

Interlegal

since 1995



Training course for commodity trading companies: **"SALE CONTRACTS AND CHARTER PARTIES"**

We train the trade company employees based on actual trade and shipping practice and real cases

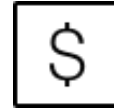
Training course sections

- General principles of English contract law.
- Correspondence in negotiating contracts: special features and common mistakes.
- Types of contractual terms, consequences of the breaches.
- Validity and termination of contracts.
- Main terms and conditions of contracts for sale and purchase of commodities.
- Performance of contracts. Practical recommendations.
- Relationship between trader and carrier: bill of lading, contract and charter party.
- Types of charter parties in grain and oilseed carriage. Most common proformas.
- Main terms and conditions of charter parties.
- Lay time, demurrage and dispatch.
- Payments of freight and hire. Demurrage and dispatch settlement.
- Maritime arbitration and resolution of maritime disputes.
- Defaults: standard clauses, mechanism, consequences and recommendations.
- Damages, their recovery and mitigation under English law.
- Force Majeure and performance of contracts.
- English arbitration (including GAFTA and FOSFA): main stages, deadlines and costs.
- Enforcement of arbitration awards.
- Case study from Interlegal practice.
- Q&A.

Training course results



Your company's employees being liable for the contract performance will learn how to make decisions in difficult and untypical situations



Your personnel will make no mistakes upon daily processing the contracts, so you will save time and money



Participants to the training course imagine certain practical cases and receive answers to all the questions they might face in future

Why Interlegal?

We are practical

We teach your employees only on the basis of actual case studies from our daily practice since 1995

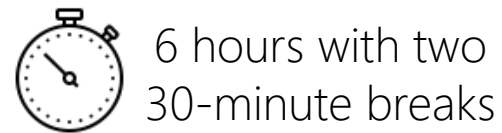
We are flexible

This program is always adjusted for the customer, its personnel and its needs. We give answers to your certain questions both before and after the training course

We are aimed at result

Our result is your saving, because even one precise answer may save costs, time and relationships

Training course format



Our team



Alexey
Remeslo



Mykola
Kozachenko



Ganna
Liakhova



Igor
Kostov

Upon all the issues concerning training course organization,
please contact Igor Kostov, +38095 231 25 94, kostov@interlegal.com.ua

Interlegal in figures:

6

offices
in the Black Sea
region

29

associated offices in
Europe, North Africa
and Middle East

24/7

we are online
24/7/365

1000+

client files
every year

70%

of disputes result
in amicable settlements

since **1995**

20+ years
of practice