

**THE SUGAR ASSOCIATION OF LONDON  
&  
THE REFINED SUGAR ASSOCIATION**

**FRIDAY 2 NOVEMBER 2018**

**AUTUMN SEMINAR**

The Sugar Association of London and The Refined Sugar Association are once again presenting a one-day seminar at the offices of HFW LLP, solicitors, on Friday 2 November 2018.

The Seminar is designed for those who have been involved in the sugar trade for less than 4 years.

Presentations will be made by eight speakers who are respected members of the international sugar trade and specialist lawyers from the leading City of London law firms.

The presentations to be made are:-

It All Starts With The Sale And Purchase Contract

Is there a binding contract?

What are the terms?

Common problems and how to avoid them.

[Judith Prior – Partner, HFW LLP](#)

The Importance of Clarity Of Language

Some thoughts on how to avoid contractual disputes by ensuring that what you write is clear and unambiguous.

[Philip van Grutten – Senior Trader at ED & F Man Sugar Limited and Chairman of The Refined Sugar Association.](#)

Risk, The Passing Of Risk And What It Means For A Sugar Trader

[Jeff Isaacs – Partner, Hill Dickinson LLP](#)

Crystal Clear: Sugar Quality & Analyses In A Trading Perspective

Starting by explaining the basic chemistry of sugar, Tim will elaborate on four important quality parameters in the sugar trade: moisture, colour, polarisation and ash. He will relate them to EU and Codex specifications and the consequences deviating quality may have on sugar behaviour during storage and transshipment, such as caking and colour change.

[Tim Thys – Control Union World Group](#)

### The Role Of The Futures Market

A presentation on the important role futures markets play in the day to day trading of physical sugar. The origins of global futures markets, their role as a hedging tool and the delivery mechanisms involved.

Ian Stephenson – Associate Director, Macquarie Group Limited

### Sale and Shipping Contracts – How Do They Fit Together ?

Charterparties, Charterparty Bills of Lading, Liner Bills and Container Bills.  
How do various carriage contracts inter-relate ?

Charles Williams – Partner, Thomas Cooper LLP

### Methods of Payment in the Supply Chain

#### Blockchain: Applications in Payment

In today's global market place it is fundamental that all participants across the supply chain have a good understanding of different methods of payment available and their application. The objective of this presentation is to give an introduction of most common payment methods used and how they can be applied to mitigate risk and unlock working capital. The presentation will also give a brief introduction on blockchain technologies and how they are already changing the use of traditional payment methods and the way market participants transact.

Rodrigo Martins – Trade Finance Manager at Czarnikow Group Limited

### The Role of The Sugar Association of London and The Refined Sugar Association

The purpose and function of the SAL and RSA for both Members and Non-Members of the international sugar trade.

Nigel Durham – Secretary, The Sugar Association of London and The Refined Sugar Association

## SUMMARY

**TIME:** The seminar will commence at 9.30 a.m. with registration from 9.00 a.m. and it will end at approximately 4.45 p.m.

**VENUE:** HFW LLP, Friary Court, 65 Crutched Friars,  
London EC3N 2AE  
Direction at [www.HFW.com](http://www.HFW.com)

**COST:** The cost per delegate:-  
Members £270.00 + £54.00 VAT (£324.00)  
Non- Members £290.00 + £58.00 VAT (£348.00)

Tea/coffee and buffet lunch is included.

**Registration forms are available on the Association's website at [www.sugarassociation.co.uk](http://www.sugarassociation.co.uk) or from the Secretary by e-mail at [durhamn@sugar-assoc.co.uk](mailto:durhamn@sugar-assoc.co.uk)**