



Course Duration: From 1.5 hours to Multi-Day Sessions (Instruction time varies depending on level of detail desired by client.)

Customizable and Flexible: Most courses can be delivered as introductory/beginner level (Level 100); intermediate level (Level 200), to advanced level (Level 300) curriculum and all can be customized to meet the client's areas of interest.

Course Categories and Denotations: Logistics **L**, Trade Compliance **C** and General **G**

Sessions are stand alone and can be taken in any order

Logistics Related Courses: Denoted by **L** (press "Control and Click" on course title for more details)

- [Best Practices in Ocean Chartering](#)
- [Effective Quoting for Ocean Freight Shipments](#)
- [Geography for the Logistics Professional](#)
- [Harmonized Tariff System & Schedule B Numbers](#) *(also listed under Trade Compliance)*
- [Hazardous Materials Training -Initial and Recurrent for Air \(IATA\), Sea \(IMDG\), Road \(49CFR\)](#)
- [Heavy-Lift & Out-of-Gauge Transport Workshop](#)
- [Incoterms®2010 - Including Key Regulatory & Trade Practice Updates](#)
- [Incoterms®2010 - Refresher & Case Study Workshop](#)
- [Letters of Credit](#)
- [Logistics University](#)
- [Managing Logistics for Capital Projects Workshop](#)
- [Managing Global Capital Project Logistics in an EPC Environment](#)
- [Managing Risk](#)
- [Ocean Bills of Lading & Terms](#)
- [Routed Export Transactions & Responsibilities Explained](#) *(also listed under Trade Compliance)*
- [Selecting Truck Carriers with Due Diligence – Beyond SAFER](#)
- [Shipping to Nigeria – A Proactive Approach](#)
- [Understanding Export Documentation](#)
- [Understanding Ocean Project & Heavy-Lift Carriers & How They Relate to Shippers & Forwarders](#)
- [Understanding the Mechanics of Door-to-Door Logistics](#)
- [Vetting & Contracting with Suppliers](#)

Trade Compliance Related Courses: Denoted by **C** (press "Control and Click" on course title for more details)

- [AES & Foreign Trade Regulations - Important Changes of 2014](#)
- [AES Records & EEI Filings](#)
- [Anti-Boycott Compliance](#)



Trade Compliance Related Courses, continued: Denoted by **C** (press “Control and Click” on course title for more details)

- [ECCNs & the CCL– Classifying with Export Control Classification Numbers & the Commerce Control List](#)
- [Ethics – FCPA & the UK Bribery Act – What, Why, How](#)
- [Export Management Compliance Program \(EMCP\)](#)
- [Global Trade Compliance – An Overview of the Impact on your Global Projects](#)
- [Harmonized Tariff System & Schedule B Numbers](#) (also listed under Logistics Courses)
- [Routed Export Transactions & Responsibilities Explained](#) (also listed under Logistics Courses)
- [U.S. Export Compliance Interactive Workshop](#)
- [U.S. Export Compliance “Work Out” Exercises](#) – a Hands-on Refresher for Working with the U.S. Export Regulations
- [U.S. Export Controls](#) – A General Awareness Introduction
- [U.S. Export Licenses & License Exceptions](#)
- [U.S. Import Trade Compliance](#) - A General Awareness Introduction

General Topic Courses: Denoted by **G** (press “Control and Click” on course title for more details)

PLS provides numerous leadership, teamwork, process improvement and time management courses. A few examples are shown below. Please contact us for more details of the extensive list of courses provided in this general topic area.

- [Effective Communication Skills](#)
- [Problem Solving & Decision Making: A Logical Approach](#)
- [Proven Customer Service Techniques](#)
- [Strategies for Ensuring Accuracy – Getting it Right/Doing a Good Job](#)
- [Time Management - Juggling Priorities & What Works Better Than Multitasking](#)



Most PLS courses are certified by NEI (NCBFAA Education Institute) for CES or CCS Credit Hours, other certifications are also available



New Courses are being developed continually.

Don't see what you need? Please contact us for details.

PLS can develop customized training SPECIFIC to your requirements.

See Full Course Descriptions (alpha order) as Follows.....



