



**BIMCO TRAINING**

**BIMCO**

MASTERCLASS

# COMMODITY TRADING & CHARTERING

**Tokyo**

12-13 November 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>

**Carriage of goods: bills of lading**

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>



**Andrew Rigden Green**

Andrew is a Partner in the Maritime and Dispute Resolution groups of Watson Farley & Williams LLP.

Andrew's experience spans corporate and commercial disputes, international arbitration, shipping and offshore construction. His practice includes FD&D, P&I, shareholder, corporate, trust and private wealth, joint venture and sale and purchase disputes across several industries including maritime, aviation, oil and gas and LNG. He is also experienced with energy transition matters and in particular maritime decarbonisation.

His clients primarily include most of the IG P&I Clubs, shipowners, Chinese SOEs, Japanese trading houses and corporates in the oil and gas sector, Hong Kong and Singapore-based UHNWIs, Chinese, Taiwanese and Hong Kong privately owned companies as well as European and US companies operating in Asia. Andrew also works with environment focussed NGOs and governmental bodies on projects to decarbonise the maritime industry.



**Sammy Smallbone**

Sammy Smallbone is a Senior Corporate Lawyer and Sanctions Adviser in the Gard Group Legal team. Working from Gard's Tokyo office, he currently handles sanctions, corporate, and regulatory matters for the Gard Group. In 2023 he sat on the BIMCO drafting committee for the SYNACOMEX grain charter. Before joining Gard, he spent nine years in private practice as a shipping lawyer in London and Hong Kong, specializing in bill of lading and charterparty dispute resolution. He is qualified in Hong Kong and England and Wales and previously worked as a teacher and theatre practitioner.



## Wei Zhuang

Wei Zhuang is the Head of Asia Pacific at BIMCO. Wei started his BIMCO career with the Legal & Contractual Affairs Department in 2011 where he joined a wide range of BIMCO's standard contracts and clauses projects, including project development, revision and promotion. He was further promoted as China Liaison Officer as well as the General Manager of BIMCO Shanghai Centre. Now as the Head of Asia Pacific, he is committed to keeping a constructive relationship with regional regulators and industry stakeholders and, most importantly, to provide portfolio services to BIMCO members and potential members in Asia.

Wei's previous positions include eight years as a maritime lawyer and Senior Fellow at Maritime University. He has a master's degree in maritime law and a PhD in international law.

庄炜系波罗的海国际航运公会(BIMCO) 亚洲区总经理。他在2011年加入BIMCO的法律与合同事务部工作，期间参与了大量BIMCO标准合同和条款的项目，包括项目开发、修订以及推广。后来庄先生被任命为大中华区总经理兼BIMCO上海中心主任，目前其担任BIMCO亚洲区总经理，致力于加强BIMCO与亚洲的沟通和合作，积极推动国际航运界和航运政策制定者和产业利益者之间富有建设性的沟通与合作，重点是维系亚洲区BIMCO会员的利益并向他们提供高效的服务。

庄炜曾担任8年的海事律师和高校教师，拥有海商法硕士及国际法学博士学位。

## Where will the course be held?

Tekko Conference Rooms  
4th floor, Tekko Building South Tower  
Marunouchi 1-8-2, Chiyoda-ku,  
Tokyo 100-0005, Japan



## Megan Lim

Megan is an Assistant Membership & Training Manager at BIMCO's Singapore office which involves continuous support for global membership and training operations, working closely with members, partners, and industry stakeholders. Her efforts also aim to expand BIMCO's presence in Singapore and broader Asia, in collaboration with the Asia team. She joined BIMCO in 2022 as a Student Assistant supporting the Singapore office's membership activities and assisting former Deputy Secretary General, Søren Larsen. Megan is an alumnus of Nanyang Technological University (NTU), holding a Bachelor's degree in Maritime Studies.

## Where will the course be held?

Tekko Conference Rooms  
4th floor, Tekko Building South Tower  
Marunouchi 1-8-2, Chiyoda-ku,  
Tokyo 100-0005, Japan

## For more information, please contact:

**Address:** Bagsvaerdvej 161, DK-2880 Bagsvaerd, Denmark

**Phone:** +45 4436 6832

**Email:** [training@bimco.org](mailto:training@bimco.org)

**Web:** [www.bimco.org/training](http://www.bimco.org/training)

## Come talk to BIMCO:

[www.bimco.org/events](http://www.bimco.org/events)

## Follow us:



LinkedIn  
[company/bimco](https://www.linkedin.com/company/bimco)



**BIMCO**