



**100%**  
**HRD CORP CLAIMABLE**  
**COURSE SCHEME BY PSMB**  
**TRAINING PROGRAMME NO.**  
**10001138711**



# BILLS OF LADING

Understanding, Key Issues and Cases Impacted Banking Industry



Based on a survey, 90% of bills of lading in the USA and 70% in the Great Britain (UK) rejected by the banks under LC transactions. **Malaysia is not an exceptional.**

## Why do banks reject BL?

The most important reason, many freight forwarders, shipping agents and shippers are not familiar with the requirement of UCP600 & ISBP821 especially on how to issue bills of lading according to UCP600 and LC requirements.

## DOES YOUR COMPANY FACE THE FOLLOWING ISSUES?

**THE ONE DAY PROGRAMME HAS BEEN DESIGNED TO MEET THE FOLLOWING COURSE OBJECTIVES:**

1. The application of UCP600 & ISBP821 on the preparation Bills of Lading, Charter Party Bill of Lading, Non-Negotiable Bill of Lading & Multi-Modal Transport Documents.
2. Does the Shipper blame your company for not issuing the BL according to the requirements of LC?
3. The banker informs you that there are many discrepancies in the Bills of Lading. As a result the exporters suffer due to the bank refuses to finance his export documents.
4. The banker tells and insists that the word "Clean On Board" should be stated on the face of the BL. The shipping agent and the freight forwarder refuse to do so. END RESULT THE SHIPPER SUFFERS. WHY?
5. The Shipping Agents and Freight Forwarders claim that the banker is being too strict and picky. The BL indicates the right place of receipt and port of loading. However, the banker advises you to change otherwise he says it could lead to non-payment.
6. The Bank highlights that if the BL CONTAINS DISCREPANCIES, it could lead to non-payment under the LC transactions. Some of them even suggest to the Shipper to change their Freight Forwarders or the Shipping Agents. This causes a great business loss. WHY?
7. Do your company aware of the usage and application of international rules such as UCP600 and ISBP821 applications in which the banks are using it to check the Bills of Lading?
8. If the Bills of Lading contain discrepancies, it could lead to non-payment or even a **GREAT business loss to all parties concern. It is a chain reaction.....**
9. Case Studies on Transport Documents especially with BL – Internal and External Fraud (published by ICC) Various discrepancies on BL rejected by banks due to discrepancies created by shipping agents and freight forwarders.
10. What is the right way to define Pre-Carriage, Ocean Vessel, and Feeder Vessel.
11. Requirements such as "Full set of BL made to the order of ABC Bank" versus and Telex Release are allowed in LC.



**TradeQuest**  
MANAGEMENT SDN BHD

**The London Institute**  
of Banking & Finance

*"Registered with the LIBF as a course for the Certificate for Documentary Credit Specialist (CDCS), Certificate for Specialist for Demand Guarantee (CSDG) & Certificate in Trade Finance Compliance (CTFC) Re-certification programme"*

Please email your completed registration form to [wana@tradequest.com.my](mailto:wana@tradequest.com.my) or fax it to +607-4332888.

**Organizer : TRADE QUEST MANAGEMENT SDN BHD - Lines to Call: +6016-753 3763 or +6012-784 8988**

# Course Outline

You will learn the followings:

## BL PROCESS UNDER LETTER OF CREDIT

- Documentary Credit process.
- How BL been influenced by LC.
- The movement of BL under LC transactions.

## A. VARIOUS TYPES OF BILL OF LADING.

- Ocean/Marine Bills of Lading.
- Tanker/Charter Party Bills of Lading.
- Multimodal Bills of Lading
- Freight Forwarder Bills of Lading

## B. FUNCTIONS AND FEATURES OF BILL OF LADING.

- A complete checklist on BL based on UCP600 and ISBP821.
- The important **checks** and the application of UCP600 and ISBP821 on BL.

## C. UCP600 ARTICLES AND ISBP745

- The application of UCP600 articles & Application of ISBP821 understanding in issuing BL.
- Correct interpretation and application of Article 19, 20, 21, 22, 23 of UCP600 and ISBP821 when comes to signing the BL.
- Understanding The Signing Capacity On BL.
- How the BL should be issued?

