

UNZ Seminars

200+
IN PERSON TRAINING in
30+ Cities Nationwide!
Schedule page 4

CUSTOMIZED TRAINING -
Your issues, Your budget,
Your time frame. See page 14

BEYOND THE CLASSROOM
Documentation, publications and
software. See page 15

Efficiency + Compliance = Profit.

Unz Training
will give you the
formula for success.



WHY TRAIN WITH UNZ & Co?



Here's why! We can help you decipher fact from fiction when it comes to international trade...

“My people are doing jobs they are not prepared to do.”

When restructuring and downsizing occur, the impact on every employee is wide-ranging. Whole skill sets are needed. Some fundamental courses to consider would be *Export Operations & Procedures* (p. 5), *Import Operations & Procedures* (p.10), and *Tariff Classification Under the Harmonized System* (p. 11). Unz & Co. provides intensive, comprehensive, programs that turn the export and import processes into significant added values to your company.

“It's not possible that our products are subject to Export Control or ITAR.”

Unz & Co. compliance courses such as *Tariff Classification Under the Harmonized System* (p. 11), *Export Controls* (p. 8) and *International Trade in Arms Regulations* (p. 9) explain the constantly changing, expanding, and overlapping Department of Commerce and State

Department regulations concerning every product that is exported from the United States.

“How can we decrease our export and import operational costs?”

Unz & Co. instructors show you how to use preferential tariff treatment as a competitive edge – *NAFTA and Other Free Trade Agreements* (p. 6), employing Unz & Co. tariff engineering to create duty savings as well as reduce operational costs.

“We all need to understand our compliance responsibilities and work together as a team to create and manage our company compliance program.”

Unz & Co.'s customized on-site programs focus on your company issues — within your budget and within a time frame that is Team Convenient (p. 14). Hands-on

courses like *Developing an Export Management Program & Compliance System* (p. 7) and *U.S. Customs Audit & Compliance Assessment* (p.12) offer additional skill training to design your compliance programs.

“My team has fewer people, but they need to accomplish more.”

Unz & Co. operations seminars in export and import give your team an overview which identifies the role that each team member is expected to play and how team members can learn to streamline the process while remaining compliant with the regulations. Learn about reducing import costs through *Tariff Classification Under the Harmonized System* (p. 11) and *International Logistics* (p. 12) as well as ways to increasing export sales through preferential tariff treatment – *NAFTA and Other Free Trade Agreements* (p. 6).



Unz & Co. is the most trusted name in Compliance and Operations training.

We provide:

- A dynamic curriculum and specially prepared references customized to the event
- A faculty of experienced International Trade Professionals
- Convenient schedules and locations in more than 30 cities nationwide
- Continuing education accreditation and 3 certification programs in International Trade

REGISTRATION INFORMATION

Compliance and Best Practices Can Make the Difference for Financial Success

Whether you attend our public seminars or have us train a group of staff on-site, Unz & Co. can deliver the results you are seeking. Public courses are listed on page 4. Our customized training is described on page 14. We think you'll find that the programs we offer can help you reach your goals. Any program listed is available as customized training, tailored to meet your specific needs.

How to Register — 4 Easy Ways...

Registering for Unz & Co. training is easy! Once you have made your choice of program, select your preferred city and date from the listing on page 4.

- 1. ONLINE** visit our Web site to register online, or download a registration form that can be faxed. www.unzco.com.
- 2. FAX** the completed Registration Form to 1-732-868-0260.
- 3. PHONE** 800-631-3098 M - F 8:30 a.m. to 5:00 p.m. EST
- 4. E-MAIL** unz@unzco.com

REGISTRATION FEES:

Export & Import

Developing an Export Management & Compliance System	1-Day	\$695
Export Controls and Licensing	1-Day	\$695
Export Operations & Procedures	2-Day	\$1,390
Import Operations & Procedures	2-Day	\$1,390
Incoterms 2010	1-Day	\$375
International Logistics	1-Day	\$695
Introduction to the ITAR and Licensing Workshop	2-Day	\$1,390
NAFTA and Other Free Trade Agreements	1-Day	\$695
Tariff Classification Under the Harmonized System	1-Day	\$695
U.S. Customs Audit & Compliance Assessment	1-Day	\$695

Dangerous Goods Transportation

Multimodal Dangerous Goods Transportation Training Workshop	2-Day	\$895
Shipping Dangerous Goods by Air - Recurrent	1-Day	\$495

- for attending both the Multimodal Dangerous Goods Transportation Workshop and Shipping Dangerous Goods by Air, only \$1315 = \$75 savings.

CANCELLATION POLICY TERMS OF SALE

All training must be paid prior to the program start date. Should a program be cancelled for any reason you will be notified as early as possible, enabling you to transfer to another workshop. *Unz & Co. liability will be limited to the return of the registration fee.*

If you are unable to attend, you may send another person from the same company in your place or you can transfer to another date or location within 12-months of the original date.

Unz & Co. will issue a full refund if we receive written cancellation notice two weeks prior to the starting date. Written cancellations received within two weeks of the starting date are not eligible for a refund, instead, an enrollment voucher will be issued. This voucher is valid for one year from date of issuance and may be redeemed at face value for any Unz & Co. program. **Unlike other organizations, Unz does not penalize you if your schedule changes!**

In this issue:

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Training is an investment in your company and your future!

Our experience and strong ties with regulatory agencies will give you a significant return on your training investment. Here is a typical review from one of our attendees:

"I really enjoyed the Unz & Co. workshop. The instructor was very knowledgeable on the topic and ...took into account our personal job functions when explaining the different procedures...I felt the class to be VERY informative."

Kasha Brathwaite, drom International, Inc.

The Unz & Co. Guarantee

If you are not 100% satisfied with an Unz & Co. training program, for any reason, we will refund your money within thirty days of the seminar date or issue you a credit towards another Unz & Co. seminar of your choosing.

We respect your privacy. Unz & Co. will not share phone or email information with any other organization.

2010 SCHEDULED DATES AND LOCATIONS

Export 2010	EXPORT OPERATIONS	EXPORT CONTROLS & LICENSING	INTRODUCTION TO ITAR & LICENSING WORKSHOP	NAFTA AND OTHER FREE TRADE AGREEMENTS	EXPORT MANAGEMENT SYSTEM	INCOTERMS
New Orleans, LA	May 10-11	May 12	May 13-14			
Long Beach, CA	May 17-18	May 19	May 20-21			
Stamford, CT	May 24-25	May 26	May 27-28			
Philadelphia, PA	Jun 7-8	Jun 9	Jun 10-11			
Greensboro, NC	Jun 14-15	Jun 16		Jun 17	Jun 18	
Richmond, VA	Jun 21-22	Jun 23		Jun 24	Jun 25	
Woodbridge, NJ	Jul 12-13	Jul 14	Jul 15-16			
Chicago, IL	Aug 2-3	Aug 4		Aug 5	Aug 6	
Atlanta, GA	Aug 16-17	Aug 18		Aug 19	Aug 20	
San Jose, CA	Sep 13-14	Sep 15	Sep 16-17			
St Louis, MO	Sep 20-21	Sep 22		Sep 23	Sep 24	
Boston, MA	Sep 27-28	Sep 29	Sep 30-Oct 1			
Philadelphia, PA	Oct 4-5	Oct 6		Oct 7	Oct 8	
Greenville, SC	Oct 18-19	Oct 20		Oct 21	Oct 22	
Woodbridge, NJ						Oct 25
Garden City, NY						Nov 3
Chicago, IL	Nov 8-9	Nov 10	Nov 11-12			Nov 11
Long Beach, CA	Nov 15-16	Nov 17	Nov 18-19			Nov 18
Charlotte, NC	Dec 6-7	Dec 8		Dec 9	Dec 10	
Philadelphia, PA						Dec 6
Woodbridge, NJ	Dec 13-14	Dec 15		Dec 16	Dec 17	

