

# TRANS-BORDER

GLOBAL FREIGHT SYSTEMS, INC.

International and Domestic Freight Forwarder

Import/Export/Air/Ocean/Int'l Banking/Consulting/US Customs Brokerage



## Incoterms 2010....

...the essential guide to international trade terms...

**Incoterms?** Yes....short for International Commercial Terms. Developed by the International Chamber of Commerce (ICC) back in 1936, they introduced a standard set of rules that would facilitate the conduct of global trade.

**Why?** As the global economy has grown over time, this has given businesses broader access to markets all over the world. Goods are sold in more countries, in larger quantities and in greater variety. These terms simply provide a tool to allow seller/buyer to clearly define their respective responsibilities in regards to the delivery of goods.

**So they are pretty important...**Most definitely. They are central to any sales contract. Bottom line - the goods have to pass through multiple processes through the transportation cycle. These terms define who is responsible for what when it comes to obligations/risks/costs. This seminar is designed to equip you with the knowledge needed to successfully negotiate the correct term in your contract.

### Topics of discussion:

- Incoterms – what they are/what they do etc
- Benefits of using standardized trade terms / why the problems?
- Determining the correct term for your sales contract
- Overview of each term – with seller/buyer obligations
- Preferred terms – taking control of costs/risks/obligations etc
- Much much more!

### Remember....

Trans-Border offers these seminars at no cost!

The duration of our programs run between 45 and 60 minutes in length!

### Ok...so who should attend these seminars?

- Traffic Managers / Compliance Officers / Sales Managers
- Customer Service Managers / Purchasing Managers / Shipping & Receiving Personnel
- Anyone involved with international sales/shipping

*Creating awareness....building relationships....*

Interested in one of Trans-Border's seminars?

Simply visit [www.tbdfs.com](http://www.tbdfs.com) for a complete list or call us!

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