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A Guide to Exporting Solid Wood Products



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Abstract

This guide is intended to help U.S. wood products producers by providing them with a brief overview of the necessary steps in developing a successful export marketing strategy. It details how to obtain accurate, up-to-date export market information so that the production, scheduling, and shipping of U.S. wood products can be done profitably. It also refers and links to numerous other information sources of interest to export-minded wood organizations.

Keywords: Wood products, export markets, exporting, market information, export financing, shipper's export declaration, shipping documentation, business organization, market development cooperators, and trade servicing.

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Many of the terms and definitions used in this book were taken from *Terms of the Trade*, a reference book published by [Random Lengths](#). Thanks also go to the State and Federal agencies, cooperators, and others mentioned in the guide who provided information and assistance.

The material in this publication was prepared solely for the purpose of assisting U.S. firms interested in exporting U.S. solid wood products. References to private publications and firms do not imply endorsement by the Foreign Agricultural Service or the U.S. Department of Agriculture.

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Introduction

In 2005, the United States exported \$5.9 billion of solid wood products. In 2005, global imports¹ of solid wood product imports were valued at \$72.6 billion. The United States was the leading market, importing \$23.8 billion of wood products, while the European Union (EU)² imported \$13.9 billion, and Japan imported \$10.9 billion. Combined, these top three markets accounted for two-thirds of global wood product imports.

Global trade in wood products increased from \$52.9 billion in 2000 to \$72.6 billion in 2005. Because of a strong housing and remodeling market in the United States during this period, U.S. imports of wood products such as softwood lumber, paneling, and builders' carpentry increased significantly. U.S. wood imports increased from \$15.4 billion in 2000 to \$23.8 billion in 2005, accounting for 42 percent of total growth in global wood imports. Similarly, demand from the EU's housing and construction markets increased its consumption of imported products, particularly for hardwood lumber, plywood, and builders' carpentry. EU wood imports increased from \$9.1 billion in 2000 to \$13.9 billion in 2005, accounting for 20 percent of total growth in global wood imports. Lackluster demand from Japan's relatively flat housing market translated to decreased demand for wood, with imports falling from \$11.3 billion in 2000 to \$10.9 billion in 2005.

Other important wood markets whose imports increased between 2000 and 2005 include China and Canada.

Following China's entry into the World Trade Organization, it has experienced several years of rapid industrialization. Demand from China's furniture, paper, and construction industries has fueled import



growth for raw materials, especially logs. China's wood imports increased from \$3.7 billion in 2000 to \$5.7 billion in 2005. Canada's demand for wood has been driven by its manufacturing industry, which utilizes hardwood lumber, molding and fiberboard to produce doors, windows and furniture, much of which has been exported to the United

¹ For the purpose of this report, global trade figures were calculated based on the major trading countries of the world contained in the [Global Trade Atlas](#) database.

² The 25 countries included in the European Union are listed at the [CIA's World Factbook](#).

States. Canada's wood imports increased from \$2.1 billion in 2000 to \$2.9 billion in 2005, accounting for 4 percent of total growth in global wood imports.

Firms servicing the export market can complement, expand, and diversify their outlets for forest products. The export market will continue to provide greater income, new jobs, and increased profitability for U.S. wood producers. A stronger forest products industry will lead to new investments in forest management, thus assuring a continuous supply of wood and fiber for the United States and its customers overseas.

A genuine commitment to exporting begins with a long-term attitude towards overseas markets. To be successful, producers must create and follow a foreign market strategy that is integral to their overall business plan. Developing longstanding working relationships with foreign importers will require maintaining commitments to them even when their markets are weak. A scattered, "in-and-out" approach may lead to a few unsustained sales. It is far better to gauge one's competitiveness in selected overseas markets early on, understand the requirements of key importers, and then develop long-term relationships that help solve the supply problems and quality concerns of these key accounts.

CHAPTER I. Exporting Wood Products: Advantages and Risks

The decision to enter the export market requires the producer to commit sufficient managerial, economic, and financial resources to the task. Each company must weigh the advantages and disadvantages of exporting to determine if projected profits, possible losses, and inherent risks justify management's commitment to exporting.

The advantages of exporting wood products include: new marketing and financial opportunities (which allow the firm to grow financially and corporately), diversification of risk, and increased financial leverage and credit. In addition, revenue derived from export sales permits spreading fixed costs over a greater number of production units. Wider margins may therefore be realized on higher valued products.

Producing for foreign markets can also have its downside. Tailoring wood products to foreign standards and specifications requires skilled personnel for production and shipping operations. Also, manufacturing goods to foreign specifications sometimes requires a change in the production process that may be incompatible with existing high-speed, high-volume manufacturing practices. Therefore, production costs per unit may be higher if new machinery and personnel are required. If wood products designed and produced to foreign specifications need to be sold on the domestic U.S. market, they may require additional processing such as resawing, planing, or sanding.

Common Mistakes made by Companies when Exporting

- Failing to obtain qualified export counseling (inability to understand market demand).
- Failing to develop an international marketing plan (inability to focus on best way to serve new markets).
- Insufficient commitment by top management to overcome the initial difficulties and financial requirements of exporting.
- Insufficient care in selecting overseas agents or distributors.
- Filling orders from around the world instead of establishing a basis for profitable operations and orderly growth by actively seeking customers in targeted areas.
- Neglecting the export business when the U.S. market booms.
- Failing to treat international customers on an equal basis with domestic counterparts.
- Failing to understand or respect foreign cultural differences relating to business practices and product usage.
- Unwillingness to modify products to meet the regulations or cultural preferences of other countries.
- Failing to print service, sales, and warranty messages in locally understood languages.
- Failing to consider the use of an export management company or other marketing intermediary knowledgeable in foreign distribution channels.
- Failing to consider licensing or joint-venture agreements.

Trade Servicing: The Key to Success

Success in exporting hinges on an exporter's willingness to allocate sufficient resources to research foreign demand, and to develop contacts. The exporter must also be able to produce, market, ship, and sell wood products overseas. This is called trade servicing. Trade servicing involves identifying key importers, distributors, and buyers, and most of all maintaining good relationships with them. This is particularly significant given the traditional U.S. wood exporter's reputation overseas as an occasional supplier, selling only when supplies permit. The most effective producers are those which have stayed in the export market in good times as well as bad. Being reliable sometimes means sacrificing short-term gains for long-term market development opportunities.

There is no substitute for a good working relationship with the overseas buyer. These good long-term relationships are best established through a series of quality interactions. They usually require face to face contact in the early stages. For example, after meeting a wood products buyer at an overseas trade show and making a few shipments, invite the buyer to visit your facility in order to strengthen the relationship. Increasing your business will ultimately depend on providing solutions to your buyer's problems, and this will require a full understanding of their needs.

CHAPTER II. Supply Considerations

Deciding What to Sell Overseas

When considering which products to export, firms should conduct a thorough analysis of potential markets as well as their own capabilities. Items to be considered include: current production, access to timber resources (species, quality, and quantity) and processing facilities, transportation, proximity to ports, and willingness to cut special orders or schedule the mill to cut or produce for export markets. Success in the export market may involve adapting production facilities to produce to foreign grades and specifications.

Deciding Where to Sell Overseas

It is imperative that firms interested in exporting take time to research the markets where they're interested in selling their products. By building a knowledge base about different countries, the new exporter will be able to pinpoint those countries that are most suited to the products they produce. Once a slate of target countries has been chosen, become knowledgeable about those countries and develop a consistent pattern of trade contacts with importers in those countries. Nurturing a commitment to marketing in one or two countries before branching out can help determine a firm's strengths, weaknesses, and limitations in serving export markets. Once the exporters develop expertise, they may feel confident enough to test new markets and products and to diversify their market portfolio.

Pricing Products for Export

The table on the following page outlines the elements of a price quote for each stage through which products move as they pass from the mill to the port of destination overseas. The quote basis used, such as free-on-board (f.o.b.) vessel or cost, insurance, and freight (c.i.f.) named port overseas, will depend on the arrangement negotiated with the importer. A price quote that more closely reflects the cost of goods delivered to the importer's yard has a much better chance of being negotiated and accepted than a quote based on delivery to the U.S. port prior to export.

Quotes should include information on shipping arrangements and dates, payment terms, and total weights and/or volume (in metric). The actual price quote will be influenced by foreign import demand, freight rates, insurance costs, domestic supplies, and proximity to exporting facilities and ports.

Quotes based solely on domestic U.S. prices plus additional transportation, handling, and insurance costs may not be acceptable in international trade. This depends on the negotiations between the U.S. exporter and the foreign buyer. Current benchmark or average prices for specific species and grades of forest products in international trade may be obtained from the publications and newsletters outlined in this handbook.

In the United States, forest products are bought and sold according to weight and/or volume designations such as 1,000 board feet, 1,000 square feet. In foreign countries, common volume units in the wood trade are cubic meters, square meters, and metric tons.

The exporter must be familiar with converting U.S. volume measurements to the metric system. An on-line forest products volume conversion program is given in Appendix III. Shipping weights and volumes for a number of products and species are shown in Appendix IV.

Elements of Pricing Goods for Export													
Terms of Sale	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
Obligations & Charges	ex-works	free carrier	free alongside ship	free on board	cost freight	cost insurance & freight	carnage paid to	carnage insurance paid to	delivered at frontier	delivered ex ship	delivered ex quay	delivered duty unpaid	delivered duty paid
Warehouse Services	S	S	S	S	S	S	S	S	S	S	S	S	S
Export Packing	S	S	S	S	S	S	S	S	S	S	S	S	S
Forwarder Fees	B	S	S	S	S	S	S	S	S	S	S	S	S
Loading at Point of Origin	B	S	S	S	S	S	S	S	S	S	S	S	S
Inland Freight	B	E	S	S	S	S	S	S	S	S	S	S	S
Port Receiving Charges	B	E	S	S	S	S	S	S	S	S	S	S	S
Export Clearance	B	S	S	S	S	S	S	S	S	S	S	S	S
Ocean/Air Freight	B	B	B	B	S	S	S	S	S	S	S	S	S
Marine Insurance	B	B	B	B	B	S	S	S	S	S	S	S	S
Charges in Foreign Port	B	B	B	B	B	B	B	B	B	B	S	S	S
Customs Clearance	B	B	B	B	B	B	B	B	B	B	B	B	S
Customs Duties	B	B	B	B	B	B	B	B	B	B	B	B	S
Delivery Charges to Final	B	B	B	B	B	B	B	B	B	B	B	S	S

B: Buyer Pays

S: Seller Pays

E: Either May Pay

Source: First National Bank

Definition of Certified Wood

In theory, informed consumers demand products which come from well managed forests but are unable to distinguish them from wood products originating in poorly managed forests. Certification allows consumers to make this distinction. The objective of certification is the improvement and documentation of forest management practices. It can be an important market-based tool to encourage and create incentives for sustainable forest management.

Where Is the Demand for Certified Wood?

The global market for certified forest products has remained small. Although trade statistics do not distinguish between certified and noncertified wood, most analysts agree that certified wood products represent only a tiny fraction of the market.

Nonetheless, in certain industry segments, certified wood sells. This is especially true in more developed countries where environmental awareness is significant. However, retailers, not consumers, have become the drivers of demand. For example, retailers such as Home Depot have announced that they will only sell wood from sustainable sources, and some retailers in Northern Europe have begun cooperating to form buyers' groups with a commitment to purchase certified forest products whenever possible. Faced with the prospect of environmental groups picketing and creating negative publicity, some retail chains have decided that they must make a commitment to buy certified wood products.

Competing Certification Schemes

The ability to set up viable certification systems varies widely, as the cost of certification presents a greater burden for small forest owners. To avoid the imposition of unacceptable certification requirements, forest product producers have created their own certification and certification-like mechanisms. Today, several certification schemes are competing for support and recognition.

The [Forest Stewardship Council](#) (FSC) certification is perhaps the best known certification scheme. It has strong support from environmental groups. Created in 1993, FSC has been a driving force behind the movement towards certification and has been the most aggressive in marketing itself. In response to various industry complaints about the specifics of FSC, and in order to respond to varying regional needs, national and regional certification mechanisms have also evolved. The best known of these is the [Programme European Forest Certification](#) (PEFC) scheme. The PEFC is different from FSC in that it relies largely on recognition of national certification schemes in Europe and has stronger support from European industry.

In the United States, the [Sustainable Forestry Initiative](#) (SFI) program has been created to promote sustainable forest management. Like PEFC, SFI gets its strongest support from the forest products industry. The SFI program now has more than 222 program

participants in the United States and Canada. Program participants represent 84% of paper production, 87% of newsprint production, 50% of solid wood production, 85% of structural panel production, and 90% of industrial timberland in the United States. The [American Tree Farm System](#), which was the first certification scheme in North America, has a mutual recognition agreement with SFI.

There are many national and international forest certification schemes at various stages of development. FSC supporters argue that theirs should be the only certification scheme and that many of the industry-promoted mechanisms are merely confusing the public by labeling the status quo. The [International Forest Industry Roundtable \(IFIR\)](#) has proposed development of an internationally accepted mutual recognition framework to link the different sustainable forestry management standards and certification systems. The eventual goal would be to develop a single sustainable forest management trademark encompassing all credible certification approaches.

When getting involved in exporting, you should consider how certification may affect you. If you are not certified this may be a problem in certain markets. If you are currently certified, will your certification be recognized in your target country?

If you are exploring certification, you first must determine which certification system will meet your company’s needs. Forest certification systems share the common goal of assuring the public that participating companies and landowners are committed to good forest stewardship. To distinguish among the initiatives, consider the following factors:

- Geographic coverage (i.e. global, regional or national)
- Standards used
- Existence of on-product labels
- Use of independent, third-party certification organizations
- Forest industry and/or environmental group support

Different Certification Schemes		
Global	Regional	National
<ul style="list-style-type: none"> ➤ Forest Stewardship Council (FSC) ➤ International Organization for Standardization (IOS) 	<ul style="list-style-type: none"> ➤ Programme European Forest Certification (PEFC) 	<ul style="list-style-type: none"> ➤ Canadian Standards Association (CSA) ➤ Sustainable Forestry Initiative(SFI) ➤ Lembaga Ekolabel Indonesia (LEU) ➤ Malaysian Timber Certification Council (NTCC)

Adequate Supply of Certified Wood?

Many retailers have been frustrated with the lack of available certified wood once they have committed to its purchase. For example, the environmental coordinator for B&Q, a large do-it-yourself chain in the United Kingdom, complained recently that it is having difficulty finding adequate supplies of FSC certified wood. As a result, B&Q has now decided to accept wood certified by Norway's Living Forests Scheme, as well as the FSC Finnish Forest Certification Council. Other retailers have also been forced to broaden their approach, choosing to recognize any credible certification scheme in order to meet commitments.

To learn more about certification visit the following links:

- [United Nations Economic Commission for Europe Timber Committee](#)
- [International Tropical Timber Organization](#)
- [American Forest and Paper Association](#)
- [Confederation of European Paper Industries](#)

CHAPTER III. Financing Exports

Payment Options for Export Shipments:

Once the seller has determined the risks that his or her company can afford to take, it's time to evaluate the risks associated with the more common methods of payment. Listed below are the four most popular options used for receiving payment for exported goods. Ranked in order of seller's risk from the most secure to the least secure, they are: **Cash in advance, Documentary letter of credit, Documentary collection, and Open account.**

When deciding which of these options is best for your sale, remember that every transaction involves two commodities: the product and the money. Because of the intense competition for export markets, being able to offer attractive payment terms to a buyer is often necessary to make a sale.

1. Cash in Advance

Full payment, cash in advance is considered the safest method of collecting payment for the seller. The buyer bears all the risk in the sale because payment is received before the shipment is made. The percentage of trade conducted requiring full payment; cash in advance is very low. Typically only sellers of products in high demand or products custom manufactured for the buyer are able to demand full payment, cash in advance terms. However, some sellers can obtain a down payment for the goods via cash in advance.

Cash in advance to a U.S. seller is typically in U.S. dollars. Cash in advance can take the form of a wire transfer or payment by check. An international wire transfer is the preferred method, because it allows for the funds to be available once they are received. Most wire transfers can be completed in 2 to 3 days. Fees for wire transfers do add up and typically are deducted from the proceeds. Exact and complete routing instructions are very important.

Collecting payment using a foreign drawn on the buyer's bank is a less attractive option than wire transfer because it can result in delays of several weeks until final receipt of funds. Avoid accepting checks issued by foreign companies or individuals. If the buyer pays by check, made payable in U.S. dollars and drawn on a U.S. bank, the collection process is the same as for any U.S. check. With any check, there is a risk that it may be returned due to insufficient funds in the buyer's account.

An additional factor to consider is that advance payment may create a cash flow problem and increases the risk to the buyer. As the seller, you have the buyer's money, but have not shipped the goods. The buyer is at risk that you will be unable to ship the goods as contracted. If another producer is willing to extend credit, the buyer may go elsewhere.