Import 2010	IMPORT OPERATIONS & PROCEDURES	HARMONIZED TARIFF SYSTEM	U.S. CUSTOMS AUDIT	NAFTA AND OTHER FREE TRADE AGREEMENTS	INTERNATIONAL LOGISTICS
Baltimore, MD	May 3-4	May 5	May 6		May 7
New York, NY	May 17-18	May 19	May 20	May 21	
Nashville, TN	Jun 28-29	Jun 30	Jul 1		Jul 2
Boston, MA	Jul 19-20	Jul 21	Jul 22	Jul 23	
Woodbridge, NJ	Jul 26-27	Jul 28	Jul 29	Jul 30	
Philadelphia, PA	Aug 9-10	Aug 11	Aug 12	Aug 13	
Atlanta, GA	Aug 23-24	Aug 25	Aug 26		Aug 27
LaJolla, CA	Aug 30-31	Sep 1	Sep 2		Sep 3
Suffern, NY	Sep 27-28	Sep 29	Sep 30	Oct 1	
Houston, TX	Oct 11-12	Oct 13	Oct 14	Oct 15	
Chicago, IL	Oct 18-19	Oct 20	Oct 21		Oct 22
Long Beach, CA	Oct 25-26	Oct 27	Oct 28		Oct 29
Woodbridge, NJ	Nov 1-2	Nov 3	Nov 4		Nov 5
Raleigh, NC	Nov 8-9	Nov 10	Nov 11	Nov 12	

Dangerous Goods 2010

	MULTIMODAL DANGEROUS GOODS TRANSPORTATION TRAINING 2-DAY	SHIPPING DANGEROUS GOODS BY AIR — RECURRENT TRAINING 1-DAY
Philadelphia, PA	May 3-4	May 5
Mahwah, NJ	May 17-18	May 19
Houston, TX	Jun 7-8	Jun 9
Baltimore, MD	Jun 14-15	Jun 16
Secaucus, NJ	Jul 12-13	Jul 14
Boston, MA	Jul 26-27	Jul 28
Allentown, PA	Aug 16-17	Aug 18
Chicago, IL	Sep 13-14	Sep 15
Woodbridge, NJ	Sep 27-28	Sep 29
Danbury, CT	Oct 4-5	Oct 6
Birmingham, AL	Oct 18-19	Oct 20
Atlantic City, NJ	Nov 8-9	Nov 10
Suffern, NY	Nov 15-16	Nov 17
Philadelphia, PA	Dec 6-7	Dec 8
Saddle Brook, NJ	Dec 13-14	Dec 15



Our comprehensive Import and Export seminar certification series is specifically designed to provide individuals with practical, real-world information

and hands on “how to” on all aspects of a foreign transaction. Our focus is to address the compliance and business aspects of International Trade. If you are currently working in import or export, certification will demonstrate to your employer your desire to keep current and up-to-date with your skills thus improving the operation which benefits the company’s bottom line. See our website for details: www.unzco.com

NEW! Validate your knowledge with Unz & Co. Certification

EXPORT OPERATIONS AND PROCEDURES

TURN YOUR EXPORT PROCESS INTO A NEW COST-EFFECTIVE & EFFICIENT OPERATION FOR YOUR COMPANY!

Unz & Co.'s Export Operations & Procedures workshop provides a hands-on, comprehensive understanding of what is involved in selling and transporting goods to foreign buyers. We'll take you through the entire process from negotiating terms of sale and payment with a prospective customer to the delivery of goods to their final destination.

HOW YOU WILL BENEFIT

This comprehensive look at export operations shows you:

- How to prepare an export quotation worksheet
- How to prepare a complete and accurate commercial invoice
- The terminology of international trade
- When an Automated Export System (AES) filing is required
- The role of the freight forwarder

- Requirements and use of various types of Certificates of Origin
- How to use the Schedule B properly
- Understand a "Routed Export Transaction" and avoid criminal or civil liability

IDENTIFY AND UNDERSTAND

- Terms of Sale (Incoterms)
- The responsibilities of Seller & Buyer under a particular Term of Sale
- The division of costs between the

parties for delivery of goods under an Incoterm

- Where risk of loss shifts from Seller to Buyer with each Term
- The four principal Terms of Payment in International Trade
- The financial risks associated to each method
- The establishment and workings of a Letter of Credit
- How a Documentary collection works and the benefits to its use



No Prerequisite

References

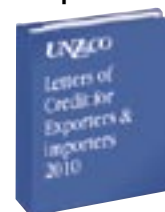
Export Documentation, Procedures and Terms of Sale

Covers each stage of exporting. Contains exercises, illustrations, plus useful government and industry information.



Letters of Credit for Exporters & Importers

Covers topics such as locating credit information on a vendor or buyer, evaluating country risk, solving



discrepancies, and negotiating agreements.

Incoterms 2000



Upcoming Locations

Long Beach, CA

Stamford, CT

Philadelphia, PA

Greensboro, NC

Richmond, VA

Woodbridge, NJ

Chicago, IL

See MORE LOCATIONS!
Go to our FULL SCHEDULE
on page 4.

TWO-DAY REGISTRATION
FEE: \$1390

The 2-day agenda includes:

DAY 1

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

Export Quotation Worksheet

- A suggested process
- Understanding and including all cost elements into your export quote

Pro Forma Invoice

- Purposes and use of the pro forma invoice
- The export quotation worksheet
- Elements of the export price
- Use of terms of sale & payment International Sales Contracts

International Sales Contracts

- Formation of a contract of sale
- U.N. Convention on the International Sale of Goods
- Obligations of buyers and sellers
- Delivery of merchandise and documents

Terms of Sale - Incoterms

- Background on Incoterms
- Distinction with American Foreign Trade definitions
- Structure of ICC publication 560
- Incorporation within the international sale contract
- Logical sequence of presentation
- Definitions of elements
- Review of the four groups
- Review of the thirteen terms

Methods of Payment

- Cash in Advance
- Letter of Credit
- Documentary Collection
- Open Account

Letter of Credit Payment Process

- L/C instructions
- L/C requirements prior to shipment
- Step-by-step payment process
- Discrepancies: types and nature
- Avoiding delays
- Overview of UCP 600

Documentary Collection Payment Process

- Risks to buyer & seller
- Step-by-step collection process
- Introduction to URC 522

DAY 2

8:00 a.m. Continental Breakfast

8:30 a.m. – 4:30 p.m.

