



INCOTERMS

For Exporters

Troy, Michigan

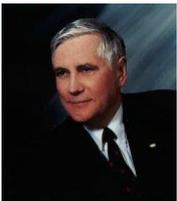
October 25, 2016

Presented by East Michigan District Export Council

The East Michigan District Export Council is pleased to host Incoterms with Frank Reynolds, Presidential E-Award winning exporter and author of *Incoterms for Americans*. Mr. Reynolds is uniquely qualified to present the Incoterms seminar, having represented the United States at the 2000 and 2010 revisions. The program includes an overview of Incoterms 2010 and will address user feedback, cautions, and other issues that have arisen from the latest updates.

Program overview: How can you use incoterms to minimize your company's exposure, reduce risk, save money and even increase sales? Learn how to determine responsibilities between buyer and seller, through transfer of risk, insurance, documentary requirements and cost of freight through proper use of incoterms. This course will provide all handouts and materials needed.

ABOUT THE SPEAKER



Frank Reynolds represented the United States at the International Chamber of Commerce Incoterms 2000 and 2010 revisions. He brings 50 years of hands-on foreign trade experience to the task of Americanizing Incoterms. Frank manages International Projects, Inc., a midwestern U.S.

export trading/consulting company, provides instruction on Incoterms and other international trade related topics, and assists at legal proceedings as an expert witness. He is a thirteen term appointee to the Commerce Department's District Export Council, a licensed Customs broker and has written twelve books on foreign trade subjects.

Who Should Attend:

All exporters, compliance officers, trade lawyers, financial service providers, and accounts involved in international business, freight forwarders and logistics professionals, engineers, university officials, and anyone else who wants to demonstrate expertise in international trade.

Register by October 15, 2016

Cost: \$145.00/person

Registration fee includes continental breakfast, snack, and all training materials. All registrations that are paying by check must be received by October 10, 2016.

This seminar has been submitted to NASBITE International and The National Customs and Forwarders Association of America (NCBFAA) for Continuing Education Credits. Credits to be determined.

For group pricing availability, please contact info@eastmichigandec.org.

Venue:

Automation Alley
2675 Bellingham Drive
Troy, MI 48083



FOR MORE INFORMATION OR TO REGISTER ONLINE:

www.eastmichigandec.org

Registration Policies:

- ✓ A limited number of "Incoterms for Americans" will be available to purchase at the seminar.
- ✓ Registration fee includes breakfast and snack and all training materials.
- ✓ All registrations must be received by **October 15, 2016**.
- ✓ No refunds can be issued after October 15, 2016.
- ✓ 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. For more information, contact Jaye Sciuillo at jsciuillo@eastmichigandec.org
- ✓ To pay by check, send payment and registration form to:

East Michigan DEC
211 W. Fort St., Ste. 1310
Detroit, MI 48226
- ✓ Make Checks Payable to East Michigan District Export Council
- ✓ To pay by credit card, please visit our website www.eastmichigandec.org

ATTENDEE INFORMATION

First Name: _____

Last Name: _____

Email: _____

Title: _____

Company: _____

Address: _____

City: _____

State: _____ Zip/Postal Code: _____

Phone: _____

Dietary Restrictions: _____

REGISTRATION OPTIONS

_____ \$145/person

_____ Yes, I would like to reserve a copy of Frank Reynolds' book, *Incoterms for Americans*, for \$45; SAVE \$15 off the cover price!
(Limited quantities available. Payable by check or cash at seminar)

About the East Michigan District Export Council

The East Michigan District Export Council (EMDEC) is a volunteer organization that encourages and supports exports of goods and services that strengthen individual companies, stimulate U.S. economic growth, and create jobs. The Council is made up of business leaders from the local community whose knowledge of and expertise in international business provides a source of professional advice for their region's local firms. The East Michigan DEC works closely with the Detroit and East Michigan Export Assistance Centers of the U.S. Department of Commerce's U.S. Commercial Service to accomplish its mission

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