



# Master-Class

## INCOTERMS® 2010 –

### The Language of Domestic & International Trade

Training Dates In 2018 (9.00am to 5.00pm) Petaling Jaya					
Jan 10 & 11	Mar 7 & 8	May 15 & 16	July 4 & 5	Sept 5 & 6	Nov 13 & 14

#### INTRODUCTION

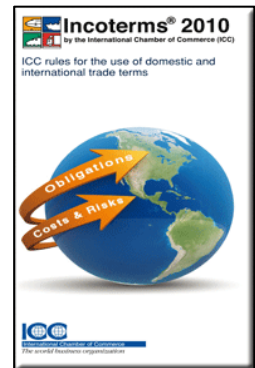
Incoterms are international rules published by the ICC for the interpretation of trade terms eg EXW, FOB, CFR, CIF, CPT etc. Exporters, Importers, Bankers and Insurers, Freight Forwarders and Carriers need to be aware of the **new changes** in **Incoterms 2010** which have **critical implications to their business** especially on the following:

- Carriage of goods between seller/buyer
- Acquisition of transit/cargo insurance
- Export and Import clearance requirements
- Assumption of risks for loss and damage
- Allocation of costs between seller & buyer

The changes in the new Incoterms rules are massive, sweeping as well as practical. Four terms under the old Incoterms 2000 were taken out. Two new terms **DAT (Delivered At Terminal)** and **DAP (Delivered At Place)** have been added. The **ship's rail** is no longer mentioned as the point of delivery in FOB, CFR and CIF! Who should pay for **terminal handling charges** are now being clearly specified.

Incoterms 2010 promise to be very concise and more relevant to business transactions and cargo security issues which are now at the forefront of the transportation agenda of numerous countries.

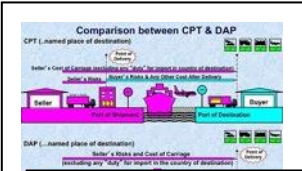
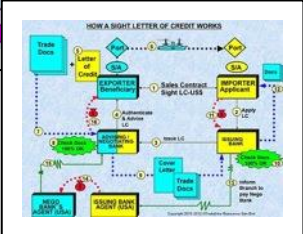
Our new two day totally revised Incoterms course featuring renowned master trainer **Mr. BILLY FONG, who will use extensive colourful graphics and diagrams** will cover the following contents.



### COURSE OUTLINE

**DAY ONE (9.00am – 5.00pm)**

1. **Methods of Payment in International Trade – An overview**
2. **Introduction to Incoterms**
  - What are Incoterms? Why Revision of Incoterms – Its purpose and scope.
  - What important matters are covered by the new Incoterms 2010 and the main changes to Incoterms 2000?
  - The **new classification** under the new Incoterms 2010
  - The importance of 'Point of Delivery' versus 'Agreed Point' in international trade
3. **EXW (EX Works)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery - Division of Cost and Risk
  - **Case study**
4. **FCA (Free Carrier)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
  - **Comparison with EXW – similarities & differences**
5. **FAS (Free Alongside Ship)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
6. **FOB (Free On Board)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**

**FEES**  
**RM1,350** per participant (Including handouts, course materials, lunch and tea break).

**TEAM DISCOUNT**  
 Discount of **RM100-00 each** if you register as a group of 3 or more.

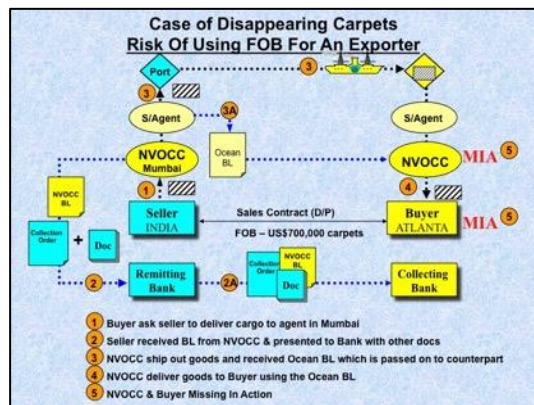
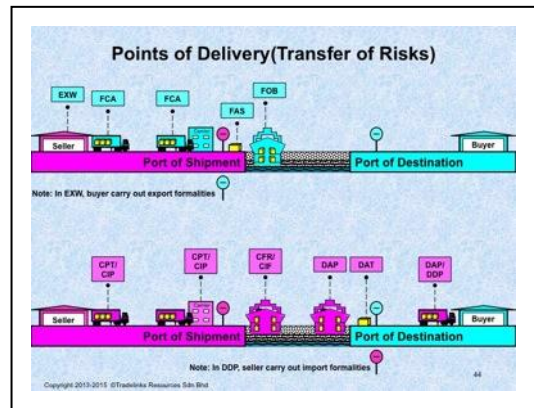
**ELIGIBILITY FOR SBL**

