



Zug Commodity Association

Monday, 12 September 2022

14:00 – 18:00, City Garden, Zug

Seminar on Incoterms

Incoterms are core to contracts for the international sale of goods. They link the 4 elements of such contracts – **commercial, transport, regulatory, finance** - and part of their purpose is to identify the division of cost, risk and responsibility between the seller and buyer.

It is imperative that all those involved in international trade activities, such as **traders, manufacturers, bankers, transport operators, forwarders, insurance companies** and **lawyers** have an in-depth understand of the rules.

The trainer Mr Jon Walden was involved in the Incoterms 2020 revision process and is an International Chamber of Commerce accredited Incoterms 2020 trainer.



Program, Monday, 12 September 2022

Incoterms

Topics covered in the seminar:

- Introduction to Incoterms
- The 2020 revision – key differences from 2010
- Why use them – risk, costs, responsibilities, and functions
- The terms – difference between conventional maritime and other modes
- The terms in detail (EXW, FCA, FOB, FAS etc.)
- Incoterms and e-commerce
- Which term to use
- Topical issues – Incoterms and payments

Speaker

Jon Walden, MBE FIEx FIFP

Jon Walden has been involved in international trade for more than 30 years as a practitioner, author, commentator, trainer, and consultant. He has authored three books on international trade procedures and provides training and consultancy to organisations, trade associations, companies, including multi-nationals, on a global basis. He is retained by the International Steel Trade Association UK, and the Institute of Credit Management, as a training provider and is an examiner for the UK Institute of Export & International Trade. Jon is an adviser to the International Chamber of Commerce and is on the UNCEFACT and UNCTAD Roster of Experts. He was involved in the 2020 revision of Incoterms and an ICC accredited Incoterms 2020 trainer. He is a Fellow of The Institute of Export and a Fellow of the Institute of Freight Professionals. Jon is retained to provide training on international trade procedures, shipping / logistics, contracting, customs, insurance, trade finance, supply chain management, export credit control and documentation for organisations in UK and in over 20 countries. Jon is a regular speaker at high profile international trade related conferences, globally. He was awarded MBE in 2005.



Venue

City Garden Zug
Metallstrasse 20, 6300 Zug

Date / Time

Monday, 12 September 2022, 14:00 – 18:00
Followed by networking drink.

Admission

- Participants from ZCA member firms CHF 200.-
every further person from the same company CHF 100.-
- Non-members CHF 300.-
every further person from the same company CHF 150.-

Registration

Please register on our website or send us an e-mail to info@zugcommodity.ch until **6 September 2022**.

Terms & conditions:

Once the deadline for applications has expired, the ZCA will decide whether or not it will be confirmed. In the event of too few applications, the ZCA can postpone or even cancel the course. Should this occur, applicants will be informed shortly after the deadline for applications has expired. **The fee becomes payable once it has been confirmed that the course is running.** The fees remain payable in their entirety in the event of withdrawal following confirmation that the course is running.