PLS Course Details:

AES & Foreign Trade Regulations: **C** Do you understand the regulations? Many U.S. exporters and freight forwarders continue to express confusion and some are unaware of changes which took effect over the past year. There are many implications to EEI filings due to the broad application of these regulations and changes. Some of the most recent changes are particularly important to exporters shipping goods under Export Licenses or to those with operations in “international waters”. This course will provide regulatory highlights surrounding the most recent changes and their impact on your responsibilities to properly document and report your exports. *(Level 200 1.5-2 hours)*

AES Records & EEI Filings: **C** Statistics show that 80% of all Electronic Export Information (EEI) filings through the Automated Export System (AES) are incorrect. With penalties reaching \$10K per violation, it is important that all understand how to correctly complete EEI filings via AES. We will discuss who the parties are to the transaction and their responsibilities and how to complete the AES Record and EEI. We will also learn where common mistakes occur and best practices to achieve compliant submissions. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Anti-Boycott Compliance: **C** What is an anti-boycott statement? When and where should you look for anti-boycott statements? How do you respond? All of these questions will be answered during this full review. With the constantly changing geo-political landscape it is crucial to be able to recognize prohibited requests as well as how and when they should be reported. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Best Practices in Ocean Chartering: **L** The ability to effectively arrange a charter and construct an advantageous charter agreement is a skill that many learn through the “school of hard knocks”. This course discusses not only when and how charters can be effectively used to enhance your logistics program, but factors that must be taken into consideration in order to provide a successful service to your client – whether internal or external. The practical application of Ocean Charter terms are examined, pros/cons are considered as you learn how to select the most appropriate charter options to meet your or your client's needs. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

ECCN's & the CCL – Understanding Export Control Classification Numbers & the Commerce Control List: **C** ECCN's and use of the CCL is intimidating to many, mainly due to a lack of understanding of how these are “put together”. Through interactive exercises, PLS will help you understand the meaning of the number “place holders” and other key elements to unlock the mystery of these lists. You will learn to readily navigate and use the lists as a key part of your Export Compliance responsibilities and to ensure materials and equipment are being properly classified for export. *(Note: Can be combined with HTS and Schedule B Number classification training.) (Level 100 1.5-2 hours; Level 200 3.5-4 hours).*

Effective Communication Skills: **G** Communication is simply the act of transferring information from one place to another. However, the ways we communicate become very complex and many misunderstandings occur. Both verbal and written communication forms are heavily relied upon in the logistics and transportation industry. This course will take the user through the various categories of communication, but with a heavy emphasis on developing understanding of verbal and written communication skills. The ability to communicate, and communicate well, is one of the biggest factors in business success. Providing your team with the skills necessary to ask the right questions, listen, and communicate professionally and confidently will help avoid misunderstandings as well as wasted time and effort in day to day operations. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*



Effective Quoting for Ocean Freight Shipments: **L** Learn how to prepare comprehensive ocean freight quotes that will protect your company from misunderstandings that result in unexpected costs or delicate situations with your client. Thinking expansively when quoting and putting into practice the lessons learned from industry professionals will help you eliminate the pitfalls commonly encountered when quoting. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Ethics – FCPA & the UK Bribery Act – What, Why, How: **C** Questions regarding compliance to the FCPA and the UK Bribery Act are becoming commonplace. Learn what the regulations are, some of the similarities and differences, why they are important, what your responsibilities are and how you can protect yourself in an overview of this very important topic. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Export Management Compliance Program (EMCP): **C** Review of the benefits of having an effective ECMP. We will consider the key elements of ECMP, recordkeeping requirements, and what your compliance program must contain to withstand an audit. An effective compliance program is your first line of defense against violations. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Geography for the Logistics Professional: **L** This course will provide an introductory overview of world geography as it relates to logistics so that participants have a good understanding of common terminology used related to global geography and transportation and its impact on transport decisions. Topics discussed include regional divisions referred to in global trade, trade and shipping lanes, transport hubs – air and ocean, interconnectivity with inland truck/rail/barge transport, why and how geography plays a part in selecting the “best” options for transport and what changes might be expected in the future. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Global Trade Compliance – An Overview of the Impact on your Global Projects: **C** Compliance is a critical component for any company or person managing logistics on a global level -- whether you are working with a major or a capital project or simply selling goods internationally. The reality is that as we become a more global marketplace materials and equipment that are subject to U.S. export regulations are being sourced from across the world. Additionally almost every major producing country has stringent export controls on certain commodities. This workshop will help remove the confusion surrounding the requirements of the U.S. and major International controls and regulations including those of the Wassenaar countries – in particular – the EU Trade Commission Regulation 428/2009 and Annex I. *(Level 200 3.5-4 hours)*

