
R.A. Piña & Associates, Inc.

Cordially Invites You To Attend
A One Day Seminar On

NAFTA Qualification, Compliance & Recordkeeping

Esplendor Resort at Rio Rico
Rio Rico, Arizona
Wednesday, October 12, 2011

4 Pages

The North American Free Trade Agreement (NAFTA) - which was implemented in 1994 has been one of the most significant trade agreements ever implemented. The NAFTA proposed to eliminate restrictions on the flow of goods, services and investment in North America. While the NAFTA has increased trade and investment between Mexico, Canada and the United States, it has also increased the administrative requirements a company must satisfy in order to benefit from the trade agreement.

The NAFTA is a very complicated and lengthy document containing approximately 2,000 pages. In the United States, the implementing regulations are found in Title 19 C.F.R., Part 181-*The North American Free Trade Agreement*, Title 19 C.F.R. Part 102 –*Rules of Origin* and in General Note 12, Harmonized Tariff Schedule of the United States.

According to the Bureau of Customs and Border Protection's Office of Strategic Trade, Customs estimates that over 50% of all NAFTA claims may be invalid. According to Customs, the high level of invalid NAFTA claims is the direct result of individuals completing the NAFTA Certificate of Origin who have not received adequate training to understand NAFTA product eligibility.

The following subjects will be covered during the one-day NAFTA Seminar:

- The NAFTA's impact on the *Maquiladora* Industry... Pros and Cons.
- A detailed discussion of the NAFTA Rules of Origin (tariff shift requirements, *de minimis* and regional value content requirements).
- Guidelines on completing the NAFTA Certificate of Origin.
- Customs procedures and enforcement in the United States and Mexico.
- U.S. Customs Entry Procedures and NAFTA post importation duty refund claims.
- U.S. and Mexican Customs NAFTA origin verification audits.
- Implementation and maintenance of a NAFTA compliance and recordkeeping systems.
- NAFTA country of origin determinations.
- Customs penalties.
- Important court decisions.

§181.81, U.S. Customs Regulations states in relevant fact "*All criminal, civil or administrative penalties which may be imposed on U.S. importers, exporters and producers for violations of the Customs and related laws and regulations shall also apply to U.S. importers, exporters and producers for violations of the laws and regulations relating to the NAFTA*".

By attending this one-day seminar, attendees will have a clearer understanding of the NAFTA including the critical rules of origin as well as compliance and recordkeeping requirements. We are pleased to announce that U.S. Customs trade attorneys Dick Shostak and John Peterson will be speaking at the seminar as well as Mexican trade attorney Lic. Rafael Prieto. The other speakers are licensed U.S. Customs brokers and U.S Customs officers.

Seminar Program

- 8:15am Registration and continental breakfast.
- 9:00 Opening Remarks.
Rudy A. Piña, LCB President- R.A. Piña & Associates, Inc. Nogales, Arizona.
- 9:15 NAFTA and What it Means to the *Maquila* Industry... Pros and Cons.
John Paul Vyborny LCB Vice President- Capin-Vyborny Customs Brokers Nogales, Arizona.
- 9:45 The NAFTA Rules of Origin, Part 181, CBP Regulations.
Richard Seley, LCB UPS Southwest Trade Compliance Director, El Paso, Texas.
- 10:15 Break.
- 10:30 Continuation of the NAFTA Rules of Origin.
Richard Seley LCB
- 11:00 The NAFTA Certificate of Origin and the Most Common Mistakes Found on the NAFTA Certificates of Origin, Part 181 Subpart B, CBP Regulations.
Oscar Vildosola LCB President- OSVIL International, LLC Douglas, Arizona.
- 11:30 U.S. Customs Entry Procedures under the NAFTA/Importers & Exporters Responsibilities in the United States Part 181 Subpart C, CBP Regulations and NAFTA Post Importation Duty Refund Claims.
Hector Lopez Monroy, LCB President- LM Brokerage, Nogales, Arizona.
- 12:00pm Hosted Luncheon.
- 1:15 The Rules of Origin (NAFTA Marking Rules), Part 102, CBP Regulations.
Jeff Quirin U.S. Customs and Border Protection, Senior Import Specialist
Nogales, Arizona.
- 2:00 U.S. Customs NAFTA Origin Verifications and Penalties, Important NAFTA Court Decisions.
S. Richard Shostak, Esq. Partner, Stein, Shostak, Shostak, Pollack & O'Hara, LLP Los Angeles, California and Washington, D.C.
- 3:00 Break.
- 3:15 Mexican Customs NAFTA Origin Verifications and Penalties. **Lic. Rafael Prieto** Partner, Bryan Consulting, Cd. Juarez, Mexico.
- 4.15 Advanced NAFTA Techniques.
John Peterson, Esq. Partner, Neville Peterson LLC Washington, D.C. and New York City.
- 5:00 Adjournment/ Hosted Cocktail Reception.

Registration Form

Please be advised that attendance is limited; don't be disappointed, register early!

- Where** Esplendor Resort at Rio Rico
1069 Camino Caralampi
Rio Rico, Arizona
Tel. 1(800) 288-4746 or (520) 281-1901
- When** Wednesday, October 12, 2011
- Cost** \$325 per person. The registration fee covers: the seminar program and materials, breakfast, lunch and a cocktail reception. AMEX cards are accepted.
Cancellations are accepted up to September 28th.
- Registration** To confirm your attendance, please mail this form along with a check payable to:
R.A. Piña & Associates, Inc.
P.O. Box 2496
Nogales, AZ 85628

If more than one person from your company will be attending, please make a photocopy of this registration form. For additional information, contact Rudy Piña at Tel. (520) 287-6664 Fax (520) 287-6674, E-mail rudy@rpina.com.

Please print or type.

Name _____

Title _____

Company _____

Address _____

City _____ **State** _____ **Zip** _____

Telephone (____) _____

E-Mail _____*

*Individuals who provide their e-mail address will receive a confirmation for the seminar.

Please call the Esplendor Resort at Rio Rico directly for hotel reservations 1 (800) 288-4746. Mention the Piña NAFTA Seminar and receive the special room rate of \$89 per night.

