



WORLD TRADE CENTER®  
HARRISBURG  
SERVING CENTRAL PENNSYLVANIA

# Export Procedures

January 22, 2019  
Cork Factory Hotel  
480 New Holland Ave , Lancaster, PA  
8:30 am - 4:00 pm

## One Day Training Program

Does the quality of your documentation match the quality of your product? This program will help you understand how to correctly complete international shipping documents. Learn what documents you should be filling out and how to do so accurately to keep your customers, distributors and company ahead of schedule and save time.

### The following topics will be covered:

**Commercial Terms/INCOTERMS 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, USPPPI 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, Executive Vice President, International for Team Worldwide, has been in the international/domestic transportation and logistics field for over four decades. 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 also an adjunct professor at Baruch College and Pace University in New York.

**Cost: \$250.00**

*Cost includes hot breakfast, lunch and refreshments as well as seminar materials and certificates of completion*

### Discounted Rates Available!

Discounted Rates Available! Qualifying small and medium sized companies can receive a discounted rate of only **\$65.00** for up to 2 participants through funding provided by the PA Department of Community and Economic Development and the US Small Business Administration, under the STEP program. Please contact us for details, or register online to complete and submit the necessary forms to receive the SBA/STEP Discount.



### Registration:

- **Phone:** (717) 843-1090
- [register.wtccentralpa.org](http://register.wtccentralpa.org)
- **Email:** [info@wtccentralpa.org](mailto:info@wtccentralpa.org)

*Cancellations must be received  
by January 18, 2019.*

### Who should attend:

The seminar is designed for anyone involved or concerned with international shipments, including traffic and purchasing managers, shipping/receiving personnel, compliance officers, sales managers, and customer service managers.