2. Documentary Letter of Credit

A documentary letter of credit (L/C) is a commitment from the issuing bank to pay the seller as beneficiary, a specified amount provided certain terms and conditions of the letter of credit are met. All L/C's are irrevocable, which means that once the L/C is established it cannot be revoked or changed without the consent of all parties, unless they specifically state that they are revocable.

The L/C more evenly distributes risk between the seller and buyer. The seller is assured of payment when the conditions of the L/C are met and the buyer is assured that the conditions specified are documented and shipment of the goods has been made. It is a common method of payment, especially when the seller/buyer relationship is a new one.

The L/C is, however, not without drawbacks. If discrepancies exist in the documents required by the L/C that cannot be corrected by the seller, the buyer has the option to approve the discrepancies and pay for the shipment, usually at a discount, or to reject the shipment. If the shipment is rejected, the seller retains title to the goods.

A rejected shipment means that the seller must quickly locate a new buyer, renegotiate with the buyer, usually at a lower price, or pay for the shipment to be returned. Costs of a L/C add to the price of the product and can tie up the buyer's working capital or credit line.

A word of advice: Sellers should always have their banker and freight forwarder carefully scrutinize the L/C. They can help you determine if the L/C is legitimate and if the terms and conditions specified can be met. Bankers and forwarders can also help to prepare document and reduce the chance of discrepancies.

There are four parties formally involved in the collection of payment using a L/C:

- a) Buyer or applicant
- b) Applicant's bank or issuing bank
- c) Beneficiary's bank (which can act as an advising bank or confirming bank)
- d) Seller or beneficiary

A L/C is either confirmed or advised by the beneficiary's bank. When a L/C is confirmed, the beneficiary's bank (the confirming bank) accepts the credit risk (commercial risk) of the issuing bank as well as the country risk (political risk). Under an unconfirmed, or advised L/C, the beneficiary's bank acts to review the documents specified in the L/C but does not pay on those documents (negotiate the documents). An advising bank passes the documents to the issuing bank who in turn reviews the documents, determines if they are acceptable (negotiates the documents) and pays the beneficiary by forwarding funds to the advising bank.

It is preferable to get the letter of credit confirmed by a U.S. bank because it accepts the responsibility to pay and the seller receives payment as soon as the documents are

presented. This also guarantees the seller that payment terms and conditions of the letter have been met.

Another thing to consider about a letter of credit is whether or not it is transferable. In a case where the seller is acting as a broker for or shipper of the goods, and the seller does not wish to take title to the goods, the letter of credit could be transferred to a secondary beneficiary. This allows the bank named in the letter of credit to transfer all or part of the beneficiary's rights under the letter of credit to a secondary beneficiary.

For more information on L/Cs, consult the [International Chamber of Commerce \(ICC\) Uniform Customs and Practices for Documentary Credits, publication No. 500](#) or an international banker who can provide you with further guidance.

3. Documentary Collection

A documentary collection is a method of payment whereby the seller uses a bank as an agent in obtaining payment from the buyer. A documentary collection most often consists of a collection instruction, financial documents used for obtaining payment for money, and commercial documents (invoices, bills of lading, quality certificates, etc.). The collection instruction provides complete and precise instructions to the banks including contact points for seller and buyer, their respective banks, amounts and currencies to be collected, a list of documents enclosed, the terms and conditions upon which payment or acceptance is to be obtained, charges to be collected, interest to be collected, if applicable, the method of payment, and instructions in case of non-payment. To collect payment from a foreign buyer using a documentary collection, the seller sends collection instructions, a draft or other demand for payment, and the related commercial document set through bank channels to the buyer's bank. The buyer's bank releases the documents to the buyer upon receipt of payment or promise of payment. The banks involved in facilitating this collection process have no responsibility to pay the seller should the buyer default. Documentary collection carries the risk that the buyer will walk away from the sale either because they cannot pay for the goods, the market price has dropped, or they cannot sell the goods locally. If this occurs, it is the burden of the seller to locate a new buyer or pay for return shipment.

Documentary collections are best considered when shipping by ocean freight. This is because the ocean bill of lading (B/L) is a negotiable document and acts as title to the goods. The steamship company will not release the shipment from the port unless the buyer has the original B/L, which the buyer cannot obtain unless they agree to pay the bank. In the case of air shipments, the B/L is not a negotiable document, does not act as title to the goods, and the benefit of using a documentary collection can be lost. For more information on Documentary Collections, consult the [ICC Uniform Rules for Collections, publication no. 522](#) or an international banker who can provide you with further guidance.

Drafts - A draft (or bill of exchange) is a written order by one party directing a second party to pay to the order of a third party. Drafts are negotiable instruments easily

transferable from one party to another. There are two types of drafts: sight drafts and time drafts.

Sight Drafts - In the case of a sight draft, once the goods have been shipped, the seller signs the original bill of lading and delivers it to the bank along with the sight draft, invoices, and other supporting documents required by the buyer and destination country, to be forwarded to the buyer's bank. The buyer's bank then notifies the buyer that it has received the documents. When the buyer pays the sight draft, the bank releases the bill of lading, passing title of the goods to the buyer.

Date or Time Drafts - A time draft requires payment within a certain time after the buyer accepts the draft and receives the goods. By signing and writing "accepted" on the draft, the buyer is expected to pay within the stated time period. A buyer can delay payment by delaying acceptance of the draft or refusing to pay at maturity. In most countries, an accepted time draft is stronger evidence of debt than an unpaid invoice.

4. Open Account

Under an open account transaction, the seller agrees to provide the goods to the buyer who agrees to make payment at a specified future date. Payment by the buyer is typically made by wire transfer or check. Open account is a high-risk method of payment for the seller. The seller must be confident that the buyer is well established, has a long and favorable payment record, has good credit, and is able to convert currency into U.S. dollars. Collection on delinquent payments under open account may be difficult and costly if the obligation of the buyer to pay the seller is not well documented. Even when well documented, collection on delinquent open account sales usually requires legal action in the buyer's country.

Additional Methods of Payment:

1. Standby Letter of Credit

Like the letter of credit, the standby letter of credit is a commitment or promise from the buyer's bank to pay the seller only if another business transaction specified in the standby letter of credit is not performed. For example, if the buyer and seller have agreed to an open account sale and the buyer defaults, the seller could present a sight draft and a written statement to the bank certifying that the buyer has failed to make payment on the shipment secured by the standby letter of credit and collects payment from the buyer's bank. Standby letters of credit are also frequently used as performance security such as when a seller is bidding on an international tender by a state trading company. In this case, the buyer may require the seller to open a standby letter of credit and if the seller is unable to perform the export sale contract, the buyer can draw on the value of the standby L/C as a penalty.

2. Credit Card

U.S. exporters who sell directly to the consumer may select credit cards as a viable method of payment. The rules governing credit card transactions differ from domestic use to international use. Exporters should check with their credit card companies for specific rules on international use of credit cards.

3. Consignment

Under consignment, the foreign distributor sells goods on behalf of the exporter, and the goods are available on a deferred basis. The exporter does not receive payment until the distributor sells the goods and transfers title of the goods. The exporter usually assumes the political and commercial risk for the goods until the payment is received.

If the foreign distributor is unable to sell the goods, the exporter must pay for the return shipment or dispose of the remaining goods themselves. This method of payment is extremely risky for the exporter and is generally not used by U.S. companies.

4. Countertrade and Barter

Countertrade or barter may be necessary when selling to companies that cannot obtain convertible currency. In countertrade, the "buyer" agrees to undertake specified initiatives that compensate and benefit the "seller." Barter is the exchange of goods or services between two parties without using currency. These two methods of payment should be considered only in exceptional circumstances when extreme creativity is needed by an experienced exporter to complete the sale.

5. Mixed Methods

The payment options discussed in this section are not mutually exclusive. It is possible, and frequently practiced, that a seller will use a combination of payment methods. For example: the seller may require 50 percent of the payment as cash in advance using a wire transfer and the remaining 50 percent documentary collections using a sight draft.

Currency of Payment

The simplest currency of payment for U.S. exporters is U.S. dollars. When quoting prices and requiring payment in U.S. dollars, exporters are placing the burden and risk of foreign currency conversion on the buyer. On the other hand, some U.S. exporters that are knowledgeable about foreign exchange may find it profitable to accept payment in other currencies. However, the exporter then assumes the foreign exchange risk. Hedging against foreign exchange risk is possible for many currencies, but the exporter's portfolio of foreign exchange risk exposure should be reviewed with a foreign exchange specialist.

Exporter's Checklist for Reviewing a Letter of Credit

- Ask for a sample letter of credit to review.
- Has the credit been confirmed, if requested?
- Is the type of credit (revolving, transferable, etc.) as agreed?
- Is the amount of the credit sufficient to cover all costs permitted by the terms of the contract? Are the Incoterms correct? Have the terms "about" or "approximately" been included?
- Is the credit available with your bank, freely negotiable, or available with any bank, or is it restricted to the issuing bank or any other designated bank?
- Are the descriptions of the goods and unit prices, if any, in accordance with the sale contract? Have the terms "about" or "approximately" been included, if requested?
- Are transshipment and partial shipments allowed, if necessary?
- Are the points of dispatch/taking in charge/loading on board of the goods, as the case may be, and of discharge/final destination as agreed?
- Do the shipping and expiry dates allow sufficient time for processing the order, shipment, and presenting the documents to the bank? Does the period for presentation of documents after issuance of the transport document also allow sufficient time?
- Are the provisions for insurance in accordance with Incoterms?
- Can the necessary documents be obtained in the form required and in the time frame allowed by the credit?
- Have any unacceptable conditions been added to the credit without your approval such as an inspection certificate to be provided by the buyer?

Source: Firststar Bank

Letter of Credit: Common Discrepancies which can Lead to Nonpayment	
General	<ul style="list-style-type: none"> • Documents inconsistent with each other • Description of goods on invoice differs from that in the credit • Marks and numbers differ between the documents • Absence of documents called for in the credit • Incorrect names and addresses
Draft(Bill of Exchange)	<ul style="list-style-type: none"> • Amount does not match invoice • Drawn on wrong party • Not endorsed correctly • Drawn payable on an indeterminable date
Transport Documents	<ul style="list-style-type: none"> • Shipment made between ports other than those stated in the letter of credit • Signature on bill of lading does not specify on whose behalf it was signed • Required number of originals not presented • Bill of lading does not evidence whether freight is prepaid or collect • No evidence of goods actually "shipped on board" • Bill of lading incorrectly consigned • "To order" bills of lading not endorsed
Insurance	<ul style="list-style-type: none"> • Insurance document presented of a type other than that required by the credit • Shipment is under insured • Insurance not effective for the date in the transport documents • Insurance policy incorrectly endorsed
Deadlines	<ul style="list-style-type: none"> • Late shipment • Late presentation of documents • Credit expired

Options for Financing Export Operations:

1. Payment and Finance Terms

In addition to defining the terms of payment, provisions should be included for late payments, partial payments, and remedies for nonpayment. The terms of payment should consider the use of letters of credit.

There are many sources of financial assistance and insurance available to U.S. exporters in addition their own working capital or their bank line of credit.

2. Commercial Banks

Commercial banks can assist you in financing export transactions. They can also help process letters of credit, drafts, and other types of payments. Banks make export loans backed by U.S. Government export loan guarantees.

Because many banks have international departments or correspondent banks in foreign countries, they can be a valuable asset in helping you export. When selecting a bank to handle your export transactions, it is important to identify a bank that is willing to serve your needs.

3. Export Management and Trading Companies

Both Export Management Companies (EMCs) and Export Trading Companies (ETCs) may be a source of financing on a limited basis, usually for a negotiated fee. They provide a range of services, including international market research and overseas marketing, legal insurance, product design, transportation, and warehousing.

One helpful publication is the [Export Trading Company Guidebook](#).

4. Private Trade Finance Companies

Private trade finance companies utilize a variety of financing techniques in return for fees, commissions, participation in the transactions, or combinations thereof. International trade associations, such as a [District Export Council](#), can assist you in locating a private trade finance company in your area.

5. Factoring Houses

Factoring houses purchase accounts receivable and assume full risk and responsibility for their collection. The buyer is notified and pays the factoring house directly. These organizations, many of which are subsidiaries of banks, charge a percentage for their services.

6. Foreign Credit Insurance Association

The [Foreign Credit Insurance Association](#) (FCIA) is a private entity serving the international marketplace. The Association writes a wide range of credit insurance and political risk coverage for experienced exporters. [Great American Insurance Company](#), the Association's principal, is a large, privately held, multiline insurer founded in 1872.

FCIA offers a wide variety of policies for short-term sales (up to 180 days, exceptionally 360 days) and political risk insurance (policy periods up to 2 years). Both multibuyer and single buyer policies are available and there are no restrictions on content or sourcing of insured products. Multibuyer coverages include flexible premium options and short claim waiting periods.

The widely used [Multi-Buyer Export Policy](#) is generally written to cover shipments during a 1-year period and insures a reasonable spread on an exporter's sales. It enables the exporter to make quick credit decisions, so as to provide faster service to overseas buyers. The exporter can obtain financing and offer competitive credit terms, such as tenure, to attract and retain buyers. The program is available around the globe, even in high-risk markets. Coverage is generally 95 percent for political and commercial risk, and the policy has a deductible similar to other forms of insurance.

For more information, please contact [FCIA](#) or your insurance broker.

7. Export-Import Bank of the United States

The [Export-Import Bank of the United States](#) (Ex-Im Bank) is a U.S. government agency that facilitates the export financing of primarily U.S. capital goods and services. Ex-Im Bank also helps U.S. exporters compete against foreign governments' subsidized financing in overseas markets. Ex-Im Bank offers four major export finance support programs: loans, guarantees, working capital guarantees, and export credit insurance.

Lending Programs -- Ex-Im Bank's loans provide competitive, fixed-interest-rate financing for U.S. export sales of capital equipment and services. Ex-Im Bank extends loans to foreign buyers of U.S. exports at low, fixed-interest rates according to the [Organization for Economic Cooperation and Development](#) (OECD) arrangement.

Guarantee Program -- Ex-Im Bank guarantees provide repayment protection for private sector loans to creditworthy foreign buyers of U.S. goods and services. The guarantees provide coverage for both political and commercial risks.

Working Capital Guarantee Program -- Ex-Im Bank also offers guarantees to lenders to support pre-export financial needs. The Working Capital Guarantee Program can help small and medium-sized exporters obtain the financing they need to produce and market goods for sale abroad.

Export Credit Insurance -- Ex-Im Bank's export credit insurance program offers insurance policies to protect U.S. exporters and banks against the political and commercial risk of nonpayment by foreign debtors. Special policies exist for small and environmental businesses.

8. Overseas Private Investment Corporation

The [Overseas Private Investment Corporation](#) (OPIC) is a U.S. Government corporation that promotes U.S. investment in less developed countries. OPIC's finance program is oriented towards medium-to long-term investments that involve significant developmental benefits. The program provides insurance coverage for U.S. investments against expropriation, inconvertibility of local currency, or losses resulting from war, revolution, or civil disorders. OPIC does not handle export financing directly, but may assist in financing complementary projects, such as a distribution yard for U.S. wood products. Insurance on letters of credit may also be obtained in the absence of FCIA or other commercial insurance. The insurance covers 90 percent of the investment plus attributable earnings.

9. Small Business Administration

The [U.S. Small Business Administration](#) (SBA) was created in 1953 as an independent agency of the Federal Government to aid, counsel, assist, and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our Nation. Small business is critical to our economy,

to building America's future, and to helping the United States compete in today's global marketplace.

SBA works in cooperation with other Federal agencies and public- and private-sector groups to encourage small business exports and to assist small businesses seeking to export. SBA's outreach efforts include sponsoring or supporting export training conferences and developing "how to" and market-specific publications for exporters. SBA directs and coordinates ongoing export initiatives, such as the [Export Legal Assistance Network](#) (ELAN).

SBA Export Express – SBA's [Export Express](#) loan program helps small businesses by allowing lenders to use streamlined and expedited loan review and approval procedures to process SBA guaranteed export loans of up to \$250,000. Loan proceeds may be used for most business purposes, including: market development activities such as participation in a foreign trade mission; transaction-specific financing; general lines of credit for export purposes; and term loans for permanent working capital and fixed-asset financing.

Export Working Capital Program – In order to help small businesses export, SBA has developed the new [Export Working Capital Program](#) (EWCP). This program provides eligible small businesses with short-term, transaction-specific financing. Small businesses may use this program for pre-export financing of labor and materials, financing receivables generated from these sales, and/or standby letters of credit used as performance bonds or payment guarantees to foreign buyers. The EWCP provides repayment guarantees of 90 percent or \$1.5 million (whichever is less) to commercial lenders and offers exporters preliminary commitments (PCs) that encourage lenders to provide credit. To be eligible, the small business concern must have been in operation, though not necessarily exporting, for at least 12 months. The EWCP offers a simplified application form. Interest rates and fees are negotiable between the lender and the small business exporter.