Classification Under the Harmonized System

- Structure of the Schedule B
- General Rules of Interpretation
- Applying the hierarchy of classification
- Section & Chapter Notes
- Numbering structure & nomenclature

Commercial & Legal Documents

- Commercial invoices
- Packing lists
- Country specific documents
- Certificates of origin
- Consular documents
- Legalization requirements
- Pre-shipment inspection certificate

Recordkeeping Requirements

Shipper's Export Declaration

- Requirements for filing the SED (AES)
- USPPI and Routed Export Transaction Rules
- Proper preparation
- SED exemptions
- Methods of filing
 - Definition of AES
 - Filing Methods
 - Data Elements

Export Clearance Processes

- Immediate Exportation
- Transportation & Exportation Entry
- ATA Carnet
- TIB Cancellations

Transportation Methods & Freight Rates

- Modes of transport
- Inland freight
- Multi-modal

Transportation Documents

- Types of transport documents
- Coordination of documents & cargo
- Certificates of insurance

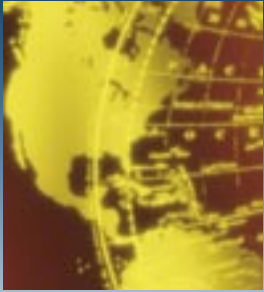
WHO SHOULD ATTEND

- Exporters and professionals involved in the Sales, Marketing, Traffic, Logistics, Documentation or Credit departments of firms doing business internationally
- Manufacturers and distributors who are looking to expand their markets abroad

"Unz & Co's policy of using trade professionals ...rather than have academicians teach the classes makes all the difference. The knowledge and expertise of the professor was phenomenal. Attending this class helped me ... in my knowledge concerning what it takes to move goods globally. I highly recommend attending."

*Tony Gunter
North Carolina Department
of Agriculture and Consumer
Services, Forest Products
International Trade Specialist*

NAFTA AND OTHER FREE TRADE AGREEMENTS



Suggested Prerequisite —

Tariff Classification Under the Harmonized System page 11

Use preferential tariff treatment as a competitive weapon to increase sales

The US is experiencing trade growth and regulatory changes with regards to Free Trade and Tariff Preferences Programs; without a thorough knowledge of these programs a company can encounter delays, lost opportunities, and additional expenses due to compliance issues.

Maintain the competitive edge by exploring effective strategies for operating under free trade agreements. Many US international traders are not taking full advantage of the benefits offered by free trade. Others continually find themselves being denied the preferential tariff treatments for which their products qualify.

HOW YOU WILL BENEFIT

- Increase the competitiveness of your product by lowering the cost to your foreign customers
- Learn how to determine the right FTA or NAFTA preference criteria for your products
- Understand how to establish the correct country foreign marking
- Navigate with ease through source materials such as Annex 401
- Correctly prepare FTA Certificates of Origin for all eligible exports
- Understand and comply with all record-keeping requirements
- Learn how to receive preferential duty treatments for your exports under FTA
- Employ regional value content to determine eligibility when RVC is an option
- Designating intermediate materials when employing RVC to assist in determining eligibility

WHO SHOULD ATTEND

- Import / Export Managers, Supervisors and Coordinators
- Trade Compliance Managers
- International Planners and Purchasing Agents
- Legal / Contract Administrators
- International Traffic and Logistics Managers, Supervisors, and Coordinators
- Senior Administrative, Operational, and Finance Executives
- Sales and Marketing Supervisors and Managers

Valuable References

Free Trade Agreements 2010



Upcoming Locations

Greensboro, NC

Richmond, VA

Boston, MA

Woodbridge, NJ

Chicago, IL

Philadelphia, PA

Atlanta, GA

Suffern, NY

Charlotte, NC

See **MORE LOCATIONS!**
Go to our full schedule on page 4.

ONE-DAY REGISTRATION FEE: \$695

The 1-day agenda includes:

8:00 a.m. Registration and Continental Breakfast

8:30 a.m – 4:30 p.m.

- Overview of US trade agreements and special tariff provisions
- U.S. Harmonized Tariff Schedule
- Misconceptions about US Trade and Tariff Preference Agreements
- Benefits for the exporter and importer
- Basic provision and participating countries of the various agreements
- How to determine preferential treatment using the US Harmonized Tariff Schedule
- Definition of Terms
- Importance of classification of materials and finished goods
- How to properly prepare certificate of origin

- Rules for determining the correct preference criteria
- Use and comparison of the various annexes that apply to the Free Trade Agreements
- Calculating Regional Value Content
- Advance Rulings
- Record Keeping
- And much more



DEVELOPING AN EXPORT MANAGEMENT & COMPLIANCE SYSTEM

Essential information for ensuring your export compliance!

In February 2010 the Bureau of Industry & Security published revised guidelines on the design and development of an Export Management & Compliance Program (EMCP). They were developed to assist exporting companies in establishing new or enhancing existing compliance practices. The guidelines outline principal components necessary for inclusion in a comprehensive program and provide information, tools, and templates to help exporting companies in the development of their own compliance program.

The concept is not a "one size fits all" approach. Companies must understand their business processes, recognize their vulnerabilities, and be conversant with their regulatory requirements under the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR) jurisdiction and controls even if you are not an exporter. Understanding how to fit the pieces of this puzzle together in a coherent manner is the goal of the BIS Guidelines and the Unz & Co. workshop.

Even if you have only a basic knowledge of export controls under the EAR and ITAR, this workshop will help you get to the next level and give you the information, techniques and structure to establish your own EMCP.

If you are an international trade professional, you must know how to develop, implement, and manage an export compliance program. The increasing pressure on regulatory compliance generated by issues of homeland security and foreign policy result in more intense scrutiny of an exporting company's compliance with the export regulations. Make sure your company is prepared to meet the challenges by attending this Unz & Co. workshop.

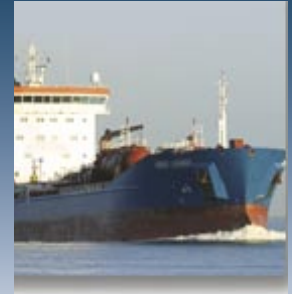
UNDERSTAND HOW TO:

- Create a comprehensive set of export transaction rules and techniques
- Communicate these guidelines to employees, and help them to:
- Understand their export control responsibilities
 - Follow established procedures for exports to safeguard against illegal transactions

- Consistently and accurately perform order processing/screening elements
- Understand and apply license exception provisions
- Recognize and communicate "red flag" indicators
- Work within the rules established for the protection of national security

HOW YOU WILL BENEFIT

- Creates compliance oriented environment and business certainty
- A procedure or compliance program that leads to compliance with Export Control Regulations
- Compliance programs extend awareness to other company activities
- A good system will help the company avoid monetary penalties (that have been substantially increased) for non-compliance



Suggested Prerequisite —

Export Controls & Licensing page 8

Valuable References



A \$175 VALUE!

The 1-day agenda includes:

8:00 a.m. Registration and Continental Breakfast

8:30 a.m – 4:30 p.m.

