

**Istanbul** 12-13 March 2026

# MASTERCLASS COMMODITY TRADING & CHARTERING



# DAY 1

09:00-09:30	Opening remarks and introduction to the documentary work of BIMCO	
Introduction		
09:30-10:30	The contractual matrix: The relationship between the sale, insurance and carriage contracts	
International contracts of sale		
10:30-11:30	Fundamental principles of sale contracts:  ■ Offer and acceptance ■ Price ■ Fitness for purpose ■ Force majeure clauses ■ Frustration.	
11:30-11:45	Break	
11:45-12:45	Common forms of sale contracts:  ■ Incoterms ■ Payment mechanisms ■ Letters of credit (UCP 600) ■ Required documentation.	
12:45-13:45	Lunch	

Carriage contracts		
13:45-15:30	Principles of cargo and liability insurance	
15:30-15:45	Break	
15:45-17:00	Principles of cargo and liability insurance (continued)	

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# DAY 2

09:00-10:15	Carriage contracts – the main functions of the B/L and the transfer of rights and obligations between holders of the B/L:  Evidence of contract  Receipt of goods  Document of title  Transferable rights  Obligations shift  Essential for claims.
10:15-10:30	Break
10:30-11:45	The shipowners' duties:  ■ Seaworthiness ■ Care of cargo ■ Proceeding with dispatch ■ Release of bills of lading/sea waybills etc.
11:45-13:00	The charterers' duties:  ■ Nomination of ship ■ Provision of cargo ■ Payment of freight ■ Laytime and demurrage.
13:00-14:00	Lunch

Carriage of goods: bills of lading		
14:00-14:45	The relevance of compulsory international conventions:  ■ The Hague Rules ■ The Hague-Visby Rules ■ The Hamburg Rules ■ The Rotterdam Rules.	
14:45-15:30	Letters of Indemnity (LOIs):  ■ Delivery of cargo without bills  ■ Deviation for clean bills  ■ Unavailable bills under letters of credit  ■ Practical checklist  ■ Switch bills of lading.	
15:30-15:45	Break	
15:45-17:00	Case study 2	

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#### **Baris Soyer**

Professor Sover 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.



### **George Leloudas**

Professor George Leloudas is a Professor at the Institute of International Shipping and Trade Law (IISTL) of Swansea University that he joined in 2011. He is a graduate of the National and Kapodistrian University of Athens. He holds LLM degrees from the University of Bristol (England, 2002) and McGill University (Montreal, Canada, 2003). He also completed his PhD degree at Trinity Hall, Cambridge University in 2009 and worked in practice as a solicitor in London prior to joining to the IISTL. George has published extensively in the fields of insurance and carriage of passengers/cargo and his research interests extend to multimodal transport and the regulation of autonomous transport systems. He teaches marine insurance law, carriage of goods by sea, land and air and arbitration law. He has published two monographs, the most recent one with Professor Malcolm Clarke of Cambridge University on cargo Insurance. He is also the General Editor of the preeminent publication, Shawcross and Beaumont on Air Law and his new book on the Montreal Convention 1999 is expected to be published at the end of 2023.

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#### **Peter Grube**

Peter Grube is Training Manager at BIMCO, where he develops and delivers BIMCO courses and seminars worldwide. As part of a long-term succession plan, he stepped down as Head of BIMCO Training in 2025 and continues to contribute to the team in a part-time role, focusing on programme development and delivery.

Peter joined BIMCO's Support & Advice department in 1990 and later became Marketing & Sales Director for membership and products, driving BIMCO's global position as a leading membership and shipping organisation. Before joining BIMCO, he worked at a shipowning office in Copenhagen and as a Sale & Purchase broker in Greece.

He is a graduate of the Danish School for International Marketing & Export, a Chartered Shipbroker (FICS), and holds a Master's in Education and Learning from Roskilde University (RUC).



## **Christian Hoppe**

Christian is BIMCO's Head of Training. 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, being the General Counsel from 2016 to 2025, 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.

## 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.



# For more information, please contact:

Address: Bagsvaerdvej 161, DK-2880 Bagsvaerd, Denmark

**Phone:** +45 4436 6832

**Email:** *training@bimco.org* 

Web: www.bimco.org/training

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