International Trade Loan Program – The [International Trade Loan Program](#) (ITL) helps small businesses that are engaged or preparing to engage in international trade, as well as small businesses adversely affected by competition from imports. SBA can guarantee up to \$2 million, less the amount of SBA's guarantee portion of other loans outstanding, to the borrower under SBA's regular lending program. Loans are made by lending institutions with the SBA guaranteeing a portion of the loan. The applicant must establish either that the loan proceeds will significantly expand existing export markets or develop new export markets, or that the small business is adversely affected by import competition. Proceeds may be used for working capital and/or facilities or equipment. Maturities of loans for facilities or equipment may extend to the 25-year maximum.

Basic 7(a) Loan Program –SBA's [Basic 7\(a\) Loan Program](#) can fund the varied long-term needs of small businesses where necessary financing is unavailable on reasonable terms through normal lending channels. The program promotes small business formation and growth. SBA guarantees long-term loans to qualified firms. SBA's basic guaranty

program makes loans available for many business purposes, such as real estate, expansion, equipment purchases, working capital, or inventory. Private lenders, usually banks, make loans which are guaranteed up to 75 percent of the loan by SBA. The borrower makes loan payments to the lender. SBA can guarantee up to \$1.5 million.

Small Business Investment Companies – The [Small Business Investment Companies](#) (SBICs) exist to provide equity capital, long-term loans, and management assistance to qualifying small businesses. They are privately owned and operated companies that use their own capital and funds borrowed from the SBA to provide financing to small businesses in the form of equity securities and long-term loans. SBICs invest in a broad range of industries. SBICs may invest in export trading companies provided all other eligibility requirements are met.

U.S. Export Assistance Centers – The [U.S. Export Assistance Centers](#) (USEACs) offer a full range of Federal export programs and services. Clients receive assistance by professionals from the SBA, Department of Commerce, Ex-Im Bank, and other public and private organizations. It's a partnership that makes it easier for you to get the help you need to compete and succeed in the global marketplace. Each USEAC, located in 19 cities nationwide, is ready to meet your business needs with: export marketing and trade finance assistance at convenient one-stop locations, customized counseling that best suits your company's experience and commitment to exporting, and customer service that uses the latest technology to bring export assistance to your doorstep.

For more information contact [SBA](#) with offices located throughout the United States and its territories. In addition, you can also contact the Small [Business Development Centers](#) (SBDCs) in multiple service locations and the [Service Corps of Retired Executives](#) (SCORE) offices to help you start and/or strengthen your own business.

10. U.S. Trade and Development Agency

The [U.S. Trade and Development Agency](#) (TDA) provides funding for feasibility studies of public and private sector projects in developing and middle-income nations that lead to the export of U.S. products and services. Helping U.S. businesses win contracts to implement major overseas infrastructure projects is one of TDA's main objectives. TDA funds studies on a variety of projects including energy and power, transportation, healthcare, mining & minerals development, telecommunications, agribusiness and environmental services. For additional information on country eligibility, developmental priorities, and U.S. goods procurement requirements, contact [TDA](#).

CHAPTER IV. Export Shipping

The development of a successful export strategy must encompass a thorough knowledge of shipping procedures, documents required, and methods. The mechanics of shipping include: (1) attention to packaging, including banding of bundles, grade stamping, labeling, and color coding; (2) proper documentation; (3) scheduling the best shipping routes and carriers; and (4) an understanding of U.S. and foreign customs, regulations, tariff rates, and plant health or phytosanitary requirements.

The details of export shipping are often handled by a “freight forwarder,” who acts as an exporter’s agent when shipping goods overseas. Freight forwarders are licensed by the [Federal Maritime Administration](#) to facilitate the movement of goods from U.S. ports. They may advise the exporter regarding freight costs, port charges, consular fees, documentation fees, insurance, and handling costs. In addition to assuring that the goods arrive overseas in good condition, they review the letter of credit and other necessary documentation and may prepare the ocean bill of lading. After shipment, the forwarder will send all documents to the paying bank to confirm the export of the commodity.

Freight Forwarders

Additional information on freight forwarders may be obtained from port authorities, the [International Trade Administration](#), and banks, or by contacting the [National Customs Brokers and Forwarders Association of America](#).

USDA's [Agricultural Marketing Service](#) (AMS) also helps exporters with problems concerning the transportation of U.S. agricultural products, including forest products through its [Transportation and Marketing Division](#).

Carriers

Three types of ocean carriers ship products overseas. The first are conference lines which consist of an association of ocean carriers providing common rates and services. Individual conference carriers may take independent action and offer shippers lower rates. Also, shippers may form associations to negotiate lower rates with conferences.

Independent carriers are the second type. Independent rates may be higher than other carriers, but they may also be lower when in direct competition with conference carriers. Both conference and independent carriers operate on regular schedules and trade routes. Independent proprietary carriers include major forest products companies with their own transportation operations. These lines specialize in forest products and other bulk commodity shipping.

The third type of carrier is the tramp vessel. These carriers generally handle only bulk cargo and are not on regular schedules or trade routes. According to the [Western Wood](#)

[Products Association](#), tramps' economical rates make these carriers a common means of shipping wood products.

A booking contract is mandatory to reserve space for the cargo on a specified vessel. You may not need to know this because most of the time a freight forwarder can help with these details. In any case, the contract is binding insofar as the carrier has the right to charge for reserved space that is not used or to charge for canceled reservations without adequate notice.

Terminals

Transporting lumber and other forest products through general cargo terminals can be very expensive. Transportation costs can be significantly reduced by using specialized forest products handling facilities at the ports of export and destination, which will result in lower freight rates and landed costs.

Packing and Shipping

The proper packaging of products is vitally important, particularly when shipments are bound for ports with inadequate handling and storage facilities. Lumber, plywood, and veneer bundles must be securely strapped and protected from such hardships as rough handling, moisture, or weathering. In many foreign ports, bundles may be stored uncovered while awaiting pickup or delivery, making proper protection essential. Bundles should be clearly marked according to foreign specifications and include the company logo or color coding.

Wood products are shipped by a variety of methods including break bulk, containers, flat racks, and lash barge. The most common methods are break bulk for lumber and plywood shipments and containers for higher valued shipments such as kiln-dried dimension stock, lumber clears, and veneer.

Freight containers are capable of holding approximately 4,000 board feet of logs or 10,000-14,000 board feet of lumber, depending on the product and moisture content. Maximum cargo weights are, however, limited by carriers to comply with laws established to protect roads and bridges. A 40-foot container, therefore, can only be loaded with about 46,000 pounds of forest products when traveling over U.S. highways. Containers loaded at the port may have higher cargo weights.

Treatment of Coniferous Packaging Material

Any new and used coniferous solid wood packing material (SWPM) originating from the United States, Canada, China, or Japan must meet certain requirements designed to keep out the pinewood nematode. If these materials are going to the EU, they must meet one of the following criteria:

- Heat treated or kiln-dried to a minimum core temperature of 56° C for at least 30 minutes in an approved chamber or kiln

- Pressure treated with an approved chemical in accordance with recognized specification
 - Fumigated with an approved chemical in accordance with recognized specification
- Questions concerning SWPM should be directed to [Animal and Plant Health Inspection Service](#) (APHIS). For a list of accredited inspection agencies, contact the [American Lumber Standards Committee](#).

Exporting Documentation

The documentation of exports is just as important as the goods you are exporting. Faulty information or incomplete documentation can lead to delays in transporting goods to their destination. Every shipment requires many documents and every country varies as to the number and kind of documents necessary for importing different goods. A freight forwarder, a specialist in the area of exporting, can often provide advice and assistance regarding documentation for shipping your goods. The [U.S. Department of Commerce's district office](#) closest to you or your forwarder can provide you with up-to-date and specific information on export documentation.

Shipper Export Declarations:

[Shipper Export Declarations](#) (SEDs) are very important documents used not only to identify cargo, but also to determine official U.S. export statistics. These trade statistics are used throughout the Government and by industry organizations. The importance of accurate information on the export declarations cannot be overstated.

1. Forms

The forms used for export declaration are: [SED Form 7525](#) or [SED Form 7525-V-Alternate](#) (Continuation Sheet). For help filling the SED please refer to the free booklet called “[Correct Way to Fill the Shipper’s Export Declaration](#).”

[U.S. Census Bureau](#) offers the Automated Report Program, through which exporters, carriers, or freight forwarders may submit monthly reports by computer (tape, disk, or direct transmission). For further information on this program, contact the [Automated Foreign Trade Zone Reporting Program](#) (AFTZRP).

2. When SEDs are Required?

SEDs are required for nearly all shipments (see Exemptions section below) from the United States, Puerto Rico, United States or Puerto Rican [Foreign Trade Zones](#) (FTZ), and the U.S. Virgin Islands. SEDs are not required for shipments from the United States or Puerto Rico to U.S. possessions, except to the U.S. Virgin Islands, or from a U.S. possession to the United States or Puerto Rico.

3. Number of SED Copies Required

- a) One copy for shipments to Canada, Puerto Rico, and the U.S. Virgin Islands;
- b) One copy for exports through the U.S. Postal Service; and
- c) Two copies for all other shipments.

Additional copies may be required for export control purposes by the [International Trade Administration](#), other Government agencies (when authorized), customs directors, or the local postmaster.

4. Preparation

The SED must be prepared in English in a permanent medium (ink, typewritten, etc.) with the original signed (a signature stamp is acceptable) by the exporter or an authorized agent of the exporter. The agent must be authorized by a power-of-attorney, or item #23 on form 725-V (an informal power-of-attorney) must be completed. Use of the [Automated Export System](#) (AES) to complete the SED on-line is increasing.

5. Requirement for Separate SEDs

Separate SEDs are required for each shipment from one exporter to one importer on a single carrier (including each rail car, container, or other vehicle). However, customs directors may waive this requirement if multiple car shipments are made under a single loading document and cleared simultaneously. Also, merchandise requiring a validated export license cannot be reported on the same SED with goods moving under a general export license.

6. Presentation

- a) Postal shipments—SEDs must be delivered to the postmaster when the packages are mailed.
- b) All other shipments—SEDs must be delivered to the exporting carrier before exporting.
- c) Exporting carriers are required to file SEDs and manifests with the [U.S. Customs and Border Protection](#).
- d) Shipments from an interior point—SEDs may accompany the goods being transported to the exporting carrier or the port of exportation, or they may be delivered directly to the exporting carrier.
- e) Shipments exempt from SED filing requirements—a reference to the exemption must be noted on the bill of lading, air waybill, or other loading document for verification that no SED is required.

7. Corrections

Corrections, amendments, or cancellations of data may be made directly on the SED if it has not already been sent to the [U.S. Census Bureau](#). If the SED has been sent to the

Bureau, any corrections, cancellations, or amendments must be filed on a copy of the original SED marked "Correction Copy" and filed with the customs director or the Postmaster where the declaration was originally presented.

8. Retention of Shipping Documents

Three years is the usual length of time that the [U.S. Census Bureau](#), [U.S. Customs and Border Protection](#), and the [International Trade Administration](#) require exporters or their agents to produce copies of shipping documents.

9. Exemptions

- a) Shipments (excluding postal shipments) that meet all of the following requirements: the value of the goods under each Schedule B number or HS code is \$2,500 or less, a validated export license is not required, and the goods are shipped to countries not prohibited by the [Export Administration Regulations](#).
- b) Shipments through the [U.S. Postal Service](#) that do not require a validated export license. These are: (1) when the goods are valued \$500 or less, (2) if either one of the parties is not a business concern, or (3) the shipment is not for commercial consideration.
- c) In-transit shipments not requiring a validated export license and leaving for a foreign destination by means other than by ocean vessel.
- d) Shipments from one point in the United States to another point by routes passing through Canada or Mexico, and shipments from one point in Canada or Mexico to another point by routes passing through the United States.

When either all or part of the shipment does not require an SED, one of the following statements must appear on the bill of lading, air waybill, or other loading documents for carrier use:

- 1. "No SED required, Section 30.55(h), FTSR"
- 2. "No SED required- no individual Schedule B number valued over \$2,500"
- 3. "Remainder of shipment valued \$2,500 or less per individual Schedule B number"

10. Administrative Provisions

SEDs and the information that is written on them are confidential and are exempted from the [Freedom of Information Act](#). SEDs are only for official purposes authorized by the Secretary of Commerce in accordance with 13 U.S.C. Section 301. Neither the [Department of Commerce](#) nor the [U.S. Census Bureau](#) will give out the information to anyone except the exporter or his or her agent.

Copies of the SEDs may be supplied to exporters or their agents when they are needed to comply with official requirements, for instance authorization for export, export control requirements, or USDA requirements for proof of export in connection with subsidy payments. These copies will be stamped "Certified" and are not for any other use and may not be reproduced in any form.

It is unlawful to knowingly make fake or misleading representations for exportation. This is a violation of the [Export Administration Act 50 U.S.C. App. 2410](#). It is also a violation of export control laws and regulations to be connected in any way with an altered SED. Goods that have been, are being, or for which there is probable cause to believe they are intended to be exported in violation of the Export Administration Act are subject to seizure, detention, condemnation, or sale under 22 U.S.C. section 401.

11. Regulations

Detailed information about the SED and its preparation is contained in the [Foreign Trade Statistics Regulations](#) (FTSR - 15 CFR Part 30). Your local [Small Business Administration district office](#) can also provide you with assistance. Copies of the FTSR may be purchased from the [U.S. Census Bureau](#). Information concerning export laws and regulations of the [International Trade Administration](#) is contained in the [Export Administration Regulations](#), which may be purchased from the [U.S. Government Printing Office](#).

Shipping Documents Required in Exporting	
Documentation	Prepared by
Export License – issued upon application to the U.S. Department of Commerce. Currently no export license is required for exporting solid wood products with the exception of Western red cedar.	Exporter
Destination Control Statement – prevents export to unauthorized destinations	Freight Forwarder
Shipper’s Export Declaration – for compiling U.S. statistics/enforcing U.S. export controls	Freight Forwarder
Banking Papers	Freight Forwarder
Letter of Transmittal – for items eligible for duty drawback	Freight Forwarder
Notice of Exportation – for items eligible for duty drawback	Freight Forwarder
Certificated of Origin – for items eligible for duty drawback	Freight Forwarder
Export Packaging List – itemizes products shipped	Freight Forwarder
Domestic Packaging List – itemizes products shipped	Exporter
Insurance Certificate	Freight Forwarder
Pro Forma Invoice – a formal price quotation with a detailed account of individual costs	Exporter
Letter of Credit – a promise to pay a specific amount of money upon receipt by the bank at the buyer’s request in favor of the seller	Importer
Bill of Lading – a detailed description of the cargo including destinations. Two types are necessary, an inland and an ocean bill of lading	Freight Forwarder
Phytosanitary Certificate – a certificate stating that the goods are free of disease and infestation	APHIS

More detailed information about exporting documentation may be obtained from the international departments of major banks, freight forwarders, or the United States Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, NY 10036.

Reference Schedules

- [Schedule B](#)—Statistical Classification of Domestic and Foreign Commodities from the United States.
- [Schedule C](#)—Classification of Country and Territory Designations for U.S. Foreign Trade.
- [Schedule D](#)—Classification of Customs Districts and Ports.
- [Schedule K](#)—Classification of Foreign Ports by geographic trade area and country.

Exporting Checklist

The checklist provided on the following page is a general guide outlining the steps involved in completing an export shipment under a confirmed letter of credit (L/C). The actual procedure will vary according to the bank's financing arrangements and the services provided by the freight forwarders and steamship companies. The price basis (f.o.b., f.a.s., c.i.f., etc.) and the terms of sale agreed upon between the exporter and importer also will affect the procedures followed in exporting. Check first with the international department of your bank and the freight forwarder to determine all financing and documentation requirements and procedures.

Exporting Checklist

- U.S. exporter and foreign importer agree on the terms of the sale.
- Importer applies for a letter of credit (L/C) at the foreign bank.
- Foreign bank issues the L/C to the exporter's bank.
- Importer sends a purchase order accompanied by a copy of the L/C to the exporter.
- Exporter prepares the order for shipment, arranges for inland transportation of the shipment to the port, and issues shipping instructions to a freight forwarder.
- Exporter's freight forwarder selects a suitable vessel, contacts the outbound steamship line office, and books space on a particular vessel. The freight forwarder also collects or prepares the exporting documents, including the inland bill of lading, ocean bill of lading (B/L), and insurance and phytosanitary certificates. (The exporter may arrange for marine insurance through a private insurance company.)
- Freight forwarder pays the bills due from the outbound steamship line and transmits to the exporter the original ocean bill of lading, together with the bill covering the inland freight, the stevedoring costs, and the freight forwarder's services.
- Exporter prepares a "commercial set"—a negotiable bill of lading, a copy of the L/C, an invoice, a bill for the freight forwarder's charges, insurance certificates, and, if necessary, a customs invoice. The exporter then sends it to the exporter's bank.
- Upon receipt and acceptance of the commercial set, the bank pays the exporter covering the shipper's invoice in accordance with the L/C issued by the importer's bank. The bank transmits the commercial set and a debit notice to the importer's bank for payment.
- The exporter or freight forwarder sends a non-negotiable copy of the bill of lading to the importer notifying that the cargo has been shipped.
- After the vessel has sailed, the outbound steamship line's office sends the manifest to the inbound steamship office, together with non-negotiable copies of the bills of lading, arrival notice, delivery receipt, and container list.
- Outbound steamship office submits to the U.S. Customs one non-negotiable copy of the ocean bill of lading with the shipper's export declaration. This must be accomplished within 4 working days of the vessel's clearance from the U.S. port.
- Depending on the terms of the sale and financing arrangements, the exporter may be liable for the shipment after the vessel has sailed. Check with the bank, freight forwarder, and insurance company to determine your rights, responsibilities, and liabilities, as well as the proper procedures to follow in completing the export sale.

