



## Letters of Credit for Importers and Exporters

**Import Letters of Credit?  
Export Letters of Credit?  
Documentary Collections?**

What are these instruments,  
and how can I use them to  
increase my sales, reduce my  
risk, and improve my cash flow?

Learn the answers to these  
questions during this global  
trade seminar.

### **REGISTER**

Please register by October 20th  
Via email: [cscalisi@ecidany.com](mailto:cscalisi@ecidany.com)  
Via phone: (716) 856 • 6525 ext. 109

Visit [www.ecidany.com](http://www.ecidany.com) for more information on upcoming seminars

**Tuesday, October 25th**

**Time:** 9:00am—11:00am

**Cost:** FREE, includes breakfast @ 8:30am

**Venue:** ECIDA, 143 Genesee Street,  
Buffalo, NY 14203

**Presented By:** Ralph Bocchino, CGBP  
Vice President and Senior Regional Trade Manager  
Trade And Supply Chain Business HSBC Bank, USA

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