



Working Together to Make Trade Work

NAEGA Contracts and Best Practices Seminar

Please join NAEGA for a Contracts and Best Practices Seminar!

Led by NAEGA Senior Advisor Sam Bonilla, seminars are an interactive, industry-wide opportunity to exchange and learn through an intensive and informative review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers, and facilitate profitable trade. Seminars are a great opportunity for new trade professionals to become familiar with the industry and for more experienced trade professionals to get to know the recent changes to the NAEGA 2 contract!

A typical agenda includes:

- Open dialogue on current contracting practices as they relate to trade risks.
- A "Road Map" of the NAEGA II Model Contract
- Review of the 2017 revisions to the NAEGA II Model Contract.
- Perspectives on the global contracting environment in GAFTA, FOSFA and other contract models and practices.
- Case Study Exercises on:
 - Calculating laytime, despatch and demurrage.
 - Contract Terms.
 - Arbitration and other alternatives for dispute resolution.

The cost of the seminar is \$250 per person. NAEGA member representatives are encouraged to invite others who may also be interested.