

## Introducing Trade Risk Review<sup>SM</sup>

### An Innovative Risk Management Service Available Exclusively to Roanoke Trade Clients

#### Trade Risk Review<sup>SM</sup> Program

For our clients who are seeking a practical solution to address their legal concerns including proper documentation, regulatory compliance and operational exposures, we are pleased to introduce the new Trade Risk Review Program<sup>SM</sup>. This new program provides access to an attorney well-versed in the business activities of freight forwarders, 3PLs, customs brokers, property brokers, warehouse operators and others in the industry.

Trade Risk Review<sup>SM</sup> is a viable yet affordable solution to help you gain insight into your operations and the legal requirements to which you're exposed. There are three different providers to choose from and each firm offers a unique package of services.

The programs vary but may include the following services:

- Analysis and review of your business activities
- Document review including terms and conditions of service, bills of lading and warehouse receipts
- Access to reference documents pertinent to your industry
- Preferred rates for future services

You simply select from the program options provided that will best meet your requirements. As a Roanoke Trade client you have access to these essential services at a preferred rate making it easier to create a partnership for handling your legal needs moving forward.

Please note that Roanoke Trade does not provide legal services, nor do we make specific recommendations as to your selection of an attorney.



Basic		Enhanced	
<p>Package includes:</p> <ul style="list-style-type: none"> <li>Analysis and review of your company's potential business and legal risk exposures, based on questionnaire responses.</li> <li>Up to 1.5 hours of attorney time to review the questionnaire responses and discuss your business' particular operations.</li> <li>A summary, written report provided to your company based on the questionnaire responses and follow up discussions.</li> <li>Provide current, relevant and topical pre-prepared papers and materials to benefit your company.</li> </ul>	\$670	<p>Includes all services provided in the Basic package plus the following:</p> <ul style="list-style-type: none"> <li>Review of your current terms &amp; conditions documents.</li> <li>Recommendations provided to correct deficiencies in the terms &amp; conditions documents and/or address the characteristics of your business.</li> <li>Basic review of one foreign agent contract.</li> </ul>	\$1,135
<p><b>Conditions:</b> Services shall be initiated within 90 days of the date of the letter of engagement. The initial review entitles you to receive a 15% discount of the law firm's prevailing rates for up to five hours of attorney time for substantive work on issues identified in the report, or on other transportation law-related matters. The program is renewable annually. Renewal provides up to two hours of attorney time to review and comment on changes in your business, and to update all issues covered by the initial questionnaire responses and report.</p>			
<p><b>Liability Assessment</b></p> <p>This package includes the following services:</p> <ul style="list-style-type: none"> <li>Business assessment via an initial questionnaire on basic operating processes and to identify applicable legal and regulatory responsibilities.</li> <li>Provide short form report to your company, outlining the findings from the questionnaire and additional advice.</li> <li>Up to 1 hour of attorney time to discuss answers to the questionnaire and develop further analysis of potential risks, liabilities and obligations.</li> <li>Deliver additional, brief preprepared "white paper" to benefit your company, including general industry guidance on transportation contracts, motor carrier selection and law pertinent to your business.</li> </ul>	\$550	<p><b>Negotiation Guidelines Package</b></p> <p>This package includes the choice of one Basic Level option as outlined plus the following:</p> <ul style="list-style-type: none"> <li>In-depth analysis, written report and negotiation guidelines of one existing set of terms and conditions (e.g., back of bill of lading, conditions of carriage) in order to identify and, where appropriate, provide for variations from industry standards. Enables the company to assess legal risks to such modifications and address potential customer concerns.</li> </ul> <p><b>Ongoing Assistance and Counsel</b></p> <ul style="list-style-type: none"> <li>Receive redlining or similar restructuring for up to five (5) transportation contracts (e.g., service contracts, carrier contracts, brokerage/forwarding agreements, etc.) per year at a reduced rate (\$175/hour).</li> </ul>	\$1,000
<p><b>Terms and Conditions Review and Red-Line</b></p> <p>This package includes the following services:</p> <ul style="list-style-type: none"> <li>Review and red-line one existing set of terms and conditions (e.g., back of bill of lading, conditions of carriage, power of attorney) currently used by company.</li> <li>1 hour of attorney time to discuss the suggested changes to the terms and conditions.</li> <li>Deliver additional, brief preprepared "white paper" to benefit your company, including general industry guidance on transportation contracts, motor carrier selection, etc.</li> </ul>	\$550		
<p><b>Conditions:</b> Services shall be performed within 3 months of the date of the engagement. The program is renewable annually unless canceled by either party. Renewal provides up to two hours of attorney time to review and comment on the changes in your business and update all matters covered by the initial risk review package.</p>			

Stand-Alone Options			
<p><b>Review and/or Standardization of Transactional Documents</b></p> <p>This package includes the following services:</p> <ul style="list-style-type: none"> <li>Review of existing terms and conditions and/or bills of lading.</li> <li>Written report provided to you, summarizing any identified deficiencies.</li> <li>Overall recommendation for standardizing forms.</li> </ul>	\$670	<p><b>Document Package</b></p> <ul style="list-style-type: none"> <li>Gain access to a comprehensive document portfolio prepared by the firm.</li> <li>Access provides a license to utilize the document set for the life of your relationship with Roanoke. Includes explanation of how and when to use the documents.</li> </ul> <p>Document portfolio includes the following:</p> <ul style="list-style-type: none"> <li>Ocean bill of lading</li> <li>International and domestic air/ground waybills</li> <li>Warehouse receipt</li> <li>Power of attorney</li> <li>Terms and conditions of service</li> <li>Credit application</li> <li>Delivery order</li> </ul>	\$2,150
<p><b>Conditions:</b> Services shall be performed within 60 days of the date of the letter of engagement. If elected, the document portfolio will be provided within 30 days. A preferred rate of \$350 per hour will be provided for services involving personalized revisions to forms or training. Annual review of terms and conditions is recommended to stay abreast of changes in law or regulation. Fee for this review will be \$550, which includes updates to forms previously provided.</p>			

To choose the best Trade Risk Review<sup>SM</sup> program option for your business, contact your local Roanoke Trade representative today! Or you can reach us by calling 1-800-ROANOKE, ext.1066 or via email at [infospot@roanokegroup.com](mailto:infospot@roanokegroup.com). Additional information about our full scope of products and services is posted on our website. Visit us at [RoanokeTrade.com](http://RoanokeTrade.com)!