

PITFALLS & REMEDIES IN INTERNATIONAL TRADE



30th Annual Practical Course on International Trading Problems 4 – 9 October 2015, Old Thorns Manor, Hampshire, UK

International trading is highly competitive. Margins have traditionally been small and the risks relatively high. The risk/return equation for the international trader has been upset. To retain profitability it is vital that those involved should be fully aware of the new pitfalls confronting them and the means by which they can be avoided.

The course aims to cover these areas.

Organised by ICC International Maritime Bureau

COURSE OVERVIEW

COURSE AIMS & BENEFITS

The IMB Trading Course is in its 30th successive year, widely acknowledged for its unique and practical approach in identifying and tackling potential pitfalls faced by those involved in international trade.

This intensive course has established itself as an essential date in the calendar of those responsible for managing and avoiding risk in today's trading environment.

Delegates will acquire an understanding of international trading problems including financing, insurance and shipping contracts. Recent developments will be analysed including a detailed examination of the manipulation of the documentary credit system, frauds, charterparty failure and cargo abandonment at intermediate ports.

Heavily based on real-life case studies, the course draws on the considerable expertise of the IMB in preventing international trading problems. A Certificate of Qualification will be awarded at the conclusion of the course.

WHY ATTEND THE COURSE?

- The changing face of trade finance fraud. Are your due diligence measures effective?
- How can you reduce risk by negotiating effective contract terms?
- What are the major vulnerabilities in the transportation chain?
- Why do charterparties fail? What can be done to prevent charterparty breakdowns?
- What action do you take when your cargo and/or vessel does not arrive at the discharge port?
- Who do you turn to when problems arise?
- What are the legal remedies that are practical and available?

THE TRADING GAME

The greatest benefit is experience gained by participation in the **Trading Game** designed specifically for this course by the IMB. Participants will be divided into small teams and will apply the experience gained on the course to take decisions in a simulated international trading situation, fraught with more than the usual crop of problems and disputes.

WHO SHOULD ATTEND?

The course is for senior/middle managers in trading houses, banks, shipping companies, insurance companies with an interest in international trade. The ideal participant will be engaged 'hands-on' within their organisation on a day-to-day basis.

In past years, the Annual IMB Trading Course has been attended by delegates from organisations based in over thirty different countries, a small sample of which include :-

ABN Amro Bank NV, Amsterdam
Agrocorp International Pte Ltd, Singapore
Aluminium Bahrain BSC, Manama
Banca Commerciale Lugano, Lugano
Barclays Corporate, London
PT. Bank Negara Indonesia (PERSERO), Jakarta
BP Oil International Ltd.
Cellulose Marketing International AB, Gothenburg
Central Bank of Jordan, Amman
Central Insurance of Iran, Tehran
Credit Suisses, Zurich & Geneva
Fortis Bank NV, Rotterdam & Singapore
Ghana National Petroleum Corporation
Helm A.G., Hamburg
ING Bank, Amsterdam & Rotterdam
Malaysian International Shipping Corporation, Kuala Lumpur
Munich Reinsurance, Munich
National Maritime Authority, Lagos
New India Insurance Co. Ltd., Mumbai
PEC Limited, New Delhi
Royal & Sun Alliance, London
Solvay & Cie (Hestia), Brussels
Swedish P & I Club, Gothenburg
Tilleke & Gibbins, Bangkok
Vesta Forsikring AS, Bergen
Walter Matter SA, Geneva
Winterthur Swiss Insurance Co, Winterthur

COURSE OVERVIEW



Old Thorns Manor Hotel, Liphook, Hampshire, UK

This fully residential course will be held at the conference centre of the Old Thorns Manor Hotel. This luxury 4 star golf hotel and health spa is located in 400 acres of beautiful English countryside on the trio borders of Surrey, Hampshire and Sussex.

The course is intended to be intensive both socially and academically and a social programme will be available to enable participants to get to know one another.

The hotel also boasts extensive recreational facilities including an indoor swimming pool and a state of the art health and fitness facilities.



COURSE NOTES

As the course has a limited capacity, acceptance will be in order of receipt of registration forms.
A waiting list will be maintained should applications exceed capacity.

APPLICATIONS

Applications should be received by the IMB by 3 August 2015, when a note of acceptance will be issued. Invoicing will commence when registration is confirmed. Payment must be received by 4 September 2015.

FEES

Course Fee of: GBP 2,850 (British Pound Sterling) to cover all tuition, documentation, accommodation, meals, and local transport from and to London Heathrow. Alternatively, a banker's draft, payable in London, is acceptable.

CANCELLATIONS

Before 3 August 2015: refunded in full.
Between 3 August and 4 September 2015: 50% refunded.
After that date or failure to attend: No refund
NOTE: An alternative nominee is permitted without additional charge.

