



A Practical and Operational Two Day Workshop on

Key Elements of Foreign Contract of Sale, Delivery terms, Best Practices on Incoterms 2010 and Best Practices on Documentary Credits for Import and Export

by Mr. Pavel Andrlé, International Trade Finance Specialist at IFC & ICC

Thursday 23rd, Friday 24th, February 2012

Taj Samudra Hotel (Lower Crystal Room), Colombo, 08.30 am to 5.00 pm

The Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL), the apex organization of chambers of commerce and business associations, representing the Confederation of Asia Pacific Chamber of Commerce and Industry (CACCI) as a focal point in Sri Lanka is organizing the above programme with the association of CACCI.

Mr. Pavel Andrlé active member of the International Chamber of Commerce (ICC) Banking Commission, international trade finance specialist of the International Finance Corporation (IFC) and senior tutor of the Electronic Business School International (EBSI) will conduct the two day workshop.

Objective:

The objective of conducting this two day workshop is to disseminate deep, focused and updated knowledge and techniques on international rules, standards and the practices of entire gamut of international trade finance among the target group of exporters, importers, traders, bankers, carriers, freight forwarders, insurance professional, legal counsels, lawyers and trade consultants in order to be better equipped them with modern knowledge to be successful in their everyday business.

Rational:

In today's open and competitive global economy, multiple economic actors such as import and export establishments, banks, insurance companies, freight forwarders, shippers, transporters, are increasingly engaged in the complex and interrelated world trade. The mere survival in increasingly competitive and complex world of commerce is highly depended on the ability of trade practitioners to engage effectively in import and export operations and allied fields. Foreign trade involves significant and numerous risks, if not carried out with proper knowledge and techniques. These risks can be effectively mitigated and many of them even fully or partially avoided, provided one is well aware of them and takes appropriate measures.

The First day of the workshop focuses on KEY elements of contract of sale, delivery and payment obligations by the sellers and the buyers, delivery terms, best practices in using Incoterms 2010 and main issues relating to international transport, cargo insurance & associated documentation.

On the second day of the workshop the focus will be on documentary credit cycle, responsibilities of the bank, export and import documentation, minimising the risk involved in documentary credit, multimodal transport document, insurance document and sharing of experiences through a practical session.

Beneficiaries:

- Exporters, Importers and Traders
- Carriers, Freight Forwarders
- Insurance Professionals
- Bankers Involved in International Banking Operations
- Officers Attached to the Back Office Operations
- Relationship Managers
- Legal Counsels, Lawyers
- Trade Consultants
- Academics

Registration Fee:

Rs. 12,500 per person for two days inclusive of course materials, refreshment and lunch

A Certificate of Participation will be issued

Please note that registrations without payment will not guarantee the confirmations of the seats. For more information in this regard, please contact Rohan Sooriyapperuma on 0776 722 477 or Chathurika Pindenya on 071 8294 133.

Workshop Details:

Day One –

INTERNATIONAL TRADE - FOCUS ON KEY DOCUMENTS IN FOREIGN TRADE, PAYMENT AND DELIVERY CONDITIONS OF CONTRACT OF SALE

Practical Workshop focused on KEY elements of contract of sale, experience, common mistakes and how to avoid them!

This one day seminar will focus on the most important parts of a standard contract of sale: proper choice and specification of the delivery term, correct relative choice and specification of documents to evidence the seller's fulfilment of its delivery obligation, and the payment condition. The correct understanding and interpretation of main aspects of international trade is for all their users crucial. Not only exporters, importers and traders, but also banks, carriers, freight forwarders, insurance companies, legal counsels and advocates should gain deep and focused knowledge of international rules and standards in order to be successful in their everyday business.

Day Two –

DOCUMENTRY CREDITS – BEST PRACTICES

New tools and solutions for .International Trade Finance, practical one day workshop

Participants will gain a solid knowledge of how to use documentary credits in day to day operational practice. This knowledge is of critical importance as the payment conditions and payment instruments play vital role for exporter and importer, as well as providers of payment systems: bankers. Participants will be able to speak knowledgeably with trade bankers, contracting counterparts, shipping companies and other parties involved in the trade cycle, and use the documentary credits in a practical and informed manner. The workshop will be case study driven to achieve the maximum practical benefit in everyday Documentary Credit operations.

This workshop will be of benefit to exporters and importers as well as professionals working in banks trade finance and risk management departments. It is also of interest to transport companies and other third party services providers who support exporters and importers in international trade. Banking and commercial lawyers will also gain an insight into developments in documentary credit operations and understand how to apply the relevant rules in practice.

