ 1,299
- Contact Editor@doccreditworld.com for quote

UCP600 OnLine Training

- UCP600 Training for Bankers (6 hours) US\$ 999
- UCP600 Training for Lawyers (4 hours) US\$ 329
- UCP600 Training for Corporates (4 hours) US\$ 175