



For Immediate Release:

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OWL Introduces New Seminar *Incoterms 2010: Understanding & Application*

The seminar is the first in a series being launched nationwide to educate small to medium US-based importers and exporters

Lake Success, New York – Ocean World Lines (OWL), a global, single source NVOCC (non-vessel operating common carrier) and a subsidiary of Pacer International, Inc., announced today that it is launching an international trade seminar series. The first installment is entitled, *Incoterms® 2010: Understanding & Application* and is intended to help U.S. companies understand the intricacies of buying and selling goods in global markets.

Designed for both importers and exporters, this educational module will provide a comprehensive explanation of the proper use of Incoterms, as well as a review of the changes which went into effect on January 1, 2011. The first seminar will take place at Pacer's global headquarters in Dublin, Ohio on April 21, 2011. The complimentary half day session will educate shippers, step-by-step, on the benefits of using Incoterms for purchasing, order management, accounting, finance, international sales and logistics.

OWL's CEO, Daniel Gardner, will be leading the seminar and says that OWL and its entire staff are true trade facilitators and are experts on the requirements for conducting trade within the US and globally. "Who better to instruct importers and exporters than the international service provider they rely on? We are committed to improving the global competitiveness of our customers – small to medium sized US-based importers and exporters – with training materials designed to enhance their business performance. We take our business and our customers' operations very seriously, and we are making a heavy investment in education to advance global trade."

Gardner says the seminar series is in line with OWL's educational mantra: *Logistics Excellence Through Applied Learning*. "We are stressing the importance and the value of education at every level of the company from our internal training programs to conducting seminars for our customers on the issues affecting their business success. We feel that this is our responsibility as a corporate citizen and we are starting in Ohio, which has been economically challenged and could benefit from a boost in global trade. We will be hosting our training seminars coast-to-coast with dates coming soon in Sacramento and Fresno."

Gardner said the seminars will be conducted in a sequential nature and will start with Incoterms 2010: Understanding & Application followed by Logistics & Law of Importing into the United States, The Financial Implications of Global Supply Chain Management and Negotiating International Sales Contracts.

Prior to joining OWL, Gardner held senior management positions at organizations including Fritz Companies and Exel Global Logistics. In addition to his professional experience, Gardner has served as an adjunct professor of supply chain management in the graduate business schools of the University of Miami and Florida International University. A licensed customs broker since 1989, Gardner holds an MBA from the University of Miami and is a Black Belt in Six Sigma.



OWL/ Add One

For more information or to register for this seminar, please contact Denise Steinberg at 516-616-2430 or denise.steinberg@pacer.com. The location for the seminar is: Pacer International Headquarters, 6805 Perimeter Drive, Dublin, OH 43016.

About Ocean World Lines

Ocean World Lines, a subsidiary of Pacer International, is one of the largest fully bonded NVOCCs in the world. OWL, known in the industry by its iconic owl logo, maintains more than 45 service contracts with the top ocean carriers and handles today's most complex global supply chain requirements.

Founded in 1979, OWL works with importers, exporters and freight forwarders to move all types of cargo and provides global ocean and air door-to-door service. OWL offers a single source experience for its customers coupled with leading-edge technology for a truly value-based solution.

With over 200 employees worldwide, OWL has offices located in Hong Kong, Shanghai, Qingdao, Singapore, Tokyo, Atlanta, Charleston, Charlotte, Chicago, Cincinnati, Long Beach, Miami, New Orleans, New York, Norfolk, San Francisco, Seattle, Gdynia, Szczecin, Ipswich, Berlin, Bremen, and Hamburg, as well as a network of agents worldwide.

About Pacer International

Pacer International, a leading global door-to-door solutions provider, offers a broad array of services to facilitate the movement of freight from origin to destination through its intermodal and logistics operating segments. The intermodal segment offers container capacity, integrated local transportation services, and door-to-door intermodal shipment management. The logistics segment provides truck brokerage, warehousing and distribution, international freight forwarding, and supply-chain management services. For more information on Pacer International visit www.pacer.com.

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