

BILLS OF LADING

– Correct Preparation to Avoid Rejection in LC Transactions

Training Dates In 2018 (9.00am to 5.00pm) Petaling Jaya			
March 14	April 25	June 27	Oct 18

INTRODUCTION

A major palm oil exporter in Johore recently lost almost RM20 million due to a discrepancy in the bill of lading under a export LC!!! Yes! All it takes is just ONE discrepancy in export documentation under LC to WIPE OUT a few years or all your past years' profit! According to a survey, about 80% of discrepancies in Letters of Credit are from transport documents especially the Bill of Lading. The main reason being many shipping agents and freight forwarders are still not familiar with the strict requirements under UCP600 and ISBP (the international rules governing LC transactions) with regards to how bills of lading are to be issued. Even many of the bankers in Malaysia are also not fully conversant with the requirements of UCP600 and ISBP. Traders and those involved in international trade must therefore arm themselves with a wealth of knowledge to protect their own interest. This advance course is for those involved in sea freight.

COURSE OUTLINE

- The **compulsory requirements of UCP600 and ISBP** on the preparation Bills of Lading, Charter Party Bill of Lading, Non-Negotiable Bill of Lading & Multi-Modal Transport Documents viz:
 - Signature
 - Identification of Carrier
 - Shipped on Board Requirement
 - Date of shipment/issue
 - Terms and Condition of Carriage
 - Transshipment
 - Port of Loading/Discharge
 - Intended Port
- The meaning and practical usage of "To Order of Shipper" in the consignee column.
- Authoritative case studies** published by ICC on BL rejected by banks due to discrepancies created by shipping agents and freight forwarders.
- The different ways in which Shipping Lines and the ICC define **Pre-Carriage, Ocean Vessel, and Feeder Vessel**.
- How data are often being wrongly put in the **Place of Receipt, Port of Loading, Port of Discharge and Final Destination on the BL** when the journey also involved a land bridge?
- Telex Release of Goods** – Risk Implications for the carrier, exporters and banks
- Recent **fraud cases** involving shipping lines, and banks using bills of lading and shipping guarantees.
- The use of **Sea Waybills in LC** – Advantages and Risk implications for exporters, importers and banks.

FEES - RM 790 per participant (**Including handouts, course materials, lunch and tea break.**)

TEAM DISCOUNT

Discount of **10% each** if you register as a group of 3 or more.

ELIGIBILITY FOR SBL SCHEME

- Companies must apply directly to HRDF.

LC Expert & Master Trainer Billy Fong Goon Poy ACIB



Billy Fong - Master Trainer

"Excellent...Innovative...Very knowledgeable...Effective in his Teaching Methodology" These are some of the many positive comments from participants.

Billy Fong is Malaysia foremost expert in International Trade. He was formerly the head of the Trade Finance Faculty of the Staff Training Centre of a major international bank in Malaysia. He is an Associate Member of the Chartered Institute of Banker (UK) and holds a Diploma in Training Management from the Institute of Training & Development (ITD) UK.

Over **2,000 Companies** in M'sia have benefited from Billy Fong's courses !!!

FAX REGISTRATION FORM TO 03-7954 9909

Date of course: _____ Venue: _____

Participant's Name: : Mr Ms _____ Job Title _____

Participant's Name: : Mr Ms _____ Job Title _____

Participant's Name: : Mr Ms _____ Job Title _____

Company Contact Person : Mr Ms _____

Company : _____

Job Title : _____

Address : _____

Tel No. : _____ Ext _____ Fax No. : _____

E-mail : _____ Mobile: _____

Our **HOTLINES at 012-3988 166/ 012-9691 080 or 03-7954 5909**

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