Brief Review of Export Controls under the EAR

- What is controlled at export from the U.S.?
- The Ten General Prohibitions

Export Management & Compliance Program Defined

- Characteristics of an effective EMCP
- Benefits of an EMCP

Mapping Your Approach to an EMCP - Getting started

- Putting your "team" together
- Define your current process

Management Commitment & Accountability

- Management commitment statements
- Designation or responsible positions
- Communications channels

Risk Assessment

- Apply compliance requirements to current process
- Identify vulnerabilities & risks in current process
- Filling in the gaps

Compliance Security & Screening – Your Compliance Process

- Classification within the Commerce Control List
- Item/Country Matrix
- Screening for end-use/end-users
- Red Flag indicators

A Documented EMCP

- Structure & form
- Scope
- Distribution & updates

Ensuring Maximum Performance

- Training programs
- Auditing plan & audit checklist
- Escalation & notification procedure

Anyone with even 1% involvement with exports should understand and support an EMCS. The EMCS should be part of the corporate policies of an exporting company. It does not stand alone. It has to be embraced by the person at the helm of a given organization or company.

WHO SHOULD ATTEND

- Department heads in exporting companies – manufacturers/distributors
- Marketing, Sales and Contract Administrators
- Accounting and Credit personnel
- Shipping and Logistic Coordinators and Personnel
- Legal and Para-Legal staff
- Documentation Personnel
- International Customer Service staff
- Purchasing and Materials Management staff
- Product Development persons
- Warehousing, Inventory and Security personnel
- IT personnel

All Unz & Co. seminars can be customized and delivered on-site. Call 1-800-631-3098.

Upcoming Locations

Greensboro, NC

Richmond, VA

Chicago, IL

Atlanta, GA

St Louis, MO

Philadelphia, PA

Greenville, SC

Charlotte, NC

Woodbridge, NJ

See MORE LOCATIONS!
Go to our FULL SCHEDULE on page 4.

ONE-DAY REGISTRATION FEE: \$695

EXPORT CONTROLS & LICENSING UNDER THE EAR



Prerequisite

Must have attended Export Operations & Procedures seminar (page 5) or have a basic understanding of the Export process and the Schedule B or HTS.

Valuable References



Export Controls & Licensing Under the EAR

Contains detailed on the references and regulations, and an overview of export license determinations.

Also:

**EAR
extract
15CFR
Parts 730–
774**

Upcoming Locations

Long Beach, CA

Stamford, CT

Philadelphia, PA

Greensboro, NC

Richmond, VA

Woodbridge, NJ

Chicago, IL

See MORE LOCATIONS!
Go to our FULL SCHEDULE
on page 4.

ONE-DAY REGISTRATION
FEE: \$695

Gain the information you need to avoid civil and criminal penalties!

Unz & Co.'s Export Controls seminar is essential for every U.S. exporter and manufacturer who wants to ensure compliance for their export products under the revised Export Administration Regulations (EAR).

In the Export Controls seminar, you'll examine the EAR rules and terminology that have been incorporated into the existing processes. You'll learn the steps to proper classification of your product within the EAR. You'll have a clear understanding of which countries are restricted export destinations and why.

HOW YOU WILL BENEFIT

You will receive a thorough grounding in how to deal with export license regulations.

- Learn step-by-step – from classification within the Commerce Control List followed by use of the Commerce Country Chart to making a license determination

- Discuss License Exceptions, end-user/end-use restrictions, and export license
- Review the Ten General Prohibitions to determine whether you have performed all the necessary steps to make a compliant export shipment
- Learn about the export clearance process and an exporter's recordkeeping requirements under the regulations
- Identify the "red flags" and warning signs of high-risk exports
- Learn how to expeditiously obtain an export and/or re-export license for a wide range of commercial products
- Your instructors will simplify complex regulations.
- Criteria for an export license
- Determining the correct Export Control Commerce Number (ECCN)
- Export Clearance procedures
- Re-export Restrictions
- The most effective Export Controls System

The 1-day agenda includes:

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

Introduction

- Agencies involved in Export Controls

Structure of the EAR

Ten General Prohibitions

Export Control Requirements

- Exporter obligations
- Embargoed destinations
- Prohibited end-user / end-use
- Denied Parties / Entities
- Specially designated nationals
- Re-export policy

The Commerce Control List

- Classification & ECCNs

Step-by-step of Export Controls

- End-user / End-use
- Country destination

- Commerce Country Chart
- License Exceptions
- No License Required (NLR)
- Eligibility for use
- General Prohibitions 4-10
- Foreign Asset Control (OFAC)

The Export License

- Application and other document requirements
- Validity periods
- Shipping tolerances

License Exception & NLR

- Review of available license exceptions
- Eligibility for use

Foreign Assets Control

Anti-Boycott Regulations

WHO SHOULD ATTEND

- International Sales, Marketing, and Customer Service
- Transportation and Logistics
- Legal/Contract Administrator
- Freight Forwarders
- Product Engineers, Chemists and Designers
- Compliance Personnel

One of the first questions in a compliance audit is,

"When did you last undergo training?"

Your record of recent training, backed by a certificate, will help your audit start out well. Unz & Co. training can help you succeed.

Automated Export System (AES)

- Preparing the Electronic Export Information (EEI)
- When AES filing is required
- Conveying EEI to your freight forwarder
- XTN and ITN for AES
- Export license obligations of the US Principal Party in Interest in a Routed Export Transaction

Recordkeeping requirements

E-Commerce

- Evolution of the global virtual marketplace
- E-Commerce and the Export Regulations
- Responsibilities of the exporter

INTRODUCTION TO ITAR AND LICENSING WORKSHOP

Make sense of Complex ITAR Requirements and Gain Practical Tools

It is not always obvious what items and technical data may fall under the control of the International Traffic in Arms Regulations (ITAR). Any item "specifically designed or modified" for something on the munitions list will fall under these regulations and controls. Without proper training you may be at risk.

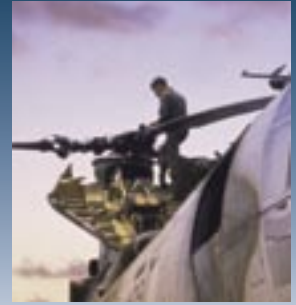
Recent events have resulted in a climate of aggressive enforcement by federal agencies charged with the regulation and control of defense articles and services.

The ITAR requires the registration of all business entities in the United States who either manufacture or export defense articles or defense services as defined in the regulations. This requirement is applicable whether you export or not. In light of the increased scrutiny and penalties it is vital to get it right every time. Therefore, a thorough understanding of the ITAR is essential to businesses and persons who fall under the jurisdiction of these regulations. Non-compliance may result in lost business, fines, criminal and civil action.

Our unique two-part approach provides you with structured training designed

to make your learning stick. The Unz & Co. ITAR two day program provides insight and understanding of the regulations, detailed information on the terms, definitions and concepts unique to the ITAR. It offers the attendee a day of instruction conveying a working knowledge of the ITAR and the experience of practical exercises applying that knowledge which was gained during the presentation.