CHAPTER V. Business Organization of Firms Involved in Exporting

“In House”

The organization of a firm and how its wood products are sold overseas are related to and depend on several factors including the size of the company, productive capacity, types of wood products, degree of processing, previous exporting experience, and business conditions overseas. "In house" organization of the business involves direct selling of wood products by the U.S. producer to the foreign importer. The producer is usually responsible for shipping the product overseas.

Traditional and customary marketing and business practices in a foreign country will dictate how the products will be sold. Depending on the country, direct selling may involve working with foreign sales representatives, agents, or distributors. For example, agents are very active in the wood products trade in the United Kingdom and other European countries. In Japan, trading companies are the primary contacts.

"In house" organization provides the company greater control over the export marketing procedures for the firm's products. In general, there are higher startup costs and fewer economies of scale under this organizational structure than with the others described below.

Export Management Companies (EMCs or Agents)

EMCs are generally small, closely held companies which represent wood products manufacturers in export marketing. The EMC may represent a number of small, unrelated companies and provide benefits (economies of scale) relating to foreign sales, marketing missions, and scheduling or shipping products for export. The EMC often retains the identity of the manufacturer when dealing with foreign importers, whereas agents work under their own names.

Export Trading Companies (ETCs)

The largest domestic obstacles to exporting—lack of knowledge of foreign marketing, limited credit facilities, and legal restrictions in cooperating with other U.S. companies (antitrust violations)—may be overcome by forming an export trading company (ETC). ETCs may assume the risks involved with international trade by taking title to the products and assuming responsibility for marketing and selling the products overseas.

One publication, the “[Export Trading Company Guidebook](#)”, is available for sale from the [U.S. Government Printing Office](#). Additional assistance may be obtained from the office of [Export Trading Company Affairs, Department of Commerce](#).

Export Merchants (EMs)

Similar to an ETC, an export merchant (EM) may take title to a producer's goods and be responsible for selling to the foreign importer. The advantages of using an export merchant include:

1. Wood products are sold to an export merchant domestically. Producers do not need to be familiar with foreign business practices—this is the responsibility of the EM.
2. The EM may handle all intermediate processing and handling functions, such as pressure treatments or kiln-drying of lumber prior to export.
3. The EM may serve as a "sorter" or distribution yard for lumber and other products. This permits lumber to be re-graded specifically for export and specialty markets. Lower volume, high-quality products may become more marketable as a result of using an EM.
4. EMs may become familiar with the operation of small lumber mills and wood producers and may provide valuable assistance in producing wood products for the export market.

CHAPTER VI. Export Market Information and Assistance

Like any business venture, success in exporting wood products depends heavily on the ability of the exporting company to stay in touch with important changes in the target country. Current market information and a firm understanding of the country's business and social traditions can allow a firm to respond quickly to changes in consumer demand and capitalize on emerging opportunities. Without such information, it is quite difficult to run a profitable export business. There are many sources for market information and assistance available to U.S. companies interested in exporting.

U.S. Department of Agriculture:

1. Foreign Agricultural Service

The [Foreign Agricultural Service](#) (FAS) of the [U.S. Department of Agriculture](#) is responsible for developing, maintaining, and expanding export markets for U.S. agricultural commodities—including solid wood products. FAS provides foreign market information; works to gain foreign market access for U.S. farm, food, and forest products; and cooperates with U.S. nonprofit trade associations to conduct market development activities overseas. The [FAS Exporter Assistance](#) provides companies with a number of options for obtaining timely information on export markets.

Overseas Offices: FAS represents U.S. agriculture overseas through a network of agricultural counselors, attaches, and trade officers in 84 countries. In addition, FAS monitors and reports on the agricultural trade matters of an additional 64 countries. The staff supervises market development activities, reports to FAS in Washington, DC, and alerts the U.S. trading community to foreign market opportunities and competition.

Each U.S. Agricultural Counselor/Attaché office is in frequent contact with foreign buyers and overseas representatives of U.S. firms and associations, and helps U.S. agricultural exporters, associations, and allied groups establish contacts with government officials and foreign traders. In addition, Agricultural Trade Offices (ATOs) have been opened in Sao Paulo, Dubai, Guangzhou (Canton), Hong Kong, Manila, Mexico City, Monterey, Miami (covers the Caribbean Basin), Osaka, Riyadh, Moscow, Seoul, Shanghai, Taipei, and Tokyo. These trade offices serve as a one-stop service center for U.S. exporters, nonresident private trade groups, and others engaged in exporting and importing U.S. agricultural commodities. For more information, please visit the home pages of the [FAS Posts and ATOs](#) of your interest and/or contact the [FAS Field Officers](#).

FAS Annual Reports: [FAS Annual reports](#) are prepared by FAS agricultural counselors, attaches, and trade officers overseas. To get current prices or place a subscription order for the scheduled reports, voluntary reports, and report updates, please email the [Reports Officer/FAS/USDA](#). In addition to the reports, there are more than 3,000 articles covering a wide range of related topics available from the electronic sources. Annual reports on wood products production, marketing, and trade issues for 37 selected foreign

markets are available on an annual subscription basis.

Annual Reports on Wood Products			
Argentina	China	India	Philippines
Australia	Cote d'Ivoire	Indonesia	Poland
Austria	Denmark	Italy	Romania
Belgium-Luxembourg	Dominican Republic	Japan	Russian Federation
Belize	Egypt	Korea	Spain
Brazil	European Union	Malaysia	Sweden
Burma	Finland	Mexico	Taiwan
Canada	France	The Netherlands	Thailand
Chile	Germany	New Zealand	United Kingdom
			Vietnam

Circulars: FAS' [Forest and Fishery Products Division](#) (FFPD) no longer publishes circulars of the world supply and demand situation for wood products. Instead, FFPD constantly updates its website with the most recent information pertaining wood products, including: trade highlights, global market analysis, trade data tables, market developments programs and services, and lots of other relevant information.

For the most current prices of wood, please contact the following industry publications:

- [Random Lengths](#) for soft wood and panels, and
- [Hardwood Review](#) for hardwood products.

The Processed Products Group: Through FAS services, agricultural exporters can keep abreast of foreign market development opportunities with marketing research reports, and listings of prospective foreign importers. FAS serves as the liaison between U.S. companies and foreign importers seeking U.S. wood and other agricultural products. FAS works to help U.S. producers introduce products in new markets and further expand established markets.

FAS' agricultural counselors, attaches, and trade officers transmit market information, trade, and economic statistics electronically to FAS offices in Washington, DC. U.S. companies can take advantage of the following export services:

1. [Foreign Buyer Lists](#) are drawn from a database that includes more than 60,000 foreign buyers of food, farm, and forest products in nearly 70 countries. The lists provide important details on each firm such as contact person, address, telephone, fax, email address (where available), and type of product(s) imported. Please note that you may order these lists by product for a specific country. Currently, there is no charge for the lists. The distribution of the lists is in review and a subsequent charge could be introduced for this service.

2. The [U.S. Supplier List](#) database is one of the fastest and most efficient ways for a

foreign buyer of U.S. food, farm, fish, and forest products to contact you directly. This searchable database is designed to help small to medium-sized U.S. exporters make contact with export agents, trading companies, importers, and foreign buyers and create an opportunity to sell their products in overseas markets. We encourage you to register your company for free. Online registration is also available.

For detailed information on the above services and other USDA programs, please contact the [Processed Products Division](#).

2. Agricultural Marketing Service

The [Shipper and Exporter Assistance Program](#) (SEA) area of USDA's [Agricultural Marketing Service](#) (AMS) provides the following services:

- **Technical Assistance**—SEA publishes export handbooks, directories, and market reports; sponsors export seminars; and participates in technical exchanges with other countries.
- **Policy Analysis**—SEA analyzes such topics as the future transportation needs of the U.S. agricultural export community and the impact of transport regulations on agricultural shippers.
- **Special Reports**—SEA produces special reports on moving U.S. products to emerging markets. Special reports also cover issues such as packaging refrigeration, and shipping costs of agricultural exports.

3. Animal and Plant Health Inspection Service

USDA's [Animal and Plant Health Inspection Service](#) (APHIS) actively participates in international programs to protect against the spread of plant and animal pests and diseases. Many foreign countries require that shipments of unprocessed wood products be accompanied by phytosanitary (plant health) certificates. These certificates are issued by APHIS at the request of the shipper, certifying that the products conform to foreign quarantine import requirements.

For example, the European Union (EU) requires a phytosanitary certificate for U.S. shipments of oak veneer logs certifying that the logs have been fumigated with methyl bromide according to approved EU treatment schedules and procedures.

Inspections and certifications are handled by Federal officers and State government cooperators and are not normally valid if conducted more than 14 days prior to the export of the commodity. The exporter must make an application for an inspection and make the commodity available for physical inspection.

Certification is recognized by foreign plant protection services and by regional plant protection organizations. Phytosanitary certificates are not issued to satisfy letters of credit or other commercial contract terms and are not certifications of grade or quality. Foreign country phytosanitary requirements and certifications may be obtained by contacting an [APHIS' Export Services Certification Specialist](#) in the port of export.

4. Forest Service

The [Forest Service](#) conducts research and analysis of the U.S. timber supply, demand, and wood products trade. Forest Service experiment stations and the Forest Products Laboratory can provide useful information and research on exporting.

The [Forest Products Laboratory](#) (FPL) conducts wood utilization research and development to provide the science and technology needed to maintain and extend forest resources primarily within the United States, but also internationally. Research is conducted in the areas of wood science, solid wood processing and end-use performance, composites, pulping and papermaking, timber demand and assessment for wood-based materials, wood identification, fire and durability performance, and biotechnology related to wood processing and protection. FPL programs help promote sustainable forest management by maximizing the benefits derived from timber resources through increased efficiency of conversion and use, recycling, increasing durability in end use applications, and overcoming environmental impacts associated with the conversion, processing, use and reuse of wood and wood-based materials.

The [North Central Research Station](#) conducts research on genetic and silvicultural systems for sustainable, intensive forestry through the development of plant materials and production strategies necessary to deploy intensively managed tree plantations for multiple uses. The station's Forestry Science Laboratory also conducts timber harvest modeling research that permits forest managers to simulate timber removals in a spatial context that allows evaluation of habitat and biodiversity effects of forest alternatives.

Additionally, the station's [Hardwood Tree Improvement & Regeneration Division](#) conducts research and technology development to improve the genetic quality and regeneration success of hardwood species, including identification of the genetic structure of desirable traits in natural populations, advanced techniques for mass propagation of planting stock, and development and demonstration of improved planting techniques.

The station also conducts research to determine the mechanisms of tree resistance to insects and the effects of various environmental stresses on tree-insect interactions. Life history information developed through this research has been used to modify U.S. and Canadian federal quarantines for insect pests.

The [Northeastern Area, State and Private Forestry](#), provides technical support and financial assistance to improve management of non-Federal land, including developing and expanding both domestic and international markets.

The [Northeastern Research Station](#) researches the hardwood supply and demand and solid wood fiber substitution trends in major industrial and consumer markets in the United States and overseas. Research is also ongoing at the Princeton Lab. to improve manufacturing efficiency and market acceptance of lower grades and less utilized species.

The [Pacific Northwest Research Station](#) handles macroeconomic modeling of U.S. markets of wood products.

The [Rocky Mountain Research Station](#) conducts research with emphasis on the Rocky Mountains, Great Basin, and the Southwest.

The [Southern Research Station](#) conducts forestry research that emphasizes measuring and monitoring forest resources; understanding ecosystem structure, function, and processes; managing resources for sustained and enhanced productivity; and protecting environmental quality in Southern forests.

U.S. Department of Commerce:

1. National Trade Data Bank

The [Department of Commerce](#) offers the [National Trade Data Bank](#) (NTDB) for sale on CD-ROM. The NTDB, the U.S. Government's most comprehensive source of world trade data, is a trade library of more than 200,000 documents. Topics on the NTDB range from export opportunities by industry, country, and product to demographic, political, and socioeconomic conditions in hundreds of countries.

2. International Trade Administration

The [International Trade Administration](#) (ITA) of the [Department of Commerce](#) provides a wide range of services and programs to assist U.S. firms in developing export markets. The best point of contact for U.S. firms is their local [Export Assistance Centers](#), of which there are all over the United States. Assistance is also available overseas through commercial offices located in over 125 countries which are part of this same network. They are located in embassies and consulates in countries comprising more than 95 percent of the world market for U.S. products. For information about a specific country, contact the appropriate country desk officer.

Some of the services provided by ITA are listed below:

- “[Export Programs Guide: A Business Guide to Federal Export Assistance](#),” is a booklet that is published annually. It contains valuable information about government programs that help U.S. companies export their goods around the world.
- [International Partner Search](#) (IPS) is handled through the export assistance centers. U.S. commercial officers overseas locate interested and qualified representatives on behalf of a U.S. firm. The commercial officer prepares a report identifying up to five pre-screened prospects that have examined the U.S. firm’s product literature and have expressed interest in representing the company. There is a charge per market or specific area.
- The [Trade Opportunity Program](#) (TOP) provides daily worldwide trade leads from overseas buyers seeking to purchase U.S. products or represent U.S. companies.

- [Industry Sector Analysis \(ISA\)](#) offer succinct international market information on specific industries that can help determine potential, market size, and competitors.
- [International Company Profiles \(ICP\)](#) provide background information on individual overseas firms, giving information about each firm's reputation, creditworthiness, and its overall reliability and suitability as a trade contact for U.S. exporters. ICPs are designed to help U.S. firms locate and evaluate prospective customers overseas. Information includes: name, address, key contact, number of employees, type of business, general reputation in trade and financial circles, year established, sales territory, and products handled.
- [Commercial News, USA \(CNUSA\)](#) assists U.S. companies in advertising the availability of new U.S. products in overseas markets and provides a method for testing new markets. Under CNUSA, descriptions of the products are published in this monthly publication.
- The [Infrastructure Division](#) assists U.S. companies seeking business in connection with large-scale infrastructure projects around the world. They track foreign infrastructure projects throughout their development from the initial feasibility stages through master-planning, engineering design, construction, and startup. They have a database where these projects can be searched.
- The [Office Materials and Machinery/Forest Products](#) offers information on various foreign programs and issues, and is active in export services.
- The [Office of Trade and Project Finance](#) offers counseling and advice on counter trade.

The Office of the U.S. Trade Representative

The [U.S. Trade Representative \(USTR\)](#) is an agency of the [Executive Office of the President](#). It is responsible for directing all formal U.S. trade negotiations and for formulating U.S. trade policy. It works closely with USDA and other agencies in this effort. It represents the United States in formal tariff and nontariff negotiations.

Individual exporters rarely have direct contact with this office unless they wish to file a complaint about unfairly subsidized overseas competition or other trade practices.

State Departments of Agriculture and State Export Agencies

[State Departments of Agriculture](#) and related agencies cooperate with USDA in promoting and marketing U.S. foods and other agricultural products abroad. Many of these State departments of agriculture now have full-time international marketing specialists. Also, some State foresters have a trade specialist on their staff.

The State Departments of Agriculture provide assistance to new-to-export and established exporting firms. In addition, they assist FAS in arranging itineraries and appointments for foreign buyers, agriculturalists, and government officials.

Private Market Information Sources

A variety of private credit-reporting, financial, and market-servicing firms target their services to the U.S. exporter. Generally, these companies provide weekly or monthly reports by world areas with special reports targeted to specific countries. Market research and studies outlining short-term trends in international markets and financing also are available. The companies listed below provide many of these services and represent a small sample of firms providing this information. The following information was provided by the companies. Citation in this publication does not represent an endorsement by the [U.S. Department of Agriculture](#) or any other U.S. Government agency. Additionally, no guarantees of commercial performance or reliability are intended nor intent of discrimination implied.

[Dun & Bradstreet](#) -- Offers a number of publications about international marketing, exporting, and foreign corporations and companies. Dun & Bradstreet's "[Export Guides](#)" includes information on export shipping documentation, export market profiles, financing, laws and regulations, communications, and transportation on over 185 countries. D&B's "[International Risk and Payment Review](#)" presents the D&B Country Risk Indicator to show the relative strengths of 132 countries. D&B also has an online database, which provides access to over 64 million companies, as well as a listing of their officers and subsidiaries/affiliates worldwide. Many other publications and CD-ROMS are available from Dun & Bradstreet.

