

The **Commodity Trading & Chartering Masterclass Online** is a series of 10 online sessions highlighting keys of commodity trading and chartering. Each session will run for 75-90 minutes. The course will examine commodity trading as a whole and discuss international contracts of sea carriage, which are heavily influenced by sale contracts.

Starting time:
14:00 GMT/UTC
15:00 CET

Session	Date	Topic	Speaker
Session 1 (75 minutes)	Monday 7 March 2022	The relationship between the sale, insurance, and carriage contracts	Richard Williams
Session 2 (75 minutes)	Tuesday 8 March 2022	Fundamental principles of sale contracts: offer and acceptance, price, fitness for purpose, and common forms of sale contracts: INCOTERMS, payment mechanisms, letters of credit (UCP 600), required documentation	Richard Williams
Session 3 (75 minutes)	Wednesday 9 March 2022	Force Majeure Clauses, frustration and disruption of shipments	Richard Williams
Session 4 (90 minutes)	Thursday 10 March 2022	The shipowners' duties: seaworthiness, care for cargo, proceeding with dispatch, release of bills of lading/sea waybills	Baris Soyer
Session 5 (90 minutes)	Friday 11 March 2022	The charterers' duties: nomination of ship, provision of cargo, payment of freight, laytime and demurrage	Baris Soyer
Session 6 (75 minutes)	Monday 14 March 2022	Forms of contracts of carriage: long/short forms bills, incorporation of charter clauses, multimodal bills, sea waybills, delivery orders	Richard Williams
Session 7 (75 minutes)	Tuesday 15 March 2022	The main functions of the B/L and the transfer of rights and obligations between holders of the bill of lading	Richard Williams
Session 8 (90 minutes)	Wednesday 16 March 2022	Dangerous cargo and safe port/safe berth	Baris Soyer
Session 9 (75 minutes)	Thursday 17 March 2022	Letters of Indemnity (LOI): Delivery of cargo without bills, deviation, switch bills, unavailable bills under letters of credit etc	Richard Williams
Session 10 (90 minutes)	Friday 18 March 2022	Cargo insurance and other types of insurance (Charterer's liability insurance and P & I cover)	Baris Soyer

Expert speakers:**Richard Williams**

Richard was a partner with Ince & Co for 25 years and was chairman of the firm's dry shipping business group specialising in carriage of goods, charter parties and P&I issues. He was regularly consulted both by private clients and also by United Nations agencies and other international bodies in relation to industry-wide issues. He is the author of numerous articles on shipping law and is co-author of the standard textbook "Limitation of Liability for Maritime Claims" published by Lloyds of London Press (4th edition 2005). He is now a consultant to Ince & Co and a visiting professor, teaching maritime law at Swansea University.

**Baris Soyer**

Professor Soyer is the Director of the Institute of International Shipping and Trade Law at Swansea University (www.swansea.ac.uk/law/istl). He is a member of the British Maritime Law Association and British Insurance Law Association. He is the author of Warranties in Marine Insurance published by Cavendish Publishing (2001), Marine Insurance Fraud published by Informa Publishing and of an extensive list of journal articles published in elite journals such as Lloyd's Maritime and Commercial Law Quarterly, Journal of Business Law, Cambridge Law Journal, Edinburgh Law Review, Law Quarterly Review, Torts Law Journal and Journal of Contract Law. He sits on the editorial boards of the Journal of International Maritime Law, Shipping and Trade Law and editorial committee of the Lloyd's Maritime and Commercial Law Quarterly (International Maritime and Commercial Law Yearbook). He currently teaches Admiralty Law, Charter parties: Law and Practice and Marine Insurance on the LLM Programme, and is the Director of Shipping and Trade LLM programmes at Swansea.

Facilitator:**Merete Lund Greisen**

Merete is Head of Support & Advice and has been with BIMCO since April 2013 and is responsible for advising and guiding BIMCO members on contractual issues and disputes. This involves recommending the right charter party forms, commenting on terms and clauses agreed (and to be agreed), interpretation and construction of charter parties and clauses. In addition to many years of relevant experience from the chartering departments of shipowners/operators, her background also gives her a cargo owner's point of view in all chartering aspects.

**Dorte Bisgaard**

Dorte joined BIMCO in 2021 as manager in Support & Advice and is responsible for advising and guiding members on contractual issues and disputes.

Dorte started her career as a shipping trainee in 1995 with a Danish shipowner where she gained experience in operations. For eight years, Dorte worked in chartering and operations for bulk and dry cargo with ship owners and operators in London, Asia and Vancouver before returning to Copenhagen.

Dorte has also worked for a large Danish energy company where she was involved with procurement of biomass (wood pellets) from overseas markets. In 2000, Dorte qualified as a member of the Institute of Chartered Shipbrokers in London.

**Peter Storm**

Peter, Manager, Support and Advice at BIMCO, is responsible for advising and guiding BIMCO members on contractual issues and disputes. This includes recommendation of relevant charter party forms, advice on terms and clauses, as well as guidance regarding interpretation and construction of charter parties. Peter's shipping career began as a trainee in 1994 with a Danish shipowner where he gained experience in both operational and commercial roles. He worked for many years with a major brokering

firm holding a variety of positions as a shipbroker before joining BIMCO in 2013. Peter has also been employed within the financial sector for several years.

**Ayako Odashima**

Ayako is Manager in BIMCO's Training department and is responsible for marketing and implementation of BIMCO's training courses worldwide.

Prior to joining BIMCO in 2015, Ayako has worked for various international organizations, including UNICEF, FAO, WFP and UNOPS, and has been responsible for large-scale emergency logistics and coordinated training programs on humanitarian logistics and supply chain management in Asia, Africa, Europe and in the Middle East.

Ayako holds a MSc in International Relations from London School of Economics and BA from Boston University.