

# ex works

## the exporter's false friend



Many exporters like to sell under ex works because it seems to require the least obligation or responsibility for the seller. However, appearances can be deceiving. Learn why exporters should use caution when selling under ex works, how it increases the potential for compliance issues, and better alternatives that can save your export company time and money over the long run.

Presented by Robert Stein of Mohawk Global Trade Advisors.

**March 27, 8:30-11:00am**

Free, includes breakfast  
Comfort Inn, 110 Commerce Park Drive  
Watertown, NY 13601

### **REGISTER**

Please register by March 20.  
Via email: [krickli@mohawkglobal.com](mailto:krickli@mohawkglobal.com)  
Via phone: (315) 552-5478

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