

Course BRIEF

THE PALM OIL TRADE has become more challenging, demanding and at times complex in the ever-changing current business environment. The advent of multiple trade agreements either on a regional or global level presents new opportunities and challenges. The international trade in Palm Oil does not only result in financial benefits but it also poses a number of commercial risks. Failure to recognise, address, manage and resolve some of these risks will ultimately result in irrecoverable losses, opportunity costs and expensive claims afflicting the industry.

Proper understanding, interpretation and management of these contracts are essential to minimize and avoid possible risks. Similarly, both inland and marine insurance of the goods in transit have to be adequately covered and claims properly made to overcome any financial risk or loss.

It is imperative that parties to a contract be made aware of their contractual rights, risks, obligations and responsibilities. A sound knowledge of such matters makes the difference between failure and success. You have the option to choose.

This talk will expose participants to the important survival skills to handle the situation as and when it arises particularly in a volatile market scenario when time is of the essence. Lessons will be learned on how to minimise and mitigate risks in a fast and changing trading environment.

Registration FEE

PORAM members

RM600/USD200 per person

non-PORAM members

RM800/USD280 per person

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

Registration closes on 15th September 2020. 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, kindly contact:

The Palm Oil Refiners Association of Malaysia

801C/802A, 8th Floor Block B, Kelana Business Centre
97 Jalan SS7/2, 47301 Kelana Jaya, Selangor

Tel: +603 7492 0006

Fax: +603 7492 0128

Email: susila@poram.org.my / saiful@poram.org.my

Enquiry: En. Saiful / Ms. Susila

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.

Organised by



The Palm Oil Refiners Association of Malaysia

Understanding PORAM Contracts on Domestic FOB & CIF Terms (FOSFA 81)



ABOUT The Speakers

MR. NAKUL RASTOGI is a post graduate in Management Studies. His career in edible oils trading started in 1984 as a Trading Manager and he has worked in major Indian companies such as Britannia, ITC in their agri-business division. He has extensively traded in Soy oil, Rapeseed oil, Sunflower oil and Groundnut oil before moving to Kuala Lumpur in 1997 in Palm Oil trading. He is currently Trading Director in Pacific Inter-Link Sdn. Bhd. handling FOB sourcing and destination selling. He also has expertise and exposure in shipping and logistics management. He is also well known in the industry for his profound knowledge and interpretation of PORAM contracts, Mr Nakul is also one of PORAM listed Arbitrators and Chairman of PORAM Contracts & Arbitration Working Group.



MR. YAP ENG KWEE is a graduate in Economics majoring in Statistics. He started his career as a market analyst in the Malaysian Oil Palm Growers Council (MOPGC) before moving to a trading environment with Supreme Plantations Sdn Bhd and Lam Soon (M) Bhd. He last served as Vice

President in the Commodities Division in ICOF (Malaysia) Sdn. Bhd. He is a member of The Chartered Institute of Arbitrators. He is also an Arbitrator in PORAM and sits as committee member in the Contracts and Arbitration Working Group.



MR. LING CHEN ENG is the Managing Director of KL Palm Services Sdn Bhd. He is the Chairman for PORAM Price Settlement Committee and regular speaker at PORAM organized events. He is also an Arbitrator in the PORAM List of Arbitrators.



Program



0830

Registration

0900

**Welcoming Remarks
by PORAM Chairman**

0910

**Domestic Sales Contract
– PORAM Contract No. 1**

1010

Questions & Answer

1030

Morning Refreshments & Networking

1040

**Standard Terms & Conditions for
PORAM FOB Contracts**

1140

**Standard Terms & Conditions Terms
for PORAM FOB Contracts
(Continued)**

1240

Questions & Answer

0100

Lunch

0200

FOSFA 81 Contracts

0400

Afternoon Refreshment & Networking

0420

FOSFA 81 Contracts (Continued)

0500

Assessment

0520

Wrap-Up (Feedback/Evaluation)

End of Session

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Registration Form

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

1. Name Mr / Ms
Designation
Email
2. Name Mr / Ms
Designation
Email
Organization
Mailing Address
Tel Fax
Email
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 15th September 2020**

Signature

Company Stamp