DAY ONE is a full day of the ITAR basics. **DAY TWO** gives you the opportunity to put your learning to work through a hands-on involvement in the process.



No Prerequisite Necessary

HOW YOU WILL BENEFIT

- Classify articles, technology and services and determine ITAR jurisdiction
- Prepare successful ITAR license applications and use licensing exemptions
- Understand ITAR regulations related to technical data and defense services
- Comply with restrictions on end-use, end-users and foreign nationals
- Prepare voluntary and directed disclosures
- Learn to maintain an effective ITAR Compliance Program
- Identify and implement the proper ITAR exemption to allow shipment without a license
- Understand recordkeeping requirements, license parameter and DDTC policies

WHO SHOULD ATTEND

Current ITAR Compliance practitioners requiring refresher training to include:

- Export Compliance Officers
- Designated Empowered Officials
- International Sales and Marketing Staff
- International Customer Service
- Legal and Contracts Administration and Staff
- Freight Forwarders
- Engineers and Technicians
- Purchasing and Supply Management
- Chemical Engineers
- Importers
- Defense Trade Professionals

The 2-day agenda includes:

Day 1 • ITAR Foundation 8:00 a.m. Registration and Continental Breakfast;

Training 8:30 a.m – 4:30 p.m

ITAR overview, objectives, and concepts

- Products, services, technical data, and companies subject to the ITAR
- Definitions and terminology
- Enforcement agencies
- Registration
- Compliance Program Guidelines
- Reporting Requirements
- Significant Military Equipment

ITAR Jurisdiction

- Defense Articles
- Technical Data controls, electronic transfers and access including public domain issues
- Defense Services
- The United States Munitions List
- ITAR controlled software
- Prohibited exports and sales to designated countries
- Re exports and retransfers
- Prior approval on sales proposals, marketing activities, and agreement discussions.
- Advisory Opinions and Commodity Jurisdiction
- Foreign Nationals employment

Licensing

- D-Trade process
- License applications, attachments, provisos, and endorsements
- Exemptions to licensing requirements
- Certification on use of exemptions
- Amendments and replacement of licenses
- Automated Export System filing of export information

Agreements

- Technical Assistance Agreements
- Manufacturing License Agreements
- Distribution Agreements
- Controls on overseas activities
- Amendments to Agreements

Enforcement Issues

- Violations, penalties, and administrative procedures

"Absolutely first rate course. Just what I was looking for as I assumed my new responsibilities!"

*Jerry McGinn, PhD
Northrop Grumman Corporation
Corporate Director, US-UK ITAR Policy*

DAY 2 • PRACTICAL EXERCISE 8:00 a.m. Registration and Continental Breakfast; Training 8:30 a.m – 4:30 p.m

Processing the Order

- End User Screening
- Establishing licensing jurisdiction
- Prior Approval

License Application/ Management

- U.S. Munitions List Classification
- Completion of License Applications for Hardware and Technical Data
- Significant Military Equipment and Major Defense Equipment issues
- Temporary Exports and Imports
- Amendments to Licenses
- License Provisos
- Shipping procedures
- Warranty repair returns
- Use of Exemptions to licensing requirements
- Replacement of lost or expired licenses
- Changes in license quantity and value

Agreements

- Drafting Technical Assistance Agreements Submittal Letters
- Drafting Manufacturing License Agreements and Submittal Letters

Valuable References

Your references will include current regulations and workshop guidebooks



Upcoming Locations

Long Beach, CA

Stamford, CT

Philadelphia, PA

Woodbridge, NJ

San Jose, CA

Boston, MA

Chicago, IL

**See MORE LOCATIONS!
Go to our FULL SCHEDULE
on page 4.**

**TWO-DAY REGISTRATION
FEE: \$1390**

IMPORT OPERATIONS AND PROCEDURES



No Prerequisite Necessary

Valuable References

Designed to help you understand the ins and outs of the import process — including current U.S. Customs and other government agency regulations.

They make participating in the workshop more rewarding and serve as essential references once you are back in the office.



\$175 VALUE!

TARIFF CLASSIFICATION UNDER THE HARMONIZED SYSTEM EXERCISES

Upcoming Locations

New York, NY

Nashville, TN

Boston, MA

Woodbridge, NJ

Philadelphia, PA

Chicago, IL

Long Beach, CA

See MORE LOCATIONS!
Go to our FULL SCHEDULE on page 4.

TWO DAYS
REGISTRATION FEE: \$1390

Learn how to ensure reasonable care to avoid fines and penalties

The Customs Modernization and Informed Compliance Act has transferred responsibility for the proper classification and valuation of imported merchandise directly to the importer. It imposes upon the importer an obligation to exercise Reasonable Care in the conduct of business with US Customs and Border Protection (CBP).

Under the concept of Reasonable Care, the importer must be knowledgeable of the laws and regulations governing imports. CBP will assist, but the burden is upon the importer to properly apply the Customs Regulations of the US and to correctly classify and value imported merchandise, and to ensure that the entry was filed correctly.

Noncompliance with Recordkeeping requirements and an inability to document Reasonable Care may lead to a regulatory or enforcement audit.

HOW YOU WILL BENEFIT

- Understand the Customs Mod Act and its impact on your responsibility for classifying & valuing merchandise
- Understand your requirements as an importer to apply Reasonable Care

The 2-day agenda includes:

Day 1 –

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

U.S. Customs & Border Protection and other agencies

- Various roles of U.S. Customs and Border Protection
- Changing Roles under the Mod Act
- Role of Other Government Agencies in the Import Process
- Background on the Customs Mod Act
- Informed Compliance
- Shared Responsibility
- Reasonable Care

The Role of the Customs Broker

- Selecting a Customs Broker
- Services Available
- Limit of Responsibility
- Powers of Attorney

Automated Commercial System

Automated Commercial Environment

The Entry Process

- 24 hour Rule
- Security Filing (“10+2 Rule”)
- Solid Wood Packing requirements
- Right to make entry

Surety Bonds

- Role of the Surety
- Continuous entry bonds
- Single entry bonds
- Various purposes of bonds for other Customs activities

Types of Entries

- Entry, and Entry Summary
- Warehouse Entry
- Temporary Importation Entry
- In-Bond Entry
- Transportation & Exportation Entry
- Foreign Trade Zone Entry
- Conditionally Free

Import Documentation

- Commercial Invoice
- Packing List
- Certificates of Origin
- Preference Criteria Certificates
- Quotas

Customs Financial Procedures

- Merchandise Processing Fee
- Harbor Maintenance Fee

Post Entry Processing

- Reconciliation
- Liquidation
- Protests

Intellectual Property Rights

- Copyright protections
- Trademark protections
- Trade Name protections

Day 2 –

8:00 a.m. Continental Breakfast

8:30 a.m. – 4:30 p.m.

