

# INCOTERMS and Harmonized Tariff Classification Training

Tuesday, October 26, 2010  
8:30 am—4:30 pm



## Where:

### Greenbaum Doll & McDonald, PLLC

National City Tower, 35th Fl.  
Louisville Room  
101 South Fifth Street  
Louisville, KY 40202

## Cost:

\$150 KWTC Members  
\$200 Non-Members

Lunch and refreshments  
will be provided

Sponsored by:



Register: 859-258-3139 or  
[kwtc@kwtc.org](mailto:kwtc@kwtc.org)

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INCOTERMS (International Commercial Terms) are a universally recognized set of definitions of international trade terms, such as FOB, CFR and CIF, developed by the International Chamber of Commerce (ICC) in Paris, France. They define the trade contract responsibilities and liabilities between buyer and seller, and are an invaluable and a cost-saving tool. Once the exporter and importer have agreed on a commercial term like FOB, they can sell and buy at FOB without discussing who will be responsible for the freight, cargo insurance, and other costs and risks; and forego a lengthy conversation about the conditions of each individual transaction.

A thorough knowledge of the Harmonized System is essential for anyone involved in global trade. Proper classification is absolutely critical to establishing the correct duty and the eligibility of goods for a Free Trade Agreement. Proper classification shows evidence of informed compliance and the exercise of reasonable care which is mandatory under the Customs Modernization Act. In this training you will receive an understanding of how to properly select the most advantageous INCOTERMS for your transactions and gain knowledge on how to properly classify your products.

## INCOTERMS and Harmonized Tariff Classification Training Speaker: Jim Wickstead



Jim Wickstead received his U.S. CustomBroker 's license in 1986. He worked in his family business in the customs, consulting, freight forwarding and warehouse arena and with several multi-national forwarding and brokerage firms for over 30 years before moving to the manufacturing sector as a global corporate trade compliance leader. His representative services include interactions with agencies such as Customs and Border Protection, State Department, Bureau of Industry and Security, Food and Drug Administration, Department of Agriculture, Environmental Protection Agency, and the Drug Enforcement Agency, to name a few.