



For Immediate Release

Leading Logistics Company Announces Incoterms® 2010 Webinar Schedule

January 13, 2011

Baltimore – Corporate headquarters

Samuel Shapiro & Company, Inc., a 95-year old logistics leader, announced today it will be hosting a webinar to educate importers and exporters on the new Incoterms® 2010.

Incoterms®, or International Commercial Terms, is a universally recognized set of definitions of international trade terms. Incoterms® define the terms of shipment and delivery, as well as the transfer of risk, between the buyer and seller and, therefore, are crucial to international trade professionals on a daily basis.

The Incoterms® 2010 Webinar will be presented by Jane Taeger, Samuel Shapiro & Company's Director of Compliance. Taeger, a licensed broker since 1987, brings over 25 years of Customs brokerage and compliance experience and has managed Shapiro's Compliance Department for six years.

Taeger will review the purpose of Incoterms® and what has changed since Incoterms® 2000. Each Incoterm and its definitions will be discussed in detail so that importers and exporters can make the right decisions when buying and selling. "Importers and exporters alike will benefit from our webinar," noted Taeger. "Proper usage of Incoterms® 2010 can help avoid costly misunderstandings with your suppliers and customers."

The webinar is scheduled for Wednesday, January 26th, 2011, from 1:00-2:30 EST. The cost is \$45.00. Registration will end Friday, January 21st.

To register, visit Shapiro's website at <http://www.shapiro.com/html/2011Incoterms.html>, call Jane Taeger at 800-695-9465, ext. 290 or email seminars@shapiro.com.

Samuel Shapiro & Company, Inc. has been serving the international trade community since 1915. It was founded in Baltimore, MD (headquarters) and has branch offices in Charleston, SC; Dulles, VA; Philadelphia, PA; Atlanta, GA; and Rosedale, NY. Its mission is to achieve, manage and deliver the highest quality of personalized customer service in global transportation and regulatory compliance. For more information, visit www.shapiro.com.

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