Harmonized Tariff System & Schedule B Numbers – What are they and how do I find them?: **L** **C** Have you properly classified your products for export? And for import? The Schedule B number – unique to the United States export classification system and the Harmonized Tariff System global classification numbers are important to your successful international trade program. Learn how the lists are set up and how to quickly maneuver in them to find the most appropriate classification for the items you are shipping. Whether you are the shipper, receiver or freight forwarder, this course will provide valuable insight and information to ensure compliance. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*



Hazardous Materials Training - Initial and Recurrent for Air, Sea, Road:  (Multi Day Course Options)
Appropriate Hazardous Certifications Issued for participants who successfully pass section tests.

Training can be customized to focus on shipper/manufacturer and/or service provider perspectives (Packer, Freight Forwarder, etc.)

49 CFR – U.S. DOT Training: The US Department of Transportation (Code of Federal Regulations – 49 CFR 172.704) makes training mandatory for almost everyone who handles hazardous materials. This impacts employees who select or fill hazardous materials packages, label containers, complete shipping documentation, load or unload vehicles, transload hazardous materials or operate vehicles used in the transport of hazardous materials. This course, presented by PLS, is intended to fulfill those initial and recurring training requirements.

IATA – International Air Transportation of Hazardous Materials: Proven Logistics Solutions objective with this course of study is to provide the attendee with an understanding of their roles and responsibilities in providing and arranging for the safe air transport of all materials classified as dangerous goods or hazardous materials.

By the end of the IATA Training course the participant should be able to understand:

- Which regulations are applicable to the mode of transport
- The structure of the IATA Dangerous Goods Regulations
- The applicability of the regulations
- Limitations and Exceptions for transport of Dangerous Goods
- How to effectively navigate the regulations to determine the requirements for the classification, identification, packing, marking and labeling, documentation and handling of dangerous goods or hazardous materials.
- How to locate and apply State and Operator Variations
- How to complete a Dangerous Goods Acceptance Checklist
- Identify dangerous goods not listed by name in the List of Dangerous Goods
- Prepare a Shippers Dangerous Goods Declaration
- Prepare air shipping papers for Dangerous Goods
- Offer packages containing different dangerous goods.

IMDG – International Ocean Transportation of Hazardous Materials: Proven Logistics Solutions' objective with this course of study is to provide the attendee with an understanding of their roles and responsibilities in providing and arranging for the safe transport by sea of all materials classified as dangerous goods or hazardous materials.

By the end of the course the participant should be able to understand:

- Which regulations are applicable to the mode of transport
- The structure of the IMDG Code
- The applicability of the regulations
- Limitations and Exceptions for transport of Dangerous Goods
- How to effectively navigate the regulations to determine the requirements for the classification, identification, packing, marking and labeling, documentation and handling of dangerous goods or hazardous materials
- Prepare a Shippers Dangerous Goods Declaration
- Prepare air shipping papers for Dangerous Goods
- Offer packages containing different dangerous goods.



Heavy-Lift & Out-of-Gauge Transport Workshop: **L** Transportation of Heavy-Lift and Out-of-Gauge items ranks among the most challenging and complex services in logistics and is handled by specialized companies and individuals. Would you like to learn more?

Join us for an intermediate to advanced curriculum workshop where participants gain a solid understanding of the technical aspects of Heavy-Lift Handling and Transport. The workshop culminates in a real-life Case Study including Risk Analysis and the development of a Transportation Method Statement.

