

# Export Procedures

January 29, 2019  
Cork Factory Hotel  
480 New Holland Ave , Lancaster, PA  
8:30 am - 4:00 pm

## One Day Training Program

Start the new year on a right note by making sure your international orders are processed correctly, efficiently, and in compliance with all regulations. This seminar provides a comprehensive overview of an export transaction from initial order to delivery.

### 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, USPPI 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 25, 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.