



**WORLD TRADE CENTER®**  
**HARRISBURG**  
SERVING CENTRAL PENNSYLVANIA

## Export Documentation

**Wednesday, January 27, 2016 — 8:30 am –12:30 pm**

York County Economic Alliance, York, PA

\$70 WTC Members / \$95 Non-Members

Join us for a seminar covering the technical aspects of an export transaction. Participants will gain a comprehensive understanding of what is involved in selling and transporting goods to foreign buyers.

### The following topics will be covered:

**Commercial Terms/INCO Terms 2010:** Background on INCOTERMS, incorporation within the international sale contract, definitions and review of elements

**Commercial and Legal Documents:** Pro forma invoice, commercial invoice, packing list, country specific documents, certificates of origin, consular documents and more

**Customs Related Exports:** Immediate exportation, transportation & exportation entry, ATA carnet, TIB cancellations, and duty drawback

**Shipper's Declaration/ AES Filing:** Requirements for filing with AES, USFPI and routed export transaction rules, proper preparation, exemptions, and methods of filing

**Classification under Harmonized Tariff Systems:** Structure of the Schedule B, General Rules of Interpretation, numbering structure and nomenclature

**Transportation and Freight Rates:** Modes of transport, inland freight, air, ocean, multi-modal, types of transport documents, coordination of documents & cargo, and certificates of insurance

### About our Presenter:

Bob Imbriani has been in the international/domestic transportation and logistics field for over four decades. He has held various senior executive positions with major U.S. Customs brokers/freight forwarders. He is currently Executive Vice President, International for Team Worldwide. Mr. Imbriani is a well-known speaker and educator in the areas of trade compliance, contract negotiations, transportation, logistic/supply chain solutions, customs brokerage, trade development and financial services. He is an adjunct professor in these areas at Baruch College and Pace University in New York.

---

### Export Documentation Registration

Visa/MC#: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Additional Participants: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

#### Register By:

- Phone: (717) 843-1090
- Fax: (717) 854-0087
- Online: [www.register.wtccentralpa.org](http://www.register.wtccentralpa.org)
- Email: [info@wtccentralpa.org](mailto:info@wtccentralpa.org)
- Mail: 600 N. Hartley St., Ste 110, York, PA 17404

Checks payable to:  
*World Trade Center Harrisburg*

Note that cancellations must be received by  
January 25, 2016.

Registration includes breakfast.