Day One

23rd Thursday, February, 2012 – Colombo

Key elements of foreign contract of sale – In Action

8:30-9:00	Registration
9:00 - 09:10	Opening session: Welcome observation by the hosting organization
09:10 - 10:30	Introduction: Main obligations of the Seller and the Buyer <ul style="list-style-type: none">- Delivery obligation of the Seller- Payment Obligation of the Buyer- Main risks and ways how to mitigate them- Delivery terms – international best practices Delivery terms <ul style="list-style-type: none">- Structure and main features- Multimodal delivery terms- Maritime delivery terms
10:30 - 10:45	Tea/Coffee Break
10:45 - 12:00	Best practices in using Incoterms 2010 <ul style="list-style-type: none">- Main considerations- Purpose and limits of delivery terms (what they cover and what they do not cover)- Allocation of costs and risks- Delivery terms in detail, experience with their implementation in practice
12:00 - 13:30	Lunch
13:30 - 15:00	Best practices – continuing <ul style="list-style-type: none">- Proper documentation – key aspects to consider- Delivery terms and documentary credits – beware of the pitfalls!
15:00 - 15:20	Tea/Coffee Break
15:20 - 16:30	Practical examples, questions, issues <ul style="list-style-type: none">- Main issues in relation to international transport documents- Main issues in relation to international cargo insurance
16:30 - 17:00	Questions & Answers Session and Wrap up

Day Two

24th Friday, February, 2012 – Colombo

Documentary Credits – Best Practices

8:30-9:00

Registration

9:00 - 09:10

Opening session:

Welcome observation by the hosting organization

09:10 – 10:30

Documentary Credit Cycle, obligations of the banks

Import Documentary Credits In Practice

- Proper issuance of Documentary Credit – mistakes in practice
- What are the proper documentary credit conditions in relation to transport and insurance documents, practical issues, examples,
- Case Studies:
 - o specification of the bill of lading
 - o multimodal transport document
 - o insurance document
- Specification of other documents (certificates, lists)
- Main mistakes in practice from Importer’s point of view

10:30 – 10:50

Tea/Coffee Break

10:50 - 12:00

Import Documentary Credits in Practice:

- Specification of other documents (certificates, lists)
- Main mistakes in practice from Importer’s point of view

12:00 - 13:30

Lunch

13:30 – 15:00

Export Documentary Credits in Practice:

- Focus on advising, confirmation and amendments
- Advising of Documentary Credits
- Confirmation – practical issues
- Amendments – problems in practice
- Main mistakes in practice from Exporter’s point of view

15:00 – 15:20

Tea/Coffee Break

15:20 – 17:00

Main rules regarding examination of invoices, certificates of origin, bills of lading and insurance documents

- Main problems exporters face when utilizing an export credit – discussion, summary
- Questions & Answers Session and Wrap up

The Profile of CACCI Facilitator, Mr. Pavel Andrle:



Mr. Andrle is a Secretary to the Banking Commission of ICC Czech Republic which he regularly represents at the ICC Banking Commission meetings abroad. He chaired the working groups of ICC CR which revised translations of UCP 500, UCP 600, eUCP, ISP98, URDG 758 and other Banking Commission documents as well as Incoterms 2010 into Czech language.

DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, arbitrator with Vilnius Arbitration Court, Lithuania. He is active trainer under Global Trade Finance programme of IFC (International Finance Corporation – a member of World Bank Group) as a consultant for the global training firm in international trade and finance GTI.

Mr. Andrle is the lead tutor in the Finance of International Trade with the *electronic* Business School International.

He has been deeply involved in the revision of UCP as a member of UCP 600 Consulting group being formed by over forty experts from all over the world. He has been also closely involved in revision of URDG 758. He chaired the working group of ICC Czech Republic and a member of ICC Task Force on Guarantees, also a member of the new ICC Banking Commission Consulting group for Forfaiting (developing the new ICC rules for Forfaiting). Currently he also serves as a member of the ICC Banking Commission Group of Experts which draft official ICC Banking Commission Opinions on ICC Rules.

Mr. Pavel Andrle is an international trade finance consultant and lecturer. He has worked for a number of leading local and international banks in various positions (for instance as trade finance specialist, head of trade finance, trade finance risk manager, in-house trainer). Frequent Lecturer in Documentary Credits, Bank Guarantees & Trade Finance for Bankovní Institut Vysoká, Institute of Foreign Trade Transport & Forwarding, ICC CR and Economic Chamber of Commerce of Czech Republic. Regular facilitator in seminars abroad in English for ICC National Committees world-wide.

Mr. Andrle has lead or participated in number of seminars held in Bangladesh, Cambodia, VietNam, India, Sri Lanka, Philippines, Singapore, Sierra Leone, Zambia, Uganda, South Africa, Nigeria, Poland, Slovakia, Ireland, Lithuania, Latvia, Bulgaria, Georgia, Turkey, Russia, Mongolia, China, Malta, Trinidad and Tobago, etc. He is author of the publication „*Documentary Credits – a Practical Guide*“ published by Grada Publishing, a.s. He has written a „*Commentary to UCP500 in the light of ISBP and other ICC Banking Commission documents*“ and „*Commentary to UCP600*“ published by ICC CR (all in Czech language).