Each workshop provides information focusing on areas such as **Export Packing, Trucking and Modular Trailers, Heavy-Lift Transport by Mode – Barge, Road, Rail, Sea and even Air, Cranes – Lifting and Rigging, Stowage and Securing, and others.**

Having a solid understanding of the technical aspects of Heavy-Lift Transport helps you

- Make the very best choices throughout transport planning and execution
- Eliminate unnecessary risk and costs, and
- Positively impact your company's bottom line

You will

- Increase your technical expertise
- Learn best practices – gained from years of expansive project experience, and
- Understand how your knowledge should be applied for Heavy-Lift movements

You will learn practical information that can be used in the work place immediately and for years to come. *(Level 200 Full Day or 2 Half Day Sessions 3.5-4 hours each. An abbreviated Half Day Session also available.)*

Incoterms® 2010 - Including Key Regulatory & Trade Practice Changes: **L** While many folks are “familiar” with Incoterms® at a high level or may have worked with the rules for years, this course dives much deeper into actual “real-life” comprehensive scenarios to bring out and fully develop the practical applications and actual implications Incoterms® 2010 Rules have in the logistics process. Instruction provided by PLS’ ICC Paris certified “Master Trainer”

This course includes:

- Introduction to Incoterms 2010
- Regulatory and trade practice changes since last revision in 2000 that impact the 2010 edition. *Note:* This serves as an update on regulations, rules and practice changes over last 10 years including Rotterdam Rules, UCP600, UCC, Marine Insurance, Security, Electronic Documents, Terminal Handling Charges, etc. (Brief discussion - half day session; comprehensive review - full day session)
- Relationship of Incoterms to contracts in the transaction and on logistics planning (Sale, Transport, Insurance, etc.)
- Structure & Main Features of Incoterms® 2010 Rules
- Review of each Incoterms® 2010 Rule with numerous interactive real-life case studies.
- Training for a solid understanding of the Cost, Risk and Transport obligations associated with each Incoterms® 2010 Rule

(Level 100 1.5-2 hours; Level 200 3.5-4hours; Level 300 Full Day)



Incoterms® 2010 - Refresher & Case Study Workshop: Take Your Incoterms® 2010 Knowledge to the Next Level! Do any of the following apply to you?

- You've learned the basics of the Incoterms® 2010 rules but you don't use them very often and are feeling a bit rusty.
- You feel you've gotten in a bit of a rut, using the same rule(s) time-after-time when there might be ones that are more appropriate for particular situations.
- Your Incoterms® 2010 training consisted of someone handing you the Rules book and telling you to read it.

Fear not! Help is on the way! The class will consist of a review of the 11 Rules and will then delve into many case studies; feel free to bring your own scenarios for class discussion and sharpen those Incoterms® 2010 skills.

(Level 200 1.5-2 hours; Level 300 3.5-4hours)

Letters of Credit: **L** It is important that all parties understand the advantages and disadvantages of using a Letter of Credit. We discuss this as well as general terms, parties to the transaction, a typical transaction and expectations with regard to shipping and processing timelines, culminating in best practices and lessons learned. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Logistics University – Client Branded/Customized Training for Employee Advancement: **L** Curriculum for the “Logistics University” is developed so that instruction can be conducted in multiple parts, with sessions being of the duration that best suits the client’s needs. Training sessions include Beginning, Intermediate and Advanced Levels covering the same concepts comprehensively but with a deeper progression as they move through each level. Role playing exercises with real life scenarios will link the conceptual learning from the prior sessions with everyday actions. This will bring each participant a greater understanding and the ability to practically apply their skills to their day to day environment. The concepts used in this course are as follows:

1. Pro-Active Thinking & Decision Making Processes
2. Managing Inventory and Lead Times for MRO Items
3. Global Sourcing & Procurement
 - a. Emergency Response
4. Mechanics of Logistics & Transportation
 - a. Ocean Freight
 - b. Air Freight
 - c. Effective Documentation
 - d. Emergency Response
5. Warehouse & Distribution Management
 - a. Stock Preservation
 - b. Climate Controlled Facilities
6. Cost Management
7. Managing & Understanding Record-keeping Requirements
8. Management of Capital Projects

This training will closely mimic current processes used by many shippers and exporters growing the trainee’s ability to think pro-actively make decisions and understand the ramifications of their decisions.

(Multi Day sessions with Course Curriculum and duration customized to meet client’s specific areas of interest. Curriculum can be designed from any existing PLS course offerings and may include additional new topics of particular interest to individual clients, as mutually agreed).



