BIMCO TRAINING

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MASTERCLASS

BILLS OF LADING

Rio de Janeiro

20-21 May 2027

CAR COSTA & ROCHA ADVOGADOS

In cooperation with HFW

THE CHAMBER OF CONCILIATION, MEDIATION AND ARBITRATION

CIESP FIESP

KINCAID MENDES VIANNA ADVOGADOS

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PROGRAMME

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. ■ Comparison with Brazilian law. ■ eBLs under Brazilian law.
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**



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

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SPEAKERS



Christopher Garley

Chris is a Partner in HFW's Shipping team in London, focusing on shipping and international trade disputes in court, arbitration and mediation. He represents owners, charterers, managers and their insurers based internationally, while maintaining a particular interest in German and South American markets.

Chris' primary expertise is on contractual disputes, advising in the aftermath of shipping incidents. In that context, he has acted for Owners and Charterers advising in respect of charterparties, bills of lading, cargo claims, as well as commodities/trade disputes and vessel performance claims, including those arising from prototype "design and build" contracts.

Chris continues to advise on all aspects of the charterparty lifecycle, from advisory work at the initial fixture stage, through to speed and performance claims, sales contracts, bill of lading disputes, letters of indemnity, off-spec cargo claims and redelivery disputes.

In 2025, Chris represented the Owners of the MSC FLAMINIA in the UK Supreme Court – a decision which brought much needed clarification to the application of the Convention on Limitation of Liability for Maritime Claims.



Geoffrey Conlin

Geoffrey is based in CAR's Rio de Janeiro office. He acts mainly for international insurers, reinsurers and brokers based in London and overseas. Geoffrey specializes in resolving complex, cross border claims arising from energy (onshore and offshore), property, casualty and marine risks. He has extensive experience in Ports & Terminals insurance and reinsurance. Geoffrey has acted on cases in most jurisdictions in Latin America. He also has experience advising on policy wordings and coordinating the licensing of reinsurance companies in the Latin American region. Geoffrey is a member of the British Insurance Law Association and is recommended in the Chambers Latin America directories, with clients highlighting his "very direct knowledge and understanding of the local markets besides all the insurance coverage issues" and "his good feel for what clients need during insurance and reinsurance disputes". He is also recommended as one of Brazil's leading insurance and reinsurance lawyers in Who's Who Legal: Brazil 2017. Geoffrey is a regular contributor to market publications and has delivered presentations on insurance and reinsurance in Latin America and in the UK. Geoffrey is qualified in England and Wales.



SPEAKERS



Camila Mendes Vianna Cardoso

Camila Mendes Vianna Cardoso is senior partner of Kincaid | Mendes Vianna Advogados, a traditional Brazilian law firm established in Rio de Janeiro in 1932. Mrs. Cardoso has practice and wide experience in Maritime, Tax and Customs, Corporate, Litigation and Arbitration, Ports and Infrastructure, Energy, Oil and Gas. Employment, Aviation, Compliance and Railway. Accredited international publications such as Chambers and Partners, Legal500 and Who's Who have recognized Camila as Leading Lawyer in her field.



Paulo Campos Fernandes

Paulo Campos Fernandes is a senior consultant lawyer at law offices Kincaid | Mendes Vianna Advogados and a senior naval architect.

He has over 30 years experience in in the shipping industry, including operations, and the trading and logistics of crude oil, refined products, and natural gas.

As a consultant lawyer, he advises clients across a wide range of industries on shipping and trading contracts, as well as regulatory matters.

He is a professor at the Maritime Law Program at Fundação Getúlio Vargas (FGV / RJ).

Mr. Fernandes is the author of the following books:

- Charter Parties Under English and Brazilian Law;
- Liabilities in Shipping;
- Container Sea Carriage Agreements: Fundamentals and Comments.



SPEAKERS



Bernardo de Senna

Bernardo is a partner at CAR in Rio de Janeiro, focusing on Shipping, Insurance and Reinsurance, Energy and Commodities disputes.

He advises companies in the maritime and offshore sectors, in particular shipowners, charterers and P&I Clubs, as well as port terminals, insurers and reinsurers, OCs and renewable energy companies. His work is geared towards complex disputes, often with transnational and multi-jurisdictional aspects, both in administrative phases and in judicial or arbitral proceedings (LMAA, LCIA, ICC, GAFTA). Bernardo also has solid experience in the adjustment of complex claims, contract drafting and interpretation, insurance and reinsurance coverage disputes, emergency response, and regulatory compliance.

Bernardo is ranked in different legal directories for Shipping and Re/Insurance in Brazil, such as Chambers & Partners, Best Lawyers and Lexology Index. Clients state that "Bernardo de Senna is an excellent professional, with great technical and analytical skills in complex cases.".

Bernardo holds an LLM in business law, a master's degree in legal theory and a Ph.D. in law. In all of his degrees, his research addressed shipping/admiralty law subjects. He is a member of the Brazilian Maritime Law Association and the Association Internationale de Droit des Assurances. He is also an invited lecturer at the Brazilian Naval War College in Rio de Janeiro.



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ORGANISERS



Christian Hoppe

Christian is BIMCO's Head of Training. He is a lawyer and graduated fromthe University of Copenhagen with a Master's degree in 2001 and anLL.M. with Distinction from the University of Southampton in 2004. Heworked at the Danish Maritime Authority from 2001 until joining theEuropean Commission's Directorate-General for Maritime Transport andEnergy in 2005. Christian has been with BIMCO since 2009, being theGeneral Counsel from 2016 to 2025, representing the association atvarious international meetings and managing a number of contracts andclauses related projects. Christian was seconded to Danish law firmGorrissen Federspiel from 2017 to 2018 and was admitted to the DanishBar in February 2019 (practice certificate deposited). From 2022 to2023, he worked out of BIMCO's Singapore office whilst being part-timeseconded to BW Group.



Thomas Damsgaard

Thomas Damsgaard is BIMCO's Head of Americas. He started an exciting shipping career in 1990 and has earned his stripes in asuccession of increasingly challenging roles within senior management and leadership for maritime market leaders. He has ledseveral maritime start-ups and turnarounds and acted as an external advisor on leadership, strategy and optimisation to globalmaritime, logistics and PE organisations.

Thomas has served on professional boards within shipping and logistics. An active member of the Houston maritime community, hefills 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 inShipping & Logistics (Blue MBA) from Copenhagen Business School.

VENUE

Where will the course be held?

Kincaid Mendes Vianna Advogados
Rio Branco Avenue, No. 01, 14th floor, Ed. RB1 - Center
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