



Understanding Incoterms® 2010 & Creating Export Quotations



Incoterms® rules are standard trade definitions most commonly used in international sales contracts. Devised and published by the International Chamber of Commerce, they are the heart of world trade. Correct use of Incoterms® rules goes a long way in providing the legal certainty upon which mutual confidence between business partners must be based. This workshop will provide an overview of the recent revisions to the Incoterms® 2010 rules, which went into effect worldwide on January 1, 2011.

PRESENTED BY: Adam Mook, MBA, MPA, CGBP
Compliance Department Manager
Logistics Plus, Inc.

SEMINAR DETAILS

DATE: Thursday, July 19, 2012

TIME: 9:00 am – 4:30 pm
(Registration/refreshments at 8:30 am)

LOCATION:
Conference Center at Manufacturer & Business Association
2171 West 38th Street
Erie, PA 16508

COST: \$200 per attendee
(Includes workshop narrative/resource booklet, breakfast & lunch)

TO REGISTER: COMPLETE ATTACHED FORM & RETURN TO

Mail: Attn: Adam Mook – 1406 Peach St., Erie, PA 16501

Fax: Attn: Adam Mook – 814-217-0500

Email: adam.mook@logisticsplus.net

PAYMENT OPTIONS:

- 1) Check made payable to Logistics Plus, Inc. (mailed to: 1406 Peach St. – Erie, PA 16501)
- 2) You may request to have your company invoiced: email Adam at adam.mook@logisticsplus.net
- 3) Online PayPal credit card payment via www.logisticsplus.net. Logistics Plus must first assign your company an Invoice Number in order to provide access to pay via credit card on our website.

Pennsylvania based companies may be eligible to be reimbursed for the attendee registration fees for this workshop through the Pennsylvania WEDnetPA Guaranteed Free Training (GFT) Program. Visit <http://www.wednetpa.com/gft/apply.asp> for application details.





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The scope of Incoterms® 2010 is limited to matters relating to the rights and obligations of the parties to the contract of sale with respect to the delivery of goods sold, but excluding “intangibles” like computer software. This workshop will review the strategic and proper use of the 11 Incoterms® 2010 rules from the perspective of the exporter. Attendees will learn how to use Incoterms® 2010 rules to aid their company in reducing risk exposure, shipping cost minimization and an increase in profit margins for export sales. The teaching method for the workshop is comprised of lecture, on-line demonstrations and group discussion. The relaxed atmosphere of the course allows for attendees to ask questions at any time as the seminar notes and meeting minutes are already provided to everyone in their workshop narrative book. This format allows the attendee to focus on the presented subject matter and participate in group discussion.

The seminar will cover:

- An introduction and overview of the 11 Incoterms® 2010 rules.
- Explanation of the new revisions compared to Incoterms® 2000 rules.
- Incorporating appropriate Incoterms® 2010 rules into your domestic sales transactions.
- Overview of risk and cost responsibilities, from the perspective of both buyer and seller.
- Export and Import clearance obligations, from the perspective of both buyer and seller.
- How to use Incoterms® 2010 rules to your advantage as the exporter.
- Incorporating the seller’s cost responsibilities into the quotation to the buyer.
- In class quotation building exercises in response to international RFQs.
- Understanding the role that Incoterms® rules play in constructing your terms and conditions of international sale, from the perspective of the exporter.

7 CPE CREDIT HOURS AVAILABLE

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Option # 3 - Email: adam.mook@logisticsplus.net

Name _____ Title _____

Organization _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____

For Questions regarding the workshop details please call Adam Mook at 814-464-1722

