



# TWO GREAT SEMINARS! ONE DAY!

## SEPTEMBER 12, 2017

### ● LANDED COST (8:30-NOON)

When purchasing goods internationally the most import price is not the “base” selling price but the landed cost. Landed Cost is the fully allocated cost (price) to bring the goods to the point of use or resale. This includes many factors many of which are related to the supply chain and import process. If you do not determine the landed cost before purchasing the good and continue to monitor it, the product could be far most costly then you realize. It is also important to understand that is concept relates to your exports as well, what does your product really cost the buyer. This seminar will provide you with the tools and knowledge to understand calculate and control your landed cost.

### ● IMPORT OPERATIONS & COMPLIANCE (1:00 – 4:00)

Imports into the U.S. continue to grow, even with the economic slowdown more companies are sourcing goods and material from overseas markets. U.S. Customs and Border Protection have increased their enforcement of import regulations. Are you fully compliant with these regulations and are you managing your imports to insure compliance and a profitable transaction. Learn about the latest changes in import regulations, how to work with your suppliers to insure proper documentation and gain an understanding of concerns such as proper classification, marking requirements, valuation, assists and more.

**Check one:**  Landed Cost  Import Compliance  Attend Both

Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Attendee Name: \_\_\_\_\_  
Email Address: \_\_\_\_\_

To register complete and return to [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org)

Improve Processes

Reduce Costs!

Avoid Fines & Penalties

Avoid Common Errors

Understand Costs

Who should attend?  
*Finanace/Logistics/Sales/  
Purchasing/Imports/  
Customer Service/Broker  
Coordinators*

PRESENTED BY:  
BOB IMBRIANI,  
TEAM WORLD WIDE

LOCATION:  
JARI CENTER  
160 JARI DRIVE  
JOHNSTOWN PA  
COST: *FREE!*

REGISTRATION REQUIRED  
DEADLINE: SEPT. 6, 2017