



Export & Customs Compliance Management Course

A myriad of import/export regulations face the company involved in international trade, including difficulties with export documentation, delays on shipment or getting paid, not to mention penalties for non-compliance. The update to Incoterms 2010 came into force in 2011, with significant changes to interpretation of these rules

Major changes are taking place concerning Export and Import Control legislation & reporting Systems (ECS/ICS). The Union Customs Code is due to come into place in 2015. Penalties have been introduced in the 2011 Finance Act which focuses attention on the administration responsibilities for correct submission of SAD returns. Failure to make correct declarations also brings closer the possibility of a Customs audit.

Authorised Economic Operator (AEO) certifications have now passed the 10,000 mark across the EU. Mutual Recognition has been agreed between AEO and CTPAT. Lack of AEO approval may well encounter delays by Customs across borders in the future.

Course Objectives

This three day course provides the Exporting or Logistics company with a valuable update to International Trade documentation, VIES / INTRASTAT and Customs regulations.

Course Benefit Assurance

A detailed review of your customs and trade issues will take place with a pre-course questionnaire review followed by ongoing technical customs support for the month following the course.

Target Audience

This course is a must for those management, supervisory and operations personnel dealing with markets worldwide and for those planning to trade with new international markets.

Course Accreditation

This course has been validated by Irish Inst. Credit Mgt. and the Inst. of Leadership and Management.

Course Outline

Day 1

- **International Trade Risk Assessment**
- **Negotiating Export Contracts**
 - Fulfilling Customer needs
 - Assessing International Market requirements
 - INCOTERMS 2010
- **Commercial Documents**
 - Export Quotation
 - Pro-Forma Invoice
 - Commercial Invoice
- **Modes of Distribution**
 - Air, Sea, Road & Rail
- **Shipping Case Study**
 - Celtic computers
 - Planning and Organising
 - Financial costings
 - Case Discussion
- **Customers and Transport Partners**
 - Shipping Instructions
 - Documents - Air, Sea & Road
 - Third Party Requirements
- **Insurance**
 - Marine Cargo Insurance
- **Export Customs Documentation**



Day 2

- **Customs Framework**
 - The European Community
 - Regulatory Issues
 - Dealing with change
- **Customs Classification**
 - The Classification process
 - Importance of Proper Classification
 - Guide to Classification
 - Tariff book – columns explained
 - Binding Tariffs – BTI
- **Rules of Origin**
 - Preferential & Non-preferential
 - Origin Rules
 - Certificates of Origin
 - GSP Form A, EUR1 & ATR Forms
 - Preferential Trade Agreements
- **Value Added Tax (VAT)**
 - VAT 2010
- **VIES**
 - Detail information
 - Thresholds
 - Triangulation
 - VIES Return Analysis
- **INTRASTAT**
 - Thresholds
 - Intrastat Inclusions / Exclusions
 - Completing INTRASTAT
 - Declarations Return
- **Customs Valuation**
 - Valuation Procedures
 - General Value Declarations
 - Simplified Procedures
- **Customs Audit**
 - Rights and Obligations
 - Appeal Procedures

Day 3

- **Customs & Foreign Trade Documents**
- **Regional Trade Agreements**
- **Preferential Origin**
- **Customs Economic Procedures**
 - Customs Warehouses
 - Types of Customs Warehouses
 - Inward / Outward Processing
 - Processing under Customs Control
 - Vendor Managed Inventory
 - Procedure Codes
- **SAD and AEP**
 - AEP II (Automated Entry Procedure)
 - Procedure codes explained
 - AAD (Administrative Accompanying Document)
 - Excise Entries, Post Entries
- **Non-Tariff Barriers**
- **Customs Documentation**
 - Single Administrative Document
 - Transit Forms
 - Commercial & Customs
 - Documentation
 - Ata Carnets
 - Completing the S.A.D.
- **Import & Export Controls**
 - Dual Use Items
 - Economic Operator Registration And Identification (EORI)
 - Export Control System (ECS)
 - Import Control System (ICS)
 - Dual Use Items & Licensing
- **Authorised Economic Operator**
 - AEO Benefits & Responsibilities

Booking Form

COURSE VENUE: 11 Merrion Square North, Dublin 2

(Including course manual, lunch & refreshments, Course certificate will be awarded upon completion.)

Total number of place (s) to be reserved with this booking:		Date: €	
Company Name:			
Company Address:			
Telephone:		Fax:	
1st Applicant	Name:		
	E-Mail:		
	Job Title:		
2nd Applicant	Name:		
	E-Mail:		
	Job Title:		

* Course fee payable latest 21 days in advance. (Refunds: prior to 14 days 90%, 7-14 days 50% refund. Less than 7 days no refund, substitutions welcome).

Return this booking form to training@export-edge.com

Export Edge is an International Training and Consultancy company founded in 1992, which provide industry focussed training and services within the International Trade industry sector:

- *Letters of Credit Contract negotiation and Export Compliance Documentation outsourcing /management services.*
- *International Credit and Payment management services. International Trade Finance Solutions, covering outsourcing and management services.*
- *Technical documentation and payment management services.*
- *Specialist Recruitment and Contract Staff Services.*

Recognised by



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