

Upcoming Workshop | Tuesday, October 26th

# "In-Depth Studies of Incoterms-2020" And "All About Canada"

8:30 AM - 4:30 PM CST

Forum on site in Sioux Falls or via live-stream webinar



This course has been pre-approved by NASBITE International as a CGBP recertification program. Attendees that register for the entire session will receive 7.25 CEUs towards annual recertification. The morning session alone is worth 3.5 CEUs, and the afternoon session is worth 3.75 CEUs.

(Registration fee still applies)

#### Event Info

Date: Tuesday, October 26th, 2021

Registration:

8:00 AM - 8:30 AM CST

Morning Session:

8:30 AM - 12:00 PM CST

Networking Lunch:

12:00 PM - 12:45 PM CST

Afternoon Session:

12:45 PM - 4:30 PM CST

**Location: USD Community College for Sioux Falls, Avera Hall, 4801 North Career Ave, SD, 57107**

(Parking is available in the student lot, west of the building just over the bridge)

For those attendees wishing to stay in Sioux Falls the evening before and/or the evening of the event, please contact Rock Nelson, as he has access to special pricing at the Downtown Holiday Inn City Centre for \$99.00 + tax per person per evening.

## Morning Session

Roy Becker

### *"The Importance of Sales Terms - Incoterms®"*

#### Agenda

- Key definitions
- The Proforma Invoice
- Incoterms®
  - What are they?
  - What aren't they?
  - Dos and Don'ts
- UCC Terms
  - What are they?
  - What aren't they?
  - Dos and Don'ts
- Incoterms® - Grouping
- Incoterms® - One-at-a-time
- Incoterms® - Summary Grid
- Matching Payments with Incoterms®

#### What you will learn:

- Why you should avoid EXW and DDP
- The 10 responsibilities of buyers and sellers
- The two most common misconceptions about Incoterms®
- How a company lost \$176,000 with the wrong Incoterm®
- How to match the right Incoterm® to payment terms
- How to use an Incoterm® when you want control of a shipment
- How the use of an Incoterm® affects revenue recognition



## Afternoon Session

Variety of Speakers

### *"All About Canada"*

#### Agenda

Ariel Delouya- 12:45-1:15

The USMCA: What is new and the state of play one year after its coming into effect.

Carl Pilon- 1:15-1:45

An overview of the Canadian market and why it's the best market for South Dakota exporters.

Bob Cowie & Alan Dewar- 1:45-2:30

Radical Change in Canada Customs

Infrastructure slated to occur in May 2022.

These changes will enhance the enforcement or regulations and tax collection. Canada and the USA share more than the longest common boarder. Many trade initiatives are similar in both Canada/USA. GHY will share best practice stories and understandings of how to leverage trade initiative.

#### 15 Minute Break

Reis Pagtakhan- 2:45-3:30

Canada's requirements for foreign workers - Processes, Procedures, and How to choose the most cost effective option. When a misdemeanor i.e. DUI and other crimes will prevent you from entering Canada and what to do about it. Specific Canadian immigration solutions for manufacturers servicing equipment sold to customers in Canada Corporate and personal income tax considerations Contracts north of the Border. Protecting your US intellectual property in Canada.

Stuart Greenfield- 3:30-4:00

While your product may fall under one specific category (Pet food, Dietary supplement/Natural Health Product, cosmetic, etc.) in the US, the Canadian classification may be very different.

Depending on the nature of the product, certain ingredients may have different Standards of Identity in Canada.

Are the ingredients even permitted in your classification of product in Canada?

Is your packaging compliant? Canada has very specific rules for each category of product for the packaging and US compliant packaging will not be compliant in Canada.

### Registration Fees

#### **Onsite**

Morning Session - \$125 (Tax Included)

Afternoon Session - \$125 (Tax Included)

*Onsite registration includes all reference material, morning pastries, coffee, juice and lunch. Seating is limited. Registration form and payment required to guarantee your seat.*

#### **Webinar**

Morning Session - \$100 (Tax Included)

Afternoon Session - \$100 (Tax Included)

**[Click here to register!](#)**

Who should attend? Please forward this event invitation to other relevant and interested parties within your company at your discretion.

- Litigation Attorneys
- Import/Export Attorneys
- Attorneys Drafting International Distribution Agreements
- Export/Import Compliance Professionals
- International Trade/Consultants/Advisors
- Supply Chain Personnel
- Tax And Legal Professionals
- Finance and Accounting Personnel
- Internal Audit Professionals
- Risk Management Professionals
- Logistics Personnel
- Government Relations
- Global Logistics and International Traffic Managers and Operators
- Customer Service
- C Level Business Officers
- Vice Presidents
- International Compliance Directors and Personnel

**Anyone involved or concerned with international shipments**



**Ariel Delouya**

*Consul General  
Consulate General of Canada-  
Minneapolis, Minnesota*

**Bio for speaker**



**Carl Pilon**

*Senior Trade Commissioner at the  
Consulate General of Canada-  
Minneapolis, Minnesota*

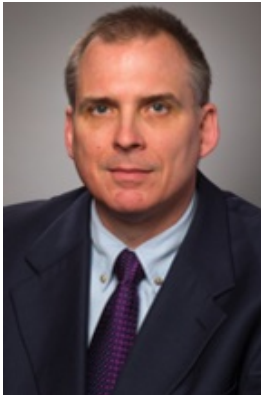
**Bio for speaker**



**Bob Cowie**

*Vice President of Global  
Trade Services at GHY Internatio*

**Bio for Speaker**



**Alan Dewar**

*Executive Vice President of Client  
Services and Regulatory Affairs at GHY  
International*

**Bio for speaker**



**Reis Pagtakhan**

*Canadian corporate immigration  
lawyer*

**Bio for Speaker**



## Stuart Greenfield

*Director of Business Development at Source  
Nutraceutical*

### Bio for speaker

Have questions or concerns about the webinar format or the technical requirements to attend via webinar? Please contact:

#### Rock Nelson

*International Marketing Director of the Sioux Falls Development Foundation and  
Sioux Falls Area Chamber of Commerce*

*Director of South Dakota's International Trade Center*

*S.B.A. Certified in Export and Trade Counseling*

*Certified Global Business Professional*

*#1 West Weather Lane, Suite #400*

*Sioux Falls, South Dakota, 57104*

*Telephone/Fax: (605).338.3424*

*Cell Phone: (605).941.6696*

*E-mail: [rock@siouxfalls.com](mailto:rock@siouxfalls.com)*

*Website: [www.internationalportinfo.com](http://www.internationalportinfo.com) [www.usd.edu/sbdc](http://www.usd.edu/sbdc)*

Workshop hosted by:





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Funded in part through a Cooperative Agreement with the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Rock Nelson at (605)-338-3424. Any information provided by South Dakota's International Trade Center, its Director or its staff is purely an informational, educational service to its clients and other interested parties. When making business decisions based on this or any information, it is important to verify the accuracy and timeliness of the information with the appropriate government or private entities.

USD | Beacom School of Business, 414 E. Clark St., Vermillion, SD 57069

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