



# ICC INCOTERMS 2010

*A joint training  
collaboration between  
PMAS & TLA*

## Overview

The newest set of international trade terms are the Incoterms® 2010 rules created by the International Chamber of Commerce which define responsibilities, risks, and costs of the seller and buyer for delivery of goods under sales contracts. The new Incoterms® rules take into account the latest developments in commercial practice, and the updates, add two new rules and deletes four of the former rules. With effect from January 1, 2011, the updated rules became effective.

These trade terms provide a uniform set of rules to assist buyers and sellers in stating each party's obligations under an international contract. The rules have been developed and maintained by experts and practitioners brought together by ICC and have become the standard in international business rules setting.

They help traders avoid costly misunderstandings by clarifying the tasks, costs and risks involved in the delivery of goods from sellers to buyers. Incoterms® rules are recognized by UNCITRAL as the global standard for the interpretation of the most common terms in foreign trade.

The Incoterms rules are an internationally recognized standard and are used worldwide in international and domestic contracts for the sale of goods. First published in 1936, Incoterms rules provide internationally accepted definitions and rules of interpretation for most common commercial terms. They streamline and remove some of the ambiguity that can occur in a contract especially when parties speak different languages. They provide a basis for dispute resolution. Attend the Seminar on ICC Incoterms® 2010 rules to understand the major revisions of these terms and how you can use them effectively in doing business.

®"Incoterms" is a trademark of the International Chamber of Commerce.

## From our participants who attended ...

Employees who have attended the course have very good feedback for the trainer, Mr Thomas Sim. Keep it up!  
*Jaris Wang, Assistant Training Manager, Jabil Circuit (S) Pte Ltd*

The lecturer taught the class very interestingly with a lot of real case studies. The case discussion made the class very lively. By presenting the Incoterms in diagrams, I am able to remember the terms easily.

*Cheong Chai Ying, Supply Chain Executive, Leica Instruments Singapore*

## Designed For

Exporters, Importers, Sales and Marketing Managers, Purchasing Managers, Forwarders, Logistics Service Providers, Customs Brokers, Carriers, Insurers, Trade Consultants

## Lecturer

**Thomas Sim** is the Group Chief Executive Officer of International Freight Consultants (S) Pte. Ltd. He joined the Singapore Logistics Association since 2000 and has been elected as the 2nd Deputy Chairman of the Singapore Logistics Association. In addition, he also chairs its Training & Development Committee and the Academic Director of The Logistics Academy. He is also elected the Chairman of FIATA Advisory Body Vocational Training (ABVT) which oversees National Associations' training programs in over 118 countries, assisting to setup and qualifying the standards of international freight forwarding & logistics training materials/curriculums, and the eventual FIATA Validation of their national training programs. With Thomas's extensive knowledge and working experience, he is able to impart valuable industry knowledge to the trainees.

## Course Intakes

22 March 2019, 9am to 6pm  
09 May 2019, 9am to 6pm

## Training Venue

Print Media Hub @ Paya Lebar iPark  
61 Tai Seng Ave #05-14 Singapore 543167

## Course Fee

\$564.96 (include GST)

## Funding

\$16 from SkillsConnect  
\$500 from SkillsFuture Credit  
Applicable for Singaporean  
(age 25 and above)

## Registration

Please email [ltchua@sla.org.sg](mailto:ltchua@sla.org.sg)

