

Course Fee

PORAM members	RM1500/USD400 per person
non-PORAM members	RM1800/USD500 per person

Fees are inclusive of 6% GST.

Fee includes meals, refreshments, lecture notes and other course materials, if any.



This course is HRDF claimable.

Registration closes on **31 March 2017**. Payment is required with registration to guarantee your place. No refund will be entertained although participants can be substituted at any time.

Certificate Of Attendance

The attendance register will be displayed at the registration table. All participants are requested to sign this on each day of the course. The Certificate of Attendance will be awarded upon full attendance.

Information

For further information, please contact:

The Palm Oil Refiners Association of Malaysia

801C / 802A, Block B
Kelana Business Centre
97, Jalan SS7/2
47301 Kelana Jaya, Selangor Darul Ehsan
Tel: 03-7492 0006
Fax: 03-7492 0128
E-mail: Susila@poram.org.my
poram@poram.org.my
Enquiry: Ms. Susila

Disclaimer

The organizer reserves the right to make changes to the venue, date, speakers, including the cancellation of the course if warranted by circumstances beyond its control.

About The Course

This two day course aims to provide participants with an overview of the various operational and commercial aspects of palm oil trade including PORAM contracts, quality standards and shipping issues related to the palm oil industry. This course will also provide participants an insight on some issues and trade disputes that are common in the palm oil trade and how to manage them.

This course will also give an opportunity for the speakers to share their knowledge and work experiences with the participants. Besides the great learning experience, it gives an avenue for the participants to network with the speakers and other members of the industry.

About The Speakers

Distinguished speakers who are prominent in their respective fields have been invited to speak on their area of expertise.

Who Should Attend

This course is designed for all levels of management including those in the supervisory capacity. It is suitable particularly for middle and junior personnel new to the industry. The course also serves as a refresher for senior personnel.

Accommodation

Details of the nearest hotel to the event venue are as follows:

The Majestic Hotel, KL - 603-2785 8000
Prescott Hotel, KL - 603-2273 1222
Hotel Pullman KL (Bangsar) - 603-2170 8888

Operational & Commercial Aspects of Palm Oil Trade

Monday & Tuesday **10 & 11 April 2017**

KLRCA

Bangunan Sulaiman
Jalan Sultan Hishamuddin
50000 Kuala Lumpur



Organised by



The Palm Oil Refiners Association of Malaysia

Course Programme

Day **1** Monday
10 April 2017

- 0830 Registration
0900 Welcoming Remarks by PORAM Chairman

SESSION I Product Knowledge

- 0915 **Characteristics and Specifications of Palm Oil Products**
By Dr. Mohammad Mohan, *Oasis Revenue Sdn. Bhd.*
0955 Questions & Answers
1005 **Palm Oil Quality Standards for Trading**
By Mr. Shamsudin Idris, *Indelab Sdn. Bhd.*
1045 Questions & Answers
1055 *Morning Refreshments & Networking*

SESSION II Contracts & Documentation

- 1115 **Salient Features of PORAM Contracts**
By Mr. Sandeep Singh, *Sime Darby Global Marketing Sdn. Bhd.*
1155 Questions & Answers
1205 **Export Documentations, Credit Facilities and Letters of Credit**
By Mr. Mahendran Kulasingam
1245 Questions & Answers
1300 Lunch

SESSION III Operations & Logistics

- 1400 **The Shipping of Palm Oil - Chartering Vessels & Documentations**
By TBC
1440 Questions & Answers
1450 **The Shipping of Palm Oil -- Quality Inspections and Surveying**
By Mr. Siow Seng Toh, *ITS Testing & Services (M) Sdn. Bhd.*
1530 Questions & Answers
1540 *Afternoon Refreshment & Networking*
1600 **Marine Cargo Insurance - Risk Management & Handling Claims**
By Mr. Philip Teoh, *Azmi & Associates*
1640 Questions & Answers

- 1650 **Regulations Related to Transportation of Palm Oil Products** By Ms. Amy Aai Sheau Ye, *Maritime Institute of Malaysia (MIMA)*
1730 Questions & Answers
End of Day 1

Day **2** Tuesday
11 April 2017

SESSION IV Price Discovery & Risk Mitigation

- 0900 **Managing Palm Oil Price Risks and Discovery**
By Mr. Jeffrey Tan, *Bursa Malaysia Derivatives Bhd.*
0940 Questions & Answers
0950 **Understanding the Palm Oil Market Trends and Technical Price Outlook**
By Mr. GM Teoh, *CIMB Futures Sdn. Bhd.*
1030 Questions & Answers
1055 *Morning Refreshment & Networking*

SESSION V Market Challenges & Opportunities

- 1115 **Palm Oil Business in Africa**
By Mr. Nor Iskahar Nordin, *MPOC*
1145 **Palm Oil Business in Iran**
By MPOB
1215 **Palm Oil Business in Eastern Europe**
By MPOB
1245 Questions & Answers
1300 Lunch

SESSION VI Trade Disputes & Solving Mechanism

- 1400 **Trade Disputes Solving Mechanism**
By Ms. Chu Ai Li, *Azman Davidson & Co.*
1440 Questions & Answers
1450 **Common Disputes in the Sales & Carriage of Palm Oil Trades - How To Avoid Them**
By Mr. P.R. Thakore, *IFFCO Sdn. Bhd.*
1530 Questions & Answers
1540 *Afternoon Break*
1600 **PORAM Rules of Arbitration & Appeal**
By Mr. Teoh Beng Chuan, *PORAM*
1640 Questions & Answers
1650 **Lessons Learnt from Some Arbitration and Appeal Cases**
By Mr. Teoh Beng Chuan, *PORAM*
1730 Questions & Answers
End

Registration Form

Operational & Commercial Aspects of Palm Oil Trade

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50000 Kuala Lumpur

Please register the following person (s) for the above Course:

- Name Mr/Ms
Designation
E-mail
- Name Mr/Ms
Designation
E-mail
Organization
Mailing Address
Tel Fax
E-mail
Contact Person

Mode of Payment (Please tick)

Cheque or Bank Draft, made payable to "The Palm Oil Refiners Association of Malaysia". Please indicate participant(s) name(s) and ref: OCA 2017 at the back of cheque / bank draft.

Cheque / bank draft no
Amount

Bank transfer, copy of bank-in slip must be faxed / mailed over as proof of bank remittance:

CIMB Bank Bhd
Account No: 8000212109
Main Branch: No 11, Jalan Raja Laut
50350 Kuala Lumpur, Malaysia.

Closing date of registration is 31 March 2017.

Signature

Company Stamp