

The Marine and Shipping Law Unit at UQ's TC Beirne School of Law and the Institute of Maritime Law at the University of Southampton are proud to present a course for professionals working in and for the international trade and shipping industries.

INTERNATIONAL TRADE & SHIPPING: LAW AND PRACTICE

19 to 21 May 2014 | Christie Conference Centre, 320 Adelaide St, Brisbane

www.law.uq.edu.au/maritimelaw



TC Beirne School of Law
Marine and Shipping Law Unit

UNIVERSITY OF
Southampton
Institute of Maritime Law

COURSE DESCRIPTION

Contracts are the means by which commercial parties can exploit market turbulence. They can lock a buyer into a lucrative deal in a plummeting market whilst the same buyer, to escape a bad bargain, can exploit any discrepancy amongst such contracts. International Trade and Shipping requires intricate interaction between a number of contracts that address the sale of goods, the shipment of those goods and the financial arrangements for the payment for those goods.

Other courses on this subject tackle each of these complex contracts individually. However, this can leave participants unprepared for the realities of international trade disputes, which often centre upon an allegation of discrepancy between a number of these four essential contracts, vis-à-vis one another. *International Trade and Shipping: Law and Practice* embraces commercial practice, where disputes often arise when the essential blocks of an international trade transaction are not drafted back to back.

The course is designed for professionals engaged in international trade and shipping, both importers and, particularly in Queensland, exporters, as well as those providing legal services, insurance and logistical support to the trade. It is suitable for professionals with a legal background who wish to develop more specific expertise in these areas, and those from a non-legal background seeking to gain advanced knowledge of the legal framework applicable to International Trade and Shipping.

COURSE PROGRAM

Monday 19 May 2014

08:45	Registration and refreshments	
09:00	Welcome: structure and method of the course	Filippo Lorenzon & Professor Nick Gaskell
09:15	Session 1: What the course is about: An export contract goes wrong – parties, claims and remedies	Filippo Lorenzon
10:15	Break	
10:30	Session 2: Making the contract of sale: how and where are its terms – who bears transit risk?	Filippo Lorenzon
11:30	Break	
11:45	Session 3: Making the contract of carriage: matching the sale contract	Filippo Lorenzon
12:45	Lunch	
14:00	Session 4: Opening the letter of credit: matching the sale contract	Filippo Lorenzon
15:00	Break	
15:15	Session 5: Insuring the goods – from where to where – tender of insurance documents	Michelle Taylor
16:15	Break	
16:30	Session 6: Case study – Setting the scene	Filippo Lorenzon
17:30	Welcome Drinks Reception	

Tuesday 20 May 2014

09:00	Session 7: Shipping the goods under CIF and FOB contracts	Filippo Lorenzon
10:00	Break	
10:15	Session 8: Chartering the carrying vessel I	Professor Nick Gaskell
11:15	Break	
11:30	Session 9: Chartering the carrying vessel II	Professor Nick Gaskell
12:30	Lunch	
13:30	Session 10: Laytime and demurrage under the charterparty...	Professor Nick Gaskell
14:30	Break	
14:45	Session 11: ...and under the contract of sale	Filippo Lorenzon
15:45	Break	
16:00	Session 12: Case study	Professor Nick Gaskell & Filippo Lorenzon
16:30	Course Dinner: Customs House, 399 Queen Street, Brisbane	

Wednesday 21 May 2014

09:00	Session 13: Bills of lading: contracts of carriage and the Hague-Visby Rules	Professor Nick Gaskell
10:00	Break	
10:15	Session 14: Bills of Lading: receipt for cargo and clausung	Professor Nick Gaskell
11:15	Break	
11:30	Session 15: Bills of lading: key to the floating warehouse and LOIs	Professor Nick Gaskell
12:30	Lunch	
13:30	Session 16: Bills of Lading and Documentary Tender: CAD v L/C	Filippo Lorenzon
14:30	Break	
14:45	Session 17: The roles of shipping documents in the three contracts	Filippo Lorenzon
15:45	Break	
16:00	Session 18: Case Study – International trade and cargo claims	Professor Nick Gaskell & Filippo Lorenzon
17:00	Close	



COURSE PRESENTERS:

Mr Filippo Lorenzon

Filippo Lorenzon is a Senior Lecturer in the School of Law at the University of Southampton and the former Director of the Institute of Maritime Law (2010-2014). He has been a Visiting Lecturer at several overseas universities and is fully qualified as an Avvocato in Italy and as a (n.p.) Solicitor in England and Wales. Filippo has been working with leading maritime and commercial law firms – in London, Genoa and Venice, and regularly advises in his areas of expertise.

Professor Nick Gaskell

Since September 2009, Nick Gaskell has held the post of Professor of Maritime and Commercial Law at the TC Beirne School of Law at the University of Queensland in Australia. Prior to that, Professor Gaskell worked for 33 years at the University of Southampton holding positions as the Head of the School of Law (2003-2007), founding member and Director of the Institute of Maritime Law (1996-1999), and from 1994, as “David Jackson Professor of Maritime and Commercial Law.”

Michelle Taylor

Michelle Taylor is a transport lawyer with Norton Rose Fulbright in Brisbane, and Chair of the MLAANZ Queensland chapter. She regularly advises blue chip resource and export clients with respect to charter party disputes, incidents in international waters and IMO convention compliance. She is experienced in project work within the mining and offshore resources industries. Michelle has comprehensive knowledge on marine casualties, including: salvage, marine pollution incidents and limitation of liability proceedings.

COURSE DETAILS:

Standard	\$2400 gst inclusive
MLAANZ members	\$1800 gst inclusive

Course fees include arrival tea and coffee, morning tea, lunch and afternoon tea daily, session participation, Welcome Drinks reception on Monday 19 May and 3-course dinner at Customs House on Tuesday 20 May 2014.

Registration:

Registrations close on Thursday 15 May 2014.

Register online at law.uq.edu.au/maritimelaw

Cancellations:

Cancellations or transfers must be made in writing. Refunds will not be issued for cancellations made after Thursday 15 May 2014. Any cancellations prior to this date will incur a \$250 administration fee.

ENQUIRIES:

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