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***Export Training Workshop Invitation***  
***Incoterms<sup>®</sup> 2010 and International Contracts***  
***Friday 17 March 2017***  
***9:30-15:00***

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**Overview:**

**Incoterms:** Since the last revision in 2000, much has changed in global trade and the new Incoterms<sup>®</sup> 2010 rules will have a direct effect on the way you conduct your business internationally. These terms became effective on 5 January 2011 but many companies are still using outdated terms.

**International Contracts:** International commercial contracts are sale transaction agreements made between parties from different countries. The methods of entering foreign markets, the choices made, balancing costs, control and risk, are all aspects that should be addressed when considering an international partner.

**Topics include:**

Direct Export, the use of a foreign agent to sell and distribute, using of foreign distributor to on-sell to local customers, manufacturing products in the foreign country by either setting up business or by acquiring a foreign subsidiary, license to a local producer and the appointment of a franchisee in the foreign country.

**Outcomes of this course:**

Delegates will have a complete understanding of

- the risk, cost and responsibility for both the seller and the buyer with each Incoterms<sup>®</sup> 2010 quoted
- An understanding of all aspects of marine insurance
- A full comprehension of international risk, and responsibility for both the seller and the buyer when drawing up an international commercial contract.

**Who should attend?**

All personnel who deal with any aspect of international trade, including marketing staff, administrative staff, logistics, legal and finance staff.

**Date : Friday 17 March 2017**

**Time : 9:30 - 15:00**

**Venue: The Greens Office Park, Pecanwood, Centurion, Highveld**

**RSVP: Grace at [grace@saeec.org.za](mailto:grace@saeec.org.za) or 011 315 0209**

**Note:** The workshop is subject to a minimum of 6 delegates registering.

**Workshop fee per delegate:** R850.00 + R119.00 (VAT) = R 969.00

**[To reserve your place please complete the attached booking form](#)**

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**Facilitator: Linda Holtes: MD Platinum Mile Consultants.**

