



# INCOTERMS® 2010

Thursday, March 15, 2012

Please join the International Trade Resource Center for a seminar on **INCOTERMS**.

Understanding the **international commercial terms** will help you make the right choices for the benefit and needs of both you and the seller. It can also save you time and money, as well as prevent surprises in your shipment process.

Are you using the most recent Incoterms? Incoterms are updated every 10 years. The last update took place in 2010, and went into effect January 1, 2011. What do these changes mean and how will they affect you?

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If you have any of the following questions, the seminar is a must!

- What are Incoterms?
- What is the role of Incoterms in sales or purchase contracts and how do I incorporate them?
- How are Incoterms used in trade transactions?
- Where do Incoterms fit with payment terms?
- Who is responsible for choosing Incoterms?
- How do I handle Insurance under Incoterms?
- What changes have been made to Incoterms 2010?

**Thursday, March 15th, 2012**

**9 a.m.—12 p.m.**

**172 Pembroke Road**

**Concord, NH**

**\$40 per person**

**Presenter:**

***Robert Stein***

*Mohawk Global Logistics*



**Who should attend:**

Exporters • Importers • Sales Managers  
International Customer Service Managers  
Marketing Managers • Distributors  
Purchasing Managers • Shippers  
Trade Consultants • Bank Personnel  
Logistics Consultants • Attorneys  
Customs Brokers • Freight Forwarders  
Compliance Professionals

To register for this seminar, please go to: <http://www.exportnh.org/calendar/registration.aspx>. If you choose to pay by check, please make the check out to SNHU/IIB, and mail it to: P.O. Box 1856  
Concord, NH 03301

**For more information, please contact Ellie White at 603.271.8444 or [ellie.white@dred.state.nh.us](mailto:ellie.white@dred.state.nh.us)**

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