



Bob is a qualified and experienced Facilitator and Educator in International Trade.

His background in export and import stretches all the way back to 1966. His early days included 5 years in the International Bills Department at the main Sydney branch of the ANZ Bank, and at the age of 23 he was the bank's youngest Checking Officer in NSW. Later he joined a large meat exporter, and after that he was the Export Officer for a gaming machine manufacturer. Then he joined a major textile company with whom he spent over 13 years as their Shipping and Operations Manager controlling more than 4000 exports and imports annually as well as being responsible for several other aspects of the company's day-to-day operations.

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 60,000 shipments of a very wide variety of products coming and going all round the world.

Since striking out on his own he has concentrated on four main services in International Trade through his company **Import-Export Services Pty Ltd...**

- **Education and training**, having presented seminars and lectures in Sydney, Melbourne, Adelaide, Brisbane and throughout NSW through organisations such as

Government organisations

NSW Dept of State & Regional Development
C'wealth Dept of Immigration & Multicultural Affairs

Austrade
NSW Office of Small Business

Industry organisations

Australian Chamber of Manufactures
Australian Federation of Air Freight Forwarders
The Migrant Business Resource and Training Centre

Australian Gift & Homewares Association
Business in the Community Ltd
World Trade Centre Sydney

Educational organisations

University of Western Sydney - Hawkesbury
Strathfield Regional Community College

Australian Institute of Export (NSW)
The Import/Export Training Centre

Corporate in-house training

Bank of New Zealand
Pirelli Cables Australia Ltd
Keycorp Ltd
Thermal Insulation Pty Ltd
Pechiney Pacific Pty Ltd
Tyco Electronics
Westpac Banking Corporation
Mitsui & Co (Australia) Ltd
Electrolux Home Products
DSM Food Specialities
National Australia Bank

Tennant Limited
Bronx International Pty Ltd
MSAS Cargo International Pty Ltd
Seaquist-Valois Australia Pty Ltd
Blue Circle Ash division of Boral Ltd
National Starch & Chemicals Pty Ltd
Aldi Stores
Pilkington (Australia) Ltd
Ciba Vision
C M Brick
Commonwealth Bank of Australia

- **Consultancy**, providing clients with a **customised** and **confidential** service on matters related to their individual projects and needs in international trade, specifically systems, documentation, L/C payments, transport and logistics, safeguarding their business relationships, etc.
- **Export Document Service** which allows businesses of all sizes, who cannot otherwise obtain, justify or afford the required in-house level of expertise in their exporting, to out-source their needs in documentation preparation and overseeing cargo movement through shipping companies or their selected freight forwarders.
- **Export Cargo Inspections**, under contract to Bureau Veritas (BIVAC) to ensure compliance with the requirements of certain importing countries' government authorities, as well as for sellers' and buyers' commercial requirements.

Bob holds numerous business qualifications including the **Diploma in Export Management** (1977) from the Australian Institute of Export (NSW). He is a member of:

Australian Institute of Export
Australian Institute of Management

and was on the committee of **International Chamber of Commerce (Australia)** which reviewed the new L/C rules (UCP600).

Bob is the author of a number of articles on exporting and importing which have appeared over the years in publications such as Australian Small Business and Investing, Dynamic Small Business, Ragtrader, Food Australia and the Daily Commercial News. He has also been interviewed for several radio programs and newspaper articles over the years.