The [Economist Intelligence Unit \(EIU\)](#) -- The EIU is the business-to-business arm of [The Economist Group](#), publisher of *The Economist*. They provide country intelligence and analysis of worldwide market trends and business strategies. They have a global network of over 500 analysts which assesses and forecasts political, economic, and business conditions in 195 countries.

The [Gale Group](#) -- A resource for researchers who want to know more about any company or industry. Their [Business and Corporate Resource Center](#) provides a variety of global business information including case studies, competitive intelligence, and investment publications.

U.S. WOOD EXPORTER

(How can one obtain information about foreign exchange markets?)

Local & State Levels

- State Departments of Agriculture & Commerce
- Local Trade Associations
- U.S. Department of Commerce District Offices
- Small Business Administration Regional Offices
- Chambers of Commerce
- Universities

1. Is my company ready to export?
2. Do you provide any training or seminars for companies just starting or for those with a modest amount of export experience?
3. What products from my State are currently successful in overseas markets?
4. Are any other companies from my area actively exporting my products in country A?
5. Are there any local or State funds available to assist my company's efforts?
6. How can I join an upcoming industry or State delegation's travel to country B?
7. Where can I find a good banker or freight forwarder?
8. Where can I get help with export financing?
9. Where can I get help writing my business plan?

U.S. National Level

- USDA Foreign Agricultural Service (FAS)
- Wood Cooperators:
 - American Forest & Paper Association (AFPA)
 - APA-The Engineered Wood Association (APA)
 - Southern Pine Council (SPC)
 - American Hardwood Export Council (AHEC)
 - Softwood Export Council (SEC)
- USDA Animal and Plant Health Inspection Service (APHIS)

1. What are the trends in purchases from our major overseas markets?
2. Where can I find specific country information? Do you have any reports about market situation in country C?
3. Where can I get information on regulations, certification, and tariffs?
4. Can the Federal Government provide any assistance?
5. Are there any upcoming international trade shows that might be worthwhile? Do any cooperators offer beneficial sign up terms for overseas trade shows?
6. What benefits might my company gain by joining an industry association which focuses on exporting?
7. How do I find buyer information or trade leads for my exporting business?

Overseas Offices

- FAS Attaches
- Wood Cooperator Representatives
- US & Foreign Commercial Service

1. I'm traveling to Country A next month. Can you meet with me or suggest any companies to meet with?
2. My product is stuck in port B due to a problem with documentation. What can I do?
3. We have established a distribution system in country C. Do you have any promotional activities that we can participate in to expand our export sales?
4. Who are our main competitors in country A?
5. How is this commodity sold and packaged for retail sale?
6. Would you please comment on the probability of acceptance for my product in your market?
7. Are there any political issues or holidays in country B that I should be aware of?

CHAPTER VII. USDA Export Programs

The [Foreign Agricultural Service](#) (FAS) administers several programs that promote or assist exporters of U.S. solid wood products. Two of these programs, the [Foreign Market Development](#) (FMD) Program and [Market Access Program](#) (MAP), formerly called the Market Promotion Program (MPP), are conducted via cooperative agreements with the [American Forest & Paper Association](#) (AF&PA). The [Export Credit Guarantee Program](#) (GSM-102) is available to private U.S. commodity suppliers.

Foreign Market Development Program

The goal of the [Foreign Market Development Program](#), also known as the cooperator program, is to develop, maintain, and expand long-term export markets for U.S. agricultural products. Created 45 years ago, the program fosters a trade promotion partnership between USDA and U.S. agricultural producers and processors who are represented by nonprofit commodity or trade associations called cooperators. Under this partnership, USDA and the cooperators pool their technical and financial resources to conduct market development activities outside the United States.

Participants in the program include approximately 40 groups representing specific U.S. commodity sectors, including solid wood products. FAS has a cooperative agreement with AF&PA, which has the responsibility for coordinating all of the wood products export market development programs being undertaken with FAS. In turn, AF&PA member trade associations conduct market development activities in cooperation with FAS. Jointly financed export promotional activities include trade servicing, technical training and educational programs, seminars, demonstrations, international trade exhibits, and trade missions to and from the United States. This program is not available to individual companies.

Market Access Program

The [Market Access Program](#) (MAP), authorized in 1996, uses funds from USDA's Commodity Credit Corporation (CCC) to help U.S. producers, exporters, and other trade organizations finance promotional activities for U.S. agricultural products. The MAP encourages the development, maintenance, and expansion of commercial export markets for agricultural commodities including solid wood products. Activities financed include consumer promotions, market research, technical assistance, and trade servicing.

Export Credit Guarantee Program (GSM – 102)

The [Export Credit Guarantee Program](#) (GSM-102), administered by FAS, is designed to facilitate export financing of agricultural commodities or products. Credit terms range up to 3 years. A term of 720 days is typical for wood products. With each transaction, the buyer must open a U.S. dollar denominated letter of credit on an approved foreign bank. The U.S. exporter pays a fee and receives a payment guarantee from the CCC that will

cover 98% of the principal and approximately 50% of the interest owed to the U.S. bank in the event that the foreign bank defaults.

Usually, the exporter assigns the payment guarantee to the U.S. bank financing the export sale. Thus, the foreign buyer may purchase agricultural commodities on deferred payment terms, and the exporter may nevertheless receive payment upon presentation of commercial documents to the U.S. bank. The U.S. bank financing the sale is protected by the CCC's guarantee in the event the foreign bank defaults under the letter of credit or related obligation. By transferring the risk of loss from U.S. exporters to the U.S. Government, the program helps to facilitate exports and permits exporters to meet competition from other countries.

The GSM-102 program is intended for cases where credit is necessary to increase or maintain U.S. exports to a foreign market and where private financial institutions would be unwilling to provide financing without the CCC's guarantee. The program is directed toward countries where the guarantees are necessary to secure financing of the exports and where the CCC has a reasonable expectation that the country and bank are creditworthy.

Emerging Markets Program

The [Emerging Markets Program](#) is authorized by the [Food, Agriculture, Conservation, and Trade Act of 1990](#) (FACT Act), as amended by the [Federal Agriculture Improvement and Reform Act of 1996](#) (FAIR Act). Under the FAIR Act, a program of technical assistance to promote U.S. agricultural exports is authorized for emerging markets in all geographic regions.

Quality Samples Program

The [Quality Samples Program](#) (QSP) is a pilot program designed to encourage the development and expansion of export markets for U.S. agricultural commodities, under the authority of the Commodity Credit Corporation (CCC) Charter Act, 15 U.S.C. 714c(f). QSP funds are used to assist U.S. entities in providing samples to potential foreign importers to promote a better understanding and appreciation for the high quality of U.S. agricultural commodities. CCC will review all proposals it receives against the evaluation criteria contained in the program announcement and award QSP funds on a competitive basis.

Section 108 Program

The [Section 108 Program](#) provides cost-sharing assistance in the form of foreign currencies to the private sector for the development, maintenance, and expansion of long-term export markets for U.S. agricultural products and agricultural technical assistance in participating countries. The [Foreign Agricultural Service](#) (FAS) strategically coordinates the activities approved in this program with those approved in FAS's [Unified Export Strategy](#) (UES).

FAS administers the program through cooperative agreements that authorize successful applicants to work closely with FAS and its overseas offices to conduct these activities. Preference is given to nonprofit U.S. agricultural and trade groups that represent an entire industry or are nationwide in membership and scope.

The program allows all segments of U.S. agriculture, including those associated with small-volume export commodities, to participate in efforts to build export markets. The overseas promotions focus on generic U.S. commodities, rather than individual brand-name products, and are targeted toward long-term market development.

Supplier Credit Guarantee Program

The Commodity Credit Corporation (CCC), U.S. Department of Agriculture, administers export credit guarantee programs for commercial financing of U.S. agricultural exports. The programs encourage exports to buyers in countries where credit is necessary to maintain or increase U.S. sales, but where financing may not be available without CCC guarantees.

Under the [Supplier Credit Guarantee Program](#) (SCGP), CCC guarantees a portion of payments due from importers under short-term financing (up to 180 days) that exporters have extended directly to the importers for the purchase of U.S. agricultural commodities and products. These direct credits must be secured by promissory notes signed by the importers. Regulations for this program are found in 7 CFR 1493, Subpart D.

The activities of the principal associations participating in the Cooperator Program for solid wood products are summarized below:

USDA Market Development Cooperators:

1. American Forest & Paper Association

[American Forest & Paper Association](#)'s (AF&PA) is the umbrella organization for the U.S. wood products industry. AF&PA's export strategy is to develop an awareness and subsequent demand for wood products overseas in order to maintain current markets as well as provide new opportunities for the industry to market and sell their products. Together, these five organizations work to develop and implement a comprehensive market access and development program throughout Europe, Asia, and Latin America.

AF&PA's primary goal is to focus on trade policy issues that benefit market access for a wide range of value-added forest products. AF&PA lays the foundation upon which its affiliated U.S. wood product associations then build on using marketing and promotional tools to ensure the global trade flow of wood products. Individual companies and associations are encouraged to follow up on AF&PA's activities to establish a market presence and overseas customers.

AF&PA conducts activities on issues that impact a large number of wood industry sectors and interests. Such issues include global policy efforts in support of trade negotiation objectives; technical barriers to trade such as building codes and standards, fire and structural standards, systems design and application, test and certification standards; illegal logging; and other non-tariff barriers such as phytosanitary issues. Activities are held globally, with specific focus on China, the EU, Japan, Korea, Mexico, and Southeast Asia. AF&PA also works in markets that are new to the U.S. wood products industry and are not yet developed to the point where product-specific promotion is warranted. AF&PA has overseas offices in China, Japan, Korea, Hong Kong, and Mexico.

2. American Hardwood Export Council

The [American Hardwood Export Council](#) (AHEC) was created to serve the global demand for American hardwood products. AHEC, an umbrella association comprised of the major U.S. hardwood product associations and hardwood exporting companies, maintains offices in Europe, Hong Kong, Japan, and Mexico. These offices provide technical literature and support to the U.S. hardwood industry overseas. Services by AHEC in support of exporting include:

- International market development programs
- Technical information and literature
- Promotional assistance and seminars
- Market intelligence
- Trade missions, fairs, and exhibitions
- Trade barrier reduction
- Overseas offices
- Source list of supplies for retailers and consumers
- AHEC membership directory

3. The Engineered Wood Association

4.

The [Engineered Wood Association](#) (APA), founded in 1933, represents engineered wood producers who manufacture approximately 80 percent of the structural panels (softwood plywood, oriented strand board) made in the United States. The Association also represents 65 percent by volume of the glued-laminated timber manufactured in the United States. APA - The Engineered Wood Association represents 50 member companies located throughout the United States and provides a variety of services for its members. The objectives of these services are to:

- Increase product demand through domestic and international product promotion and marketing
- Maintain product quality through a rigorous quality inspection and testing program
- Research and develop new products and construction systems

4. Southern Pine Council

The [Southern Pine Council](#) (SPC) is the promotional body for the Southern Pine lumber industry. It is jointly coordinated and supported by members of the [Southern Forest Products Association](#) and the [Southeastern Lumber Manufacturers Association](#). SPC carries out a broad array of promotional and technical programs on choosing and applying southern pine lumber throughout the United States and in over 20 countries worldwide. It provides its members with export assistance as well as market research, trade leads, and foreign language literature.

5. Softwood Export Council

The [Softwood Export Council](#) (SEC) is a trade council of U.S. softwood grading agencies, industry trade associations, State export promotional development agencies, and others interested in promoting U.S. softwood internationally. The SEC coordinates overseas market development activities for the U.S. softwood industry with the [Foreign Agricultural Service](#), and aids U.S. exports of softwood products by providing information and assistance to agents, importers, designers, and users of these products in other countries. Through trade association and grading agency members, SEC represents softwood exporters of lumber, veneer, moldings and millwork, and component products. The SEC aids American exports of softwood products by providing:

- Information assistance to agents, importers, designers, and users of softwood products in other countries
- Market information and trade leads to U.S. softwood product producers
- Market research on emerging softwood products markets
- Trade missions and other forums for international market education
- Coordination of [Foreign Market Development](#) and [Market Access Program](#) strategic plans and funding requests with the [Foreign Agricultural Service](#)
- Coordination of overseas market development activities for the U.S. western softwood industry

APPENDIX I: Key Publications on Exporting

Keeping up to date on foreign and domestic economic developments and trends is essential to marketing wood products overseas. A variety of major U.S. and foreign daily and weekly newspapers and magazines provide information on economic conditions and trends.

Publications available from U.S. Government sources:

- [Background Notes](#)—Provides a survey of a nation's people, geography, economy, government, foreign policy, trade information (imports and exports), official exchange rates, major trading partners, and the nation's membership in international organizations
- [Key Officers of Foreign Service Posts](#)—Pocket-sized with contacts in U.S. embassies and consulates worldwide
- [Export America](#)—Provides information on overseas business opportunities, country profile summaries, and other useful articles on foreign trade, international business, and economics.
- [CIA's World Factbook](#)—Produced annually by the [Directorate of Intelligence](#) of the [Central Intelligence Agency](#). It provides statistical information on foreign countries including population, land area, nationalities, religion, languages, labor force, government, government leaders, political parties, GNP, major industries, imports, exports, and exchange rates.

Other publications:

- [FAS World Production, Market and Trade Reports](#) (previously known as Commodity Circulars) are reports on production, trade, and other specialized export information for major commodity groups, including wood products, issued at regular intervals during the year.
- [FAS Worldwide](#), which debuted in March 2005, is an online magazine from USDA's [Foreign Agricultural Service](#) that is designed to cover the full spectrum of the Agency's responsibilities and activities. This electronic publication provides comprehensive information about the multiple goals and activities of FAS in a flexible, user-friendly format.
- [Hardwood Market Report](#)—Weekly reports on U.S. domestic hardwood lumber prices.
- [Weekly Hardwood Review](#)—Weekly reports on the U.S. hardwood situation
- [Random Lengths International](#)—A biweekly report on world markets for forest products. Included are recent trends in U.S. wood products trade in major markets, price reports for selected products, and other domestic and foreign market information.
- [Uniform Customs and Practices for Documentary Credits](#), from the [International Chamber of Commerce](#).
- [2006 Export Programs Guide: A Business Guide to Federal Export Assistance](#)—Hard copy versions of this publication are available free of charge from the [Department of Commerce](#) at 1-800-USA-TRADE

APPENDIX II: Glossary of Forest Products and Exporting Terms

Acceptance: (1) A time draft (or bill of exchange) which the drawee (the payer) has accepted and is unconditionally obligated to pay at maturity. The draft must be presented first for acceptance—the drawee becomes the "acceptor"—then for payment. The word "accepted" and the date and place of payment must be written on the face of the draft. (2) The drawee's act in receiving a draft and thus entering into the obligation to pay its value at maturity. (3) Broadly speaking, any agreement to buy goods under specified terms.

Alongside: A phrase referring to the side of a ship. Goods to be delivered "alongside" are to be placed on the dock or within reach of the transport ship's tackle so that they can be loaded aboard the ship.

Balk: Sawn or hewn wood ranging from 3 x 3 inches (75 mm) to 16 x 16 inches (40.5 cm) and up to 28 feet long (8.5 m).

Bill of lading: A document that establishes the terms of a contract between a shipper and a transportation company under which freight is to be moved between specified points for a specified charge. Usually prepared by the shipper on forms issued by the carrier, it serves as a document of title, a contract of carriage, and a receipt for goods.

Blockboard: Panels consisting of a wood strip core glued together and surfaced with veneers having grain direction perpendicular to that of the core.

Board foot: The basic unit of measurement for lumber. One board foot is equal to a 1 foot wide x 1 foot long x 1 inch thick board.

Bolt: Short logs to be sawn for lumber or used for veneer.

Bonded warehouse: A warehouse authorized by customs authorities for storage of goods on which payment of duties is deferred until the goods are removed.

Booking: An arrangement with a steamship company for the acceptance and carriage of freight.

Boles: Flitches sawn from bottom logs which are classified and measured as one unit.

C. & F.: A pricing term indicating that "cost and freight charges" are included in the quoted price.

C. & I.: A pricing term indicating that "cost and insurance" charges are included in the quoted price.

C.I.F.: A pricing term indicating that "cost, insurance, freight" charges are included in the quoted price.

C.I.F. & C.: A pricing term indicating that "cost, insurance, freight, and commission" charges are included in the quoted price.

C.I.F. & E.: A pricing term indicating that "cost, insurance, freight, and currency exchange" charges are included in the quoted price.

Cant: Large sawn timbers to be processed further.

Check: A lengthwise crack in wood across or through the annual growth rings caused by rapid drying.

Confirmed letter of credit: A letter of credit, issued by a foreign bank, with validity confirmed by a U.S. bank. An exporter whose payment terms are a confirmed letter of credit is assured of payment even if the foreign buyer or the foreign bank defaults. See LETTER OF CREDIT.