Country of Origin Marking

- Determining Origin
- Nature of Merchandise Marking
- J List Exceptions
- Examinations and Certificates of Marking

- Learn the application and use of the Harmonized system to properly classify imported merchandise
- Understand the importer’s responsibilities regarding Country of Origin marking thus avoiding delays in clearance or possible detention.
- Know your regulatory requirements for the valuation of imported merchandise and the elements of value to be statutorily included and excluded
- Learn when and how to file a *protest of liquidation* to recover overpayments of duty
- Understand the administrative process and regulatory requirements in the filing of a customs entry through to its final liquidation

WHO SHOULD ATTEND

- Importers and their staff who are involved in purchasing, traffic, logistics, coordination with customs brokers or with any aspect of the import process
- Customs brokerage personnel looking to expand their knowledge
- International freight forwarders seeking a better understanding of the import process

Harmonized Tariff Classification

- Background on the Harmonized System
- Structure of the HTSUS
- General Rules of Interpretation
- General Notes
- Application of the HTS to Imported Merchandise
- Tariff Engineering
- Classification Rulings from CBP

Valuation of Imported Merchandise

- The Valuation Code
- Transaction Value
- Alternative Methods of Appraisal
- Statutory Additions to Appraised Value
- Statutory Exclusions to Appraised Value
- Bona Fide Sales for Export

Import Compliance and Recordkeeping

- Import Management Systems
- Recordkeeping Requirements
- The “A (1) (a) List” of Required Records
- Preparing for and Managing a Customs Audit

CBP Initiatives

- Focused Assessment – the audit process
- Importer Self Assessment (ISA)
- Customs-Trade Partnership Against Terrorism (C-TPAT)

E-Commerce

- Evolution of the global marketplace
- E-Commerce/ Customs Regulations
- Responsibilities of the importer

“The instructor took the time to help me with topics not even covered by this class. He was extremely helpful and knowledgeable.”

Karen Marzullo, Broker Power International Trade Analyst

TARIFF CLASSIFICATION UNDER THE HARMONIZED SYSTEM

Use “Tariff Engineering” to create duty savings!

Understand the hierarchy of classification using the General Rules of Interpretation. Unz & Co. provides answers. This workshop focuses on how the Harmonized System is structured, how it works, and how to apply that knowledge to properly classify goods. We'll take you step-by-step through the General Rules of Interpretation that govern how the hierarchy of classification is applied to arrive at the correct commodity code.

A thorough knowledge of the Harmonized System is essential for anyone involved in global trade. Proper classification under the Harmonized Tariff Schedule is a regulatory requirement under the Customs Modernization Act to evidence informed compliance and the exercise of reasonable care.

This course is a basic primer for those new to importing, exporting or the classification process. It is an excellent refresher for active practitioners who want to hone and refine their skills. Personnel involved in qualifying goods for eligibility under the NAFTA and other FTAs will find this program of significant

value. Anyone new to a position in which classifications were previously determined will want to ensure their accuracy.

HOW YOU WILL BENEFIT

- Understand the Harmonized System quotas and duty rates which affect imported merchandise
- Master the general Rules of Interpretation, General Notes and Trade Preference Provisions to correctly classify your imports for advantageous duty rates
- Learn how product modification, trade agreements, and preference programs can reduce duty paid
- Learn how to deal with Customs' Classification and Rulings Decisions to secure the most profitable Customs Administrative Reviews
- Update your understanding of the Mod Act to show Reasonable Care and avoid delays, fines and penalties
- Avoid overpayment of duty

- Avoid underpayment of duty leading to fines and penalties
- Avoid incorrect tariff classification that will affect your eligibility under a Free Trade Agreement
- Avoid applying for a preferential tariff rate of duty when none are available under the correct classification

WHO SHOULD ATTEND

- Importers and their staff who are involved in purchasing, traffic, logistics, coordination with customs brokers or with any aspect of the import process
- Customs brokerage personnel looking to expand their knowledge
- International freight forwarders seeking a better understanding of the import process



No Prerequisite Necessary

Valuable References

You'll receive specially prepared references to use as study guides at the workshop — yours to keep!

The 1-day agenda includes:

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

The Harmonized System

- History and evolution
- Global Harmonization
- Customs Modernization Act
- Informed Compliance
- Reasonable Care
- Comparison with the Schedule B System

Structure of the Harmonized Tariff Schedule

- General Rules of Interpretation
- Additional U.S. Rule
- General Notes
- Numbering Structure and Nomenclature

Applying the Hierarchy of Classification

- Learn through practical examples
- Apply your knowledge to real world exercises

Duty Savings through Tariff Engineering

- Sourcing decisions
- Product modification
- Trade agreements

Classification Rulings

- U.S. Customs process
- Binding rulings
- Administrative review
- Bureau of the Census process

“The importance of properly classifying imports/exports is critical. This program sheds light on this very gray area.”

*Herman Gonzalez
Nalco Company
Imports & FTA Specialist*

“Wonderful . . . gave me the formal training I needed.”

*Ruth Mishawka, Advanced Transportation Coordinator
Westinghouse Electric, Orlando, Florida*



Upcoming Locations

New York, NY

Nashville, TN

Boston, MA

Woodbridge, NJ

Philadelphia, PA

Chicago, IL

Long Beach, CA

**See MORE LOCATIONS!
Go to our FULL SCHEDULE
on page 4.**

**ONE-DAY REGISTRATION
FEE: \$695**

U.S. CUSTOMS AUDIT & COMPLIANCE ASSESSMENT

Are you ready for a U.S. Customs Audit?

Continuing changes in U.S. Customs regulations and policy have created greater duty-saving and cost-reduction opportunities for importers, while placing greater emphasis on enforcement through compliance assessment reviews, audits and investigations. As a result, more and more importers will be faced with detailed reviews and/or audits from the Customs Service.

This one-day seminar presents the key concepts of the import transaction that minimize expenses and keep you in compliance. Proper structuring will enable you to revise your operating, financial and record-keeping functions to reduce costs and ensure compliance.

WHO SHOULD ATTEND

- Import Managers and Coordinators
- International Documentation Personnel
- Logistics and Transportation Managers
- In-house Legal Counsel
- Treasurers and Controllers
- Materials Management Personnel
- Purchasing Managers

References

You will receive a current copy of **AUDITS & COMPLIANCE** and our specially prepared reference.



Suggested Prerequisite —

Import Operations & Procedures page 10

Upcoming Locations

New York, NY

Nashville, TN

Philadelphia, PA

Chicago, IL

Long Beach, CA

See our full schedule on page 4.

