

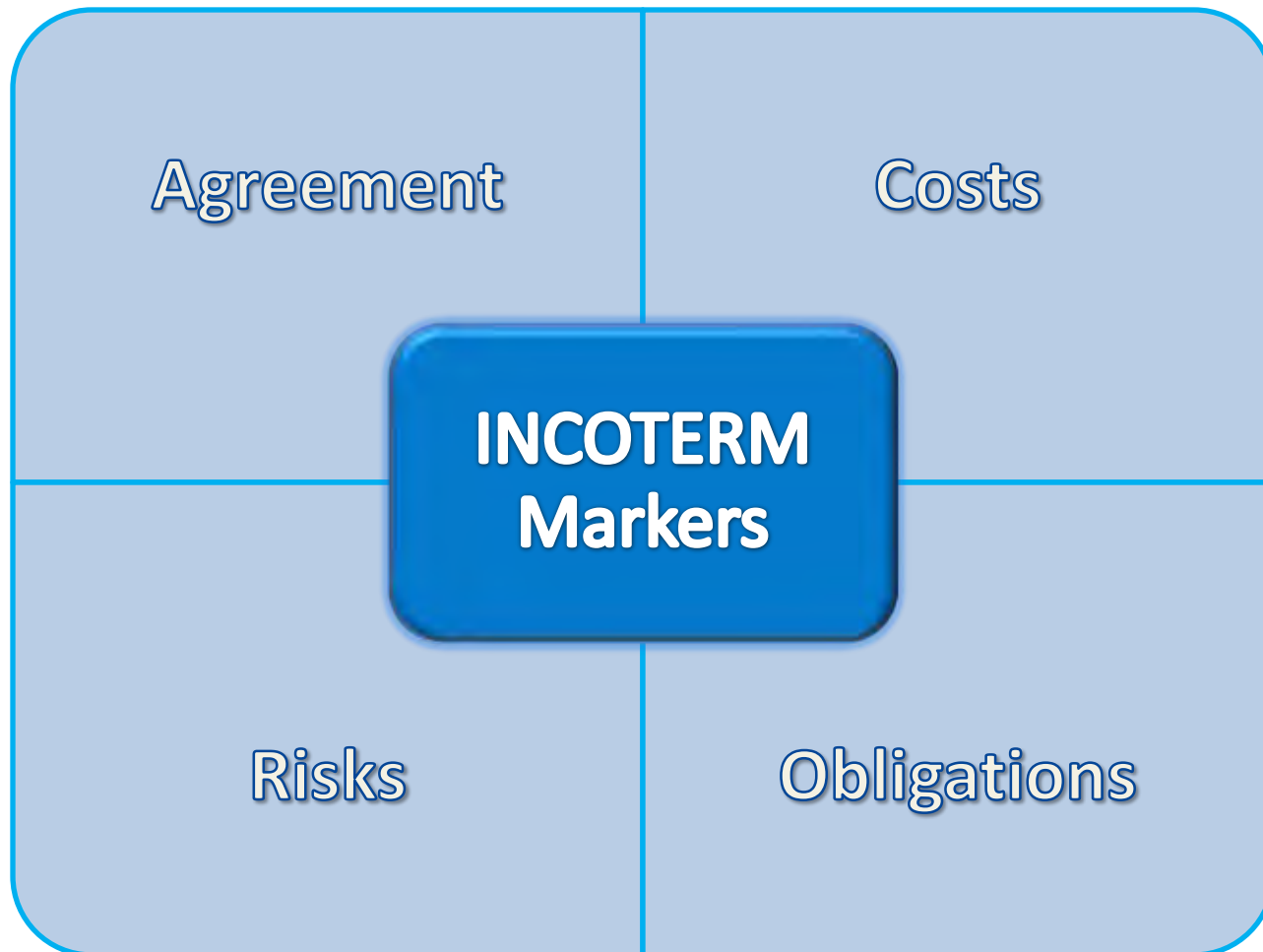
# IFFCBANO Conference

What we have here is a failure to communicate...