- Companies must apply directly to HRDF.
- SBL Scheme will be based on the individual merit of each application

**CERTIFICATE OF ATTENDANCE**  
 will be awarded upon completion.

**DAY TWO (9.00am – 5.00pm)**

7. **CFR (Cost And Freight)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
8. **CIF (Cost Insurance And Freight)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
9. **CPT (Carriage Paid To)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
  - Comparison with CFR – differences and similarities
10. **CIP (Carriage Insurance Paid)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
11. **DAP (Delivered At Place)** – A pictorial presentation
  - Comparison with DAF, DES and DDU
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
  - Comparison with CPT
12. **DAT (Delivered At Terminal)** – A pictorial presentation
  - Comparison with DEQ
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
13. **DDP (Delivered Duty Paid)** – A pictorial presentation
  - Responsibilities of Seller & Buyer
  - Point of Delivery – Division of Costs and Risks
  - **Case study**
  - Comparison with EXW
14. Modified Incoterms – What are the risks involved.
15. How to use and choose Incoterms for domestic and international trade.
16. Insurance issues in Incoterms



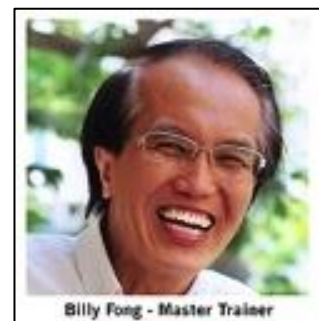
**TRAINER: Mr. Billy Fong Goon Poy ACIB**

“Excellent...Innovative...Very knowledgeable...Effective in his Teaching Methodology” These are some of the many positive comments from participants.

Billy Fong, probably needs no introduction. He is Malaysia foremost expert in International Trade. He was formerly the head of the Trade Finance Faculty of the Staff Training Centre of a major international bank in Malaysia. He is an Associate Member of the Chartered Institute of Banker (UK) and holds a Diploma in Training Management from the Institute of Training & Development (ITD) UK.

Billy Fong’s unique method of training using diagrams and colors, videos and case studies to explain each of the complex 11 Incoterms rules has made learning enjoyable, fun and easy to understand and remember.

Over the last 20 years, thousands of personnel who are involved in international trade in Malaysia, Singapore, Brunei and the Middle East have attended and benefited from Billy Fong’s courses on International Trade. And they keep coming back for his training seminars.



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**FAX THIS REGISTRATION FORM TO 03-7954 9909**

Title of Course: **The New Incoterms 2010-Language of Domestic & International Trade**

Venue : \_\_\_\_\_ Date: \_\_\_\_\_

Name: :  Mr  Ms \_\_\_\_\_ Job Title \_\_\_\_\_

Name: :  Mr  Ms \_\_\_\_\_ Job Title \_\_\_\_\_

Name: :  Mr  Ms \_\_\_\_\_ Job Title \_\_\_\_\_

Company Contact Person :  Mr  Ms \_\_\_\_\_

Company : \_\_\_\_\_

Job Title : \_\_\_\_\_

Address : \_\_\_\_\_

Tel No. : \_\_\_\_\_ Fax No. : \_\_\_\_\_

E-mail : \_\_\_\_\_ Mobile/Whatsapp: \_\_\_\_\_

### Other Courses

1. **Letters of Credit – Indepth Understanding**
2. **Bills of Lading – Correct Preparation To Avoid Rejection In Letter of Credit Transactions**
3. **UCP600 & ISBP – New Rules on LC**
4. **Case-studies on Pitfalls, Mishaps & Remedies in International Trade**

For more details:

Call: 03-7954 5909  
 SMS: 012-3988 166  
[training@tradelinks.com.my](mailto:training@tradelinks.com.my)  
[www.tradelinks.com.my](http://www.tradelinks.com.my)

### Payments Can Be Made Via:

#### 1. Direct Bank-in

Bank: CIMB Bank  
 Account No: 80-0341561-1  
 Account Name: Tradelinks Resources Sdn Bhd  
 Fax bank-in-slip to 03-7954 9909  
 Email bank-in-slip to [training@tradelinks.com.my](mailto:training@tradelinks.com.my)  
 Note: For cheque deposit, kindly provide us the cheque number

#### 2. Courier a cheque payable to Tradelinks Resources Sdn Bhd to

No. 8 Lorong 12/14-B  
 Section 12, 46200 Petaling Jaya  
 Attention to: **Sook Ling** (HP: 012 3988166)



## TRADELINKS RESOURCES SDN BHD

(Company No. 543128-K)

No. 8 Lorong 12/14-B, 46200 Petaling Jaya, Selangor

Register online: [www.tradelinks.com.my](http://www.tradelinks.com.my)

Email: [training@tradelinks.com.my](mailto:training@tradelinks.com.my)

**Hotline: Call Sook Ling at 012-3988166**

**03-7954 5909 or 03-7931 2026**

**Fax: 03-7954 9909**