

# NAFTA + 3 New Free Trade Agreements & International Documentation Training

**Seminar Series in Detroit, MI  
March 25-26, 2015**

We are extremely pleased to have nationally recognized speaker Mike Allocca back in Detroit. This two-day seminar will focus on NAFTA compliance and highlight the differences between NAFTA and the three new Free Trade Agreements with Panama, South Korea and Colombia.

## DAY 1: NAFTA + 3 NEW FTA'S

This program will help you be in full compliance with all NAFTA regulations. You will know where to search and what to look for to determine if your products qualify for the benefits of NAFTA. Most companies expose themselves unnecessarily to NAFTA penalties. In some cases your goods have low or zero duty already and therefore there is no need to expose your company to potential NAFTA violations. In other cases, there is no need to fill out a NAFTA certificate if your goods do not qualify.

## DAY 2: INTERNATIONAL DOCUMENTATION TRAINING

This program will help you understand when and how you should fill out certain international documents listed below. We will go through each document, step by step, and you will know where to search and what to look for in your own documents to be able to fill them out accurately and know when they are required. Many companies are exposing themselves unnecessarily to shipment delays, Customs audits and demurrage charges because there is incomplete or inaccurate documentation for the shipment. Learn what documents you should be filling out and how to do so accurately so you can keep your customers, distributors and company on time and penalty free.

## WHO SHOULD ATTEND:

All exporters, compliance officers, trade lawyers, intellectual property lawyers, financial service providers and accountants involved in International business, freight forwarders and logistics professionals, engineers, university officials, and anyone else who wants to learn about export control regulations.

## NCBFAA CREDIT

This course has been approved for NEI Continued Learning Credits by The National Customs Brokers & Forwarders Association of America (NCBFAA).

**Day 1:** NAFTA + 3:

*2 CCS/6 CES credits*

**Day 2:** International Documentation Training:

*1 CCS/6 CES credits*

## NASBITE CREDIT

This course has been approved for CGBP recertification credits (CEUs) by NASBITE International.

**Day 1:** NAFTA + 3:

*6 NASBITE CEU's credits*

**Day 2:** International Documentation Training:

*6 NASBITE CEU's credits*

## COST:

Whole Workshop: \$495 (Parts 1 and 2 – a \$55 savings!)

March 25, 2015: \$275 (Part 1 only)

March 26, 2015: \$275 (Part 2 only)

**Register by March 11<sup>th</sup> and save up to \$100.**

Registration fee includes breakfast and lunch for each day, and all training materials. All registrations must be received by **March 20, 2015**. No refunds can be issued after March 15, 2015. Discounts are available for 5 or more attendees from the same company. Please contact [info@eastmichigandec.org](mailto:info@eastmichigandec.org) for additional details.

## VENUE:

The Federal Reserve Building  
1600 East Warren Avenue  
Detroit, MI 48207



**FOR MORE INFORMATION OR TO REGISTER ONLINE:**

[www.eastmichigandec.org](http://www.eastmichigandec.org)

## **PART 1: NAFTA + 3** **March 25, 2015**

### 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 find one?

## **PART 2: International Documentation Training** **March 26, 2015**

### Topics Covered:

- Understand how to correctly fill out: Commercial invoices, Packing Lists, Bills of Lading, SED's, Certificates of Origin, Dock receipts and Fish & Wildlife.
- Shippers Export Declaration - (SED) - Understanding every field and how you are required to fill out each field.
- How to minimize delays in Customs by having all of the information the first time.
- What other documents can be used to reduce delays, eliminate demurrage and shorten your product cycle.
- Why you should be using a DCS Statement on all of your invoices both domestic & international.
- Understanding which countries still require a wood certificate.
- What does Legalization of Documents mean and for which countries is this required.
- Pre-Shipment Inspection's - Who requires them and how should they be done?
- NAFTA Certificates of Origin - Common errors, when you should/ shouldn't fill one out.

## ABOUT THE SPEAKER

Mike Allocca has created and conducted worldwide compliance & logistics training for many of the world's leading companies. Mike is a Certified Global Business Professional (CGBP) through NASBITE. He won the trade partner of the year award in 2008 in Albany, NY. He has been appointed by the Secretary of Commerce to the District Export Council (DEC) in Columbia, SC.

Mike continues to keep updated on export/import regulations by regularly attending and/or hosting 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, U.S. Department of State, NAFTA – office of Intra American Affairs and the TSA.

## DID YOU KNOW?

- ➔ Most products exported from the U.S are subject to export administration regulations (EAR). Some products also require a license to be exported. These requirements depend on several factors: the actual item being exported, where it is going, who is going to use it, and what they will be using it for.
- ➔ The regulations are complex to navigate and involve multiple agencies of the U.S. government including agencies in the Department of Commerce, the Treasury Department, and the State Department.
- ➔ The regulations have just undergone the most significant changes in over 20 years. So, even those familiar with the regulations will need to learn how these wide-reaching changes impact their company.
- ➔ Responsibility for export compliance rests with the exporter. There are significant administrative and criminal penalties for violations of these regulations including fines, imprisonment of up to ten years, seizure/forfeiture of goods, and denial of export privileges.

## REGISTRATION FORM

### Registration Policies:

- ✓ **Early Bird Discount** for registrations received by March 11, 2015. Save up to \$100!
- ✓ All registrations must be received by **March 20, 2015**.
- ✓ No refunds can be issued after March 15, 2015.
- ✓ Please use this form only if you wish to mail a check for payment. To pay with a credit card, please visit our website and register online.
- ✓ Discounts are available for 5 or more attendees from the same company. Contact [info@eastmichigandec.org](mailto:info@eastmichigandec.org) for additional info.
- ✓ Registration fee includes breakfast and lunch for each day, and all training materials.
- ✓ This course has been approved for NEI Continued Learning Credits by NCBFAA.  
**March 25: 2CCS/6CES credits**  
**March 26: 1CCS/6CES credits**
- ✓ This course has been approved for CGBP recertification credits by NASBITE International.  
**March 25: 6 CEU's credits**  
**March 26: 6 CEU's credits**

If you have additional questions, please contact [info@eastmichigandec.org](mailto:info@eastmichigandec.org)

### ATTENDEE INFORMATION

First Name: \_\_\_\_\_  
 Last Name: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_  
 City: \_\_\_\_\_  
 State: \_\_\_\_\_  
 Zip/Postal Code: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 Dietary Restrictions: \_\_\_\_\_  
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### REGISTRATION OPTIONS

- \_\_\_\_\_ \$275 - Part 1 Only (March 25) \$225 if registered by 3/11/15
- \_\_\_\_\_ \$275 - Part 2 Only (March 26) \$225 if registered by 3/11/15
- \_\_\_\_\_ \$495 - Both Parts (March 25 & 26) \$395 if registered by 3/11/15

### PAYMENT OPTIONS

#### TO PAY BY CHECK

Make check payable to "East Michigan District Export Council"

#### Mail checks and registration form to:

East Michigan District Export Council  
 1200 N Telegraph, Bldg. 47W  
 Pontiac, MI 48241

#### TO PAY BY CREDIT CARD

Please visit [www.eastmichigandec.com](http://www.eastmichigandec.com) to register online.