

Dear Colleagues

In the competitive and volatile commodities trading environment, It is critical to understand how International Trade is financed

As markets become more sophisticated, so the tools needed to maintain a competitive advantage become more specialised.

During the course, participants will learn to:

- Nature of Trading Risk
- Documentary Credits
- Bank Guarantees
- SARB Requirements

In 2 intensive days, this course confronts the current issues in International Trade Finance and on a step-by-step basis leads you through a thorough understanding of the risks and solutions involved

Register now to benefit from local expertise, with sessions facilitated by a group of the top practitioners in the country, dealing in all aspects of Trade Finance.

The information you will receive on this two-day course could change the way you do business!

I look forward to seeing you there!

Steve Hochfeld






Trade Finance

Johannesburg

7th November 2013

HOW TO REGISTER

-  **Fax:** Send your completed form to **+27 (0)86 643 9411** or
-  **E-mail:** Send your details to **traders@hochfeld.co.za** or
-  **Phone:** Call us on **+27 (0)11 853 2777**

Registration Form

Surname:	
First Name:	
Position:	
Company:	
Address:	
Postal Code:	Country:
Telephone: ()	Fax: ()
Email:	

Please photocopy this form for additional delegates

Fees (per delegate)

Full Fee: R8 000.00(+ VAT @ 14% =) = R11200.00 if Combined with Fundamental of Futures & Trade Dynamics
Preferential Hotel Bookings may be made via **TMS Training**

Methods of payment

- **EFT to Hochfeld Grains (Pty) Ltd**
- **Direct Deposit** to Account Number: 420938281,
- Sandton Branch, Standard Bank, Branch Code 19205

Terms and Conditions

1. Fees include lunch and refreshments, as well as all materials.
2. No delegate will be admitted unless payment has been received.
3. Cancellations within 14 days will incur a 100% cancellation fee.
4. Substitutions are acceptable at no additional charge.
5. TMS reserves the right to defer or modify the course material as required.
6. All Courses subject to a minimum number of Delegates.
7. All Prices subject to Confirmation.

REGISTER NOW



TRAINING SERVICES

Trade Finance



Date to be advised

traders@hochfeld.co.za

A comprehensive two-day
Training course covering all aspects
of Trade Finance, Documentary
Credits and Bank Guarantees

**PRACTICAL TRAINING
FOR TRADERS, BY TRADERS**

WHO SHOULD ATTEND?

- Trade, Export, Commodity Finance Executives
- Import, Export Managers
- Corporate Relationship Managers
- Staff within Credit and Risk Management Functions
- Relationship Managers within Financial Institutions

About the course facilitators:



Steve Hochfeld is the Managing Director of Hochfeld Grains, and has been involved in the industry for over 35 years. He is currently the Deputy Chairman of SACOTA.

Steve was a member of the management committee of the SAFEX Agricultural Market Division. He was intimately involved in the drawing up of the RSA standard grain contract, SAGOS 9. Steve has given lectures & presentations at various trade functions.

Eric Finaughty has worked in the specialized field of Trade and Commodity Finance having been involved with various Banking institutions i.e. ABSA Ltd (for 13 years), Crédit Agricole Indosuez South Africa Branch, Future Bank Corporation in Joint Venture with the Dutch Banking group Fortis, all this up to October 2000.

Eric founded his own company, Rand-Asia Trade Finance (SA) (Pty) Ltd in November 2000 after identifying a need to provide a superlative trade and commodity finance services to the South African market. Rand-Asia subsequently entered into an affiliation (in 2001) and ultimate Joint Venture with China Construction Bank Corporation in 2006, thereby enabling Rand-Asia to become a respected international trade financier with key strengths in the support of trade finance between Africa and the People's Republic of China. Grindrod Bank Ltd entered into a similar Joint Venture agreement with Rand-Asia in July 2008. The company manages facilities and assets in excess of US\$540m.

Paul Vosloo started his banking career in the International division of ABSA. He worked at ABSA from 2000-2005 obtaining experience in all aspects of International Banking: L/C's, Collections, TT, in both the Corporate and SME sectors.

Paul has been at Rand Asia - the marketing arm of China Construction bank for 4 years.

WHAT THEY SAY.....

"Course was of an extremely high standard and professionally presented."

"Course found to be most refreshing – there was so much new to learn."

*- Raj Sangaran,
Louis Dreyfus, SANDTON*

COURSE SYLLABUS

DAY ONE

TRADING AND TRADING RISKS

What is a Trader
Why is Trading Different
Structure of a Trade
Trading Risks
Payment Methods
Credit Risk Insurance
Structure of a Trade

INCOTERMS

History
What they mean
How to use them

INTERNATIONAL TRADE AND BANK LENDING

Trade Finance and Commodity Trade Finance
Finance of Trade Flows
The Role of the Bank
Principles of Lending
Forms of Security
Gearing

BANKING & L/C'S SHORT HISTORY

The Need for:
Banks
Non Gold Payments
International Payments
International Correspondents
Credit Letters
Bills of Exchange

DOCUMENTARY CREDITS

Buyer and Seller conflicting needs
Definition
Early Credits
ICC – UCP 600
D/C Transaction Flow
D/C Step by Step
D/C Animated
Types of Documentary Credits
Confirmation
Money Transfer
Swift

L/C DOCUMENTATION

Examples of Documents



Please join us at the close of the day for drinks in a relaxed setting, ideal for networking and discussion

TMS

TRAINING SERVICES

DAY TWO

DOCUMENTARY CREDIT EXERCISE

L/C AMENDMENTS AND DISCREPANCIES

Amendments
Discrepancies
Avoiding Discrepancies
Common Errors

DOCUMENTARY COLLECTIONS

Definition
Sight and Usance
Banking Rules
Pitfalls
CAD Step by Step

SARB REQUIREMENTS

Exchange Control
Documentations
Reporting
Restrictions
CFC Accounts
Foreign Exchange

BANK GUARANTEES/SECURITY FOR PERFORMANCE

What are they used for
How do they work
What are the pitfalls
Bid Bonds
Performance Bonds
Standby L/C
Shipping Guarantees

CHECKLISTS

The need and use of Checklists
Types
Contract
Export
Import
L/C

L/C CASE STUDY

Opening
Amendments
Drawings
Discrepancies
Result

COURSE SUMMARY & CLOSING

traders@hochfeld.co.za