

Start Date: 2/21/2019 8:30 AM

Coming to Cincinnati, OH

February 21, 2019

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I. STRUCTURING EXPORT SALES TO FOREIGN MARKETS

Structuring Foreign Sales
Export Order Process

II. NEGOTIATING YOUR CONTRACT AND MEETING ITS TERMS

Contract - Offer - Acceptance
Contract Terms under U.S. Law compared to the Vienna Convention
Determining Your Price

III. INCOTERMS®; 2010, PRODUCT TRANSPORTATION & RISK OF LOSS

(cursory overview)

IV. FORMS OF PAYMENT (INCLUDED IN BOOK BUT NOT COVERED IN CLASS)

V. CUSTOMS & TARIFF PLANNING CONSIDERATIONS

Tariff Classification
Product Valuation
Other Tariff Considerations

VI. EXPORT CONTROLS

Commerce Department Export Controls

Are you Subject to EAR
Who are the Prohibited Parties
Commerce Control List

Anti-boycott Regulations
Penalties for Export control Violations
State Department Controls on Munitions Exports
Reporting The Export Shipment

Automated Export System (AES)
When EEI is Required & Filing

VII. FREIGHT FORWARDERS, PACKING AND TRANSPORTATION