



Zug Commodity Association  
**Thursday, 15 September 2016**  
**12.30 – 16.00**

## **Shipping Operation Training**

This seminar will analyze liability issues faced by traders under sale contracts, including contrasting issues under FOB and CIF sale contracts for Sellers and Buyers; explaining who is responsible for issuing the BL and for making sure goods are not dangerous, whose responsibility it is to make sure the draft is correct, what happens in a CIF/CFR contract when the vessel arrives outside a CIF arrival date and what happens when a vessel arrives outside its delivery window in a DES contract. We will explore Tanker Charterparties in detail, covering common clauses, principal differences between the major different types of Charterparties, LOIs, sanctions and common claims. The second part of the course will explore Bills of Lading: functions, terms of a contract of carriage, the BL as a document of title and what to watch out for. We will close with a reminder of key demurrage principles under the different types of sale contract.

Operations, trading and in-house legal are encouraged to attend.

In cooperation with

holman fenwick willan  hfw

# **Program, 15 September 2016**

## Shipping Operation Training

**12:30- 16.00**

Lunch followed by seminar

**12:30 – 14.00**

Fingerfood-Lunch

### **Session 1**

#### **Liability Issues under Sale Contracts from a Shipping Ops Perspective**

- Ms. Sarah Hunt, Partner

### **Session 2**

#### **Practical Issues involving Tanker CPs**

- Mr. Michael Buisset, Partner

### **Session 3**

#### **Bills of Lading**

- Mr. William Hold, Senior Associate

### **Session 4**

#### **Demurrage**

- Mr. Patrick Myers, Associate

**16.00**

End of the Seminar

## Speaker

### Shipping Operation Training



**Sarah Hunt, Partner** - [sarah.hunt@hfw.com](mailto:sarah.hunt@hfw.com)

Sarah Hunt acts for a range of trading companies, charterers and owners in shipping and international trade law disputes, involving petroleum products, cement, coal, ethanol and soft commodities. She has particular experience in sale contracts, charterparties, bills of lading, and off-spec cargo claims involving arbitration or Commercial Court litigation. She lectures regularly in-house on shipping and international trade law. She is qualified in New South Wales (Australia) and registered with the Foreign Section of the Ordre des Avocats de Geneve.



**Michael Buisset, Partner** - [michael.buisset@hfw.com](mailto:michael.buisset@hfw.com)

Michael Buisset advises commodity traders, producers, financiers and insurers on all aspects of their business, including international sale of goods, commodity trading contracts for most soft and hard commodities transportation and letters of credit issues. He has over 11 years experience in shipping and trade dispute resolution and was based in HFW's Singapore office for about 7 years. Michael practices in English, French and German and is qualified in England and Wales.



**William Hold, Senior Associate** - [william.hold@hfw.com](mailto:william.hold@hfw.com)

William Hold acts for trading companies in disputes involving a range of physical commodities. William's practice also involves non-contentious commercial and trade finance work. He often advises on commodity finance matters, as well as in other finance matters. He spent several years in Singapore practising as a foreign lawyer in the shipping and trade department of a leading local firm. William has qualified in Switzerland and is currently admitted as a solicitor in England and Wales.



**Patrick Myers, Associate** - [patrick.myers@hfw.com](mailto:patrick.myers@hfw.com)

Patrick Myers's main area of expertise is in international commercial disputes resolution. He has acted for a range of international clients in High Court litigation on a range of issues, including breach of contract, conspiracy, conversion and fraud. Patrick is also involved in international arbitration and has experience in insurance sanctions and multi-jurisdictional disputes.

## Venue

Hochschule Luzern – Wirtschaft, Institut für Finanzdienstleistungen Zug, IFZ  
Room Helsinki, Grafenauweg 10, 6302 Zug

## Date & Time

Thursday, 15 September 2016,  
12.30 – 14.00 Fingerfood-Lunch / 14.00 – 16.00 Seminar

## Admission fee per person

- Participants from ZCA member firms CHF 80.-
- Non-members CHF 120.-

## Registration

Please register by sending the form by fax or e-mail until 9 September 2016.

I will attend on Thursday, 15 September 2016

- Without lunch                       Including lunch

Name/Surname \_\_\_\_\_

Company \_\_\_\_\_

Street, No. \_\_\_\_\_

Postal Code/City \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Zug Commodity Association  
Grafenauweg 10, PO Box 7344  
CH-6302 Zug  
T: +41 41 757 67 70  
F: +41 41 757 67 00  
E: info@zugcommodity.ch