



# MULTIMODAL SEMINAR PART 1

## PROGRAMME - 22 MAY 2013 - HFW LONDON

- 9.00am **Registration**
- 9.30am **Seminar introduction and opening remarks**  
Craig Neame, Partner and Justin Reynolds, Partner, Holman Fenwick Willan
- 9.45am **Trends in procurement and logistics**  
Craig Neame, Partner, Holman Fenwick Willan
- Procurement trends
  - Logistics trends
  - Who contracts with whom?
  - Supply chain management
- 10.30am **An overview of Incoterms**  
Catherine Emsellem-Rope, Associate and Matthew Gore, Associate, Holman Fenwick Willan
- Why do you need to understand sale contracts?
  - How do international sale contracts differ from domestic ones?
  - Incoterms 2010
  - Bills of lading and international sale contracts
- 11.15am - 11.45am Coffee break
- 11.45am **Multimodal bills of lading**  
Justin Reynolds, Partner and Tara Johnson, Associate, Holman Fenwick Willan
- Functions of a bill of lading
  - Types of bills of lading
  - Key provisions
- 12.30pm - 12.45pm Q&A
- 12.45pm - 1.45pm Lunch
- 1.45pm **An overview of international transport conventions**  
Justin Reynolds, Partner and William Gidman, Associate, Holman Fenwick Willan
- Sea
  - Air
  - Road
- 2.45pm - 3.15pm Coffee break
- 3.15pm **Salvage and General Average**  
Matthew Wilmshurst, Associate, Holman Fenwick Willan
- A brief overview of salvage
  - Rights and obligations of the stakeholders
  - The main principles of General Average
  - How does it affect me?
- 4.00pm **Sanctions and Export Controls**  
Daniel Martin, Partner, Holman Fenwick Willan
- Overview of sanctions in place
  - Focus on latest EU and US sanctions against Iran
  - Current status of sanctions against Syria
  - Practical suggestions to minimise risk of breaching sanctions or export controls
- 4.45pm Q&A and final comments
- 5.00pm Drinks and canapés



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**Craig Neame**, Partner, Holman Fenwick Willan  
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Craig specialises in shipping, logistics and marine insurance. He is particularly well known for his expertise in liner shipping, multimodal transport, ports and terminals and project shipments. As well as litigation and insurance related matters, Craig also handles transactional projects within his areas of specialisation. He was previously a main board director of a leading freight forwarder where he combined commercial and legal roles. Chambers 2012 says that he *“is known as an expert in multimodal transport work, with a strong shipping practice complementing his activity in this sector”*. Clients say he is full of *“commercial, innovative ideas and solutions, is well connected in the logistics industry, and works very hard.”* Craig is a member of the Legal and Insurance Committee of the British International Freight Association and the UK Government’s Committee considering whether the UK should adopt the Rotterdam Rules.



**Justin Reynolds**, Partner, Holman Fenwick Willan  
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Justin has practised in the cargo, transport and logistics sector for over 16 years. Clients instruct Justin on matters involving domestic and international carriage of goods by road, rail, air and sea; freight forwarding; warehousing and logistics. His practice is both contentious, dealing with dispute resolution and non-contentious, advising on contract wordings and risk management issues. He also acts for insurers advising on insurance policy disputes and on policy wordings. Justin has been described in Chambers as, *“very customer focused and commercially aware”* and *“his strength lies in transit liability where he provides an A-plus service.”* Chambers UK 2012 describes him as having, *“...a great track record in work relating to the carriage of goods by road. Clients report that his approach is pragmatic and thorough, and they appreciate that he is both very experienced and sensible to deal with.”*



**Daniel Martin**, Partner, Holman Fenwick Willan  
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Daniel has over ten years’ experience specialising in shipping litigation and arbitration of all kinds, including disputes arising from charterparties, bills of lading, marine insurance and logistics operations. He advises clients on all aspects of dispute resolution, including commercial settlement, mediation, London arbitration and English High Court proceedings. He has particular experience of advising freight forwarders and their insurers on a variety of matters, including disputes under transport contracts, as well as customs issues. Recently Daniel has been particularly active in advising clients (including carriers, freight forwarders, brokers and insurers) on regulatory issues, including international trade sanctions against Iran, Syria and other jurisdictions, as well as export controls and compliance with anti-corruption legislation such as the UK Bribery Act.