## D. THE CONSIGNEE ON BILLS OF LADING

- The various requirement in the LC on how the Consignee should be stated in the BL. The meaning and implication of the following consignee column in the BL:
  1. TO ORDER
  2. TO ORDER OF (NAME OF) A BANK
  3. TO ORDER AND ENDORSE TO THE ORDER OF (NAME OF) A BANK
  4. TO IMPORTER
  5. TO ORDER OF SHIPPER

## E. ENDORSEMENT ON BILLS OF LADING

- The purpose of endorsement.
- The implication of endorsement.
- Negotiable and Straight Bills of Lading.
- House Bills of Lading.

## F. THE COMMON DISCREPANCIES IN THE BILL OF LADING.

- **TOP 10 DISCREPANCIES** in BL and how to avoid them.
- 20 more discrepancies that you need to watch out for and How to avoid them.
- Identification of Agent and Carrier in the BL and how the signing capacity should be.
- How to cure the discrepancies especially the signing capacity on the BL.

## G. LATEST PROBLEM IN THE BL and UPDATES

- **ICC Document on "ON BOARD NOTATION"**
- MUST the word "CLEAN ON BOARD" be stated on the Bills of Lading? Some say Yes and Some say No.  
**How to overcome this Problem?**
- BL indicate Pre Carriage Vessel and Ocean Vessel name. Banker insist Transshipment effected when LC prohibits. Further, they require "ON BOARD NOTATION with Ocean Vessel Name and Date".  
**What is the correct Practice?**
- Place of Receipt differs from Port of Loading. Why this been regard as discrepancy? The issuer of the BL claims that they are telling the actual fact, but yet the banker quote this as discrepancy. **WHY?**

## H. CASE STUDIES ON BILLS OF LADING.

- Sample of rejection of documents by the banks, whereby most of discrepancies are from the BL.
- The implication of rejecting the documents due to Bills of Lading discrepancies.
- Lots of exercises to detect the discrepancies and to rectify it accordingly.

## Target Audience

Shipping Agents, Freight Forwarders, Ship Owners/Operators, Shipping Companies, Exporters, Importers,

**Staff who are preparing the BL**, Shipping Documentation Staff

Bankers – those who are checking documents under LCs, those staff who are preparing Documents for Beneficiaries,

**Those who wanted to get clear understanding how to use UCP600 & ISBP821 in checking Bills of Lading.**

## Training Methodology

Simulating lecture, Analytical Learning on various exercises, Exercises in preparing Bills of Lading format using UCP600 & ISBP821, Using the correct INCOTERMS 2020, Group Discussion, FAQ and Experience Sharing.

**100% HRD Corp Claimable Course Scheme by PSMB.**

**Training Programme No. 10001138711**

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## Expert Course Director



### Haji Muhammad Imran Raja

[AIBM (Sr), MBA Finance (MMU), CDCS, CSDG, MLIBF]

mdimran@tradequest.com.my



*Certified Documentary Credit Specialist, CDCS*  
*Certificate for Specialists in Demand Guarantee, CSDG*  
*Senior Associate of Institute Bankers of Malaysia, AIBM (Sr)*  
*MBA Finance by Multimedia University (MBA Finance)*  
*Certified Trainer for HRDF (Human Resource Development Fund)*  
*Appointed member of Disciplinary Board for BAR Council Malaysia*  
*Member of ICC Malaysia*  
*Member of ICC Malaysia - Banking Technical Committee*  
*Member of ICC Malaysia - Banking Accreditation Committee*  
*Member of Technical Advisory Briefing*  
*Associate Member of Association of Shariah Advisors in Islamic Finance Malaysia*  
*Member of the London Institute of Banking & Finance, MLIBF*  
*Advisor for Special Project on Certified Document Checking Specialist, **CDCS***  
*Founder for Special Project on Certified Trade Finance Specialist, **CTFS***  
*Panel Trainer for training programmes for ABS, Asian Banking School Sdn Bhd*  
*Panel Reviewer for Professional Banker Examination by AICB, Asian Institute of Chartered Bankers*  
*Panel Trainer for Professional Banker Qualification for AICB, Asian Institute of Chartered Bankers*

Haji Imran has more than 28 years of experience in the banking and finance industry. His expertise covers, trade sales, trade operations, business financing as well as training and development. He is a current practitioner and has vast experience in conducting various in-house and public programmes on Letter of Credit, Maximise use of Trade Finance Facilities, Demand Guarantees, How to improve cash flows, Personal Data Protection Act, SME Financing Needs, Risks in International Trade Finance, Structured and Warehouse Trade Financing and other related topics. He had conducted numerous trade finance programmes for financial institutions as well as their customers. He uses mind mapping, practical examples and accelerated learning methods in his training.

