



# Global Export Seminar

## 'Step By Step' Session on Selling & Shipping Globally

**ABC Customs Brokers** and **Pacific Overseas Forwarding** are offering a seminar on exporting from Canada. This seminar will focus on exporting products to countries other than the United States and will be of interest to those business owners looking to expand their traditional product market. The seminar will provide you with a solid foundation of reporting, record keeping requirements and terms of sale. You will also have a better understanding of Free Trade Agreements, regulations and how to prepare the documentation for export.

### Presentation Speaker:

**Richard Brinkert, CCS** - Certified Customs Specialist and Business Account Manager for both Pacific Overseas Forwarding and Pacific Customs Brokers. Richard has 25+ years experience in Canadian and U.S. customs brokerage, freight forwarding logistics and warehousing.

### Presentation Speaker:

**Vaughn Wright** - Assistant Vice President of the Trade and Supply Chain with HSBC Bank Canada in Vancouver. Vaughn has assisted Western-based companies involved in international trade for 20 years.

### Topics Include:

- ▶ Foreign Affairs exporting services
- ▶ Obtaining a business number
- ▶ Export controls, sanctions and permits
- ▶ How to report your exports
- ▶ Import and export documentation
- ▶ Free trade agreements
- ▶ Incoterms
- ▶ Financing arrangements
- ▶ Letters of credit
- ▶ Modes of transportation
- ▶ Temporary exports
- ▶ Fines and penalties

### Date, Times and Location:

#### ABC Customs Brokers - Seminar Room

101 - 17637 1st Avenue, Surrey, BC

*Thursday, March 8, 2012*

#1 9:00am - 11:30am

### Registration Information:

**Workshop Fee:** The cost for the seminar is \$95 CAD per person. Light refreshments included.

**How to Register:** Complete the attached registration form and mail or fax with your cheque or credit card information to:

#### ABC Customs Brokers

110 - 17637 1st Avenue  
Surrey, British Columbia  
Canada V3S 9S1

### Contact Information:

Margie Schurko at ABC Customs Brokers  
or

Yvette Fox at ABC Customs Brokers

**Phone** 604.538.5777

**Fax** 604.531.3120

**Email** seminars@abccustoms.com

### Registration Deadline:

Monday, March 5, 2012

*\*24 hour cancellation notice is appreciated*

**Registration Form** (Please Print or Type)

**Please Fax Completed Registration Information to 604.531.3120**

Name	Title	Seminar #	Company	Type of Industry
Name	Title	Seminar #	Address	
Name (as it appears on credit card)	VISA <input type="checkbox"/> M/C <input type="checkbox"/> Cheque <input type="checkbox"/> Payment Type <b>Bill Account</b> <input type="checkbox"/>	City/Province		
Credit Card Number	Expiry Date	Month / Year	Postal Code	Telephone #
Signature	Fax#		E-Mail	