

Intergovernmental Standing Committee on Shipping



Training Workshop on INCOTERMS and International Freight Logistics Best Practices



Venue: Cresta Golf View Hotel, Lusaka, Zambia
27th - 28th September, 2017

INFORMATION NOTE

Workshop Summary

Description

Experience has shown that many importers and exporters do their business without proper knowledge or experience of international rules and regulations which define the role of buyers, sellers and service providers in the supply chains. Importers and exporters need to understand and apply International Commercial Terms (INCOTERMS) appropriately as well as have the ability to influence the actions of manufacturers, insurers, freight forwarders, transporters and other players involved in international trade.

It is also a fact that marine cargo insurance provision is one of the channels used to externalize scarce foreign currency from the region by applying traditional methods of importing goods on Cost Insurance and Freight (CIF) and exporting on Free on Board (FOB) terms. This is attributed to lack of awareness by shippers (importers and exporters) as well as less involvement of local insurance companies in providing marine cargo insurance cover and governments not enforcing appropriate national laws on Marine Cargo Insurance (MCI).

There are several initiatives put in place to facilitate the movement of cargo and improvement in intra- regional and international trade. These initiatives have positively contributed to the way of doing business in the Member States. It is therefore imperative that importers and exporters are informed about the new developments so that they may take advantage for the betterment of their businesses. Hence the need for sensitizing them on how the systems are operating and how they facilitate trade in the quest of reducing cost of doing business.

Taking into account that international business trend and commercial terms change in tandem with prevailing situations, players in the logistics chain need to be trained and updated regularly on the best practice through training workshops and seminars.

Topics to be covered:

1. International Trade Best Practice including: INCOTERMS 2010 and Marine Cargo Insurance Reforms in the Region (by ISCOS)
2. Risks Associated with the Movement of Cargo in ISCOS Member States (by ISCOS)
3. The Implementation status of relevant laws on Marine Cargo Insurance in the Region- The Zambia Perspective (by ISCOS)
4. Cargo Insurance Products in Zambia (by Insurance Regulator or Association or Company)
5. Modernization and Trade Facilitation Initiatives in Zambia: Success and Challenges (by ZRA)
6. A Brief on Trade Policy in Zambia: Role of National Trade Facilitation Committee (by Ministry of Commerce and Trade)
7. The Role of National Shippers Councils (by ZSC)
8. Financing International Trade (eg. Letter of Credits) (by Bank)



9. Status Quo of the Clearing and Forwarding Sector in Zambia. (Professionalism, Opportunities and Challenges)
10. Dar es Salaam Port's Initiatives in Facilitating Seamless Flow of Cargo. (by TPA/TICTS)
11. The Role of Inland Container Depots in the Supply Chains (by Zambia Cargo & Logistics Ltd)

Who should attend?

The training is open to shippers (importers and exporters), clearing and forwarding agencies, transporters, relevant government ministries and agencies involved in transport, trade, insurance, banks, chambers of commerce and NGOs advocating for seamless movement of goods and services.

Why should you attend?

At the end of the training participants (importers and exporters) and other players using the transport routes would understand the implications of INCOTERMS 2010 used on imports or exports, marine cargo insurance in their businesses; lobby for reduction of cost of doing business in the region; how to secure funds from banks for international trade financing and create a platform for different players in the logistics chains to discuss matters related to their operations and how they could participate in cost reduction endeavors, understand methods and best ways applied in compliance with the IMO SOLAS Gross Mass Verification (VGM) Regulation which came into effect from 1st July, 2016.

Organizers:

The training has been organized by the Intergovernmental Standing Committee on Shipping (ISCOS) based in Mombasa, Kenya in collaboration with the Zambia Shippers' Council (ZSC) under the auspice of the Ministry Transport and Communications of the Republic of Zambia.

