



MASTERING GLOBAL TRADE: **INCOTERMS & Essential Import/Export Document**

NOVEMBER 18, 2025
9:00 AM - 12:30 PM

TECHNOLOGY INNOVATION CENTER
10437 W Innovation Drive, Milwaukee, WI

Are you involved in global trade?

Learn how the right **Incoterm** can make or break your international transaction — and what documents are essential to keep your shipments moving.

Join **Susan Dragotta**, Global Business and Supply Chain Instructor at **Waukesha County Technical College**, and **Paul Jarzombek**, President & CEO of **LR INTERNATIONAL INC.**, a global freight forwarder based in Chicago, for a **high-impact session** that explores Incoterm case studies drawn from real transactions. See how choosing the right term made all the difference — and how to avoid costly missteps.

What You'll Gain:

- **Interactive Incoterm Case Studies** from real transactions
- Insights on the **impact of Incoterm selection** on global trade success
- **Samples of critical export documents** — from common forms to rare country-specific requirements
- Discussion of **documentation challenges** — bring your questions!
- Brief overview of how **payment methods (like Letters of Credit)** affect documentation
- **Best practices to align Incoterms with your sales agreements**

Why This Matters:

Understanding and correctly applying **Incoterms 2020** is essential in today's evolving global trade environment. With changing tariffs and shifting buyer/seller expectations, it's more important than ever to choose and document your Incoterms accurately.

Who Should Attend:

Exporters, importers, logistics professionals, supply chain managers, and anyone responsible for international sales, shipping, or compliance.

Protect your interests. Streamline your exports. Avoid customs delays.

Don't miss this unique opportunity to learn from the experts.

Register now and be prepared to engage, learn, and walk away with actionable insights.

Questions? Bring them with you — Paul and Susan are ready to help.

Cost of Admission: ICE members: \$65.00; Non-Members: \$95.00
Includes Breakfast Pastries & Lunch

Opportunity to view & bid on Silent Action items to benefit the ICE Scholarship.

Register Online: www.wcacredit.org/upcoming-ice-meetings



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Speaker Bios

Susan Dragotta – Waukesha County Technical College (WCTC)

Susan Dragotta is an instructor at Waukesha County Technical College (WCTC), teaching courses in the Business Management, Marketing, and Supply Chain programs. Her course development and instruction include topics such as supply chain principles, export and import compliance, global logistics, global marketing, sourcing, and trade finance. She also facilitates workshops for the business community related to complying with US export regulations. Prior to joining WCTC in 2011, she was an Export Development Manager with the Wisconsin Economic Development Corporation, working with companies in the Milwaukee area to expand their exports. Earlier in her career she held positions in international sales with a focus on Latin America. Dragotta is a Licensed Customs Broker, Certified Global Business Professional, past president of the MMAC World Trade Association, and member of the Wisconsin Chapter of the Association of Supply Chain Management and the Wisconsin District Export Council. Dragotta has an undergraduate degree from UW-Madison and a Master's in International Business Management from UW-Milwaukee.

Paul Jarzombek (CGBP) – Chief Operating Officer – LR INTERNATIONAL INC.

A 35 Year veteran of International business, Paul began his career working in logistics for a Dutch/French conglomerate- Van Ommeren/Ceteco in their USA ocean consolidation division. As a client services representative supporting 4 Regional Salespeople, he mastered customer service skills along with logistics related to the Australian and New Zealand markets.

In 1992, Paul Joined the Hitachi Corporation as the Operations Manager for their newest logistics regional office in Chicago. Hitachi had many bonded manufacturing Free Trade Zones in the United States tied to their automotive and heavy equipment manufacturing operations. Paul's duties included complete P&L responsibility for the Midwest Regional office as well as supply chain management for the Free Trade Zones in the Midwestern United States. During this time, he also specialized in large scale project exports to Japan and other world destinations.

In 1994, Paul joined LR INTERNATIONAL INC. as the Director of Operations. Over the years, Paul has mastered the complex balance of skills needed to run a successful small business. In 2004 Paul was named Chief Operating Officer at LRI and gained partner status at the firm. LRI is a full-service logistics provider specializing in complex International logistics transactions in over 140 countries worldwide.