



2022 Export and Market Information Workshop

SEPT 20 & 22, 9:30 AM - 11:30 AM PST

SELECTING INCOTERMS® FOR INTERNATIONAL CONTRACTS & SHIPPING

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 that cross borders as part of any shipment, providing clarity for Sellers and Buyers around obligations related to shipping during international business transactions.

THE **WORKSHOP**

This course helps Canadian wood manufacturers shipping products internationally to understand Incoterms® as well as how to negotiate & incorporate them into contracts & shipping agreements, to reduce risk and lower costs when transporting these goods across borders. 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 for wood products
- 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

WHO SHOULD **REGISTER?**

Any person at a wood product manufacturing company that works in a role that touches the exporting or importing process will gain from attending this session. BC Wood members that have recently completed any negotiations at the GBM should ensure they are well aware of these international trading terms.

THE **SPEAKER**

GREG HENDERSON is the Founder and Co-Owner of Exportspark Services Inc., a Canadian-based consulting company that provides training & advisory services on exporting and international trade topics.

Greg is a Certified International Trade Professional (CITP) and Registered Incoterms® 2020 Trainer with over 25 years of international business development experience gained on the ground in over 55 countries. Over 500 participants from dozens of countries around the world have attended Exportspark international trade training courses.



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Please fill out and email to Rumin at rman@bcwood.com

THE COST

\$149/person for all 3 workshops OR **\$59**/person for each workshop

GBM REGISTRANTS SPECIAL RATE:

\$75/person for all 3 workshops OR **\$29**/person for each workshop

- YOU QUALIFY FOR THE GBM RATE
- WORKSHOP 1: Finding Good International Distributors
JULY 21, 8:30AM - 10:30AM
\$59 / \$29 per person
- WORKSHOP 2: New Export Markets - Opportunities in the UK, EU, Japan, Korea, Australia, and the Asia Pacific
AUG 17, 3:00PM - 5:00PM
\$59 / \$29 per person
- WORKSHOP 3: Selecting Incoterms® for International Contracts and Shipping
SEPT 20 & 22, 9:30AM - 11:30AM
\$59 / \$29 per person
- ALL THREE FOR \$149 OR \$75 PER PERSON

REGISTRATION INFORMATION

FIRST NAME AND LAST NAME		EMAIL
COMPANY		
ADDRESS		
CITY	PROVINCE	POSTAL CODE
PHONE	ACCOUNTING NAME	ACCOUNTING EMAIL

PAYMENT INFORMATION

- MASTERCARD VISA CHEQUE*

CARD NUMBER

EXPIRY

CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE

*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



Recordings of each session will be emailed to you afterwards

FOR MORE INFORMATION

Contact Rumin Mann at rman@bcwood.com or toll free at 1.877.422.9663