ONE-DAY REGISTRATION FEE: \$695

HOW YOU WILL BENEFIT

- Learn about the latest changes in U.S. Customs regulations and how they impact your operation
- Understand Customs' Enforcement Policies and compliance issues
- Understand the "Essential Character" doctrine and how changes in product classification can help you profit
- Learn duty-saving techniques under the valuation statute that will reduce the landed cost of imported products
- Master key concepts of structuring import transactions to minimize expenses
- Profit from the free trade agreements such as NAFTA, GSP, US/Israel and the Caribbean Basin Initiative
- Understand and qualify for new Drawback Regulations
- Learn how to establish standards of origin and comply with country of origin rules

The one day agenda includes:

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

Customs Modernization Act

- Informed Compliance
- Reasonable Care Check Lists
- Shared Responsibility
- Role of Customs Auditors, Import & Trade Specialists, Account Managers, Investigators

Audit Procedures

- Internal Control Questionnaire for Focused Assessment
- EDP Questionnaire for Focused Assessment
- Pre-Assessment Survey Audit Program (PAS)
- Assessment Compliance Testing (ACT)
- Risk Opinion Under Focused Assessment
- Timely Completion and Resolution of Issues

Trade Guidance

- Common Importer Errors
- Prior Disclosures
- Compliance Improvement Plan (CIP)
- Importer Qualification

Customs-Trade Partnership Against Terrorism (C-TPAT)

Recordkeeping Compliance Program

- Recordkeeping Compliance Handbook
- Required List of Entry Documents "(a)(1)(A) List"
- Required Financial Documents

Importer Self-Assessment Program (ISA)

- Benefits and FAQs

Fines and Penalties

- Violations of 19 USC 1592 "Civil Fraud"
- Recordkeeping Penalties

Standard of Operating Procedures

- Internal Technical Guides
- Sample Format for Company Manual

INTERNATIONAL LOGISTICS

Learn how to move your shipments safely, quickly, and profitably.

Logistics is the management of the movement of goods and materials from origin to destination. It can be a process which carries significant financial risk. This activity is a key element which requires integration with all other activities involved in the supply chain. The process and risks become greater when the transaction is international. This one day seminar will assure that the student understands all of the major aspects of international logistics including establishing the terms and conditions of the sales contract, determination of the total cost of acquiring the goods, and the physical movement of the goods via the selected modes of transportation. All of these topics are essential to successfully managing international logistics activities.

Successful international trade transactions require the ability and knowledge to enable you to route your shipments to your advantage. Effective management of your logistic activities will result in significant control over your import and export transactions. Unz & Co. presents an essential combination of theory and practical mechanics of International Logistics.

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

- Understanding the role of international logistics in the supply chain.
- Managing international logistics activities.
- Decisions on sourcing and outsourcing of international logistics providers
- Sales contracts for international transactions
- Review of Incoterms
- Freight rates for different modes of transport
- How to move your goods from origin to destination
- Transportation Modes
- Equipment used to transport freight
- Intermodal concept and containerization
- Insurance coverage for international shipping
- Discussion and exercises on documentation and bills of lading
- Basic understanding of customs duty, classification, free trade agreements, and foreign trade zones
- Discussion of current government security requirements for international shipping and logistics

HOW YOU WILL BENEFIT

- Acquiring this knowledge will enable you to route your shipments more profitably.
- Understanding the concept and mechanics of the logistics process will allow you to make the most favorable decisions regarding the movement of your goods.
- Effective management of your logistics activities will result in significant control over your import and export transactions.
- Learn differences between International and Domestic transport processes
- Control the International movement of goods to your advantage and profit
- Terms and Conditions of Sale Contract
- Determining the total cost of acquiring the goods
- Choice of the selected mode of transportation

WHO SHOULD ATTEND

- Transportation and Logistics Staff
- Purchasing Managers and Buyers
- International Contracts Administration Staff
- International Customer Service
- Materials Management Staff
- Import and Export Managers and Staff

Valuable References

International Logistics



Dictionary of International Trade

Upcoming Locations

Nashville, TN

Atlanta, GA

Chicago, IL

Long Beach, CA

Woodbridge, NJ

See MORE LOCATIONS! on page 4.

ONE-DAY REGISTRATION FEE: \$695

INCOTERMS 2010 ARE COMING!

Learn to accurately define the responsibilities of the seller AND buyer — and negotiate better transactions.

Since 1936, INCOTERMS (international commercial terms) have been the globally accepted definitions for terms of sale in international trade. Incoterms are extensively used in international sales contracts as they are widely recognized and generally well understood. Incoterms determine critical issues such as who will arrange and pay for the carriage of goods and the point that risk of loss and damage passes between the parties.

The current INCOTERMS 2000 are being revised and a new version of the definitions known as INCOTERMS 2010 will be published in October, 2010. They become effective on January 1, 2011. Will your company be ready to embrace and apply the updated standardized international trading terms known as INCOTERMS?



INCOTERMS define the responsibilities of the seller and buyer with regard to the export of the goods as well as other key elements of the transaction. Improper use of commercial terms or misunderstandings between sellers and buyers is costly and may jeopardize future transactions. It is critical for

companies involved in global trade to insure that they are fully versed in the proper use and application of the new terms.

HOW YOU WILL BENEFIT

INCOTERMS 2010 will contain significant changes from INCOTERMS 2000. These will include:

- Addition of a new term for transactions between countries which do not have customs borders; i.e. transactions where no export or import clearance exist.
- Possible elimination of some existing terms.
- A clear distinction will be made for multimodal Incoterms and those for marine only use.
- Cargo security issues will be addressed and linked to programs such as Customs Trade Partnership Against Terrorism (C-TPAT), Authorized Economic Operator (AEO) and others.
- Definitions of each term will be revised to provide a clear explanation of the use of each term.

If your company has not yet embraced INCOTERMS, the time to do so is now. If you currently use INCOTERMS 2000, you must prepare for INCOTERMS 2010. Having an effective date of January 1, 2011, it will require new agreements entered in late 2010 to reflect the new terms. For those of you who are negotiating contracts today that contain Incoterms and do not fully understand

the meaning of the revised Incoterms you need to update yourself to the specific changes in INCOTERMS 2010. The appropriate use of the Incoterms can minimize your risks and obligations.

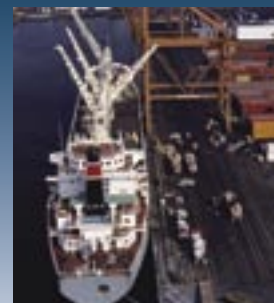
In order to prepare the international business community for INCOTERMS 2010 UNZ & Co., the leader in import / export compliance training, is offering seminars in this essential area of international trade. Their program will be presented by experienced professionals who are actively involved in negotiating international trade contracts and have the hands-on experience in applying Incoterms and thus are able to clearly explain the advantages and disadvantages of each term in a transaction.

WHO SHOULD ATTEND

This training is critical for personnel in:

- sales
- import purchasing
- international forwarding (IFFs)
- Customs House Brokers (CHBs)
- Traffic / Logistics
- credit finance
- in-house legal counsel
- risk management staff
- senior management and anyone in your organization involved in international trade programs.

This training is equally important to anyone in the chain of contract administration to ensure that the commercial trading terms accurately reflect the transaction.



No Prerequisite Necessary

The 1-day agenda includes:

8:00 a.m. Registration and Continental Breakfast

8:30 a.m. – 4:30 p.m.

Background of Incoterms

- History of Incoterms
- Evolution of Incoterms
- Why new Incoterms

Terms of Sale – Standard Trade Practices

- Definition of Elements of Terms of Sale
- Distinction between Terms of Payment and Terms of Sale.

Purpose & Scope of Incoterms Defining the Incoterms 2010 Changes

Comparison to 2000 version Structure of Incoterms

- Logical sequence of Incoterms
- The four Major Groups

Usage of Incoterms

- The international sales contract
- Incorporation of Incoterms
- Terms of Sale in conjunction with Terms of payment.

Upcoming Locations

Woodbridge, NJ

Garden City, NY

Chicago, IL

Long Beach, CA

Philadelphia, PA

See MORE LOCATIONS!
page 4.

ONE-DAY REGISTRATION
FEE: \$375

Check our web site to see the most recent information on additional dates & locations not listed in this brochure.

TRAINING FOR DANGEROUS GOODS TRANSPORTERS



We'll show you how to take the risk out of dangerous goods transportation. Learn about how to: create and maintain a dangerous goods management system, be sure your dangerous goods personnel get the training they need and ensure your compliance with all regulations. The result? Consistently safe shipments.

Our series of training programs covers the full dangerous goods transportation process, from marking and labeling to proper documentation. Learn to properly prepare for safe and successful shipping.

Multimodal Dangerous Goods Transportation

Our agenda reviews the distinct regulations of the Department of Transportation, IMDG, and ICAO/IATA. Learn to take the risk out of hazmat transport — DOT fines up to \$32,500 per day with single shipment fines exceeding \$75,000. Expanded DOT regulations demand documented training for every hazmat employee in your company, including “pre-transport” handlers. Train now for increased safety and to avoid fines and civil/criminal liability. **2 day seminar. \$895.**

Shipping Dangerous Goods by Air – Recurrent Training

IATA stipulates that recurrent training must occur at least every 24 months. Unz & Co. training will satisfy this requirement and also equip you to prepare shipments that are fully compliant with all regulations. **1 day seminar. \$495. Prerequisite — You cannot register for this one day program unless you have previously been certified in IATA or at least DOT CFR Title 49!**

Special pricing for attending both the Multimodal Dangerous Goods Transportation Workshop and Shipping Dangerous Goods by Air - only \$1315 = \$75 savings.

CUSTOMIZED TRAINING

How It Works

Unz & Co. will assign you a personal training manager to develop customized training with you, and deliver it direct to your company.

On-site programs simplify the learning experience. The focused training given by our expert instructors, supported by our up-to-date references, ensure that your staff will max out their learning experience.

Key Benefits

Receive immediate ROI when your staff learns the principles and procedures needed to achieve your goals.

Save time and money by having Unz experts come directly to you — get your employees on the same page.

Your Needs

Each company's needs are different — one agenda never fits all. That's why your Unz Training Manager will be there to help you identify and address the most relevant topics for your company and then provide

training. Our training basics are a great start, customization ensures the success of your training effort.

Your Budget.

You will know the total cost for the seminar before it begins — no hidden costs — and no travel or hotel charges. Group training will get your staff “on the same page,” boost morale and help create a more efficient and productive workplace environment.

Your Time Frame

We work to your schedule to eliminate downtime and boost the learning experience for your staff.

What Unz & Co. Delivers

Any of Unz & Co. seminars and workshops can be customized and presented at your site. Our seminars have earned us a reputation for excellence in International Trade and Dangerous Goods Transportation training. See the following listing of the seminars.

Export Training

- Export Operations & Procedures
- Export Controls and Licensing under the EAR
- NAFTA and other Free Trade Agreements
- Introduction to the ITAR and Licensing Workshop
- Developing an Export Management and Compliance System (EMCP)
- Classification under the Schedule B
- International Logistics

Import Training

- Import Operations and Procedures
- Tariff Classification Under the Harmonized System
- U. S. Custom Audit and Compliance Assessment
- Incoterms 2010
- Intensive Letters of Credit
- UCP600
- Global Sourcing Supply Chain Management
- International Logistics

Dangerous Goods Training

- Multimodal Dangerous Goods Transportation Training Workshop (initial or recurrent training).
- Shipping Dangerous Goods by Air – IATA Regulations Workshop, Initial and Recurrent Training Workshops.
- Dangerous Goods Classification for Import/Export Shipments Workshop (UN#).

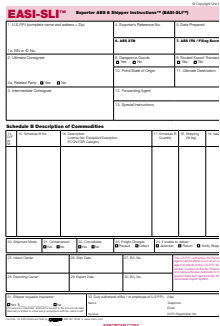
See www.unzco.com for seminar details, dates, and locations.

Ask about an onsite compliance review

Jump-start your custom training by having an Unz & Co. expert review your operating processes. Do you have a definitive idea of what your staff is doing at any given time? Are they following best practices? Finding out how efficient and compliant your operation works is vital to your success.

The tools you need for successful compliance.

DOCUMENTATION



Unz & Co. provides over 100 constantly reviewed forms that save time, and are fully compliant. Some examples of these would be the new Export EASI-SLI™ that incorporated mandatory AES information, the

Canadek™ combination form for Exports, document organizing export and import folders to Canada, and recently updated dangerous goods Bills of Lading and Declarations, as well as FTA Certificates of Origin.

LABELS AND PLACARDS



Unz & Co. provides dangerous goods, shipping and US AID labels in full compliance with the most current regulations. Customized proper shipping name labels (including the UN number) are available for the Hazmat shipper.



REGULATORY REFERENCES

Unz & Co.'s print and 24/7 on-line library of Regulatory Directories and Handbooks provide you with the most accurate and up-to-date Export, Import, and Dangerous Goods regulatory information available.



Trade Regulations

- Export Administration Regulations
- Schedule B
- US Customs
- Harmonized Tariff Schedule
- Dangerous Goods (CFR 49)

Also find the popular Commerce

Export Compliance Handbook and current standard industry references such as CFR Title 49, IATA and IMDG Dangerous Goods regulations.

SOFTWARE



Unz & Co. provides both Export and Dangerous Goods software that allows the user to create, transmit and manage shipment documentation. Software is fully compliant with the latest regulations, and is designed to save time and reduce your costs. **UnzExport**® allows the user to produce the commonly used Export and Dangerous Goods required documents including AES certified filing. **UnzHAZMAT**® provides the necessary D.O.T., ERG, IATA and IMDG regulatory documents. Both UnzExport and UnzHazmat software are available in single, multiple and Enterprise Resource Planning (ERP) versions.

Visit our website and find out more about how Unz & Co. products and services can help your international trade efforts — www.unzco.com. Take advantage of what Unz & Co. has to offer you and your organization!

INVESTING IN UNZ TRAINING IS A PROVEN WAY TO INCREASE YOUR EFFICIENCY, COMPLIANCE, AND PROFITS.

Unz & Co. is the most trusted name in Compliance and Operations training. We provide practical in-depth business insights, skills, and tools in a face-to-face format.

**Get there with
Unz education**

UNZ&CO *The International Trade
Compliance Experts Since 1879*
Division of WTS Corpora

333 Cedar Avenue, Building B, Suite 2, Middlesex, NJ 08846



It works!
Over 60,000 people
have turned to Unz & Co.
for professional development.

UNZ SEMINARS... why Unz?

Unz training has guided organizations over 130 years of ups and downs. Now, with signs of recovery on the horizon, it's time to regroup, look ahead and prepare to rebuild your international trade business.

Our training will give you the keys to a time-tested formula. Gain confidence, skills, and be ready to meet the challenges of your job. You will get noticeable results from day one.



Register or find more information at: www.unzco.com or call 1-800-631-3098.