



Interlegal

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

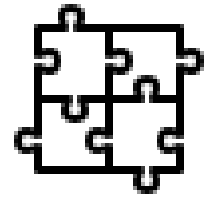
Training course sections

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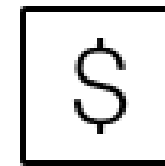
- General principles of English contract law.
- Correspondence in negotiating contracts: special features and common mistakes.
- Types of contractual terms, consequences of the breaches.
- Validity and termination of contracts.
- Main terms and conditions of contracts for sale and purchase of commodities.
- 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

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

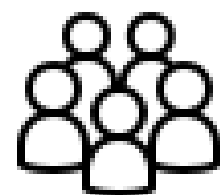


Your personnel will make no mistakes upon daily processing the contracts, so you will save time and money



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

Training course format



Unlimited participants



On-line format



6 hours with two 30-minute breaks



Off-line is possible at any place agreed by the client

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

OUR KEY PRACTICE



Shipping



Transport



Ports and terminals



International Trade



Yachting



Corporate and taxes



Legal support of FEA



Business sale & purchase

OUR KEY NUMBERS

25+

years of practice

1000

client cases per
year

24/7

clients support

60+

experts in Odessa
office

15+

arbitration awards
per year

70%

amicable settlements

25+

arrested and released
ships per year

100+

yachts under
maintenance

OUR ASSOCIATED OFFICES



6 Black Sea Offices
60+ Associated offices worldwide

OUR BLACK SEA OFFICES



OUR TEAM



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