

## Workshop Fee

**PORAM members**  
RM1500/USD400  
per person

**non-PORAM members**  
RM1800/USD500  
per person

*Fee is inclusive of 6% GST*

*Every participants will also receive  
a copy of PORAM Handbook*

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

The Workshop Fee is claimable under HRDF/SBL

Registration closes on 15th April 2016. 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 workshop. 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  
Tel: 03-7492 0006  
Fax: 03-7492 0128  
E-mail: [Susila@poram.org.my](mailto:Susila@poram.org.my)  
[poram@poram.org.my](mailto: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 workshop if warranted by circumstances beyond its control.

## About the Workshop

This two-day workshop is designed to provide fundamental understanding of contracts, performance and enforcement of contracts, and the practice of dispute resolution. The workshop also incorporates highly essential practical session for participants to develop greater depth of understanding, knowledge and skills required in facts gathering and organizing argument statements for the arbitration dispute resolution process. This workshop will discuss typical contract clauses, the associated risks and solutions to disputes should also be of interest to shipping operators, surveyors, insurers and importers/exporters.

## About the Speakers

Distinguished speakers who are well versed with the trade and/or arbitration have been invited to speak on their respective subjects of expertise.

## Who should Attend

This workshop is beneficial for all oil/fats personnel who are directly or indirectly involved with contracts. This workshop is particularly tailored for traders, marketing executives, operations managers and executives, procurement officers, contract & legal department personnel and individuals wishing to familiarize themselves with the contracts and arbitration process.

## Accommodation

Accommodation is not provided. However, arrangement for accommodation at the Grand Dorsett Subang Hotel at a special rate of RM280++ per room per night (single) can be made directly to the hotel at 03-5031 6060 / [www.dorsethotels.com/malaysia/subang/](http://www.dorsethotels.com/malaysia/subang/)



**Contracts & Arbitration  
Workshop**

**25th & 26th  
April 2016**  
Monday & Tuesday

**Grand Dorsett  
Subang Hotel**  
Selangor Darul Ehsan

Organised by



**PORAM**

The Palm Oil Refiners Association of Malaysia



## Workshop Programme

### Day 1

MONDAY  
25th April 2016

- 0830 Registration of Participants  
0900 Welcoming Remarks by PORAM Chairman

#### SESSION I PORAM CONTRACTS

- 0910 **Historical Perspectives of PORAM Contracts**  
By En. Mohammad Jaaffar Ahmad, *PORAM*
- 0940 **Contract Terms (FOB Contract No. 2)**  
By Mr. Sandeep Singh,  
*Sime Darby Plantation.*
- 1040 Morning Refreshments & Networking
- 1100 **Contract Terms (FOSFA 81)**  
By Mr. Nakul Rastogi, *Pacific Interlink S/B*
- 1140 **Domestic Sales Contract**  
By En. Ahmad Salman Omar,  
*Delima Oil Products S/B*
- 1220 Questions & Answers
- 1230 Lunch

#### SESSION II TRADE RELATED SERVICES

- 1400 **Survey & Analysis**  
By Mr. Siow Seng Toh,  
*ITS Testing & Services (M) S/B.*
- 1530 **Shipping Contracts**  
By Mr. Francis Tan, *KL Maritime (M) S/B*
- 1610 Afternoon Refreshment / Networking
- 1630 **Marine Insurance**  
By TBC
- 1710 Questions & Answers  
End of Day 1

### Day 2

TUESDAY  
26th April 2016

#### SESSION III DISPUTES AND SETTLEMENT

- 0900 **Malaysian Legal System**  
By Ms Catherine Chau,  
*Chairperson CIArb (Malaysia Branch),  
Catherine Chau & Associates*
- 0930 **Mechanisms for Resolving Trade Disputes**  
By Mr. Rajendra Navaratnam,  
*Azman Davidson & Co.*
- 1010 Morning Refreshment / Networking
- 1030 **PORAM Rules of Arbitration & Appeal**  
By Mr. Yap Eng Kwee
- 1130 **Common Disputes in the Sales & Carriage  
of Palm Oil**  
By Mr. P.R. Thakore, *IFFCO (S.E.A) S/B.*
- 1230 Questions & Answers
- 1245 Lunch

#### SESSION IV CONDUCT OF ARBITRAL PROCEEDINGS

- 1400 Workshop Session - Case Study
- 1630 Questions & Answers
- 1645 General Discussion
- 1700 Afternoon Refreshment / Networking  
End of Workshop

## Contracts & Arbitration

### Workshop

25th & 26th April 2016  
Monday & Tuesday

Grand Dorsett Subang Hotel  
Selangor Darul Ehsan

#### REGISTRATION FORM

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

1. Name Mr/Ms \_\_\_\_\_  
Designation: \_\_\_\_\_  
E-mail: \_\_\_\_\_
2. 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".  
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 1st April 2016.

Signature \_\_\_\_\_

Company Stamp \_\_\_\_\_