



# **ABLM Session**

## **Contract Management for Freight Forwarders: Six Essential Clauses in Contract with Clients**

**William Fullard** of Fullard Mayer Morrison

2<sup>nd</sup> October 2019  
Cape Town, South Africa



# The context: managing the **liability** risk.





A brief discussion on contract management: yours, not theirs.





**Subcontracting:** the right to subcontract and the question of liability for the acts and omissions of third parties.





**Time for performance: why time should never be of the essence.**





**A general and special lien and pledge: security for a line of credit and a useful bargaining tool to boot.**





# The indemnity clause: an essential in the hurly-burly world of international forwarding.





**Excluding liability for indirect and consequential damages: the specter of unlimited damages, in an unlimited amount.**







# The all-essential monetary limit on liability: some strategies.





# Thank you!

