



BIMCO TRAINING

BIMCO

MASTERCLASS
BILLS OF LADING

Copenhagen
14-15 January 2027



DAY 1

09:00-09:30	Introduction to the documentary work of BIMCO: ■ Who drafts BIMCO standard contracts and clauses and how? ■ The importance of industry consultations and explanatory notes ■ What are we working on at the moment?
09:30-10:30	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	<i>Break</i>
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	<i>Lunch</i>
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	<i>Break</i>
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	<i>Break</i>
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	<i>Lunch</i>

13:30-14:15	Switch bills of lading
14:15-15:15	Letters of Indemnity: ■ When used? ■ When enforceable? ■ P&I position ■ Practical guidelines.
15:15-15:45	<i>Break</i>
15:45-17:00	Case study 2



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). 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, Charterparties: Law and Practice and Marine Insurance on the LLM Programme, and is the Director of Shipping and Trade LLM programmes at Swansea.



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.



Ansam Okbani

Ansam is a Training Manager at BIMCO. Prior to joining BIMCO in 2026, Ansam has worked as a French shipping lawyer for 14 years, handling various cases related to shipping, CMR, freight forwarding, customs claims. She lived in Morocco, France, Spain, and now is based in Copenhagen.

Where will the course be held?

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