

## COURSE FEE

**PORAM Members:**  
RM1000/ USD330 per person

Non-PORAM Members:  
RM1300/ USD370 per person

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

Registration closes on **15 July 2009**. Payment is required with registration to guarantee your place. No refund will be entertained although participants can be substituted at any time.

## INFORMATION

For further information, please contact :-

The Palm Oil Refiners Association of Malaysia  
(PORAM)  
801C / 802A, Executive Suite,  
Block B, Kelana Business Centre  
No. 97, Jalan SS7/2, 47301 Kelana Jaya,  
Selangor

Tel. No.: +603-7492 0006  
Fax No.: +603-7492 0128  
E-Mail : [poram@poram.org.my](mailto:poram@poram.org.my)  
Enquiry : En. Asrul / 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.

## GENERAL

This one and half-day course aims to provide participants with an overview of the various commercial and operational aspects of palm oil trade, including the PORAM Contracts, quality and shipping issues related to the palm oil industry. This course will also provide participants an insight on some issues and disputes that are common in the palm oil trade.

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

## ABOUT SPEAKERS

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

## WHO SHOULD ATTEND

The course is designed for all level of managements and supervisors. It is also suitable for the middle and junior personnel new to the industry. The course also serves as refresher for senior personnel.

## ACCOMMODATION

Accommodation is not provided. However, arrangement for accommodation at the Sheraton Subang Hotel & Tower at a special rate of RM235++ per room per night can be made directly to the hotel at 03-5031 6060.



# OPERATIONAL & COMMERCIAL ASPECTS OF PALM OIL TRADE

**10 - 11 August 2009**

**Sheraton Subang Hotel & Tower  
Subang Jaya  
Selangor**

*Organised by :*

**The Palm Oil Refiners Association of Malaysia  
(PORAM)**

## COURSE PROGRAMME

### DAY 1 – MONDAY 10 AUGUST 2009

- 0830 : Registration of Participants  
0900 : Welcoming Remarks by *Mr. Yong Chin Fatt, Chairman of PORAM*

#### SESSION I : PRODUCT KNOWLEDGE

- 0915 : Paper I : **Product Knowledge/Characteristics and Specifications** by *Dr. Mohd Suria Affandi Yusof, Sime Darby Research Sdn Bhd*  
0955: Question & Answer  
1005 : Paper 2 : **Palm Oil Quality Standards for Trading** by *Dr. Siew Wai Lin, Malaysia Palm Oil Board (MPOB)*  
1045 : Question & Answer  
1055 : Morning Coffee break & Networking

#### SESSION II : CONTRACTS & DOCUMENTATION

- 1105 : Paper 3 : **Salient Features of Contract** by *Mr. Ling Chen Eng, KL Palm Services (M) Sdn Bhd*  
1145 : Question & Answer  
1205 : Paper 4 : **Export Documentation & Letter of Credit** by *Mr. Mahendran Kulasingam, HSBC Bank Malaysia Bhd*  
1245 : Question & Answer  
1255 : Lunch

#### SESSION III : OPERATIONS & LOGISTICS

- 1400 : Paper 5 : **The Shipping of Palm Oil - Chartering Vessels & Documentation** by *Capt. Ramu Naidu, TMK Chemship Services Sdn Bhd*  
1440 : Question & Answer  
1450 : Paper 6 : **The Shipping of Palm Oil - Heating Instructions, Loading & Unloading** by

*Mr. Siow Seng Toh, ITS Testing Services (M) Sdn Bhd*

- 1530 : Question & Answer  
1600 : Paper 7 : **Marine Cargo Insurance-Risk Management & Handling Claims** by *Mr. William Kam, Jerneh Insurance (M) Sdn Bhd*  
1640 : Question & Answer  
1650 : Paper 8 : **Regulations Related to Transportation of Palm Oil Products** by *Mr. Tang Thin Sue, Malaysian Palm Oil Board (MPOB)*  
1730 : Question & Answer  
1740 : End of Day 1

### DAY 2 – TUESDAY 11 AUGUST 2009

#### SESSION IV : TRADE DISPUTES & SOLVING MECHANISM

- 0900 : Paper 9 : **Common Disputes in the Sales and Carriage of Palm Oil Trades – How to Avoid Them** by *Mr. Richard Cheang, PGEO Group Sdn Bhd*  
0940 : Question & Answer  
0950 : Paper 10 : **Trade Disputes Solving Mechanism** (*speaker to be confirmed*)  
1030 : Question & Answer  
1040 : Morning Coffee break & Networking  
1100 : Paper 11 : **Some Observations on Arbitration Cases in The Palm Oil Trade** by *Mr. P.R. Thakore, IFFCO Sdn Bhd*  
1200 : Question & Answer  
1210 : Wrap-Up (Feedback/Evaluation)  
1230 : Lunch

## REGISTRATION FORM

**Course:** Operational & Commercial Aspects of Palm Oil Trade

**Date** : 10 – 11 August 2009

**Venue** : Sheraton Subang Hotel & Tower, Subang Jaya

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

1. Name : .....  
Designation : .....  
2. Name : .....  
Designation : .....  
3. Name : .....  
Designation : .....

Organization : .....

Mailing Address: .....

Telephone No. : ..... Fax : .....

E-Mail : .....

Contact Person : .....

#### Registration Fees :

**PORAM Members** : RM1000/USD330 per person  
**Non-PORAM Members**: RM1300/USD370 per person

Enclosed herewith is a crossed cheque for RM\$/USD .....made payable to **THE PALM OIL REFINERS ASSOCIATION OF MALAYSIA.**

Closing date of registration is **15 July 2009.**

Signature &

Company Stamp : .....