



*The practical voice of shipping*

# BILLS OF LADING MASTERCLASS

*Bills of lading are at the core of international trade. This BIMCO Masterclass 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.*

 **BIMCO TRAINING**

**Athens, Greece**  
20–21 May 2025

## DAY 1

08:30–09:00

*Registration/coffee*

09:00–09:20

**Opening remarks and introduction to BIMCO and the participants**

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



### Stephen Mackin

Stephen is a partner at Hill Dickinson in Newcastle, UK. He is a former mariner and now lawyer with experience, both practical and legal of all aspects and issues arising from the carriage of liquid cargoes by sea. He has been described by clients as "the lawyer you want on your right hand side in any dispute".

Stephen gained practical tanker experience with Shell on; VLCC's, Shuttle tankers, Clean

Product tankers and LNG tankers. As a lawyer his focus and practice centres on the issues that arise from the operation of tankers; shortages, contamination, bills of lading delay and the whole range of charterparty related disputes.

Stephen's specialisms include liquid cargo related issues, sanctions applicable to the movement of oil and gas, environmental issues and particularly the development of Emissions Trading Schemes, shipmanagement – he is a member of the BIMCO SHIPMAN drafting committee.

He has a degree in Maritime Studies (BSc Hons – First), as well as the Common Professional Examination (Distinction) and the Law Society Finals (Honours).



### Sophie Pollard

Sophie is Legal Director at Hill Dickinson in Newcastle, UK. She advises on a wide range of contentious shipping matters, disputes arising out of charterparties, bills of lading, ship building contracts, and contracts of affreightment. She also has experience advising on general average and salvage following marine incidents.

Sophie acts for P&I Clubs, shipowners and charterers, as well as cargo owners. She advises

on all aspects of shipping and energy related matters, including those arising from the carriage of oil and gas.

She regularly advises clients in Arbitrations and High Court proceedings. Her cases are often multi-jurisdictional aspects, which involve working closely with foreign lawyers in matters such as enforcement.

She speaks regularly at conferences worldwide on shipping related issues.



## 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.

## ORGANISER



### Peter Grube

Peter Grube is Head of Training in BIMCO, responsible for developing and delivering BIMCO courses and seminars world-wide. He joined BIMCO's Support & Advice department in 1990 and was later appointed Marketing & Sales Director for membership and products, responsible for promoting and driving forward BIMCO's global position as a leading membership and shipping interest organisation. Prior to joining BIMCO he worked at a shipowning office in Copenhagen, as well as a Sale & Purchase broker in Greece. He is a graduate from the Danish School for International Marketing & Export and is a Chartered Shipbroker (FICS). He holds a Master's in Education and Learning from Roskilde University (RUC).



### Elena Tassioula

Elena is General Manager of BIMCO for Greece and Cyprus based in Athens. She is also responsible for the execution of BIMCO training and seminars in Greece and Cyprus. Prior to joining BIMCO she worked for a shipowner in Singapore and Athens and before that in the energy sector. She has wide international commercial and managerial experience, a degree in International Marketing and Strategy and speaks 6 languages. Elena is a member of WISTA.

## 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.