



GTA TRAINING AND DEVELOPMENT PROGRAM

NAVIGATING TRADE CONTRACTS RISK



Presenter: Geoff Farnsworth

Geoff is a Partner at Holding Redlich and is a leading Australian transport and commodities lawyer with **over 25 years** of experience, recognised in Chambers Asia-Pacific guide for his strategic advice in shipping.

Geoff has been listed in The Best Lawyers in Australia guide since 2013 and recognised by Doyle's Guide since 2016 and Who's Who Legal in 2022, as a global leader in the shipping space. Geoff advises clients across transport, agribusiness, and energy sectors on complex commercial disputes, regulatory matters, port logistics, trade finance, and competition law.

In 2024, Geoff was elected President of Chartered Institute of Arbitrators (Australia).

Geoff acts as Secretariat to GTA Arbitration Tribunals and has served as a Director on GTA Board for over 20 years. In 2024, Geoff was awarded GTA Life Membership.

GTA Courses are offered to GTA Members and Non-Members and targeted at all levels of industry experience

Navigating Trade Contracts Risk is a practical, half-day workshop designed to highlight common pitfalls and risks in grain contract execution.

With a focus on **real-world examples and case studies**, this course explores key contractual considerations and challenges that arise in day-to-day trading.

Delivered by an experienced legal practitioner, the workshop provides valuable insights and tools to help participants **avoid costly mistakes**. Ideal for those looking to strengthen their practical understanding of trade contract risks.

Topics covered:

- **Common Pitfalls in Trade Contract Execution** Identifying frequent errors and oversights that lead to disputes or financial loss.
- **Contract Risk Areas and Contract Clauses Explained** A practical breakdown of key concepts and clauses that carry risk.
- **Case Studies: Lessons from Real Contract Disputes** Interactive analysis of real-world examples and outcomes.
- **Best Practices for Managing Risk and Strengthening Execution** Practical strategies and tools to reduce exposure and improve compliance.

Who is this workshop for?

NCR workshop is designed for grain industry professionals involved in contract negotiation, execution, and management. This includes traders, contract administrators, logistics personnel, and commercial managers who have a working knowledge of trade contracts but seek to strengthen their practical understanding of risk areas. The course is particularly valuable for those looking to avoid common pitfalls, better understand legal implications, and improve confidence in handling contract-related issues.

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