Coniferous (softwoods): Wood obtained from trees classified botanically as "gymnospermae" or "softwoods" such as pines, spruces, and firs.

Consignment: Delivery of merchandise from an exporter (the consignor) to an agent (the consignee) under agreement that the agent sells the merchandise for the account of the exporter. The consignor retains title to the goods until the consignee has sold them. The consignee sells the goods for commission and remits the net proceeds to the consignor.

Consular declaration: A formal statement, made to the consul of a foreign country, describing goods to be shipped.

Consular invoice: A document, required by some foreign countries, describing a shipment of goods and showing information such as the consignor, consignee, and value of the shipment. Certified by a consular official of the foreign country, the invoice is used by the country's Customs officials to verify the value, quantity, and nature of the shipment.

Cord: Measurement term used for pulpwood volume. One cord measures 4 x 4 x 8 feet = 128 cubic feet, stacked.

Countertrade: Trade in which the seller is required to accept goods or other instruments of trade in partial or whole payment for its products.

Countervailing duty: An extra duty imposed by the Secretary of Commerce to offset export grants, bounties, or subsidies paid to foreign suppliers in certain countries by the government of those countries as an incentive to export.

Credit risk insurance: Insurance designed to cover risks of nonpayment for delivered goods. Compare MARINE INSURANCE.

Crossing: Switch ties, lengths from 9-24 feet and 6 x 12 inches in size.

Curly grain: Wavy grained.

Customhouse broker: An individual or firm licensed to enter and clear goods through Customs.

Deal: A board or plank usually 2-4 inches (50-100 mm) thick, 9 inches (23 cm) and more wide, and 9 feet (2.75 m) or more long.

Demurrage: Excess time taken for loading or unloading a vessel. Demurrage refers only to situations in which the charterer or shipper, rather than the vessel's operator, is at fault.

Draft (or bill of exchange): An unconditional order in writing from one person (the drawer) to another (the drawee) directing the drawee to pay a specified amount to a named payee at a fixed or determinable future date.

Drawee: The individual or firm on whom a draft is drawn and who owes the indicated amount. Compare DRAWER. Also see DRAFT.

Drawer: The individual or firm that issues or signs a draft and thus stands to receive payment of the indicated amount from the drawee. Compare DRAWEE. Also see DRAFT.

Duty: A tax imposed on imports by the Customs authority of a country. Duties are generally based on the value of the goods (ad valorem duties), but may be based on some other factor such as weight or quantity (specific duties), or a combination of value and other factors (compound duties).

Export-Import Bank (Ex-Im Bank): An independent U.S. Government agency created to facilitate U.S. trade relations primarily through providing financing, insurance, and feasibility studies.

F.A.S.: "Free Alongside (vessel)" a pricing term meaning the quoted price includes the cost of delivering the goods alongside designated vessel.

F.I.: "Free In" is a pricing term indicating that the charterer of a vessel is responsible for the cost of loading goods onto the vessel.

F.I.O.: "Free In and Out" is a pricing term indicating that the charterer of a vessel is responsible for the cost of loading and unloading goods from the vessel.

Fitch: A log sawn on two or more sides from which veneer is sliced.

F.O.: "Free Out" is a pricing term indicating that the charterer of a vessel is responsible for the cost of unloading goods from the vessel.

F.O.B.: “Free On Board” is a pricing term indicating that the quoted price includes the cost of loading the goods into transport vessels at the specified place.

Fiberboard: A panel of wood or other ligneous materials that may or may not be bonded with resins or other organic substances. This category includes hardboard, medium density fiberboard, and insulation board.

Foreign credit insurance association (FCIA): An association of 50 insurance companies which operate in conjunction with the EX-IM BANK to provide comprehensive insurance for exporters against nonpayment. FCIA underwrites the commercial credit risks. EX-IM BANK covers the political risk and any excessive commercial risks.

Foreign Sales Agent: An individual or firm that serves as the foreign representative of a domestic supplier and seeks sales abroad for the supplier.

Free trade zone: A port designated by the government of a country for entry of any nonprohibited goods. Merchandise may be stored, displayed, used for manufacturing, etc., within the zone and re-exported without duties being paid. Duties are imposed on the merchandise (or items manufactured from the merchandise) only when the goods pass from the zone into an area of the country subject to Customs.

General export license: Any of various export licenses covering export commodities for which validated export licenses are not required. No formal application or written authorization is needed to ship under a general export license. Compare VALIDATED EXPORT LICENSE.

Hardboard: A panel manufactured primarily from interfelted wood fibers consolidated under heat and pressure. The interfiber bond is primarily achieved through the wood's natural lignin and interfelting bonding. Other materials may be added during manufacture to improve certain properties. Hardboard density is greater than 0.5 g/cm³ (31 lbs/ft³) and is typically 0.65 - 0.95 g/cm³ (40 - 60 lbs/ft³).

Industrial wood:

Roundwood including sawlogs, veneer logs, pulpwood, pitprops, poles, pilings, posts, and railroad ties or sleepers.

Inland bill of lading: A bill of lading used in transporting goods overland to the exporter's international carrier. Although a through bill of lading can sometimes be used, it is usually necessary to prepare both an inland bill of lading and an ocean bill of lading for export shipments.

Letter of credit (L/C): A document, issued by a bank under instructions from a buyer of goods, authorizing the seller to draw a specified sum of money under specified terms, usually the receipt by the bank of certain documents within a given time.

Lumber: Wood sawn lengthwise from logs.

Marine insurance: Broadly, insurance covering loss or damage of goods at sea. Marine insurance will typically compensate the owner of merchandise for losses sustained from fire, shipwreck, piracy, and various other causes, but it excludes losses which can be legally recovered from the carrier. Compare CREDIT RISK INSURANCE.

Medium density fiberboard (MDF): A panel product manufactured from wood fibers combined with a synthetic resin or other suitable binder. The panels are manufactured by the application of heat and pressure by a process in which the interfiber bond is created primarily by the added binder. The typical density range for MDF is 31-50 lbs/ft³ (0.5-0.8 g/cm³).

Nonconiferous (hardwoods):

Wood obtained from trees classified botanically as "angiospermae" or "hardwood" such as oak, maple, ash, and poplar.

Ocean bill of lading: A bill of lading indicating that the exporter consigns a shipment to an international carrier for transportation to a specified foreign market. Unlike the inland type, the ocean bill of lading also serves as a collection document. If it is a straight bill of lading, the foreign buyer can obtain the shipment from the carrier by simply showing proof of identity. If a negotiable bill of lading is used, the buyer must first pay for the goods, post a bond, or meet other conditions agreeable to the seller. Compare INLAND BILL OF LADING, THROUGH BILL OF LADING.

Offset: A variation of countertrade in which the seller is required to assist in or to arrange for the marketing of locally produced goods.

Open account: Trade arrangement in which goods are shipped to a buyer without guarantee of payment. The risk this method poses to the supplier makes it essential that the buyer's integrity be unquestionable.

Oriented strand board (OSB): Panels made of narrow strands of fiber oriented lengthwise and crosswise in layers, with a resin binder. Depending on the resin used, OSB can be suitable for interior or exterior applications.

Particleboard: A panel manufactured from wood particles or combinations of wood particles and fibers, bonded together with synthetic resins under heat and pressure. The inter-particle bond is created almost entirely by the synthetic resin. Thickness ranges from 1/4-2" (6-50 mm) and density from 27-55 lbs/ ft³ (0.43 - 0.88 g/cm³).

Petrograd standard: European measurement unit for softwood lumber volume equal to 165 cubic feet, 1,980 board feet, or 4.672 cubic meters.

Phytosanitary certificate: A certificate, issued by the USDA to satisfy import regulations of foreign countries, indicating that the shipment has been inspected and is

free from harmful pests and plant diseases.

Piling: Long straight logs used for supporting docks, bridges, and buildings.

Pitprops: Round wood used as supports in mining operations which are 3-6 inches in diameter and 3-1/2 feet or more in length.

Plywood: Sheets of wood consisting of three or more veneer sheets of wood glued and bonded by heat and pressure, with the grain in each sheet running perpendicular to adjacent layers.

Poles: Roundwood used to support telephone, telegraph, and electrical transmission wires or scaffolding.

Pro forma invoice: An invoice provided by a supplier prior to the shipment of merchandise, informing the buyer of the kinds and quantities of goods to be sent, their value, and important specifications (weight, size, etc.)

Pulpwood: Wood used for pulping and producing wood chips or particles to manufacture wood fiber-based panels. Actual solid wood content in the stacked wood volume varies according to diameter, straightness, and method of piling. In Europe, bolts are 3.3 feet (1 meter) long and 2 - 5 inches (5 - 12.5 cm) in diameter.

Rickers: Small coniferous logs measuring 1 1/2 - 3 inches (3 1/2 - 8 centimeters) in diameter and 16 - 50 feet (5 - 15 meters) long. Rickers are generally used for scaffolding.

Scantling: Lumber 2 inches thick (50 mm), less than 8 inches wide (20 cm), and from 9 feet (2.75 m) long.

Shake: A separation along an annual ring (ring shake) or cracks radiating from the heart (heart shake) caused by frost, wind, or felling.

Sleepers: Railroad ties.

Staves: Narrow pieces of wood—1 - 2 inches (2.5 - 5 cm) thick and 3 - 5 inches (8 - 12.5 cm) wide—used to manufacture barrels and casks.

Steamship conference: A group of steamship operators that operate under agreed upon freight rates.

Surface measure: A method of determining lumber and plywood area based on surface area—thickness is not taken into account.

Swap arrangements: A form of trade in which title to similar or identical products from different locations is traded to save transportation costs.

Switch arrangements: A form of countertrade in which the seller sells on credit and then transfers the credit to a third party.

Trade services: Maintaining and building good relationships with key people that you do business with. Requires regular contact and communication.

Through bill of lading: A single bill of lading covering both the domestic and international carriage of an export shipment. An air waybill, for instance, is essentially a through bill of lading used for air shipments. Ocean shipments, on the other hand, usually require two separate documents, an inland bill of lading for domestic carriage and an ocean bill of lading for international carriage; through bills of lading, therefore, cannot be used. Compare INLAND BILL OF LADING, OCEAN BILL OF LADING.

Tramp steamer: A ship not operating on regular routes or schedules.

Validated export license: A document issued by the U.S. Government authorizing the export of commodities for which written export authorization is required by law. Compare GENERAL EXPORT LICENSE.

Veneer sheets: Thin sheets of wood of a specified thickness that are peeled, sliced, or sawn from logs for use in plywood, paneling, and furniture.

W.A.: "With Average" is a marine insurance term meaning that a shipment is protected from partial damage whenever the damage exceeds a certain percentage.

Woodpulp: Wood that has been mechanically and/or chemically processed for use in the manufacture of paper, paperboard, or other cellulose products.

APPENDIX III: Forest Products Volume Conversion Units

In North America, the most common way to describe a volume of round wood is in terms of units of 1,000 board feet. The term "mbf" (thousand board feet) is best understood as a volume of lumber, not round wood. However, there was a desire to measure a volume of round wood in terms of the volume of lumber which could be sawn from the round wood. This resulted in the development of the unit of 1,000 bf for logs, which actually defines the amount of round wood which would produce, after all sawing operations, 1,000 bf of lumber. This approach required estimation of the yield of sawing operations. Naturally, such estimates are difficult and never very accurate. Consequently, there exist many log rules which claim to define the amount of round wood which would give 1,000 bf of lumber. Comparisons of actual cubic content of logs defined by these various log rules indicate that there are differences which depend on the assumptions made at the time the rules were proposed. Of the many log rules, several which are considered more important are the International 1/4", Scribner, and Doyle Log Rules.

The International 1/4" rule was developed in 1906 and is based on a reasonably accurate mathematical formula. The rule allows for a 1/4-inch saw kerf and a fixed taper allowance of 1/2 inch per 4 feet of log length. Deductions are also allowed for shrinkage of boards and a slab thickness that varies with the log diameter. Overall, the International 1/4-Inch Log Rule is the most consistent and is often used as a basis of comparison for log rules.

The Scribner Log Rule, developed around 1846, is a good example of a diagram rule. It was created by drawing the cross-sections of 1-inch boards within circles representing the end view of logs. A space of 1/4 inch was left between the boards to account for saw kerf. The Scribner Rule does not have an allowance for log taper and typically underestimates logs, particularly if the log length is long. The Scribner Decimal C is a different form of the Scribner Rule; it rounds the volumes to the nearest 10 board feet. For example, 392 board feet on the Scribner is equivalent to 390 board feet on the Scribner Decimal C scale.

The Doyle Log Rule, developed around 1825, is based on a mathematical formula and is widely used throughout the southern United States. This rule allows for a saw kerf of 5/16 inch and a slabbing allowance of 4 inches, which is about twice the normal amount. Because of this, the Doyle Rule is somewhat inconsistent; it underestimates small logs and overestimates large logs. As a seller of timber, you must be aware that for smaller logs the Doyle Rule will underestimate the actual volume of wood that you have in your trees.

More information about log rules can be obtained from the ["Forest Landowner's Guide to the Measurement of Timber and Logs."](#)

The following tables are from A. Binek, ["Forest Products in Terms of Metric Units."](#)

Comparison of Various Log Rules

Comparisons of the volumes of 16 ft. logs expressed in board feet according to Doyle, Scribner, and International ¼” Log Rules, with the volumes of the same logs expressed in ft³ and m³.

Dia. (inch)	Board Feet			Cubic Volume	
	Doyle	Scribner	Int. – Nat. ¼”	ft ³	m ³
8	16	32	40	5.59	0.158
9	25	42	50	7.07	0.200
10	36	54	65	8.73	0.247
11	49	64	80	10.56	0.299
12	64	79	95	12.57	0.356
13	81	97	115	14.75	0.418
14	100	114	135	17.10	0.484
15	121	142	160	19.63	0.556
16	144	159	180	22.34	0.633
17	169	185	205	25.22	0.714
18	196	213	230	28.27	0.800
19	225	240	260	31.50	0.892
20	256	280	290	34.91	0.989
21	289	304	320	38.48	1.090
22	324	334	355	42.24	1.196
23	361	377	390	46.16	1.307
24	400	404	425	50.26	1.423
25	441	459	460	54.54	1.544
26	484	500	500	58.99	1.671
27	529	548	540	63.62	1.802
28	576	582	585	68.42	1.938
29	625	609	630	73.39	2.078
30	676	657	675	78.54	2.224

Volume equivalents

Logs Without Bark						
MBF ⁽¹⁾	=	140 ft ³	=	3.96 m ³	based on	“60% yield” factor
MBF ⁽²⁾	=	160 ft ³	=	4.53 m ³	based on	FAO conversion factor
MBF ⁽³⁾	=	123 ft ³	=	3.48 m ³	based on	International ¼” Log Rule
MBF ⁽³⁾	=	138 ft ³	=	3.90 m ³	based on	Scribner Log Rule
MBF ⁽³⁾	=	162 ft ³	=	4.59 m ³	based on	Doyle Log Rule

Comparison of Various Log Rules

Selected units of volume of roundwood without bark accepted in international trade.

	MBF ⁽¹⁾	ft ³	m ³	load
MBF ⁽¹⁾	1.000	140	3.96	3.50
cunit	0.714	100	2.83	2.50
m ³	0.253	35.31	1.00	0.88
load	0.283	40.00	1.13	1.00
MBF ⁽¹⁾		m ³	ft ³	load
1		3.96	140	3.50
10		39.60	1400	35.00
100		396.00	14000	350.00
1000		3960.00	140000	3500.00
ft ³		m ³	MBF ⁽¹⁾	load
100		2.83	0.714	2.5
1000		28.30	7.140	25.00
10000		283.00	71.400	250.00
100000		2830.00	714.000	2500.00
m ³		ft ³	MBF ⁽¹⁾	load
1		35.31	0.253	0.88
10		353.10	2.530	8.80
100		3531.00	25.300	88.00
1000		35310.00	253.000	880.00
load		m ³	ft ³	MBF ⁽¹⁾
1		1.13	40	0.283
10		11.30	400	2.830
100		113.00	4000	28.300
1000		1130.00	40000	283.000

⁽¹⁾ "60% yield" factor assumes average yield of sawing operations to be 60%.

⁽²⁾ FAC conversion factor applies to all saw and veneer logs.

⁽³⁾ Figures based on cubic volume of a log 16 ft. long and 15 in. diameter under bark at top end. Could be used for average comparisons when accuracy of + 10% is acceptable. More precise comparisons require computation of volume for each using individual log rules.

