

SELECTING INCOTERMS® FOR INTERNATIONAL CONTRACTS & SHIPPING

DATE: February 24th & 25th, 2022 | 8:30am – 10:30 am PST

PRICE: \$50

LOCATION: ZOOM



WHAT IS IT?

The Selecting Incoterms® for International Contracts & Shipping course helps Canadian wood product manufacturers shipping products internationally to understand Incoterms® as well as how to negotiate & incorporate them into contracts & shipping agreements in order to reduce risk and lower costs when transporting these goods across borders.



WHAT ARE INCOTERMS®?

The International Chamber of Commerce (ICC) Incoterms® 2020 rules are used in contracts to clearly communicate the obligations, costs, and risks associated with the transportation and delivery of goods internationally, providing clarity for Sellers and Buyers and helping facilitate trade.

Incoterms® provide a standardized terminology used by all companies involved in selling & shipping products from one country to another. These specific terms or acronyms provide sellers and buyers and their applicable logistics partners with clear rules that simplify contracts, helping to clarify obligations, reduce risk and avoid confusion and unnecessary costs.



WHO SHOULD TAKE THE COURSE?

In the past few years, supply chain and shipping has undergone enormous upheaval, creating increased risk and potential liability for any exporter or importer. The need to simplify and streamline contracts as well as negotiate and clarify costs & limit risk is now more important than ever.

Any person at a wood product manufacturing company that works in a role that touches the exporting or importing process within an organization will gain from attending this session. The session will incorporate the following topics:

- The current 2020 Terms and associated Articles & how to use them
- How Incoterms® fit (or don't fit) international shipping formats & practices
- Important considerations when using specific terms related to loading, import, export & insurance
- How to incorporate the Incoterms® into contracts & common contractual elements
- How to avoid risk & negotiate terms that help control costs & reduce exposure to liability

COURSE AGENDA

- **Day 1 - Section 1**

To begin the course, participants are introduced to the Incoterms®, including their background and origin and why they should be used, followed by a quick review of all 11 terms, the Articles and standard shipping terminology, formats & contracts.

- **Day 1 - Section 2**

From there, an in-depth review of the initial 4 multi-modal terms is done, including EXW, FCA, CPT and CIP with case studies from the region and applicable local sectors.

Each term review also includes a summary of how the Articles fit to each term related to shipping, delivery and loading scenarios, as well as the case studies and examples.

- **Day 2 - Section 3**

To kick off the second day session, an in-depth review is done on the “D” terms, including DAP, DPU and DDP and the four waterway terms, including FAS, FOB, CFR and CIF. A review is also done on how to use the waterway terms correctly and the types of freight most common to these terms.

- **Day 2 - Section 4**

The course ends with a review of how to best select & negotiate a term and other examples of contractual best practices as it relates to the wood products industry.

REGISTRATION

To register, fill out the information below and email it to kcrowe@bcwood.com.

REGISTRATION INFORMATION

FIRST NAME AND LAST NAME

EMAIL

COMPANY

ADDRESS

CITY

PROVINCE

POSTAL CODE

PHONE

ACCOUNTING NAME

ACCOUNTING EMAIL

PAYMENT INFORMATION

MASTERCARD VISA CHEQUE*

*PLEASE MAKE ALL CHEQUES PAYABLE TO --

BC Wood Specialties Group

MAIL CHEQUES TO --

BC Wood Specialties Group

200 - 9292 200 St.

Langley, BC, V1M 3A6

CARD NUMBER

EXPIRY

CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE