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## getting value right!

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Reef Restaurant | 800 Harbor Scenic Drive | Long Beach, CA 90802

June 29, 2016  
11:30 AM - 2:00 PM PT

Su Ross will be presenting "Tricks of the International Trade: Getting Value Right!" at the June lunch meeting for the Los Angeles Customs Brokers & Forwarders Association.

Forwarders and brokers can easily get themselves into trouble with regulatory agencies and their clientele because they deal with so many different customers in all shapes, sizes, locations, industries, and at very different levels of sophistication. All too often, the problems start when the wrong value is declared for a shipment. A recent illustration for forwarders comes from the U.S. Secret Service investigation about motor vehicle exports, which was triggered by value. Forwarders exported many of those motor vehicles declaring the value as the U.S. purchase price instead of the sale price to the foreign buyer. Brokers frequently run into mismatches between terms of sale and how the freight is charged, or additions to value, which get overlooked, all of which lead to similar complications and equally unhappy customers.

Register for this event to learn 7 Tricks of the Trade which will help you avoid these problems and keep your exporters and importers compliant and increase your bottom line!

**Members:** \$45.00

**Non-members & Walk-ins:** \$60.00

### More Information

### Register

*In order to receive credit you must submit your CCS/CES number*

### attorneys

Susan Kohn Ross

### practice areas

international trade  
regulatory