Volume Conversion Factors for Lumber

Cubic feet ft ³	X	0.03703	=	yd ³
	X	0.02832	=	m ³
	X	0.01200	=	Mfbm
	X	0.0200	=	load
	X	0.00606	=	Pstd.
	X	12	=	boardfeet
Cubic meter m ³	X	35.314	=	ft ³
	X	1.3079	=	yd ³
	X	0.424	=	Mfbm
	X	0.706	=	Load
	X	0.214	=	Pstd.
Load	X	50	=	ft ³
	X	1.416	=	m ³
	X	0.600	=	Mfbm
	X	0.303	=	Pstd.
Mfbm	X	83.33	=	ft ³
	X	2.358	=	m ³
	X	1.667	=	Mfbm
	X	0.505	=	Pstd.
Pstd.	X	165	=	ft ³
	X	4.670	=	m ³
	X	3.300	=	Mfbm
	X	1.980	=	Pstd.

Volume Equivalents for Lumber

	Mfbm	ft ³	m ³	load	Pstd.
Mfbm	1.000	83.33	2.358	1.667	0.505
Cunit	1.200	100.00	2.832	2.00	0.606
m ³	0.424	35.31	1.000	0.706	0.214
load	0.600	50.00	1.416	1.000	0.303
Pstd.	1980.000	165.00	4.670	3.300	1.000

Conversion of 1 m³, Mfbm, and Load into m² and ft² for various thickness of lumber.

Thickness		1 m ³		Mfbm		1 Load	
in.	mm	m ²	ft ²	m ²	Ft ² ¹	M ²	Ft ³
	10.00	100.0	1076	236.0	2539	141.60	1524
1/2	= 12.70	78.7	847	185.7	2002	111.44	1199
5/8	= 15.87	63.0	677	148.7	1603	89.21	960
	16.00	62.5	672	147.5	1590	88.50	952
	18.00	55.5	597	131.0	1412	78.73	845
3/4	= 19.05	52.5	565	123.9	1333	74.34	800
	20.00	50.0	538	118.0	1269	70.80	762
	22.00	45.5	489	107.4	1158	64.43	693
7/8	= 22.22	45.0	484	106.2	1143	63.72	686
	24.00	41.7	448	98.2	1059	69.04	635
4/4	= 25.00	40.0	430	94.4	1016	54.64	609
	25.40	39.4	424	93.0	1000	55.79	600
	30.00	33.3	358	78.6	846	47.15	507
5/4	= 31.75	31.5	339	74.3	800	44.60	480
6/4	= 38.10	26.2	282	61.8	665	37.10	399
7/4	= 40.00	25.0	269	59.0	635	35.40	381
	44.45	22.5	242	53.1	571	31.86	343
	50.00	20.0	215	47.2	508	28.32	305
2	= 50.80	19.7	212	46.5	500	27.90	300
2 1/2	= 63.50	15.7	169	37.1	400	22.23	239
3	= 65.00	15.4	166	36.3	391	21.80	235
	76.20	13.1	141	31.0	333	18.55	200
	80.00	12.5	135	29.5	317	17.70	190
	100.00	10.0	108	23.6	254	14.16	152
4	= 101.60	9.8	105	23.1	249	13.88	149

^{1/} NOTE: In North America all lumber less than 1" (4/4) thick is scaled as if it were actually 1" thick, i.e. board measure equals surface measure for these thickness.

Conversion of Mfbm and m³ to ft² and m² for panel products

Thickness		Mfbm = 2.36 m ³		M ³ = 35.31 ft ³	
in.	mm	ft ²	m ²	ft ²	m ²
	2.00	12696	1180	5380	500.00
1/10	2.54	10000	929	4237	393.90
	3.00	8468	787	3588	333.33
1/8	3.18	7985	742	3385	314.47
1/7	3.63	6995	650	2965	275.48
5/32	3.97	6396	594	2711	251.89
	4.00	6348	590	2691	250.00
1/6	4.23	6003	558	2545	236.41
3/16	4.76	5336	496	2261	210.08
	5.00	5078	472	2153	200.00
	6.00	4232	393	1794	166.67
1/4	6.35	4000	372	1695	157.48
	8.00	3174	295	1345	125.00
	9.00	2821	262	1196	111.11
3/8	9.53	2664	248	1129	104.93
	10.00	2539	236	1076	100.01
	12.00	2116	197	897	83.33
1/2	12.70	2000	186	848	78.74
	13.00	1953	182	828	76.92
	14.00	1813	169	769	71.43
5/8	15.88	1599	149	678	62.97
	16.00	1592	148	673	62.50
1 1/16	17.40	1459	136	619	57.47
	18.00	1410	131	598	55.56
3/4	19.05	1333	124	565	52.49
	20.00	1269	118	538	50.00
7/8	22.22	1142	106	484	45.00
	23.00	1104	103	468	43.48
	24.00	1058	98	448	41.67
	25.00	1016	94	430	40.00
4/4	25.40	1000	93	424	39.37

Average Conversion Factors For Wood Products (English to Metric)

Product	Std Ind Unit (English)	To Convert To:	Multiply By:	To Convert from Metric Multiply By:
Logs	MBF	Cubic Meters	4.530	0.2208
Softwood Lumber	MBF	Cubic Meters	2.360	0.423729
Hardwood Lumber	MBF	Cubic Meters	2.360	0.423729
Softwood Flooring	MBF MSF (1")	Cubic Meters	2.360	0.423729
		Square Meters (25.44 MM Thickness)	92.900	0.0108
Hardwood Flooring	MBF MSF (1")	Cubic Meters	2.360	0.423729
		Square Meters (25.44 MM Thickness)	92.900	0.0108
Softwood Siding	MBF MSF (1")	Cubic Meters	2.360	0.423729
		Square Meters (25.44 MM Thickness)	92.900	0.0108
Hardwood Siding	MBF MSF (1")	Cubic Meters	2.360	0.423729
		Square Meters (25.44 MM Thickness)	92.900	0.0108
Railroad Ties	MBF	Cubic Meters	2.360	0.423729
Softwood Veneer	MSF (3/8")	Cubic Meters	0.885	1.132
		Square Meters (9.53 MM Thickness)	92.900	0.0108
Hardwood Veneer	MSF (1/28")	Cubic Meters	0.084	11.86
		Square Meters (.0907 MM Thickness)	92.900	0.0108
Softwood Plywood	MSF (3/8")	Cubic Meters	0.885	1.132
		Square Meters (9.53 MM Thickness)	92.900	0.0108
Hardwood Plywood	MSF (1/4")	Cubic Meters	0.590	1.695
		Square Meters (6.35 MM Thickness)	92.900	0.0108
Particleboard	MSF (3/4")	Cubic Meters	1.770	0.565
		Square Meters (19.05 MM Thickness)	92.900	0.0108
Wood Chips	STN	Metric Tons	0.907	1.102
Molding	MFT	Meters	304.8	0.0033
Other				
		To Convert From: Square Meters (25.4 MM Thickness)	To: Cubic Meters	Multiply By: 0.0254

APPENDIX IV: Forest Products Shipping Weights and Volumes

Important Shipping Parameters

The cost of transportation is based on weight, volume, and stowage factor.

Weight

Wood products originate from living fibers and as such are more difficult to measure than other raw materials. The weight of wood depends on species and moisture content. It also depends to a lesser degree on rate of growth, growing site, proportion of sapwood to heartwood, thickness of the bark, and stowing methods.

Bottom log usually are heavier than second- or third- cut logs.

To reduce damage through handling and season checking during transportation, veneer logs are often delivered with the bark on.

Fresh-cut roundwood can be grouped into four density categories:

1. Very heavy; 65 lbs/ft³ & up = 1040 kg/m³ & up
2. Heavy; 55-64 lbs/ft³ = 880-1024 kg/m³
3. Moderate; 45-54 lbs/ft³ = 720-864 kg/m³
4. Light; 35-44 lbs/ft³ = 560-704 kg/m³

The weight of any given species depends very strongly on moisture content.

	Weight	Moisture Cont.
Fresh-cut roundwood	65 lbs/ft ³ =	(100%) Approx. 40-60%
After 6 months approx	56 lbs/ft ³ =	(86%) Approx. 30%
Shipping dry” lumber	52 lbs/ft ³ =	(80%) Approx. 20%
“Kiln-dry” lumber for the production of flooring	48 lbs/ft ³ =	(74%) Approx. 10%
The production of furniture parts	47 lbs/ft ³ =	(72%) Approx. 8%

* With no allowances for shrinkage of the wood

This means, for example, that a very heavy species of wood in a “fresh-cut” state would weigh 65 lbs/ft³ = 1040 kg/m³. The same log would weigh approx. 56 lbs/ft³ = 897 kg/m³ after 6 months if left in round state. For this species:

Shipping dry lumber would weigh approx.	52 lbs/ft ³ = 833 kg/m ³
Kiln-dry lumber for flooring would weigh approx.	48 lbs/ft ³ = 769 kg/m ³
Kiln-dry lumber for furniture parts would weigh approx.	47 lbs/ft ³ = 753 kg/m ³

The specific gravity is 1.0 at 4° C, at normal pressure. One cubic foot of water weighs 62.4 lbs.

The information presented here is printed with permission from Binek, A., “Forest Products in Terms of Metric Units.”

Approximate shipping weight of logs and lumber of coniferous North American species						
North American Species	lb/ft³	kg/m³	kg/m³	t/cord	t/Mbf	t/Mbf
Fir Douglas (Oregon Pine)	47	750	600	1.810	2.98	1.43
Fir Balsam	39	625	500	1.350	2.50	1.20
Fir White	38	610	490	1.465	2.41	1.16
Fir Silver	40	640	510	1.540	2.54	1.21
Fir Grand	42	670	540	1.620	2.67	1.28
Hemlock Eastern	45	720	580	1.735	2.86	1.37
Hemlock Western	48	770	620	1.850	3.05	1.46
Larch Eastern	47	750	600	1.810	2.98	1.43
Larch Western	50	800	640	1.930	3.18	1.52
Pine Jack	44	700	560	1.700	2.80	1.34
Pine Pitch	50	800	640	1.930	3.18	1.52
Pine Ponderosa	42	670	510	1.620	2.67	1.21
Pine Red	44	700	560	1.700	2.80	1.34
Pine White Eastern	40	640	510	1.620	2.67	1.21
Pine White Western	42	670	540	1.620	2.67	1.28
Pine Sugar	42	670	540	1.620	2.67	1.28
Pine Southern Yellow Longleaf	55	880	700	2.120	3.49	1.65
Shortleaf	50	800	640	1.930	3.18	1.52
Slash	58	930	750	2.240	3.68	1.77
Spruce Black	45	720	580	1.735	2.86	1.37
Spruce Engelmann	38	610	490	1.465	2.41	1.16
Spruce Red	42	670	540	1.620	2.67	1.28
Spruce Sitka	40	640	510	1.540	2.54	1.21
Spruce White	40	640	510	1.540	2.54	1.21
Cedar Red	37	590	413		2.35	0.99
Cedar White	32	510	351		2.03	0.85
Redwood California	45	720	510		2.86	1.21

Note: m3a = 35.31 ft³ of logs, Mbf a = 140 ft³/3.96 m³ of logs
m3b = 35.31 ft³ of lumber, Mbf b = 83.33 ft³/2.36 m³ of lumber

cord: 90 ft³ = 2.55 m³ solid wood (a) Roundwood (b) Lumber

Weight Conversion Factors				
Unit of weigh			Equivalents	
Pounds (lbs)	x	0.45359	=	kg
	x	0.0004536	=	t
	x	0.0004464	=	tn
	x	0.0005000	=	shtn
Kilograms (kg)	x	2.2046	=	lbs
	x	0.001	=	t
	x	0.000984	=	tn
	x	0.001102	=	shtn
Ton metric (t)	x	2204.622	=	lbs
	x	1000	=	kg
	x	0.9842	=	tn
	x	1.1023	=	shtn
Ton long (tn)	x	2242	=	lbs
	x	1016.04	=	kg
	x	1.01604	=	t
	x	1.12	=	tn
Ton short (shtn)	x	2000	=	lbs
	x	907.184	=	kg
	x	0.907184	=	t
	x	0.892857	=	tn

Equivalents for Weights and Volumes for Conventional Shipping Units				
Weight Metric Tons	Estimate Ft ³	Volume M ³	Assumed lb/ft ³	Specific Weight kg/m ³
1 loading ton of round wood	40	1.132	55	883
1 loading ton of lumber	50	1.416	44	706
1 ton of plywood conif.	63	1.784	35	560
1 ton of plywood nonconif.	55	1.560	40	640
1 ton of plywood particleboard	55	1.560	40	640
1 ton of plywood hardboard	37	1.050	59	950
1 ton of plywood softboard	118	3.330	19	300

International Container Standards

Freight containers are a popular method of shipping lumber and wood products. These containers can be packed and sealed at the manufacturer and not reopened until the product reaches the final customer. During shipment, the products such as veneer logs, lumber, dimension stock, flooring, mouldings, panel products, furniture, and veneer are protected from pilferage and the environment. These containers come in standardized sizes and can be transported by ship, truck, and rail.

The majority of containers used today come in one of five lengths: 20 ft, 40 ft, 45 ft, 48 ft, or recently 53 ft. Most containers are 8' wide and 8'-6" tall, although some containers, called high cube, are 9'-6" tall. In the table below, the average internal dimensions and capacity for each type of container are shown. These dimensions may vary from one model to another, and carriers should be consulted well in advance of shipping for specifications, availability, and rates. Many carriers provide valuable assistance and information on loading and operating their equipment.

At present, the 48-ft and 53-ft containers, which have an outside width of 8'-6", are used only in domestic rail and truck transportation. This may change as new ocean vessels which are capable of handling the wider containers are developed.

Maximum cargo weights are limited by carriers to comply with restrictions on particular transport and handling equipment or limits enforced by Government agencies to protect roads and bridges. Due to low product density or load limits, many loads do not utilize the maximum rated weight capacity of the container. If the container is shipped to the port by rail, or loads at the port, more cargo may be loaded. Some States provide overweight permits for highway travel.

Container Type	Interior Dimensions			Capacity	
	Length	Height	Width	Volume	Weight
20 foot	19'4"	7'9"	7'8"	1186 ft ³	41000 lb
40 foot	39'6"	7'10"	7'8"	2387 ft ³	58867 lb
40 foot, high cube	39'6"	8'4"	7'8"	2548 ft ³	60400 lb
45 foot, high cube	44'6"	8'10"	7'8"	3050 ft ³	64250 lb
48 foot, high cube	47'6"	8'10"	8'2"	3450 ft ³	56920 lb
53 foot, high cube	52'6"	8'10"	8'2"	3830 ft ³	56920 lb
20 foot	589 cm	236 cm	234 cm	33.5 m ³	18598 kg
40 foot	1204 cm	239 cm	234 cm	67.6 m ³	26702 kg
40 foot, high cube	1204 cm	239 cm	234 cm	72.2 m ³	27397 kg
45 foot, high cube	1356 cm	269 cm	234 cm	86.4 m ³	29144 kg
48 foot, high cube	1448 cm	269 cm	249 cm	97.7 m ³	26808 kg
53 foot, high cube	1600 cm	269 cm	249 cm	109 m ³	25819 kg

Source: Example specifications from the Official Intermodal Equipment Register

Appendix V: U.S. Wood Products Industry and FAS Contacts

Country	Industry Offices	FAS Offices
China, People's Republic of	American Forest & Paper Association Beijing Lufhansa Center Offices C615 50 Liangmaqiao Road Chaoyang District Beijing, 1000016 PRC Tel. (011-86-10) 6463-8046 Fax (011-86-10) 6463-8047 bjafpa@public2.east.cn.net	Office of Ag Affairs US Embassy Beijing PSC 461 BOX 50 FPO AP 96521-0002 PRC Tel. (011-86-10) 6532-3431 ext.5400 Fax (011-86-10) 6532-3962
Germany	APA-The Engineered Wood Association Friedensallee 62 22765 Hamburg Germany Tel. (011-49-40)44-1070 Fax (011-49-40) 448-0894 apa-hamburg@apawood.org	U.S. Agricultural Trade Office AmConGen Hamburg Department of State Washington, DC 20521-5180 Tel. (011-852-2) 841-2350 Fax (011-852-2) 845-0943
Hong Kong	American Hardwood Export Council Room 528, West Wing New World Office Building 20 Salisbury Road Tsimshatsui Hong Kong Tel. (011-852-2) 724-0228 Fax (011-852-2) 366-8931 afpa@netvigator.com	Agricultural Trade Office U.S. Consulate, Hong Kong PSC 464, Box 30 FPO AP 96522-0002 Hong Kong Tel. (011-852-2)841-2350 Fax (011-852-2) 845-0943
Osaka, Japan	American Hardwood Export Council Nishi-tenman 2-11-5, Kita-ku, Osaka American Consulate Building Postal Code 530-0047 Japan Tel. (011- 81-6) 6-315-5101 Fax (011-81-6) 6-315-5103 ahecoskt@gol.com	Agricultural Trade Office/Osaka American Council General Unit 45004, Box 239 APO AP 96337-5004 Japan Tel. (011-81-6) 315-5904 Fax (011-81-6) 315-5906
Tokyo, Japan	American Forest & Paper Association Tameike Tokyu Building, 8th Floor 1-1-14 Akasaka, Minato-ku Tokyo 107-0052 Japan Tel. (011-81-3) 3589-1320 Fax (011-81-3) 3589-1560 APA-The Engineered Wood Association (same address as listed above) Tel. (011-81-3) 3589-0127 Fax (011-81-3) 3589-1560 apa-tokyo@apawood.org American Softwoods (same address as listed above) Tel. (011-81-3) 3589-1320 Fax (011-81-3) 3589-1560	Agricultural Trade Office/Tokyo U.S. Embassy Unit 45004, Box 241 APO AP 96337-5004 Japan Tel. (011-81-3) 3224-5114 Fax (011-81-3) 3582-6429

