

INTERNATIONAL TRADE

JANUARY 2021
- MARCH 2021



Hampshire Chamber of Commerce, Wates House, Wallington Hill, Fareham PO16 7BJ



How will Training benefit your Business?

Our aim is to help organisations become more effective, more productive and more profitable by having a motivated and efficient workforce. Our training courses help improve and modernise business skills and behaviours to support business goals and objectives. Our Chamber training programme offers a diverse and flexible range of courses, depending on individual and business needs.

Whatever your training requirement we can help!

Incoterms Rules® for 2021

• 13th January

The Incoterms® Rules are an essential business tool for export import because they define the risk and cost responsibilities of each party when arranging loading/unloading of the goods, delivery, import export clearance and freight contracts. They may be used in contract negotiations, as a checklist for buyers and sellers and as a framework for international and domestic sales contracts.

All parties involved in international trade in any capacity should clearly understand the Incoterms Rules to maximise legal certainty in transactions. This seminar will consider the general features of the rules and will examine each of them in detail.

The seminar is suitable for those with no prior knowledge and for those seeking to update their understanding. It is relevant to sales, purchasing, shipping, finance, customer service staff and senior managers from both exporters and importers as well as those from freight forwarders, shipping and financial institutions.

To make a booking or for further information contact the Training Department on 01329 242420

E: etrain@hampshirechamber.co.uk
web: www.hampshirechamber.co.uk

All courses will be delivered virtually via Zoom.

Letters of Credit/Methods of Payment

• 18th January

This seminar combines two British Chambers of Commerce assessment modules into one on-line training seminar. It will consider the advantages and disadvantages of the payment options available to international traders and the documentary requirements associated with each option.

To use Letters of Credit effectively importers and exporters will need to fully understand the dynamics and terminology of a letter of credit, the role of each party, the importance of the shipping documents and the level of security offered.

It will consider the different interests of the exporter, importer and the banks and methods of reducing the risks for all parties. This seminar will examine LC process in detail and offer guidance on how to create a workable credit. Personnel from shipping, sales, purchasing and finance will have a role to play in this.

Understanding Export

• 26th January

This seminar offers an introduction to the terminology and procedures used in the exporting process and examine the responsibilities and obligations of all parties. Delegates should gain an overview of the exporting process from first enquiry to order completion and to highlight the possible pitfalls that can await the unwary. No prior knowledge of exporting is assumed. The seminar will include a brief summary of the Incoterms® Rules 2020.

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The seminar is designed for those new to the problems of exporting and for those who have some understanding but need to refresh their knowledge. It is suitable for staff from both small and larger companies involved in shipping/dispatch, sales and customer service staff, finance and accounts staff, junior and senior management and trainees at all levels.

Classification of Goods

• 1st February

The correct classification of goods using commodity and tariff codes is fundamental for customs compliance, establishing correct duty rates, origin of goods, intrastate, export control, security and many other customs procedures. Using the most appropriate code is the legal obligation of the trader and should not be delegated to other parties or agents.

HMRC expect traders to establish codes by using through a reasoned in-house documented process. An objective of this seminar is to provide organisations with the necessary resources to demonstrate compliance with this requirement.

We will consider the terminology used and the structure of the Harmonised System, Commodity and Tariff codes. It will examine the General Interpretative Rules that are used for classification and the tools and resources available to assist in the establishment of the most appropriate code.

It will also consider the difference between coding systems in use in other countries and how different codes can be correlated.

Visit our website for details of our training programme – www.hampshirechamber.co.uk

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Import Procedures

• 8th February

This seminar offers an introduction to the terminology and procedures used in the importing process and examine the responsibilities and obligations of all parties.

Attendees should gain an overview of importing procedures and the basic HMRC compliance requirements for calculation of duties and taxes. No prior knowledge is assumed. The seminar will include a brief summary of the Incoterms® Rules 2020.

The seminar is designed for those new to importing and for those who have some understanding but need to refresh their knowledge. It is suitable for staff from both small and larger companies involved in shipping/dispatch, sales and customer service staff, finance and accounts staff, junior and senior management and trainees at all levels.

Inward/Outward Processing

• 24th February

Inward Processing Relief (IPR) is used to obtain relief from customs duties and import VAT on goods that are imported from outside the EU for processing. The basic principle is to allow UK exporters to be more competitive by reducing their processing costs. Processes that are permitted under IPR include manufacturing, sorting and packing, repair and refurbishment.

The inception of the Union Customs Code (UCC) in UK in May 2016 reduced the number of qualifying imports under the old "Simplified" IPR regime to 3 per year and requires those traders who wish to exceed this limit to seek an authorisation.

Guarantees will be required to cover potential customs debt, but UK Government has stated that these will be suspended

temporarily from 01 January 2021 as a post Brexit "Customs Easement".

Customs impose strict obligations to comply with the IPR procedures, and those traders that do not have a "Trusted Trader" status will have to complete a self-assessment questionnaire when seeking authorisation to show that they have robust compliance procedures in place.

Preferential Rules of Origin

• 2nd March

The origin of goods will determine the ability of the goods to freely circulate in the European Union and to enter countries with whom the EU has a trade agreement at zero rates of duty. The perception of origin has a major impact on the marketability of the goods and there will be significant post Brexit implications.

The rules of origin are complex and are often not understood by companies involved in international trade. This can lead to inadvertent fraudulent activity by falsely declaring the origin of the goods.

This will be a detailed examination of the current preference and non-preference rules of origin and their implications for importers and exporters and offer practical guidance to traders as to how to establish the origin.

The seminar will benefit exporting and importing staff, sales, purchasing, finance, shipping and banking personnel.

Export Documentation

• 10th March

HM Revenue and Customs require exporters to demonstrate documentary compliance, even if they choose to outsource the shipping function to agents or forwarders or delegate logistics to the buyer under ex-works terms or similar. Non-compliance risks delay in the supply chain

and the possibility of financial penalty.

This seminar will examine all aspects of export documentation and will seek to establish best practice, emphasising the need for a clear and coherent audit trail for each shipment to ensure customs compliance. The objective of the training course is to enable participants to fulfil the assessment criteria of the British Chambers of Commerce/ National Trade Training Service Export Documentation module.

The seminar is designed for those new to the problems of exporting and for those who have some understanding but need to refresh their knowledge. It is suitable for staff from both small and larger companies involved in shipping/dispatch, sales and customer service staff, finance and accounts staff, junior and senior management and trainees at all levels.

Customs Procedures and Documentation

• 18th March

Customs procedures are designed to manage and regulate the movement of goods through our borders. Compliance with these procedures requires the submission of accurate documentation. An importer or exporter is ultimately accountable for the completion of customs documentation even though the responsibility may be delegated to agents, freight forwarder or parcels operators.

The trader therefore needs to be aware of the detail requirements for completion and HMRC expect traders to have robust procedures for the checking of the documentation. Traders that can demonstrate compliance with these requirements have the option to apply for a trusted trader status that will reward them with access to fast – track and more economic border procedures.

This seminar is designed to give an overview of these procedures and the documentary requirements to satisfy them. It is suitable for staff from both small and larger companies involved in shipping/dispatch, sales and customer service staff, finance and accounts staff, junior and senior management and trainees at all levels.

Foundation Award

Pass 6 of these courses and you will achieve the Foundation Award in International Trade assessed by the British Chambers of Commerce and equivalent to an NVQ 2.

**The Classification for Goods course is currently not included in the Foundation Award scheme.*

Visit our website for details of our training programme – www.hampshirechamber.co.uk