Managing Logistics for Capital Projects Workshop (Multi-Day Course): **L** *Finally! The unique Practical Project Logistics course you've been waiting for!*

Capital projects require a long term investment from all parties responsible to acquire, develop, improve and/or maintain the asset. The logistics supply chain plays an important role and many times is not considered until the cargo is ready to ship. This one of a kind, highly requested 2 to 3 day intensive program will provide the participant with PRACTICAL tools and information to effectively plan and manage Capital Project Logistics from initial assessment, pre-planning and implementation through to execution, delivery and on-going support.

In addition to classroom training, curriculum includes an optional half-day onsite workshop at a major project packer and/or an optional half-day onsite workshop at a major project terminal.

Attendance should include personnel from every department that impacts the logistics supply chain, including engineering, procurement, construction, materials management and IT from the shipper, as well as logistics professionals. This workshop will help everyone involved understand the end-to-end logistics process encompassing:

- The importance of pre-planning with the engineers and construction team to ensure components are structured in a way that will allow the most efficient, cost effective transportation;
- Design of effective logistics processes and implementing them using proven best practices;
- Effective logistics execution and how to mitigate risks;
- Continued success using performance reporting techniques and modifying processes to accommodate on-going operations and new construction or expansions; and
- Effective logistics process transition from projects to the operational maintenance and repair supply chain.

Important to Note:

- The focus of this workshop is logistics planning and practical processes for Capital Projects.
- Curriculum is intermediate to advanced and contains information important to anyone involved in the project logistics supply chain.
- Class interaction/participation is encouraged through work projects, quizzes, and open discussion throughout workshop.
- Includes many checklists, templates and charts to use for future project management.
- Course is certified by NEI (NCBFAA Education Institute) for 14 to 30 CES Credit Hours.
- Each participant will receive a certificate of competency, thereby certifying that the participant has the latest knowledge of Managing Project Logistics.

Take your knowledge to the next level and experience how you can significantly reduce the logistics set-up time and learning curve for new projects through the PRACTICAL application of PROVEN BEST PRACTICES as presented by our team of veteran project logistics professionals.

Currently presented as in-house training. *(Level 200-300 - 2 Full Days – Condensed Version - OR - 3.5 Days – In-depth Version, with an optional Full or Half-Day - project packer and/or half-day project terminal offsite workshop available.)*



Managing Risk: **L** Learn the basic steps to identify and assess logistics risks, strategies for risk prevention and mitigation and how to make a Risk Management Plan. Understand how to develop a Risk Matrix using a quantitative and qualitative approach and how to provide continual risk monitoring and actions needed throughout the “life” of your shipment or project. *Note: Level 200 and 300 include real-life case study examples. (Level 100 1.5-2 hours; Level 200 3.5-4hours; Level 300 Full Day)*

Ocean Bills of Lading & Terms: **L** Learn more about one of the most important and unique shipping documents and the laws that govern it. A comprehensive analysis of the various types, terms and the proper way to complete an ocean bill of lading including explanations of the parties to the transaction as well as their responsibilities and obligations. Understand liability, risk and how to mitigate. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Problem Solving & Decision Making: A Logical Approach: **G** Our daily logistics lives require non-stop problem solving and decision making. Participants in this class will examine various problem solving techniques as well as problem solving and decision making tools such as Logic Trees, Pro & Con Analysis, Problem Solving Design Plans and others. Several interactive exercises are included to reinforce learning and practice the practical application of the tools and techniques presented in the class. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Proven Customer Service Techniques: **G** At face value “Customer Service” seems simple and easy. However, many times the common sense steps to ensure customers are delighted by your service and keep coming back for more is lost. In many cases we also lose sight of who the customer is. A key element to creating a “customer” friendly atmosphere is in understanding that this responsibility belongs to each one of us. This course will help the participant learn to identify who their customer is, both internal and external, how to demonstrate successful customer service behaviors, and how to deal with stressful situations including defusing adversarial situations. Learning what clients expect and how to meet or exceed their expectations will result in satisfied, loyal clients who will come back time and again. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Routed Export Transactions & Responsibilities Explained: **CL** This topic is one that is greatly misunderstood. We discuss what constitutes a “routed transaction” and how you can comply with seemingly conflicting regulations. You will learn how to find and quote the regulations to assist your clients and agents in understanding too. There are many common misconceptions with regard to responsibilities of the parties involved. It is important to know your obligations and act with diligence to ensure compliance. Laminated guides are available for quick reference. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Selecting Truck Carriers with Due Diligence – Beyond SAFER: **L** This course will help you make the best carrier selection based on the type of material transported, the area served along with other important areas for vetting. Areas of liability will be explored including insurance limits versus cargo value, certificates of insurance and load securing. Learn how to protect yourself and your clients by qualifying truckers beyond the Safety Measurement System (SMS) and Safety and Fitness Electronic Records (SAFER) System and develop a proven documented approved carrier qualification process. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Shipping to Nigeria – A Proactive Approach: **L** Proven best practices to meet the myriad of Nigerian importation requirements. Focus is on the oil and gas sector, names to know, regulatory bodies and effective and efficient documentation to successfully clear your shipments through Nigerian Customs while remaining compliant. This extremely practical course is a must for those currently or considering shipping to Nigeria. *(Level 200 1.5-2 hours; Level 300 3.5-4 hours)*