COURSE PROGRAMME

SUNDAY, 4 OCTOBER 2015

- 1600 Pick up from London Heathrow airport.
1700 Arrive at the Old Thorns Manor Hotel,
Liphook, Hampshire.
1900 Cocktails followed by dinner and Welcome
Address

MONDAY, 5 OCTOBER 2015

- 0900 - 0915 Course overview by the Course Leader
P Mukundan – Director, IMB.

1. Paying for cargoes

- 0915 - 1030 Financing trade – the options, risks and
solutions.
1030 - 1045 Coffee
1045 - 1130 Introduction – case study into the negotiating
and financing of an international shipment.
Problems and remedies. Debriefing.
1130 - 1245 Trade Finance Fraud – buyers & sellers at
risk, examples, prevention and remedies.
1245 - 1415 Lunch
1415 - 1530 Trade Finance Fraud (cont.) – banks at risk.
Fraud against banks. The changing face of
trade finance fraud and money laundering.
Strategies for protection and control.
1530 - 1545 Tea
1545 - 1630 Commodities and Trade Finance – risks and
solutions.
1630 - 1700 Trade Sanctions and the Development of
Mis-represented Bills of Lading.

TUESDAY, 6 OCTOBER 2015

2. Moving cargoes

- 0900 - 1030 Case study on transportation of cargoes.
Problems faced by cargo and shipowners.
1030 - 1045 Coffee
1045 - 1130 Case study continued. Debriefing.
1130 - 1200 The charterparty and other contracts of
carriage, failures and frauds, prevention and
resolution of cases.
1200 - 1330 Lunch

3. When problems arise...

- 1330 - 1400 Detecting lies & uncovering the truth – the
analyses of interview techniques.
1400 - 1445 Litigation – weapons of the law, seeking and
recovering losses, examples.

- 1445 - 1500 Tea
1500 - 1545 Money Laundering and Fraud – where are we
headed? Examples.
1545 - 1615 Rights & Liabilities of Intermediaries.
Responding to court orders.
1745 - Late Evening event and dinner.

WEDNESDAY, 7 OCTOBER 2015

- 0900 - 1045 Syndicate Group exercise – collective
decision making under pressure.
1045 - 1115 Coffee and group photograph.
- ### 4. Identifying weaknesses and solutions
- 1115 - 1215 Bills of Lading – problems and associated
risks.
1215 - 1345 Lunch
1345 - 1430 Containers – a vehicle for fraud? Overcoming
the integrity of the container, seals, strategies
to deal with container crime, loss prevention
and control.
1430 - 1545 Phantom ship frauds and deviation – the theft
of ship loads of cargo.
1545 - 1600 Tea
1600 - 1630 Cyber Threats to Shipping and Trade
1630 - 1700 Investigations and the IMB – case studies and
IMB services.

THURSDAY, 8 OCTOBER 2015

- 0900 - 1000 Piracy and Hijackings - recent developments,
hotspots and effects on trade.
1000 - 1015 Coffee
- ### 5. THE TRADING GAME – an exercise in market survival
- 1015 - 1045 Introduction – rules, objectives, principal
participants, evaluation of syndicate
performance.
1045 - 1230 Trading Game.
1230 - 1400 Lunch
1400 - 1700 Trading Game (continued).
1815 - 1900 Debriefing on the Trading Game – scores,
discussion.
1930 Dinner. Presentation of certificates.

FRIDAY, 9 OCTOBER 2015

- 0800 Transport back to London Heathrow airport.

Registration Form 2015

Name _____
Position _____
Organisation _____
Address _____

Telephone _____
E-mail _____

Register online at: www.icc-ccs.org/IMBCourse

Or email to imb@icc-ccs.org

Or please detach this form and send to:-
Course Administrator,
ICC Commercial Crime Services,
Cinnabar Wharf
26 Wapping High Street,
London E1W 1NG

ABOUT THE INTERNATIONAL MARITIME BUREAU

The ICC International Maritime Bureau (IMB) was set up in January 1981 to act as a focal point for the industry in all matters relating to maritime fraud and malpractice. The activities of the IMB have since expanded to the resolution of contractual failures in shipping together with troubleshooting problems in international trade.

The IMB is a non-profit making division of the ICC and works closely with the International Maritime Organisation (IMO), United Nations Conference on Trade and Development (UNCTAD) and other international organisations on matters connected with its specialist role in the industry.

It is with great pleasure that I wish to commend to you the 30th Annual Trading Course on International Trading Problems. The experience of the previous years has shown that the intensive practical nature of this course is both personally rewarding and commercially invaluable to all who attend.

We hope to have the pleasure of seeing you in Liphook in 2015.

John Danilovich
Secretary General
International Chamber of Commerce

Paris, March 2015

ICC Commercial Crime Services

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Register Online at: www.icc-ccs.org/IMBCourse