

**Workshop on
“Mastering the Technicalities of Letters of Credit”
May 16-20, 2011 – Mumbai, Chennai and New Delhi**

Preliminary Programme

08:30-09:00 Registration with Tea/Coffee

09:00-09:15 Welcome and Introductions

09:15-12:30 Morning Session



**Earn
7.5 PDU's**

Latest Information in respect of Letters of Credit

- Current Status of the ISBP Revision
- What you need to know about Incoterms 2010
- ICC 2011 Global Survey Results – Key Findings
- Basel III and the ICC/ADB Trade Registry
- ICC Recommendation paper regarding on board notations

10:45-11:00 Tea/Coffee Break

Issuance, Advising, Confirmation and Amendments

- Identifying key mistakes in the issuance of a credit (case study)
- Responsibilities of an advising bank and the advising bank advice of the credit
- What is confirmation and do banks always know what they are confirming?
- Wording of the confirmation advice and what it means under the UCP.
- Structure and content of amendments, acceptance and rejection thereof.

12:30-13:30 Lunch

13:30-17:30 Afternoon Session

Document Preparation and Examination (case studies)

- Actions required by a beneficiary
- Delivering a compliant presentation
- Reducing discrepancy rates
- Applying the correct examination requirements
- Implementing the key requirements of UCP and ISBP into the examination process

10:45-11:00 Tea/Coffee Break

Honour, Negotiation and Refusal

- What does it mean to honour a presentation?
- The UCP position with regard to financing
- What is possible under negotiation and the impact on the bank and the beneficiary?
- Refusal process and the effects of preclusion (case study)

17:00-17:30 Final questions and answers and close of workshop

Material relevant to the course will be distributed and a certificate of attendance will be delivered to all those who completed the course.

Workshop Leader Profile

Mr GARY COLLYER

Since November 1996, **Gary Collyer has been the Technical Adviser to the International Chamber of Commerce**, where he has been responsible for providing numerous opinions related to the application and interpretation of ICC rules. In his ICC role, **Gary has been chair of the ICC Working Group for the development of the ISP98, the strategy for a revision of UCP500 and a member of the ICC Working Groups for the development/revision of URR525, URC522 and e-UCP**. More recently, he was chair of the Working Group for the revision of the UCP500. **Editor of seven ICC opinion publications, he is also an editorial board member of *Documentary Credit Insight* and *Documentary Credit World***. He is also a regular speaker at ICC and other external seminar events on a global basis.

On April 1, 2006 Collyer Consulting LLP was created with the sole aim of providing banks with high quality, reasonably priced, consultancy services ranging from a traditional consultancy role through to development of training material, review of legal documentation and the provision of consistent, accurate and up to date information relating to existing offerings, new initiatives and developments in international trade.

From 2002-2006, Gary was Corporate Director and Global Head of Traditional Trade Services, Trade Finance and Product Delivery for the Transaction Banking Group at ABN AMRO Bank N.V.

Prior to joining ABN AMRO, Gary was vice president and senior technical adviser at Citibank N.A., London from August 1998 until May 2002. Gary started his banking career in 1973 with Midland Bank plc in London (which subsequently was acquired by HSBC), progressing to manager of the Letter of Credit Department and senior technical adviser.