Strategies for Ensuring Accuracy – Getting it Right/Doing a Good Job: **G** We all know how frustrating it is when we discover errors in our work. It costs time and money to correct them and, even worse, sometimes they can't be corrected at all. Learning tips and techniques for improving accuracy in your daily tasks will make your work go more smoothly and will enhance the internal and external customer experience through improved service.

In this course you will:

- Develop a heightened sensitivity to errors
- Acquire new insight into how errors occur and their patterns (a pro-active approach)
- Enhance your skills by learning methods to anticipate errors and thereby prevent or minimize them
- Gain confidence to help you perform your role more effectively

(Level 100 1.5-2 hours; Level 200 3.5-4 hours)

Time Management - Juggling Priorities & What Works Better than Multitasking: **G** With the many demands made on our time every day, particularly in logistics, we often think multitasking is the only way to “get it all done”. In fact, true multitasking is unproductive and nearly impossible while organizational skills and good time management are the keys to productivity. In this class, students will examine multitasking (and why it doesn't work as well as you may think) and will learn good time management and organizational skills and techniques to help in juggling priorities and making the most productive use of their time. Interactive exercises will be used to reinforce the concepts presented in class. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Understanding Export Documentation: **L** Why are the documents produced so important? How can they be more effective? What impact do they have on customs clearance and payment? This session provides the participant with best practices for accurate and efficient preparation in internationally accepted formats. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Understanding Ocean Project & Heavy-Lift Carriers & How They Relate to Shippers & Forwarders: **L** Understanding the perspective of the actual Carrier is important to ensure you work together for the best carriage and contracting outcomes. Learn from a Heavy-Lift Carrier (also ex-Forwarder) on how Carrier's view:

- When is Freight Forwarder an "agent" when and are they a "contractor" - Discussion will include the differences and what this means to the Shipper and the Carrier.
- Advantages/disadvantages of full ship bookings, part cargo bookings, last on/first off bookings – Brief overview of the types of vessel “charters” that can be considered when developing cost estimates is presented.
- What happens when the Carrier is asked for transport technical info - Examples will include discussion of lashing points, saddles and load spreading, specialized lifting gear and certificates for same, terminology such as “hooking on/off” and who pays for it.

PLS' Carrier subject matter expert will take the audience through the process of analyzing the cargo, matching it to the right vessel, maximizing the vessel intake including identifying deck-stowable cargo to reduce cost.

Discussions will also include using loading pier storage as a buffer for the project time line, containerizing in lieu of export packing, why making “un-stackable” cargo “stackable” can reduce cost, negotiating tactics that can reduce costs without alienating the Carrier, along with other terminology that is used to describe vessels and their capabilities such as Safe Working Load (SWL), Deadweight Cargo Capacity (DWCC) and more. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*



Understanding Ocean Project & Heavy-Lift Carriers & How They Relate to Shippers & Forwarders continued....

