

 **BIMCO TRAINING**

**BIMCO**

MASTERCLASS

# COMMODITY TRADING & CHARTERING

**Istanbul**

7-8 May 2026



DAY 1

09:00-09:30	<b>Opening remarks and introduction to the documentary work of BIMCO</b>
<b>Introduction</b>	
09:30-10:30	<b>The contractual matrix: The relationship between the sale, insurance and carriage contracts</b>
<b>International contracts of sale</b>	
10:30-11:30	<b>Fundamental principles of sale contracts:</b> <ul style="list-style-type: none"> <li>■ Offer and acceptance</li> <li>■ Price</li> <li>■ Fitness for purpose</li> <li>■ Force majeure clauses</li> <li>■ Frustration.</li> </ul>
11:30-11:45	<i>Break</i>
11:45-12:45	<b>Common forms of sale contracts:</b> <ul style="list-style-type: none"> <li>■ Incoterms</li> <li>■ Payment mechanisms</li> <li>■ Letters of credit (UCP 600)</li> <li>■ Required documentation.</li> </ul>
12:45-13:45	<i>Lunch</i>

**Carriage contracts**

13:45-15:30	<b>Principles of cargo and liability insurance</b>
15:30-15:45	<i>Break</i>
15:45-17:00	<b>Principles of cargo and liability insurance</b> <i>(continued)</i>

DAY 2

09:00-10:15	<p><b>Carriage contracts – the main functions of the B/L and the transfer of rights and obligations between holders of the B/L:</b></p> <ul style="list-style-type: none"> <li>■ Evidence of contract</li> <li>■ Receipt of goods</li> <li>■ Document of title</li> <li>■ Transferable rights</li> <li>■ Obligations shift</li> <li>■ Essential for claims.</li> </ul>
10:15-10:30	<i>Break</i>
10:30-11:45	<p><b>The shipowners' duties:</b></p> <ul style="list-style-type: none"> <li>■ Seaworthiness</li> <li>■ Care of cargo</li> <li>■ Proceeding with dispatch</li> <li>■ Release of bills of lading/sea waybills etc.</li> </ul>
11:45-13:00	<p><b>The charterers' duties:</b></p> <ul style="list-style-type: none"> <li>■ Nomination of ship</li> <li>■ Provision of cargo</li> <li>■ Payment of freight</li> <li>■ Laytime and demurrage.</li> </ul>
13:00-14:00	<i>Lunch</i>

<b>Carriage of goods: bills of lading</b>	
14:00-14:45	<p><b>The relevance of compulsory international conventions:</b></p> <ul style="list-style-type: none"> <li>■ The Hague Rules</li> <li>■ The Hague-Visby Rules</li> <li>■ The Hamburg Rules</li> <li>■ The Rotterdam Rules.</li> </ul>
14:45-15:30	<p><b>Letters of Indemnity (LOIs):</b></p> <ul style="list-style-type: none"> <li>■ Delivery of cargo without bills</li> <li>■ Deviation for clean bills</li> <li>■ Unavailable bills under letters of credit</li> <li>■ Practical checklist</li> <li>■ Switch bills of lading.</li> </ul>
15:30-15:45	<i>Break</i>
15:45-17:00	<b>Case study 2</b>



## 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](http://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.



**Mette Juul Madsen**

Mette is a Training Manager at BIMCO, delivering both online and face-to-face training courses that cover key commercial shipping topics to a global audience. Mette's responsibilities include course planning and implementation, and she is assisting with the development of new training activities.

Mette was part of BIMCO's Training department from 2012 to 2017 and joined again in 2023. Mette holds a MSc in Business, Language and Culture from Copenhagen Business School.

### Where will the course be held?

Turkish Chamber of Shipping  
Meclis-i Mebusan Cad. No: 22  
34427 Fındıklı, Beyoğlu  
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