**Catherine Emsellem-Rope**, Associate, Holman Fenwick Willan  
T: +44 (0)20 7264 8279 E: [catherine.emsellem-rope@hfw.com](mailto:catherine.emsellem-rope@hfw.com)

Catherine specialises in transactional work with a particular emphasis on the logistics sector. Before joining HFW, she spent nine years in the logistics sector working for a leading global air freight, ocean freight and contract logistics service provider and a major UK logistics specialist where she was senior counsel. She has extensive experience in contract drafting and negotiation with major blue chip customers on a pan-European basis. Catherine has handled commercial and insured disputes and dealt with a number of corporate transactions, including acquisitions and disposal of businesses and multi-jurisdictional joint ventures. Catherine is bilingual in French and English.



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**William Gidman**, Associate, Holman Fenwick Willan

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William joined HFW in September 2010 and qualified into the Shipping and Transport Group in September 2012. Since qualification, William has specialised in shipping and logistics litigation and has gained experience of disputes relating to charterparties, bills of lading, the CMR convention, freight forwarding, international sale contracts and shipbuilding disputes. William has acted for, amongst others, P&I Clubs, freight forwarders, owners and charterers in both High Court and arbitral proceedings. William was also seconded to the HFW Singapore office during his training and is actively involved in the firm's pro bono schemes.



**Matthew Gore**, Associate, Holman Fenwick Willan

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Matthew specialises in transactional work with a particular emphasis on the ports, transport and logistics sectors. Matthew has experience of a wide range of international corporate and commercial transactions, including acquisitions and disposals of businesses, assets and shares; joint ventures; corporate law issues and commercial contracts. Matthew has particular experience of multi-jurisdictional transactions and international infrastructure projects, including corporate and commercial transactions in a number of different sectors such as ports and terminals (including port development and operation); shipping (container, roll-on/roll-off and dry bulk); logistics contracts and arrangements; and multimodal transport. He is also a member of HFW's Ports & Terminals Group. Before joining HFW, Matthew was employed by a global shipping and industrial conglomerate working in a variety of commercial and operational roles in the UK and Denmark.



**Tara Johnson**, Associate, Holman Fenwick Willan

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Tara specialises in international commercial dispute resolution and litigation principally in the shipping and logistics sectors. She has experience of acting for shipowners, charterers and P&I clubs on a range of disputes arising from charterparties, bills of lading and ship sale and purchase agreements. Tara spent time in HFW's Singapore office as part of her training, working with a range of clients involved in the mining and commodities sectors. She is actively involved in the firm's pro bono activities.



**Matthew Wilmshurst**, Associate, Holman Fenwick Willan

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Matthew specialises in logistics, marine insurance and admiralty matters. He advises freight forwarders and hauliers on a range of projects and commercial disputes and has developed particular experience of dealing with claims of a time sensitive nature, as well as customer collapses. Matthew also advises on liability claims arising from warehousing and the carriage of goods by sea or road, and has experience of handling policy wordings and coverage disputes. Matthew's work in the admiralty department includes LOF salvage claims and advising shipowners and their insurers on issues arising from piracy, collisions, general average and commercial disputes. Matthew's split practice between logistics and admiralty leaves him well placed to advise shipping companies on the appropriate response to maritime casualties, where he forms a link between the firm's admiralty lawyers and liner shipping specialists. Prior to joining HFW, Matthew worked with a niche shipping and insurance law firm and has also spent time in industry.