



## **Contracts and Best Practices for the International Grain and Oilseed Trade Seminar**

NAEGA Contracts and Best Practices Seminars are an interactive, industry-wide opportunity to exchange and learn. Led by NAEGA staff, Seminars are an intensive and informative review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers and facilitate profitable trade. The preliminary 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.

Please contact Gary ([gcmartin@naega.org](mailto:gcmartin@naega.org)) or Ryan ([rolson@naega.org](mailto:rolson@naega.org)) for further assistance!