

Commercial terms, their proper use, and the corresponding obligations

Negotiating an international sale, purchase agreement, or contract can be quite complex with many negotiating barriers such as language, common business practices, and legal concerns. That's why a full understanding of international commercial terms (Incoterms) and their proper use is essential in avoiding some of the common dangers associated with international transactions. Incoterms, first published in 1936, provide internationally accepted definitions and rules of interpretation for the most common commercial terms.

TOPICS TO BE COVERED

- International Negotiations
- Terms of Sale (Commercial Terms) vs. Payment Terms
- The Terminology of International Trade (Incoterms)
- Which Incoterms to Use
- Costs Associated with Each Term
- Responsibility and Obligations
- The Transfer of Risk from the Seller to the Buyer
- Responsibility for Insurance
- Proforma and Commercial Invoices
- Packing List and Other Commercial Documents
- Exercises with Incoterms

DATE AND TIME

September 13, 2007
8:30 AM - 4:30 PM

LOCATION

Intergraph
170 Graphics Drive
Auditorium in Building 15b
Huntsville, AL 35806

WHAT IS PROVIDED

- Continental Breakfast
- Lunch
- Incoterms Book

COST

\$119.00 Per Person for NAITA Members
\$149.00 Per Person for Non Members

WHO SHOULD ATTEND

- Export / Import Managers
- International Customer Service
- Sales Personnel
- Purchasing Managers
- Contract Coordinators
- Treasurers / CFO
- Anyone Who Prepares International Documentation



INCOTERMS WORKSHOP

2007 SEMINAR SERIES

Presented By:

INCOTERMS WORKSHOP

2007 SEMINAR SERIES

INSTRUCTOR BIOGRAPHY

MIKE ALLOCCA

PRESIDENT, ALLOCCA ENTERPRISES INC.

Michael Allocca is President of Allocca Enterprises, a full-service export and import compliance consulting firm that assists companies across the United States and the globe. He provides hands-on tools and checklists, conducts exercises and shares real life examples on how to guide you and your company to full compliance on every transaction.

After obtaining his bachelors degree in business administration, Mike Allocca became a full-time employee for the Albany, NY freight forwarding company he had interned with in college, handling international ocean exports and imports. Over the next 10 years, Mike quickly worked his way up from internal operations to vice-president of sales for the Latham, NY based company, becoming a part of the select few of the President's Team (accruing well over \$1 million in gross sales in 12 consecutive months) for 6 years in a row.

Mike completed the University at Albany's accelerated executive MBA Program and has since served on the board of directors of the Global Business Network for two years. He travels extensively throughout Europe and China, having recently returned from his 4th visit to China, where he goes for about a month each year. Mike works on a daily basis with exporters and importers all over the United States, conducting compliance audits, implementing export and import management systems, and consulting with local manufacturers on domestic and international compliance and logistics issues. He also conducts on-site and public training seminars several times a month across the United States, discussing a host of international compliance topics.

From 2003 to 2006 Mike was a partner in an export/import consulting company in New York, conducting worldwide compliance and logistics training to many of the world's leading companies. In 2006 Mike started his own consulting company, Allocca Enterprises Inc., and continues to work with companies across the United States and around the world.

Mike stays updated on export and import regulations by attending and/or hosting monthly programs, seminars, and events with the U.S. Department of Commerce, U.S. Customs & Border Protection, U.S. Department of Agriculture, Bureau of Industry and Security, Office of NAFTA and Inter-American Affairs, and the Transportation Security Administration (TSA).

PLEASE REGISTER ONLINE AT

www.naita.org

OR CONTACT:

North Alabama International Trade Association

P.O. Box 2457

Huntsville, AL 35804

Phone: (256) 532-3505

Email: naita@naita.org

FOR SEMINAR INFORMATION,

PLEASE CONTACT:

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DIRECTIONS

I-65 toward Madison - Exit South (toward Triana) onto Wall Triana Highway - Turn left at traffic light onto Interpro Road (Shell Station on right) - Take first left on Graphics Drive - After road curves right, Building 15b is on the right - Parking is available outside Building 15b and 20



This program is held in conjunction with the National Customs Broker and Forwarders Association of America (NCBFAA) Educational Institute and provides continuing education points for Certified Customs Specialists under the CCS point system. For more information, please visit www.ncbfaa.org.