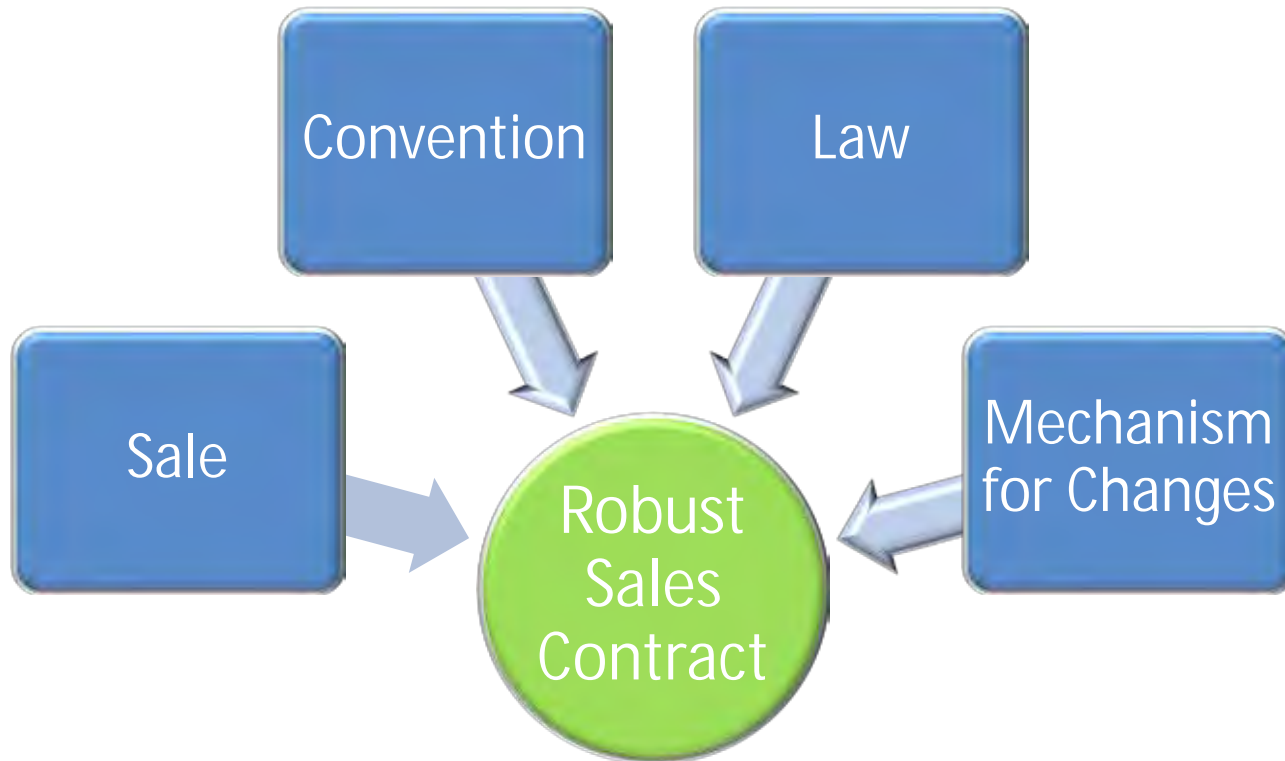
Luis Carlos Garza

June 4, 2011









Elimination of certain terms and introduction of DAT & DAP

Classification by mode of Transport

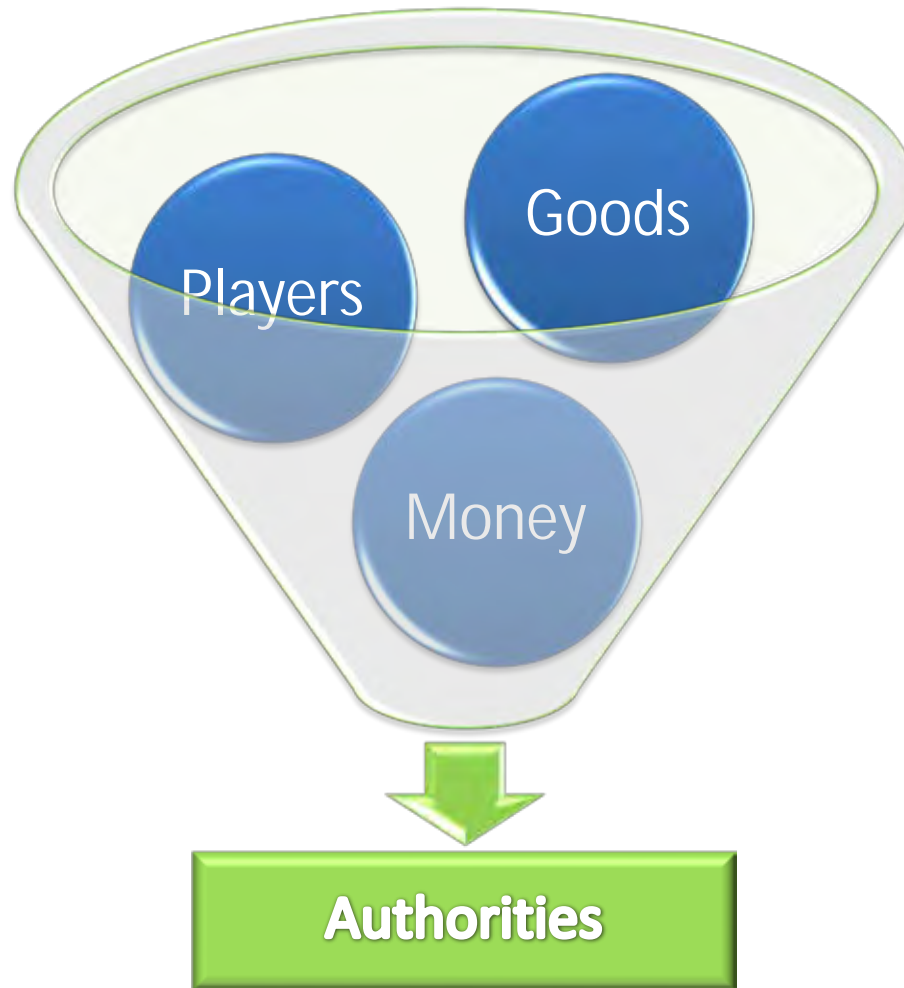
Non-Border & Soft-Border accommodation

Insurance

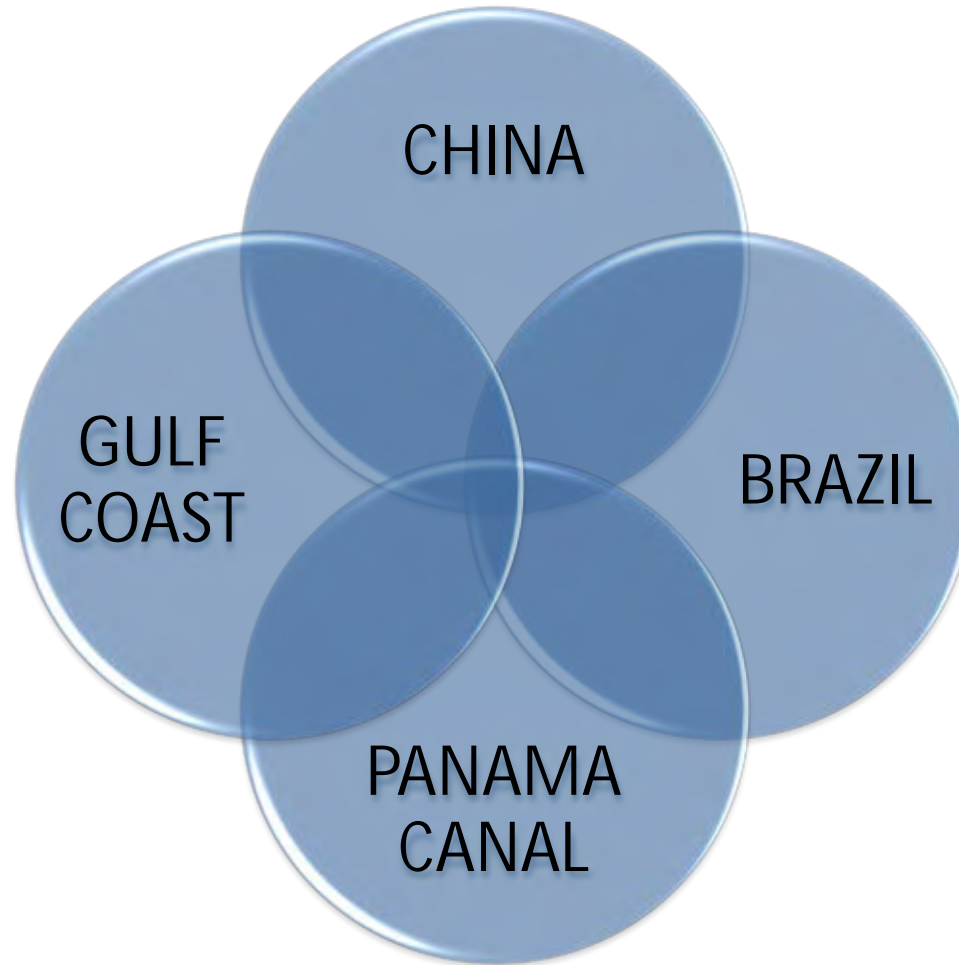
Accommodation for sequential / string sales

Electronic Communication

Security Related Clearances



- 1) Aggressive Dates
- 2) Performance Beyond Capacity to Deliver
- 3) Changes Once the Deal is Closed
- 4) Vague INCOTERM Location
- 5) Departing From Formats
- 6) Over Dependence on Standards or Conventions
- 7) Costing Surprises
- 8) Complacency
- 9) Know Your Customer
- 10) Situational Awareness



Thank You!  
Enjoy the Rest of the  
Conference!  
Enjoy New Orleans!  
Laissez Le Bon Temps Roulez!