Country	Industry Offices	FAS Offices
	asjo@gol.com	
Korea	<p>American Forest & Paper Association Leema Building, Room 303 146-1 Susong-dong, Chongo-ku Unit 15550-0001 Seoul 110-140 Korea Tel. (011-82-2)722-3685 / 6 Fax (011-82-2)720-1898 afandpa@unitel.co.kr</p> <p>American Hardwood Export Council (address as listed above) Tel. (011-82-2) 722-3685 / 6 Fax. (011-82-2) 720-1898 afandpa@unitel.co.kr</p>	<p>Agricultural Trade Office American Embassy-Seoul APO AP 96205-0001 Korea Tel. (011-82-2) 397-4188 Fax (011-82-2) 720-792</p>
Mexico	<p>American Softwoods Mecma S.A. de C.V. KM 3.5 Caarr Coaltepec Las Trancas Coaltepec, Veracruz CP 91500 Mexico Tel. (011-52-2) 816-3850 Fax (011-52-5) 816-3850 mecma_sa@terra.com.mx</p>	<p>Agricultural Trade Office * American Embassy P.O. Box 3087 Laredo, TX 78044-3087 Tel. (011-52-5)202-0168/0121 Fax (011-52-5)202-0528</p>
Mexico, cont'd	<p>APA- The Engineered Wood Assn. Oficina Agro Comercial de los E. U.A. Corporativo Polanco Jaime Balmes No.8-201 Col. Morales Polanco 11510 Mexico City Mexico Tel (011-52-5) 281-6087 Fax (011-52-5) 281-6089 philippe.mercado@apawood.org</p> <p>American Hardwood Export Council (same address as listed above) Tel. (011- 52-5) 282-0909 / 0918 Fax (011-52-5) 282-0919 luiszertuche@infosel.net.mx</p> <p>American Forest & Paper Assn. (same address as APA above) Tel. (011-52-2) 282-2111</p>	
Spain (& Italy)	<p>American Softwoods Venus 36 Pozuelo de Alarcon 28224, Madrid Spain Tel. (011-34-91) 351-1449 Fax (011-34-91) 351-1449 americansoftwoods@ipcnet.com</p>	<p>American Embassy, Madrid PSC 61, Box 20 APO AE 09642 Tel. (011-44-171) 499-9000 Fax (011-44-171) 409-2019</p>
United Kingdom	<p>American Hardwood Export Council 3, St. Michael's Alley London EC3V 9DS England</p>	<p>American Embassy PSC 801, Box 48 FPO AE 09498-4048 England</p>

Country	Industry Offices	FAS Offices
	<p>Tel. (011-44-207) 626-4111 Fax (011- 44-207) 626-4222 david.venables@ahec.co.uk</p> <p>APA - The Engineered Wood Assn. MWB Business Exchange Hinton Road Bournemouth, Dorset BH1 2EF England Tel. (011-44-1202) 201007 Fax (011-44-1202) 201008 apa-bournemouth@apawood.org http://www.apauk-ireland.org/</p>	<p>Tel. (011-44-171) 499-9000 Fax (011-44-171) 409-2019</p>
<p>United Kingdom, cont'd</p>	<p>American Softwoods 25 Castle Street High Wycombe, Bucks HP13 6RU England Tel. (011-44-1494) 451000 Fax (011-44-1494) 451100 americansoftwoods@compuserve.com</p>	

* This office is located in Mexico City.

Appendix VI: Key Web Sites

1-800-USA-TRADE

<http://www.ita.doc.gov/td/tic/>

Agricultural Marketing Service

<http://www.ams.usda.gov/>

American Forest & Paper Association

<http://www.afandpa.org/>

American Hardwood Export Council

<http://www.ahec.org/>

American Lumber Standards Committee

<http://www.alsc.org/>

American Tree Farm System

<http://www.treefarmssystem.org/>

Animal and Plant Health Inspection Service

<http://www.aphis.usda.gov/>

APHIS' Export Services Certification Specialist

http://www.aphis.usda.gov/ppq/pim/exports/es_certification_specialist.html

Argentina Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Australia Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Austria Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Automated Export System

<http://www.customs.ustreas.gov/xp/cgov/export/aes/>

Automated Foreign Trade Zone Reporting Program

<http://www.census.gov/foreign-trade/aftzrp/index.html>

Background Notes – State Department

<http://www.state.gov/r/pa/ei/bgn/>

Basic 7(a) Loan Program- SBA

<http://www.sba.gov/financing/sbaload/7a.html>

Belgium-Luxembourg Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Belize Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Brazil Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Burma Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Business and Corporate Resource Center
http://www.galegroup.com/special_business/

Business Development Centers - SBA
<http://www.sba.gov/sbdc/index.html>

Canada Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Canadian Standards Association
<http://www.csa.ca/Default.asp?language=english>

Central Intelligence Agency
<https://www.cia.gov/>

Chile Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

China Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

CIA's World Factbook
<https://cia.gov/cia/publications/factbook/>

Commercial News – Dept. of Commerce
<http://www.thinkglobal.us/>

Confederation of European Paper Industries
http://www.emcc.eurofound.eu.int/content/organisation/eu028o.html?p1=sector&p2=Pulp_and_Paper

Correct Way to Fill the Shipper's Export Declaration
<http://www.census.gov/foreign-trade/www/correct.way.html>

Cote d'Ivoire Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Denmark Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Department of Commerce
<http://www.commerce.gov/>

Directorate of Intelligence
<https://www.cia.gov/cia/di/index.html>

District Export Council
<http://www.us-dec.com/html/home.html>

Dominican Republic Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Dun & Bradstreet
<http://www.dnb.com/us/>

Economist Intelligence Unit
<http://www.eiu.com/>

Egypt Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Emerging Markets Program
<http://www.fas.usda.gov/mos/em-markets/em-markets.html>

European Union Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Executive Office of the President
<http://www.whitehouse.gov/government/eop.html>

Export Administration Act 50 U.S.C. App. 2410
<http://banking.senate.gov/docs/eea/eaamain.htm>

Export Administration Regulations
<http://www.gpo.gov/bis/index.html>

Export America
<http://www.export.gov/exportamerica/index.html>

Export Assistance Centers - SBA
<http://www.sba.gov/oit/export/useac.html>

Export Credit Guarantee Program
<http://www.fas.usda.gov/excredits/ecgp.asp>

Export Express - SBA
<http://www.sba.gov/financing/loanprog/exportexpress.html>

Export Guides
http://www.dnb.com/us/dbproducts/risk_management/assess_risk/export_guides/

Export Import Bank of the United States
<http://www.exim.gov/>

Export Legal Assistance Network
<http://www.export-legal-assistance.org/>

Export Programs Guide: A Business Guide to Federal Export Assistance
http://www.ita.doc.gov/media/Publications/pdf/epg_2006.pdf

Export Trading Company Affairs
<http://www.ita.doc.gov/td/oetca/>

Export Trading Company Guidebook
<http://bookstore.gpo.gov/actions/GetPublication?stocknumber=003-009-00523-0>

Export Working Capital Program - SBA
<http://www.sba.gov/financing/loanprog/ewcp.html>

FAS Annual Reports
<http://www.fas.usda.gov/scriptsw/AttacheRep/default.asp>

FAS Export Assistance
http://www.fas.usda.gov/agx/exporter_assistance.asp

FAS Field Offices
http://www.fas.usda.gov/scriptsw/fasfield/ovs_directory_search.asp

FAS Post and ATOs
http://www.fas.usda.gov/scriptsw/fasfield/fas_office_home_pages.asp

FAS World Production, Market and Trade Reports
<http://www.fas.usda.gov/currwmt.asp>

FAS Worldwide
<http://www.fas.usda.gov/info/fasworldwide/maghome.htm>

Federal Agriculture Improvement and Reform Act of 1996
<http://www.agriculturelaw.com/legis/farbill.htm>

Finland Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Food, Agriculture, Conservation, and Trade Act of 1990
<http://www.nal.usda.gov/awic/legislat/pl101624.htm>

Foreign Agricultural Service
<http://www.fas.usda.gov>

Foreign Buyer Lists - FAS
http://www.fas.usda.gov/agx/buying_us/foreign_buyers_exporters.asp

Foreign Credit Insurance Association
<http://www.fcia.com/>

Foreign Market Development Program
<http://www.fas.usda.gov/mos/programs/fmdprogram.asp>

Foreign Trade Statistics Regulations
<http://www.census.gov/foreign-trade/regulations/index.html>

Foreign Trade Zones
<http://ia.ita.doc.gov/ftzpage/>

Forest and Fishery Products Division
<http://www.fas.usda.gov/ffpd/fpd.html>

Forest Landowner's Guide to the Measurement of Timber and Logs
<http://www.ext.vt.edu/pubs/forestry/420-085/420-085.html>

Forest Products Laboratory
<http://www.fpl.fs.fed.us/>

Forest Service

<http://www.fs.fed.us/>

Forest Stewardship Council

<http://www.fscus.org/>

France Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Freedom of Information Act

<http://www.usdoj.gov/oip/index.html>

Gale Group

<http://www.galegroup.com/>

Germany Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Global Trade Atlas

<http://www.gtis.com/gta/>

Great American Insurance Company

<http://www.greatamericaninsurance.com/pages/index.jsp>

Hardwood Market Report

<http://www.hmr.com/>

Hardwood Review

<http://www.hardwoodreview.com/>

Hardwood Tree Improvement & Regeneration

<http://ncrs.fs.fed.us/4157/>

India Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Indonesia Wood Products Report (s)

<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Industry Sector Analysis -ITA

<http://www.ita.doc.gov/td/industry/otea/>

Infrastructure Division – DOC

<http://www.ita.doc.gov/td/infrastructure/fedagency.htm>

International Chamber of Commerce

<http://www.iccwbo.org/>

International Company Profiles

http://www.export.gov/comm_svc/intl_co_profile.html

International Forest Industry Roundtable

http://www.sfcw.org/mutualrecognition/ifir_initiative.htm

International Organization for Standardization

<http://www.iso.org/iso/en/ISOOnline.frontpage>

International Partner Search
http://www.export.gov/comm_svc/intl_partner_search.html

International Risk and Payment Review
http://www.dnb.com/us/dbproducts/risk_management/assess_risk/irpr/

International Trade Administration
<http://trade.gov/index.asp>

International Trade Loan Program - SBA
http://www.sba.gov/business_finances/inter/

International Tropical Timber Organization
<http://www.itto.or.jp/live/index.jsp>

Italy Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Japan Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Key Officers of Foreign Service Posts – State Department
<http://foia.state.gov/MMS/KOH/keyoffcity.asp>

Korea Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Lembaga Ekolabel Indonesia
<http://www.lei.or.id/indonesia/>

Malaysia Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Malaysian Timber Certification Council
<http://www.mtcc.com.my/>

Maritime Administration – U.S. Department of Transportation
<http://www.marad.dot.gov/>

Market Access Program
<http://www.fas.usda.gov/mos/programs/map.asp>

Mexico Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Multi-buyer Export Policy
http://www.exim.gov/products/insurance/multi_buyer.cfm

National Customs Brokers and Forwarders Association of America
<http://www.ncbfaa.org/>

National Trade Data Bank
<http://www.stat-usa.gov/tradtest.nsf>

New Zealand Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

North Central Research Station
<http://ncrs.fs.fed.us/>

Northeastern Area, State and Private Forestry
<http://www.na.fs.fed.us/>

Northeastern Research Station
<http://www.fs.fed.us/ne/>

Office Materials and Machinery/Forest Products
<http://ita.doc.gov/td/forestprod/Fpol.html>

Office of Civil Rights
<http://www.ascr.usda.gov>

Office of Trade and Project Finance
<http://www.ita.doc.gov/td/sif/projfin.htm>

Organization for Economic Cooperation and Development
http://www.oecd.org/home/0,2987,en_2649_201185_1_1_1_1_1,00.html

Overseas Private Investment Corporation
<http://www.opic.gov/>

Pacific Northwest Research Station
<http://www.fs.fed.us/pnw/>

Philippines Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Poland Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Processed Products Division
<http://www.fas.usda.gov/agx/ppd/index.htm>

Programme European Forest Certification
<http://www.pefc.org/internet/html/>

Quality Samples Program - FAS
<http://www.fas.usda.gov/mos/programs/QSP.asp>

Random Lengths
<http://www.randomlengths.com/>

Random Lengths International
http://www.randomlengths.com/base.asp?s1=Newsletters&s2=Random_Lengths_International

Reports Officer/FAS/USDA
reports.officer@fas.usda.gov

Rocky Mountain Research Station
<http://www.fs.fed.us/rm/>

Romania Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Russian Federation Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Schedule B
<http://www.census.gov/foreign-trade/schedules/b/>

Schedule C
<http://www.census.gov/foreign-trade/reference/codes/index.html#C>

Schedule D
<http://www.census.gov/foreign-trade/reference/codes/index.html#D>

Schedule K
<http://www.iwr.usace.army.mil/ndc/wcsc/scheduleK/schedulek.htm>

Section 108 Program
<http://www.fas.usda.gov/info/factsheets/108fact.htm>

SED Form 7525
<http://www.census.gov/foreign-trade/regulations/forms/new-7525v.pdf>

SED Form 7525-V-Continuation Sheet
<http://www.census.gov/foreign-trade/regulations/forms/new-7525vc.pdf>

Service Corps of Retired Executives
<http://www.score.org/>

Shipper and Exporter Assistance Program
<http://www.ams.usda.gov/tmd/tsb/>

Shippers Export Declarations
<http://www.census.gov/foreign-trade/regulations/forms/index.html#sed>

Small Business Administration District Offices
<http://www.sba.gov/localresources/index.html>

Small Business Investment Companies - SBA
<http://www.sba.gov/INV/>

Softwood Export Council
<http://www.softwood.org/>

Southeastern Lumber Manufacturers Association
<http://www.slma.org/>

Southern Forest Products Association
<http://www.sfpa.org/>

Southern Pine Council
<http://www.southernpine.com/>

Southern Research Station
<http://www.srs.fs.usda.gov/>

Spain Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

State Departments of Agriculture
<http://www2.nasda.org/NASDA>

State Foresters
<http://www.stateforesters.org/SFlist.html>

Supplier Credit Guarantee Program
<http://www.fas.usda.gov/excredits/scgp-new.asp>

Sustainable Forestry Initiative
<http://www.aboutsfii.org/index.html>

Sweden Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Taiwan Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Target Center
<http://www.usda.gov/oo/target>

Terms of the Trade – Random Lengths
http://www.randomlengths.com/base.asp?s1=Books_and_Directories&s2=Terms_of_the_Trade

Thailand Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

The Economist
<http://www.economist.com/>

The Economist Group
<http://www.economistgroup.com/>

The Engineered Wood Association
<http://www.apawood.org/>

The Netherlands Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Trade Opportunity Program
<http://www.stat-usa.gov/tradtest.nsf>

Transportation and Marketing Division - AMS
<http://www.ams.usda.gov/tmd/>

Unified Export Strategy
<http://www.fas.usda.gov/mos/ues/unified.asp>

Uniform Customs and Practices for Documentary Credits, publication No. 500
<http://iccbooksusa.com/index.cfm?fid=56>

Uniform Rules for Collections, publication No. 522
<http://iccbooksusa.com/index.cfm?fid=57&bookid=28>

United Nations Economic Commission for Europe Timber Committee
<http://www.unece.org/trade/timber/welcome.htm>

United Kingdom Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

U.S. Census Bureau
<http://www.census.gov/>

U.S. Customs and Border Protection
<http://www.cbp.gov/>

U.S. Department of Agriculture
<http://www.usda.gov>

U.S. Department of Commerce District Offices
<http://www.commerce.gov/statemap2.html>

U.S. Export Assistance Centers - SBA
<http://www.sba.gov/oit/export/useac.html>

U.S. Government Printing Office
<http://www.gpo.gov/>

U.S. Postal Service
<http://www.usps.com/>

U.S. Small Business Administration
<http://www.sba.gov/>

U.S. Supplier List
<http://fas1.agexportservices.org/Apps/StoreFronts/search.asp>

U.S. Trade and Development Agency
<http://www.tda.gov/>

U.S. Trade Representative
<http://www.ustr.gov/>

Vietnam Wood Products Report (s)
<http://www.fas.usda.gov/ffpd/attache-reports.htm>

Weekly Hardwood Review
<http://www.hardwoodreview.com/>

Western Wood Products Association
<http://www.wwpa.org/>