

Profile – Robert (Bob) Ronai MAIEx CDCS



Bob's background in exporting and importing stretches over more than 50 years, initially in international banking then in the world of international commerce.

In 1989 he started his own business as an independent consultant and educator assisting exporters and importers in the "back office" side of their businesses. In all, he has directly controlled and co-ordinated well over an estimated 60,000 shipments of a very wide variety of products coming and going all round the world.

Bob now has the honour of being the first Australian and only the second non-lawyer to be invited by the ICC to be a member of their Incoterms Drafting Group to draft the new Incoterms 2020 as a result of his being a member of the ICC's committee which drafted the new publication "ICC Guide to Transport and the Incoterms 2010 Rules". He was previously a member of ICC Australia's Incoterms Committee contributing to the drafting of Incoterms 2010 and was then Australia's representative to the three days of Incoterms 2010 Release Conference and Masterclass workshop in Paris October 2010. In May 2015 he gave a presentation on Incoterms 2010 to the ICC's first-ever conference in Yangon, Myanmar, and in October 2015 was invited to give a similar presentation to ICC Hong Kong.

Bob holds the Diploma in Export Management (1977) from the Australian Institute of Export (NSW) and is a Certified Documentary Credit Specialist (CDCS) by The London Institute of Banking and Finance. He is a member of the Australian Institute of Export and International Chamber of Commerce (Australia).

He is an active member of the International Chamber of Commerce (Australia)'s Banking Technique & Practices Committee and was involved in their contributing to the writing of the current L/C regulations (UCP600), and the update to International Standard Banking Practice (ISBP745). Bob was one of two delegates from ICC Australia to the ICC Banking Commission conferences in Beijing in October 2011, Lisbon April 2013, Vienna October 2013, Dubai April 2014, Singapore April 2015 and Jakarta April 2017.

Bob was the first Australian to attend ICC Austria's annual Trade Finance Week conference in Vienna in June 2013 which attracted some 200 bankers mainly from Europe, and was asked by ICC Austria to give two presentations and be a panelist at the 2014 conference. ICC Czech Republic asked him to then follow this up with a conference in Prague. He was again a panelist for the 2015 and 2017 Vienna conferences and is again invited as a speaker for the upcoming 2018 conference.

He has been engaged as an expert witness in three multi-million dollar court cases. Bob is the author of a number of articles on exporting and importing which have appeared over the years in a wide range of Australian publications and most recently several times in the International Chamber of Commerce's Trade Finance magazine DCInsight and the International Institute of Banking & Law Practices publication DCW Documentary Credit World. He has over the years been interviewed for several radio programs, newspaper and magazine articles. He is the manager of two large groups on LinkedIn -- "Trade Finance" (over 33,000 members) and "Incoterms" (over 18,000 members) -- and contributes almost daily to these and other groups. He is also one of two Australian contributing editors to the web-based "Trade Services Update".

He has in the past also provided education and training for 22 years, with seminars and lectures in Sydney, Melbourne, Adelaide, Perth, Brisbane, country NSW and Victoria, and Singapore, through Educational organisations, Government Departments, Industry bodies, major Australian banks, Corporates and his own public seminars.

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