



The practical voice of shipping

BILLS OF LADING MASTERCLASS

Bills of lading are at the core of international trade. The course focuses on common issues in B/L disputes (such as claused B/L's, general average and liens) as well as on how this is legally dealt with worldwide.

 **TRAINING**

Santiago, Chile
10–11 November 2025

DAY 1

09:00–09:20

Opening remarks and introduction to BIMCO

09:20–10:30

Overview of bills of lading:

- The relationship between the contract of sale, the letter of credit, the charter party, the bill of lading and the insurance certificate
- How the sale contract influences and affects the carriage contracts
- The major functions of the bill of lading.

10:30–11:00

Break

The bill of lading as a receipt

11:00–12:00

The bill of lading as a receipt:

- Quantity/weight
- Apparent order and condition
- Date
- Mate's receipts
- Clean bills and claused bills
- The evidential effect of the bill
- "Weight unknown" clauses.

The bill of lading as a contract of carriage

12:00–12:30

Who is the legal carrier under the bill of lading:

- Owners' and charterers' bills
- The merits of each type.

12:30–13:30

Lunch

13:30–14:30

The bill of lading as a contract of carriage:

- The nature of the contract
- Types of bills of lading
- Incorporation clauses
- Which is the governing contract – the charter or the bill?

14:30–15:30

The importance of international regulation:

- The impact of the Hague, Hague–Visby and Hamburg Rules
- The duties and rights of the carrier
- Package limitations
- Time limits
- The importance of Paramount Clauses
- The impact of the Rotterdam Rules.

15:30–16:00

Break

16:00–17:00

Case study 1

DAY 2

09:00–10:00

The protection of third parties

- Claims in tort
- Himalaya clauses
- Circular indemnity clauses
- Bailment on terms.

10:00–10:30

Break

10:30–11:30

The problems caused by negotiating bills of lading:

- Who has the right to sue the carrier?
- Who is liable to the carrier for damage to the ship?
- Order bills, straight bills, seaway bills.

11:30–12:30

The bill of lading as a document of title:

- The rule as to delivery of cargo
- The danger of mis-delivery
- Delays to the ship
- Letters of indemnity
- Alternative documents.

12:30–13:30

Lunch

13:30–14:30

Letters of indemnity:

- When used?
- When enforceable?
- P&I position
- Practical guidelines.

14:30–15:15

Switch bills of lading

15:15–15:45

Break

15:45–17:00

Case study 2

SPEAKERS



Claudia Botero Götz

Claudia Botero Götz is a Senior Lawyer at Gard's New York office, admitted to practice law in New York. She joined Gard in April 2006 after working at several New York maritime firms.

Claudia is well-versed in maritime arbitration and litigation. Claudia handles both P&I (marine casualties, pollution matters and cargo claims) and an array of Defence matters for both ship owners and the charterer/trader members based in Latin America.

Prior to joining Gard, Claudia often appeared in both State and Federal Courts practicing in various areas including cargo/property damage, personal injury and charter party disputes. She is a member of the NY State Bar and WISTA NY, and serves as co-president of the WISTA NY/NJ chapter.



Javier Franco

Former President of the Colombian Maritime Law Association, titular member of the International Maritime Committee (CMI) and member of the IWG on Lex Marítima. He is also a member of the Customs and Trade Facilitation Commission at ICC Colombia and serves on the Maritime Hull & Liabilities Committee, the Legal Observatory and the Claims Observatory of the Latin American Association of Marine Underwriters (ALSUM).

He was part of the expert working group that drafted the first version of Colombia's Maritime Code proposal for the Colombian Maritime Authority (DIMAR). He holds an LL.M. in International Commercial and Maritime Law from Swansea University, UK (Distinction, 2009) and was recently granted a doctorate (honoris causa) by the Centro Universitario de Estudios Jurídicos. His most notable academic contributions include the book "Legal Aspects of Logistics and Logistics Services Contracts" (2014) and his coordination of "Perspectives on Maritime Law and Logistics" (2023).

He is an Arbitrator at the Bogotá Chamber of Commerce, a Research Professor in Commercial Law at Universidad Externado de Colombia, and the Director of the Logistics Observatory at the same university. Additionally, he is a Partner at Franco & Abogados Asociados. He also serves as the Director of the International Working Group on Trade Facilitation and Sustainability at the Center for Ocean Policy and Economics (USA) and is a BIMCO-certified trainer.

VENUE

Where will the course be held?

The course venue will be confirmed approximately 8 weeks before the start of the course so we can find a suitable venue for the number of participants.

ORGANISERS



Thomas Damsgaard

Thomas Damsgaard is BIMCO's Head of Americas. He started an exciting shipping career in 1990 and has earned his stripes in a succession of increasingly challenging roles within senior management and leadership for maritime market leaders. He has led several maritime start-ups and turnarounds and acted as an external advisor on leadership, strategy and optimisation to global maritime, logistics and PE organisations. He has served on professional boards within shipping and logistics. An active member of the Houston maritime community, he fills leading roles including for the Houston Maritime Arbitrators Association, the Advisory Board at the University of Houston; he co-founded the Danish American Chamber of Commerce and a not-for profit maritime scholarship fundraiser.

Thomas holds an MBA in Shipping & Logistics (Blue MBA) from Copenhagen Business School.



Christian Hoppe

Christian is BIMCO's General Counsel. He is a lawyer and graduated from the University of Copenhagen with a Master's degree in 2001 and an LL.M. with Distinction from the University of Southampton in 2004. He worked at the Danish Maritime Authority from 2001 until joining the European Commission's Directorate-General for Maritime Transport and Energy in 2005.

Christian has been with BIMCO since 2009, providing legal and policy advice inhouse and to members, representing the association at various international meetings and managing a number of contracts and clauses related projects. Christian was seconded to Danish law firm Gorrissen Federspiel from 2017 to 2018 and was admitted to the Danish Bar in February 2019 (practice certificate deposited). From 2022 to 2023, he worked out of BIMCO's Singapore office whilst being part-time seconded to BW Group.

For more information, please contact:

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The BIMCO logo, featuring the word 'BIMCO' in a large, bold, blue sans-serif font. Above the letters 'i' and 'm' is a horizontal blue line with a small square in the center, resembling a stylized ship's mast or a bridge structure.