

Introduction to NAFTA & the 3 new Free Trade Agreements

Presented by Allocca Enterprises in cooperation with the Vermont Global Trade Partnership



*Allocca
Enterprises, Inc.*



Wednesday March 28th 9:00 a.m. - 4:30 p.m.

Location: Holiday Inn Burlington

1068 Williston Road

South Burlington, VT 05403

Topics Include:

- Understand how to determine if your products qualify for NAFTA
- Learn how to use the NAFTA Rules of Origin – AKA Annex 401
- Overview of the 3 new FTA's (Columbia, Panama, S. Korea)
- NAFTA Certificates of Origins – Common errors, when you should/ shouldn't fill one out.
- Understand preference criteria A-F. How to determine which one your goods qualify for.
- Supporting documentation – How do you obtain one, and when should you use a manufacturer's affidavit.
- Formulas for determining regional value content or a change in tariff classification.
- Fungible goods and materials/De Minimis– What are they how does this affect you?

Who should attend: Traffic managers, purchasing managers, sales department, shipping/receiving personnel, compliance officer, financial officer, sales managers, customer service managers and anyone involved /concerned with international shipments.

Cost is \$425 per person (pre-register by Mar 21st) \$475 to register after Mar 21st. Includes all reference material, morning pastries/coffee & lunch. Seating is limited, registration form & payment required to guarantee seat. Must RSVP via fax 803.684.8015 Attn: Mike Allocca or email registration form to admin@alloccaenterprises.com

**** Through assistance from the Senator Leahy International Trade Grant, VGTP is pleased to offer a \$200 discount to Vermont manufacturers, reducing early registration fees to \$225 per attendee. Funding available to ALL qualified Vermont manufacturers. Please e-mail admin@alloccaenterprises.com prior to registration to see if you are qualified for the discount. ****

Registration Form – Introduction to NAFTA Training

How many times have you shipped to Canada/Mexico and simply filled out a NAFTA certificate based on your customer's instructions? Did you have any supporting documentation showing how you researched the rules of origin and obtained any manufactures affidavits proving your goods qualify for NAFTA? Have you documented your research on your bill of materials as to how your goods qualify? Do you know if your goods have a duty associated with them or where to go to get this information? Are you aware of the 3 new FTA's (Panama, S. Korea and Columbia)? If not come and learn about the differences between them and NAFTA.

Program overview

This program will help you be in full compliance with all NAFTA regulations. You will know where to go and what to look for to be able to determine if your products qualify for the benefits of NAFTA. Most companies are exposing themselves unnecessarily to NAFTA penalties. In some cases your goods have low or zero duty already and therefore no need to exposure your company to potential NAFTA violations or to fill out a NAFTA certificate if your goods do not qualify. You will have an overview of the 3 new FTA's (Panama, SD. Korea, Columbia).

Topics covered

- **Specific Rules of Origin – Annex 401 – How to determine if your product qualifies**
- **NAFTA Certificates of Origins – Common errors, when you should/ shouldn't fill one out.**
- **Understand preference criteria A-F. How to determine which one your goods qualify for.**
- **Producer vs. exporter what are the rules.**
- **Supporting documentation – How do you obtain one, and when should you use a manufacturer's affidavit.**
- **Formulas for determining regional value content or a change in tariff classification.**
- **De Minimis – What does this mean, why is it important to you.**
- **Fungible goods and materials – What are they how does this affect you?**
- **HS tariff classification- Is your code accurate, where do you get one?**

Who should attend:

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

Detach from here and mail in with payment

Wednesday March 28th, 2012 Burlington, VT -NAFTA & 3 New Free Trade Agreement Training
9:00 am- 4:30 pm

\$425 pre-register by March 21st / \$475 to register after March 21st.

Company Name _____ Number of attendees _____

Attendee # 1 _____ Attendee # 2 _____

Telephone # _____ 1st e-mail address _____

Fax # _____ 2nd e-mail address _____

Payment: Payment via credit card (pay pal charges a 5% service charge- pls see my website for payment via credit card)

Mailing Check (please make payment to Allocca Enterprises, Inc & mail payment to 356 Cameron Road, York, SC 29745 Cancellations must be received 72 hours (3 complete business days) in advance of the program in order to receive credit towards a future program.

Allocca Enterprises, Inc.
356 Cameron Road, York, SC 29745
Tel: 803.684.8012 Fax: 803.684.8015
Email: mallocca@alloccaenterprises.com
www.alloccaenterprises.com

