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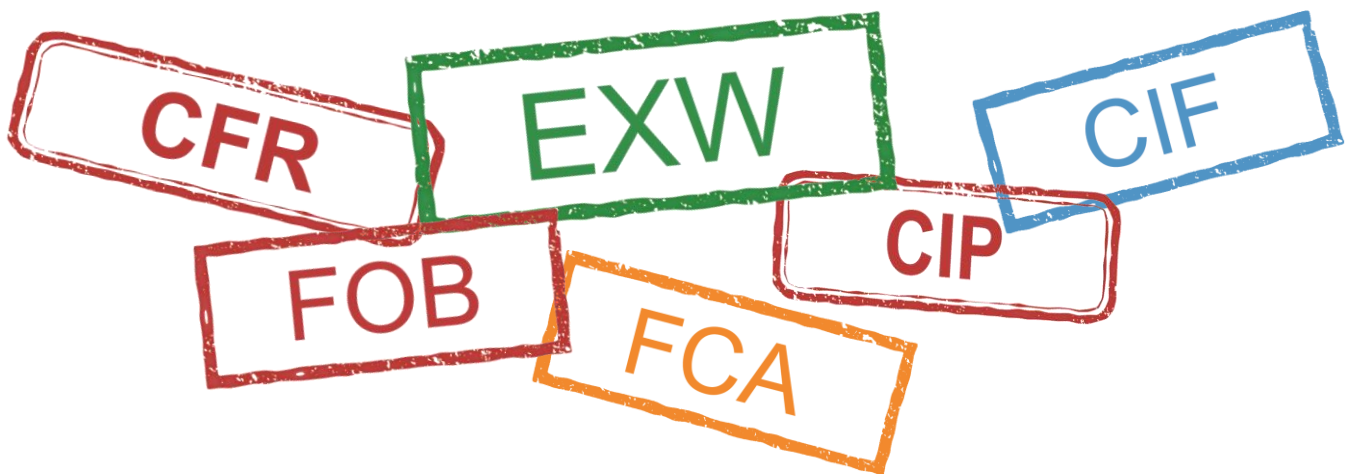
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# **Effective and Practical Application of Incoterms® 2010**

## **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 / Asyul / 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	GST 6%	Total Fee
FMM / MNSC Member	RM450.00	RM27.00	RM477.00
Non - Member	RM550.00	RM33.00	RM583.00

*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](mailto:sandy@fmm.org.my) / [asyrul@fmm.org.my](mailto:asyrul@fmm.org.my) / [hafizah@fmm.org.my](mailto: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	<b>Incoterms® 2010 – How it Relates to :</b> <ul style="list-style-type: none"> <li>• Sales Contract</li> <li>• Ownership of Goods</li> <li>• Payment of Goods</li> </ul>
10:30	Networking Coffee Break
10:45 11:20	<b>Incoterms® 2010 : How to Choose the Right Terms and Use it to Your Advantage</b> Case Studies on Incoterms® Application on: <ul style="list-style-type: none"> <li>• Sea / Inland Waterway : FAS, FOB, CFR, CIF</li> <li>• Multimodal: EXW, FCA, CPT, CIP, DAP, DAT, DDP</li> </ul>
12:00	Handling Disputes and Conflicts in Incoterms® 2010
1:00	Networking Lunch
2:00	<b>Identifying Various Segments of the Supply Chain and Services Affecting Incoterms® 2010</b> <ul style="list-style-type: none"> <li>• Seller's Door</li> <li>• Loading and Lashing of Transport</li> <li>• Route to Handover Point</li> <li>• Sector from Handover to Loading Point</li> <li>• Loading onto Main Carrier Vehicle or Craft or Equipment</li> </ul>
3:30	<b>Panel Session – Correct Use of Incoterms® 2010 : Dismantling False Myths</b>
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 : \_\_\_\_\_  
 Membership No : \_\_\_\_\_