Ref No: MBER 185/101209/11W

Attn: SBF Members

SINGAPORE BUSINESS FEDERATION
Apex Business Chamber

10 Hoe Chiang Road
#22-01 Keppel Towers
Singapore 089315
Tel: 6827 6828/ 877
Email: participate@sbf.org.sg

SBF WORKSHOP ON INCOTERMS 2000

Date: **Thu, 10 December 2009** Time: ***9am–5pm**

Venue: **SBF Seminar Room 2** *(21st Level, Keppel Towers)*

Fee per pax *(incl 7% GST)*: **S$299.60** (SBF Member) **S$353.10** (Non-Member)

FOB, CFR & CIF are already outdated and are dangerous terms to use. Many traders are presently using FOB. CFR & CIF without knowing the risks involved. Traders instead should switch to use FCA, CPT and CIP. Incoterms are international rules published by the International Chamber of Commerce for the interpretation of trade terms. There are altogether 13 trade terms under Incoterms 2000 viz; **EXW, FOB, FCA, FAS, CFR, CIF, CPT, CIP, DAF, DES, DEQ, DDU, DDP** Exporters and Importers, and insurers. Freight Forwarders and Carriers need to be aware new changes in Incoterms 2000 which have critical implications to their business

Workshop Curriculum

1. What are Incoterms - Its purpose and scope
2. What important matters are covered by the new Incoterms 2000 and what are the main changes
3. How will Incoterms 2000 affect the relationship and specific responsibilities between seller & buyers
4. What are the critical points under Incoterms 2000 for the transfer of risks and costs
5. Which Incoterms 2000 are most appropriate for which mode of transportation
6. A detailed diagrammatic analysis of the 13 trade terms under Incoterms 2000
7. Why EXW. FOB, CFR & CIF are dangerous terms to use
8. Why FOB, CFR & CIF are no longer relevant for use in containerised shipment
9. Relationship of Cargo Insurance with Incoterms
10. Relationship of Methods of Payment with Incoterms
11. Issues outside the scope of Incoterms 2000.
12. Variances on Incoterms 2000: EXW (Loaded). FOB (Stowed), CFR (Landed), etc

Instructor

This workshop will be conducted by **Victor Tan, MBA (Strathclyde), ACIB, MInstAM**, a qualified Life Associate Member of The Chartered Institute of Bankers, London. He has 15 years of banking experience covering the areas of International Trade Finance, Remittances, Guarantees, Import and Export departments. He has worked with various International Banks since 1977 starting with Standard Chartered Bank, Amsterdam-Rotterdam Bank, Bangkok Bank, Royal Trust Merchant Bank and lastly Barclays Bank, where he was Deputy Head, Trade Finance, on leaving the Banking industry in 1992.

Administrative Details:

- **Please mail this registration form together with a cheque to SBF** (10 Hoe Chiang Road, #22-00, Keppel Towers, Singapore 089315). Cheque should be made payable to "**Singapore Business Federation**". Please indicate the **Ref No.**, **company name** and **participant's name** at the back of the cheque.
- Confirmation of your registration will be emailed to your company upon receipt of full payment. Please present the email confirmation for admission to seminar room.
- **We regret that no refund will be made for cancellation or non-attendance once registered but a replacement is allowed. Full fees will be charged for cancellation or non-attendance.**

NOTE: As a precautionary measure, our advice is for members who are unwell not to attend the session.

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REGISTRATION FORM - Attn: MR Dept/Celest (Closing date: 3 Dec 2009)
Fax: 67340610 / 68276801

Name (Mr/Ms): _____ Desgn: _____

Tel: _____ Hp: _____ Fax: _____

Email: _____

Company: _____

SBF Mbrship No: _____ Address (For Non-Mbr): _____

_____

For Official Use: (SCC)

Serial No:

*Please note that registration will be ***15 minutes*** before the start of the workshop.