He has worked with various international banks since 1990 which includes HSBC and SCB. He was appointed as Head of Training and Development for Scope International (M) Sdn Bhd in order to set-up the TTD (Technical Training & Development). In the past 10 years, as the Senior Manager he managed Trade Businesses Operations covering Asia Pacific region, UK and US.

Based on his exposure and experience, he has developed the **Certified Trade Finance Specialist** which has helped many practitioners to acquire knowledge and competencies in Trade Services.

Additionally, Haji Imran is a panel trainer for Asian Banking School Sdn Bhd (previously known as Institute Bankers Malaysia since 2000) and panel reviewer and trainer for Professional Banker qualifications. He also acts as a Special Advisor for Fadilah & Hood, a local law firm, in the areas of International Trade Finance and Banking Operations.

**He is a Certified Documentary Credit Specialist (CDCS), Specialists in Demand Guarantee (CSDG) and a Senior Associate of IBBM. He also holds a Master Degree in Business Administration specializing in Finance from the Multimedia University. In addition, Haji Imran has been appointed as Member of the Investigating Tribunal Panel for Advocates & Solicitors Disciplinary Board (Bar Council Malaysia) since 2005.**

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## Programme Registration Form

### TERMS & CONDITIONS

For attendance less than 75%, TradeQuest will bill the bank/company directly for the full amount.  
For non-attendance programme under HRD Corp grant approval, we will charge an administrative fees and hotel charges amounting to RM500-00.  
The said amount will be billed to the bank directly.

### FEES

The programme is subject to 6% SST.

### CONFIRMATION

We will issue you an email to confirm receipt of your registration form followed by an invoice. An email notification with the programme details will be sent nearing the scheduled programme date.

### IDENTIFYING INFORMATION

Information collected in this form is used for registration purposes by Trade Quest Management Sdn Bhd for training.

**NO REFUND** will be made for non-attendance on the day. We welcome a substitute participant if you cannot attend.

### TRADE QUEST MANAGEMENT SDN BHD RIGHTS AND RESPONSIBILITIES

Trade Quest Management Sdn Bhd reserves the right to change, reschedule or cancel a programme if necessary. In such a case, we will make every effort to notify you and arrange for refund where applicable.



Please return your completed form by email to [wana@tradequest.com.my](mailto:wana@tradequest.com.my) or fax it to **+607-4332888**

### PROGRAMME DETAILS

Programme name: **BILLS OF LADING – Understanding, Key Issues and Cases Impacted Banking Industry**

Date: .....

Venue: .....

**Please register the following participant(s).** (If space is insufficient, attach a separate list)

No.	Name	Designation	H/P No.	Email
1.				
2.				
3.				
4.				
5.				

### PAYMENT

**By cheque**

Please send your cheque made payable to "Trade Quest Management Sdn Bhd" along with a copy of the completed Registration Form to the following address:

No. 19A, 1st Floor, Jalan Kundang 1, Taman Bukit Pasir, 83000 Batu Pahat, Johor Darul Takzim.

**By bank transfer**

Please ensure that you send a copy of the pay-in slip / remittance advice along with a copy of the completed Registration Form by fax to 07-4332888 or email to [wana@tradequest.com.my](mailto:wana@tradequest.com.my)

#### Bank Account details:

A/C Name : Trade Quest Management Sdn Bhd  
A/C No. : **888-101-380820-8**

Bank : AmBank Islamic Berhad  
Address : 178, Jalan Rugayah, 83000 Batu Pahat, Johor.  
SWIFT : ARBKMYKL

**HRD CORP CLAIMABLE COURSE SCHEME BY PSMB.**

**TRAINING PROGRAMME NO: 10001138711**

Note: Please be guided by HRD Corporation instructions on training grant applications.

Non-compliance will result to non-payment by HRD Corp and the employer will be personally liable.

Course fees : RM ..... + 6% SST

Note :

**CANCELLATION POLICY:** Cancellation must be in writing to Trade Quest Management Sdn Bhd. Registration may be transferred to another person at no extra charge.

**The refund policy is:** Within 2 days of event - no refund. Between 3-6 days - 50% refund. 7 days prior to event - full refund.

### Submitted by the authorized person:

Name : ..... Designation : .....

Company : .....

Address : .....

Tel No. : ..... E-mail : .....

Authorize Signature(s) and Company Rubber Stamp

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