



# MANAGING CARRIAGE OF GOODS AND INCOTERMS

*HRD Corp Claimable Courses*

Duration

**2 days**

Time

**9.00am to 5.00pm**

Venue

**Kuala Lumpur Golf & Country Club, Bukit Kiara Kuala Lumpur**

*((Strategy is about setting yourself apart from the competition.))*

## **INTRODUCTION:**

The carriage of goods by air and sea plays an important role and a vital link between the commercial and statutory sectors. These transportation modes and nodes bring forth tangible and intangible value stretching the boundaries from source to supply and from production to consumption.

An in-depth understanding of the air and sea movement dynamics would ensure more competitiveness strength and customer fulfillment level. Hand in hand, more efficient and effective managing of Incoterms will add mileage.

## **OBJECTIVES OF THE PROGRAMME:**

As a participant, you will learn the following:

- ? Understanding air and sea freight procedures and practices.**
- ? Learning the operations and documentation of air and sea movement.**
- ? Familiarizing the inward and outward cargo flow risks and costs.**
- ? Developing empowerment in the transaction and trade terms.**

## **PROGRAM OUTLINE**

### **DAY 1(ONE)**

9.00AM TO 10.30AM

#### **MODULE 1: Introduction to the Carriage of Goods by Air**

- Familiarizing the Warsaw Convention and Montreal Convention rules and regulations. Indemnification and Immunization clauses pre-printed on the Airway bill of all kinds.
- Documentation used in airfreight operations from the carrier, forwarder, shipper and consignee perspective. Their respective roles and responsibilities contracted.
- Types of aircrafts and airport facilities. Palletisation and containerization of various type of ULD, general cargo and commodity cargo. Airport terminal and warehouse functionality and supporting roles.
- Procedurals of cargo handling, packing, marking, labeling, loading and unloading. Cargo classification and rate computation in GCR, SCR, CCR. Carrier and agent charges. Determination of weight, surcharge and rebate. (M, N, Q break points, ULD and pivot charges)
- Methods of freight payment allowed (PP, CC, COD, FHD).Construction of freight rates. Computation of valuation and carrier insurance charges.
- Principles of consolidation shipment in single or multiple movement. Procedures in cargo reservation and preparation of the MAWB (master airway bill) and HAWB (house airway bill)

BREAK: 10.30 AM TO 10.45AM

10.45AM TO 1.00PM

#### **MODULE 2: Introduction to the Carriage of Goods by Sea**

- Familiarizing the shipping conventions and COGSA (Carriage of Goods by Sea Act) and the implications of the Contract of Affreightment (COA). The Hague Visby Rules, Hamburg Rules and Rotterdam rules applicability.
- Documentation used in seafreight operations from the carrier, forwarder, shipper and consignee. Their respective roles and responsibilities contracted.

LUNCH BREAK: 1.00PM TO 2.00PM

2.00PM TO 5.00PM (with Tea/Coffee Break at 3.30pm to 3.45pm)

## **MODULE 2: -CONTINUE-**

- Types of shipping services and operators. The implications of seaworthiness and cargoworthiness of ships and vessels. Various types of containers in used.
- Procedurals of cargo handling, packing ,marking, labeling, loading and unloading. Types of containerization movement in FCL(full container load) and LCL(less than container load). The responsibilities of carrier,shipper,consignee and forwarder in FCL and LCL execution.
- The kinds of freight rates (CBR, FAK, CHR ) and method of freight payment allowed. Definition and computation of rates under freight prepaid and freight collect arrangement.
- Cargo description and determination of chargeable weight versus actual weight. The difference between density and measurement weight in used. Principles of consolidation shipment in single or multiple movement. Procedures in booking of cargo space and preparation of the MBL (master bill of lading) and HBL (house bill of lading).

END OF DAY 1(ONE)

## **DAY 2(TWO)**

9.00AM TO 10.30AM (with Tea/Coffee Break at 10.30am to 10.45am)

## **MODULE 3: Introduction to Trade and Transaction Terms ( Incoterms )**

- The rulings and provisions of ICC Incoterms to be contracted in domestic and international transaction.
- The 4 groupings of the E,F,C,D terms to be selected between the principal parties of seller and buyer.
- Defining the 11 Incoterms of EXW,FCA,FAS,FOB,CIF,CFR,CIP,CPT,DDP,DAP,DPU in 2020 provisions.

LUNCH BREAK: 1.00PM TO 2.00PM

2.00PM TO 5.00PM (with Tea/Coffee Break at 3.30pm to 3.45pm)

### **MODULE 3: -CONTINUE-**

- Explaining the apportioning of risks and cost between seller and buyer and point of transfer conditions.
- Understanding the 5 rulings of compliance in 2020 in comparison of 2010 and 2000 application.
- The critical issue governing the contract of sales and contract of carriage leading to argument and disputes.
- The application and implication factors of Incoterms in the stages of pre transaction, on transaction and post transaction.
- The challenges and constraints of freight and logistics in the execution stages of pre departure, in conveyance and on arrival.

### **WHO SHOULD ATTEND?**

This course is specially designed in enhancing skills and broadening knowledge. An mandatory course for executives and managers in the shipping, logistics and distribution, planning, etc.

Useful and beneficial to executives and managers from supply chain management, finance and cost management, customer and order management, supplier and purchasing management, sales and marketing management.

### **METHODOLOGY:**

A workshop based training style with lecturing and case study simulation. Group and individual assignments for reinforcement of learning points.



## TRAINER PROFILE : MR STEPHEN KUM



Mr Stephen Kum (MBA, USA) accredited trainer by HRDC. A fellow of The Institute of Freight Association, The Institute of Logistics & Transport, The Institute of Business Administration. Former Vice Chairman of the Persatuan Logistik Selangor and Co-founder of Global Logistician Network (GLN).

He has more than 30 years of hands-on experience in the fields of international trade, global procurement, freight management, logistics operation and supply chain management. His consultancy expertise relates to Incoterms contracting, trade documentation, import export

risks management and cargo transportation strategies.

He was the Managing Director of Transatlas Cargo, a global logistics provider with network in UK, USA and Asia Pacific. Held various contractual senior positions as Country Manager of Esprit Shipping (HK), Sales Director with Karl Schroff Associates (US) and Business Development Manager with Port Cargo International (UK). Associated with Cambridge International College as their Course Examiner. As Program Consultant with Durham Logistics College and Resident Consultant with TPL Global Chain Management.

He has been involved in corporate training and competency development programs since 2002 for national corporations, industry associations and academy of learning excellence. Multinational companies and global market leaders including conference and forum organizers. His embassy clientele includes trade divisions of Nigerian Embassy, Sudan Embassy and Royal Thai Embassy in Kuala Lumpur. He has developed Shipping program for Institute Technology Multimedia, Logistics program for Sentral City Institute, Freight management program for PSNB and Open University Malaysia. Developed post graduate courses in Supply Chain Management for Camden University and Export Management for Metropolitan University.

## Participation Registration & Fee

Participation Fee: **RM 1,795.00** per person (2days)

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(Fees inclusive of certificate of attendance, welcome morning coffee, 2-tea break and 1-luncheon.)

\*In-House Training can be organised upon request.

We have limited seats! Register Now!

To register, email to marketing department at [mytrain2@mytrainingmalaysia.com](mailto:mytrain2@mytrainingmalaysia.com)

Registration via online can be done thru our website at [www.eliteedge.com.my](http://www.eliteedge.com.my)

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### ORGANISED BY

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