

# Introduction to NAFTA Training

Presented by Allocca Enterprises in cooperation with the North Alabama  
International Trade Association (NAITA)



Sponsored by Team Worldwide



**Tuesday Jan 27<sup>th</sup> 9:00a.m. - 3:30 p.m.**

**Location: Chamber of Commerce of Huntsville/Madison County  
225 Church Street, downtown Huntsville, AL 35801**

## Topics Include:

- **Understand how to determine if your products qualify for NAFTA**
- **Learn how to use the NAFTA Rules of Origin – AKA Annex 401**
- **NAFTA Certificates of Origin's – Common errors, when you should/ shouldn't fill one out.**
- **Understand preference criteria A-F. How to determine which one your goods qualify for.**
- **Supporting documentation – How do you obtain one, and when should you use a manufacturer's affidavit.**
- **Formulas for determining regional value content or a change in tariff classification.**
- **De Minimis – What does this mean, why is it important to you.**
- **Fungible goods and materials – What are they how does this affect you?**

Who should attend: Traffic managers, purchasing managers, sales department, shipping/receiving personnel, compliance officer, financial officer, sales managers, customer service managers and anyone involved /concerned with international shipments.

Cost is \$395 per person (pre-register by Jan 19<sup>th</sup>)  
\$450 register after Jan 19<sup>th</sup>

Includes all reference material, morning pastries/coffee & lunch  
Seating is limited, reservations & check required to guarantee seat

Must RSVP via fax 518.732.2241 Attn: Mike Allocca.

Checks must be received no later than January 26<sup>th</sup>

# Registration Form – Introduction to NAFTA Training

How many times have you shipped to Canada/Mexico and simply filled out a NAFTA certificate based on your customers instructions? Did you have any supporting documentation showing how you researched the rules of origin and obtained any manufactures affidavits proving your goods qualify for NAFTA? Have you documented your research on your bill of materials as to how your goods qualify? Do you know if your goods have a duty associated with them or where to go to get this information?

## *Program overview*

This program will help you be in full compliance with all NAFTA regulations. You will know where to go and what to look for to be able to determine if your product's qualify for the benefits of NAFTA. Most companies are exposing themselves unnecessarily to NAFTA penalties. In some cases your goods have low or zero duty already and therefore no need to exposure your company to potential NAFTA violations or to fill out a NAFTA certificate if your goods do not qualify.

## *Topics covered*

- **Specific Rules of Origin – Annex 401 – How to determine if your product qualifies**
- **NAFTA Certificates of Origin's – Common errors, when you should/ shouldn't fill one out.**
- **Understand preference criteria A-F. How to determine which one your goods qualify for.**
- **Producer vs. exporter what are the rules.**
- **Supporting documentation – How do you obtain one, and when should you use a manufacturer's affidavit.**
- **Formulas for determining regional value content or a change in tariff classification.**
- **De Minimis – What does this mean, why is it important to you.**
- **Fungible goods and materials – What are they how does this affect you?**
- **HS tariff classification- Is your code accurate, where do you get one?**

## *Who should attend*

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Detach from here and mail in with payment

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Tuesday Jan 27<sup>th</sup> Huntsville, AL NAFTA Training 9:00- 3:30 pm  
\$395 pre-register by Jan 19<sup>th</sup> / \$450 register after Jan 19<sup>th</sup> (there are no exceptions)

Company Name \_\_\_\_\_ Number of attendees \_\_\_\_\_

Attendee # 1 \_\_\_\_\_ Attendee # 2 \_\_\_\_\_

Telephone # \_\_\_\_\_ 1<sup>st</sup> e-mail address \_\_\_\_\_

Fax # \_\_\_\_\_ 2<sup>nd</sup> e-mail address \_\_\_\_\_

Payment:  Payment via credit card (pay pal charges a 5% service charge)

Mailing Check (please make payment to Allocca Enterprises, Inc & mail payment to 570 Knickerbocker road, Schodack Landing, NY 12156 Cancellations must be received 72 hours (3 complete business days) in advance of the program in order to receive credit towards a future program.

Allocca Enterprises, Inc.

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