

Current Developments in Palm Oil Trade and Shipping

Course

Date
6th October 2016
Thursday

Venue
KLRCA
Bangunan Sulaiman
Kuala Lumpur

Trading in Palm Oil (PO) has become more challenging in the current global trade environment. The advent of miscellaneous trade agreements presents new opportunities. The export and import of PO also present trade and legal risks. Failure to recognise, prepare and manage these risks will result in irrecoverable losses and expensive claims and legal suits. Such encumbrances, if not checked, could ultimately cripple PO traders.

Recognition of these risks and management of the sales and transport / shipping contracts go a long way to minimize and avoid such risks. Similarly, the proper use of insurance will ensure that claims are covered adequately.

It is more crucial than ever that parties are aware of their contractual rights, risks and responsibilities. The proper handling of claims including identifying risks and overcoming problems will be the difference between success and failure.

The speaker has acted as legal counsel and consultant to several parties in the PO trade for the past 26 years in Singapore and Malaysia. He has also acted in major cases involving PO trade disputes in both litigation and arbitration apart from having written practitioners' texts referred to by judges, lawyers and arbitrators. He has recently handled a case in the Court of Appeal involving a large PO claim.

This course will expose participants to the important survival skills in facing some intrinsic and challenging issues arising out of the trading and shipment of PO. When claims are instituted, participants will be taught how to reduce their risks by learning how to defend and mitigate their position. There will also be video recordings illustrating actual major PO court cases conducted by the Course Leader including an in-depth analysis of each case.

Course Fee

PORAM members
RM600

non-PORAM members
RM800

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

Registration closes on 30th September 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 desk. The Certificate of Attendance will be handed at the end of the course.

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
saiful@poram.org.my

Enquiry: En. Saiful

Disclaimer

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



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

Current Developments in Palm Oil Trade and Shipping

Course

Date
6th October 2016 - Thursday

Venue
KLRCA, Bangunan Sulaiman, Kuala Lumpur



The Palm Oil Refiners Association of Malaysia



Philip Teoh

This course will be conducted by PHILIP TEOH, a practicing lawyer. He is currently the Partner and Head of the Shipping, International Trade & Insurance Practice at Messrs Azmi & Associates. He is a dual qualified

lawyer both in Singapore and Malaysia with 26-year experience and a member of ASEAN Plus grouping of ASEAN lawyers.

He has advised clients in the industry on their contracts, claims and operational issues. He has been involved in some of the major claims / incidents in PO trade, e.g. "The Istana VI" inaugural case of the Malaysian Admiralty Court, conversion case involving a major PO refinery. He has written the Annotated Merchant Shipping Laws including the Merchant Shipping [Oil Pollution] Act. His practitioner's texts are standard references used by judges, arbitrators, lawyers and legal advisors.

He acts as arbitrator and counsel in arbitration matters and is accredited with the Kuala Lumpur Regional Center for Arbitration (KLRCA). Apart from representing direct clients, he also acts as counsel for other law firms at all level of Malaysian Courts up to the apex Federal Court.

He is also the author of several practitioner's texts used in the industry published by Malayan Law Journal / Lexis Nexis including the Malaysian Annotated Statutes on Sales of Goods, Merchant Shipping Ordinance, Merchant Shipping (Oil Pollution) Act, Collision Regulations, Forms and Precedents on Shipping, Insurance Claims, Wills and Trusts, Halsbury's: Laws of Malaysia on Carriers (Carriage by Sea, Land and Air), Shipping, Limitation of Liability, Marine Pollution, Bailment, Lien, Sales of Goods, Conflict of Laws, Equity.

He has given presentations at various seminars in Malaysia and abroad. He has participated in industry forums and workshops such as with MOGSC, AMIM, Financial Mediation Bureau, PORAM, MII, University of Malaya, KLRCA, and other industry associations.

This course will be conducted based on laws, practices and real cases examples. References will be made to comparative practice and positions in Singapore and the United Kingdom where relevant. This course will be taught in a practical and interactive manner with the aim that participants will understand the contents and principles covered.

Course Program

08:30	Registration	14:40	Q&A
08:50	Welcoming Remarks by PORAM	14:50	Transport & Shipping - Managing Your Transport and Logistics - Using Forwarders - Forwarders Role - Responsibilities of Carriers - Hague Rules and Other International - Conventions
09:00	Industry - Parties, Contract and Roles - Physical vs. Futures Trade - Regulation of the Industry		
09:40	Q&A	15:30	Q&A
09:50	Opportunities under Trade Agreements - TPPA, RCEP and ASEAN-AEC - How these agreements affect PO Trade	15:40	Recent Court Cases Involving PO - Contract Disputes between Buyer and Seller - Arbitration under PORAM / FOSFA - Claims against Carrier - Claims against Receiver
10:30	Q&A	16:15	Q&A
10:40	Morning Break / Refreshment	16:25	Tea Break / Refreshment
10:50	Basic Contracting - The Sales Contract - Responsibilities under Sales of Goods Act - Essential Clauses - PORAM Contracts - Shipping Documents - Risk and Title	16:35	Strategies in Handling Disputes - Witnesses and Evidence - Contract and Claim Documentation
11:30	Q&A	17:10	Q&A
11:40	Analysis of Contract Provisions - Critical Clauses - Sellers' Obligations - Buyers' Obligations - Securing Payment - Role of Letters of Credit - Maritime and Trade Fraud	17:25	Dispute Avenues & Strategies Arbitration vs. Litigation • Arbitration - Institutional - PORAM, KLRCA, SIAC, LMAA • Court Access - The Commercial Courts • Admiralty Court and In Rem Procedures • Handling Disputes - Trial & Witness Strategies - Blow & Blow Illustration of a Trial via Court Video
12:15	Q&A	18:05	Q&A
12:25	Lunch	18:15	Wrap Up
14:00	Insurance - How Insurance Works - What Type of Insurance - Marine Open Cover - Role of Intermediaries - Agent or Broker? - Practical Approaches in Insurance Claims - Mediating and Arbitrating Insurance Claims		

Current Developments in Palm Oil Trade and Shipping

Course

Date
6th October 2016
Thursday

Venue
KLRCA
Bangunan Sulaiman
Kuala Lumpur

Registration Form

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

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" Please indicate participant(s) name(s) and ref: CDPO 2016 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 30th September 2016

Signature

Company Stamp