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## International Logistics

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For successful companies working with international markets, shipping is the key skill area to ensure a secure and profitable trading experience. Knowing the proper documentation and buyer/seller shipping responsibilities provide the foundation for a safe delivery to port and to your valued customer.

Through this high value, one-day seminar, you will be given the opportunity to expand your knowledge of international logistics and understand how to make better informed decisions, reduce risks while increasing the profitability of your exports. You will:

- Learn about the critical documentation needed for international trade
- Understand Incoterms 2000 and how they lay the framework for your shipments
- Expand upon your knowledge on ocean and air freight, shipping rates and regulatory controls
- Find out how to mitigate shipping risks through defining shipping responsibilities, insurance needs and federal compliance

### ***Who Should Attend:***

Any staff involved in the international shipping process- international sales, shipping, documentation, finance, and management

### ***Speakers:***

**Paul Patterson**, President, PEP Global  
**Bo Jones**, Sr. International Sales Executive, Federal Express  
**Matt Pickle**, Vice President, SunTrust  
**Robert Leach**, Director, Knoxville-US Export Assistance Center

### ***Date & Location:***

**Thursday, Oct 15, 2009, 8:15AM - 5:00PM**  
Knoxville-US Export Assistance Center  
17 Market Square, #201  
Knoxville, TN 37902

\*Registration begins at 8:15am. Networking event starts at 4:30pm to meet experts in international marketing, finance and logistics.

\*\* For additional information, please call Robert Leach, Director of the Knoxville USEAC, at 865-545-4637.

**Fee:** only \$98 for this full, one-day seminar

**Register Today to Attend!:** [Click here](#)

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