



**Attention
All International Freight Forwarders!**

Incoterms® 2010

Incoterms® 2010 rules, published by the International Chamber of Commerce (ICC) are effective from 1 January 2011.

Replacing the current Incoterms® 2000, Incoterms® 2010 rules now cover both domestic and international trade.

Among the important changes few examples are mentioned below.

- **FOB/CFR/CIF is not suitable for air freight.**
- **CIF is not suitable for shipments to & from ICDs.**
- **DDU & DAF no longer exist.**
- **FOB/CFR/CIF is not suitable for LCL and FCL cargo.**

International Chamber of Commerce have introduced new rules worldwide effective 1 Jan 2011. If you want to be seen by your international trade partners as modern and keeping up with the latest rules then our training seminars are an absolute MUST ATTEND.

The rules now more clearly address delivery, critically important for understanding risk as well as for revenue recognition compliance.

To continue to follow world's best practice, Indian freight forwarders exporters and importers need to correctly apply Incoterms® 2010 to their sales and purchase contracts from 1 January 2011.

In-house seminar

For employees of your company can be conducted in your company conference.

Time duration: 3hrs. 30 min

Who should attend? Everyone involved in sales, customer service and pricing.

Trainer: Rajiv Sathe who has 22 years of work experience in shipping and freight forwarding industry and 14 years of teaching experience.