

## ICC India – Standard Chartered Bank Seminar on:



# Incoterms® 2010

by the International Chamber of Commerce (ICC)

(The new revised ICC International Commercial Terms – delivery terms used in international and domestic trade)

### Seminar series schedule

- ✚ **November 18, 2010** – Hotel Lalit, Barakhamba Avenue, **New Delhi**
- ✚ **November 19, 2010** – Hotel Taj President, Cuffe Parade, **Mumbai**
- ✚ **November 22, 2010** – Hotel GRT Grand, T Nagar, **Chennai**

### *This Seminar is a must for:*

- **exporters, importers and traders;**
- **carriers, freight forwarders, insurance companies;**
- **bankers working in trade finance, particularly in documentary credits and collections departments;**
- **specialists in trade finance;**
- **front office bank specialists, relationship managers;**
- **lawyers, advocates, academics;**

Incoterms® rules define the responsibilities of buyers and sellers for the delivery of goods under sales contracts. Incoterms® 2010 takes into account the latest developments in commercial practice, and updates and consolidates some of the former rules. A new classification system divides the 11 Incoterms® rules into two distinct groups:

**Rules for any mode of transport: EXW FCA CPT CIP DAT DAP DDP**

**Rules for waterway transport: FAS FOB CFR CIF**

**In addition to the 11 rules, Incoterms®2010 includes:**

- Extensive guidance notes and illustrative graphics to help users efficiently choose the right rule for each transaction;
- Clarity in expressing the terms of delivery to avoid future disputes and to understand distinctly the responsibilities and obligations of the parties in a trade transaction
- New classification to help choosing the most suitable rule in relation to the mode of transport;
- Advice for the use of electronic procedures;
- Information on security-related clearances for shipments;
- Advice for the use of Incoterms® 2010 in domestic trade.

Earn

6.5 PDUs

## Seminar on Incoterms 2010 – New revised rules in Action

### Preliminary Programme:

**9:00 - 9:30 – Registration**

**9:30 - 10:00 – Opening session:**

Welcome observation by ICC India  
Observation by Standard Chartered Bank

**10:00 - 11:30 – Introduction of Incoterms 2010**

- History of the rules
- Revision of Incoterms 2010 – drafting process
- Applicability of the Rules

#### **Main features of Incoterms 2010 rules**

- Structure and main features of all 11 Incoterms 2010
- Multimodal delivery terms
- Maritime delivery terms

**11:30 - 11:45 – Tea/Coffee Break**

**11:45 - 13:00 – Best practicest in using Incoterms 2010**

- Main considerations
- Purpose and limits of the Incoterms (what they cover and what they do not cover)
- Allocation of costs and risks
- Case Studies

**13:00 - 14:00 – Lunch**

**14:00 - 15:15 – Incoterms 2010 and risk of transport – cargo insurance**

- When is proper to insure?
- Institute Cargo Clauses

**15:15 - 15:30 – Tea/Coffee Break**

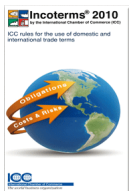
**15:30 - 17:00 – Incoterms 2010 and payment methods**

- Relationship to documentary credits and other payment methods
- The current developments in documentary credit practice – “On Board Notation” requirements regarding Bills of Lading and Multimodal transport documents, recent issues

**17:00 - Close – Q&A and Wrap up.**

**Material relevant to the course will be distributed and a certificate of attendance will be delivered to all those who completed the course.**

### Seminar Language – English



**Participants will receive a free official Incoterms 2010 publication. (Price Rs. 3850)**

## About the Trainer



Mr. Pavel Andrlé is an acknowledged expert on ICC's trade facilitation rules and was closely involved in the revision of UCP as a member of UCP 600 Consulting group. He has delivered numerous seminars on the Incoterms 2000 and Incoterms 2010, both in Czech Republic and abroad.

He has worked for a number of leading local and international banks in various positions (for instance as trade finance specialist, head of trade finance, trade finance risk manager, in-house trainer). Frequent Lecturer in Documentary Credits, Bank Guarantees & Trade Finance and International Trade for Bankovní Institut Vysoká, Institute of Foreign Trade Transport & Forwarding, ICC CR and Economic Chamber of Commerce of Czech Republic. Regular facilitator in seminars abroad in English for ICC National Committees world-wide.

Mr. Andrlé has led or participated in number of seminars held in Cambodia, VietNam, Sri Lanka, Philippines, Singapore, Sierra Leone, Zambia, Uganda, Mozambique, Bangladesh, South Africa, Nigeria, Poland, Slovakia, Ireland, Lithuania, Latvia, Bulgaria, Turkey, Russia, Malta, Trinidad and Tobago etc. He is author of the publication „*Documentary Credits – a Practical Guide*“ published by Grada Publishing, a.s. He has written a „*Commentary to UCP500 in the light of ISBP and other ICC Banking Commission documents*“ and „*Commentary to UCP600*“ published by ICC CR.

Appointed ICC CR expert to reply to enquiries related to Documentary Credits, Bank Guarantees and Trade and Structured Finance – development of technical assistance consultancy services of ICC CR to banks, carrier, insurance companies and traders. It includes advisory services and in-house technical assistance in banks and companies. DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, arbitrator with Vilnius Arbitration Court, Lithuania. He is active trainer under Global Trade Finance programme of IFC (International Finance Corporation – a member of World Bank Group) as a consultant for the global training firm in international trade and finance GTI.