Understanding the perspective of the actual Carrier is important to ensure you work together. Learn about the “pitfalls” that can lead to cost overruns, such as non-delivery of cargo, vessel waiting time, demurrage/damage for detention, and how they can be avoided or minimized. Discussion will also include why favorable freight rates in a “buyer’s market” make the carrier less likely to forgive even the slightest deviation from the contract.

Best Practices and examples of “Do’s and Don’ts” are provided throughout. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Understanding the Mechanics of Door-to-Door Logistics: **L** An overview from Procurement to Final Delivery, the course provides a solid foundation for helping procurement, expediting and logistics personnel see the “big picture”. They learn the roles and responsibilities of the parties involved from end-to-end and how to pull the pieces together in an efficient and cost effective manner. Your staff will understand not only “WHAT” happens, but “WHY” and how their role fits into the supply chain as an important part of the process. This is also an excellent course for those new to the industry, or for those involved in sales, finance, accounting, customer service and other roles related to the logistics chain.

Topics include an overview of the end-to-end Logistics Process:

- Buyer’s Request
- Selling & Buying for Export
- The Quotation
- The Logistics Professional / Freight Forwarder
- Domestic Transport
- Packing & Labeling
- International Transport
- Insurance
- Export / Import Documentation
- In Transit
- Arrival at Destination Port
- Customs Clearance
- Delivery to Site

This course provides a practical view of the overall logistics process (the “big picture”). It is an excellent means of training personnel involved in all aspects of international trade and transportation. *(Level 200 Full Day -OR- 2 Half Day Sessions – 3.5-4hrs each)*

U.S. Export Compliance Interactive Workshop: **C** Compliance is a critical component for any company or person handling exports from the U.S. With the increased emphasis on exports by the current administration it is important that all have a good understanding of:

- Risks associated with current markets
- The regulations, along with a working knowledge of the regulations
- How to effectively and efficiently manage your responsibilities with regard to compliance

PLS has designed the **Interactive Export Compliance Workshop** to give you the skills you need to navigate the Export Administration and Federal Trade Regulations. The workshop will include instruction as well as interactive team and individual exercises working directly with the regulations to produce familiarity. *(Level 300 Full Day)*



U.S. Export Compliance “Work Out” Exercises – a Hands-on Refresher for Working with the U.S. Export Regulations:

C Practice honing your knowledge by working on-line in the regulations (participants bring their laptops) to solve real-life scenarios involving international sales and transport. Unique course where you gain **practical experience** in knowing how to find the compliance **answers you commonly need** while actually maneuvering in the regulations. Class is designed to be **extremely interactive**. *Note: General awareness knowledge of U.S. Export Controls required. (Level 200-300, 2hrs or 3.5-4hrs, as desired by client)*

U.S. Export Controls – A General Awareness Introduction:

C This session will provide you with an understanding of the regulations that impact exports, the agencies that define and administer them, as well as describe what items are subject to the regulations and export clearance requirements. Also discussed are the changes that are occurring as a result of Export Reform.

Note: This course can be delivered with a focus on Oil and Gas and specific Red Flags related to this highly regulated industry – OR - can include specific focus on ITAR and the transport of nuclear related materials also controlled by the Department of Energy and the Nuclear Regulatory Commission. (Level 100 – overview only 1.5-2 hours; Level 200 3.5-4 hours)

U.S. Export Licenses & License Exceptions:

C A quick study that will enable you to use the regulations to determine when or if a license is required, whether a license exception would apply and what to expect if you must apply for a license. Proper support documentation and correct annotation of licensing information on export documents is also discussed. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

U.S. Import Trade Compliance – A General Awareness Introduction:

C This course provides an overview of typical import requirements with a focus on U.S. regulations and requirements including Importer Security Filing (ISF or 10+2), informed compliance, types of entries, and the responsibilities of the Importer and the Customs Broker. Information on how to select a Customs Broker is also included. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Vetting and Contracting with Suppliers:

L Proven tips and tactics for selecting logistics suppliers from Request for Information through Request for Proposal, including evaluation and contracting. What do you really need to know and how to select the most appropriate supplier to meet your individual needs. Also looks at best practices for managing an Approved Supplier List. *(Level 100 1.5-2 hours; Level 200 3.5-4 hours)*

Please contact us with any questions or for more information.

Thank You!