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Effective and Practical Application of Incoterms® 2010

How to Choose the Correct Terms and Avoid Frequent Mistakes

June 26, 2018 (Tuesday) • 8:30am – 5:00pm • Royale Chulan Hotel, Damansara



YOU WILL LEARN:

- Incoterms® made easy – understanding & applying Incoterms®
- Incoterms® for import & export
- Incoterms® for ocean & air
- Buying and selling using Incoterms®
- Why buy and sell using Incoterms®
- Benefits & risks

WHO SHOULD ATTEND:

Importer & Exporter • Sales, Marketing & Purchasing • Logistics
/ Carriers / Forwarders • Insurers & Trade Consultants

- ✓ Incoterms® are a set of standardised international trade terms
- ✓ FOB / CIF / EXW / FCA / DAP are some of the 11 Incoterms®
- ✓ Incoterms® 2010 define:
 - Seller-buyer responsibilities
 - Costs and risks in international sales

Do you know how to use Incoterms® properly? This seminar will explain all 11 Incoterms® with emphasis on minimising costs and risks to an exporter.

To register, kindly contact:

Federation of Malaysian Manufacturers

Wisma FMM, No. 3, Persiaran Dagang, PJU9, Bandar Sri Damansara, 52200 Kuala Lumpur
Tel: 603 – 6286 7200 (Sandy / Asyrul / Hafizah) • Fax : 603 – 6274 1266 / 7288 • Email : sandy@fmm.org.my

Effective and Practical Application of Incoterms® 2010

How to Choose the Correct Terms and Avoid Frequent Mistakes

DATE, TIME, VENUE

Date : June 26, 2018 (Tuesday)
 Time : 8:30 am – 5:00 pm
 Venue : Royale Chulan Hotel, Damansara
 2, Jalan PJU 7/3, Mutiara Damansara,
 Petaling Jaya, Selangor Darul Ehsan

PARTICIPATION FEE

	Fee Per Pax
FMM / MNSC Member	RM450.00
Non - Member	RM550.00

Fee includes seminar materials, refreshments and lunch.

Payable to : FEDERATION OF MALAYSIAN
 MANUFACTURERS

Account No.: 5142 0833 0768 (Maybank)

GST No. : 001714290688

CLOSING DATE

June 19, 2018 (Tuesday)

CONTACT DETAILS

FMM / MNSC – Ms Sandy & Ms Hafizah / Mr Asyrul

Tel : 603 – 6286 7200

Fax : 603 – 6274 1266 / 7288

Email : sandy@fmm.org.my / asyrul@fmm.org.my /
hafizah@fmm.org.my

TERMS & CONDITIONS

- Cancellation must be in writing to FMM. Registration may be transferred to another person at no extra charge.
- **Refund Policy**
 - ✓ Less than 7 days prior to event, NO refund.
 - ✓ Between 7-14 days prior to event, 50% refund.
 - ✓ More than 14 days prior to event, Full refund
- FMM reserves the right to alter, cancel or reschedule the programme. All efforts will be taken to inform participants.

PROGRAMME

Time	Activities
8:30	Registration and Networking Breakfast
9:00	Welcome Remarks
9:15	What are Incoterms® 2010 and What are they Intended for?
9:45	Incoterms® 2010 – How it Relates to : <ul style="list-style-type: none"> • Sales Contract • Ownership of Goods • Payment of Goods
10:30	Networking Coffee Break
10:45 11:20	Incoterms® 2010 : How to Choose the Right Terms and Use it to Your Advantage Case Studies on Incoterms® Application on: <ul style="list-style-type: none"> • Sea / Inland Waterway : FAS, FOB, CFR, CIF • Multimodal: EXW, FCA, CPT, CIP, DAP, DAT, DDP
12:00	Handling Disputes and Conflicts in Incoterms® 2010
1:00	Networking Lunch
2:00	Identifying Various Segments of the Supply Chain and Services Affecting Incoterms® 2010 <ul style="list-style-type: none"> • Seller's Door • Loading and Lashing of Transport • Route to Handover Point • Sector from Handover to Loading Point • Loading onto Main Carrier Vehicle or Craft or Equipment
3:30	Panel Session – Correct Use of Incoterms® 2010 : Dismantling False Myths
5:00	Coffee Break & End of Programme

To : FMM, Wisma FMM, No. 3, Persiaran Dagang, PJU9, Bandar Sri Damansara, 52200 Kuala Lumpur

Please register the following participant(s):

- Name : _____
 Designation : _____
 E-mail : _____
 Vegetarian* : Yes / No
- Name : _____
 Designation : _____
 E-mail : _____
 Vegetarian* : Yes / No

*Circle whichever is applicable

Submitted by:

Name : _____
 Designation : _____
 Company : _____
 Address : _____

 Tel. No : _____
 Email : _____
 GST No : _____

I am a member of : FMM / FMFF / ACCCIM / MTIB / MPOB / MTC / MRE / MWIA

*Please circle where appropriate

Membership No.: _____

Non member