



# Export Compliance 201

*Presented by*

*The Economic Development Partnership of North Carolina & Allocca Enterprises, Inc.*

Tuesday, August 20, 2019

8:30 am - 4:30 pm



115 Chatham Street  
Sanford, NC 27330

1st Floor Conference Room

## Who should attend?

Traffic managers, purchasing managers, sales department, shipping/receiving personnel, compliance officers, financial officers, sales managers, customer service managers and anyone involved/concerned with international shipments.

*Seating is limited and registration is required.*

*Please contact:*

*Joyce Spivey  
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## Seminar Description:

This program will help you be in full compliance with a whole host of US export/import regulations. You will know the proper standards by which to determine origin and begin to label the origin of your items. Most companies are using the incorrect values on their commercial invoices, EEI's and other documents to "help" a foreign customer. Learn how to properly handle valuations on drop shipments, samples, warranties, repairs and replacements for customs purposes. Come and learn about the FCPA, Successor Liability and how this affects you.

## Topics Include:

- Understanding the six (6) ways to Export/Import Duty Free
- Determining the Country of Origin vs. Marking the Origin
- Exporting Samples, Warranties, Repairs & Replacements
- Proper Customs Valuation as well as Transfer Pricing with Related Parties
- Three (3) Drop Shipment Scenarios with Proper Customs Values & Documents; why most companies are conducting at least one of these drop shipments incorrectly on their export paperwork
- Learning more about the FCPA- Foreign Corrupt Practices Act
- Successor Liability – how this affects you
- Best Practices of Successful Companies

*This full day training is eligible for (6) NASBITE-CGBP Re-Certification CEU's.*



**ECONOMIC DEVELOPMENT  
PARTNERSHIP OF NORTH CAROLINA**



**Allocca Enterprises, Inc.**  
*Export & Import Compliance Training*