Index

Acceptance of goods, 73 Accounts receivable financing, 82 Advantages and disadvantages of exporting, 1 Advertising. See also Marketing African Development Bank, 65 Agents. See also Export intermediaries agreements, 74 commissioned agents, 59 export agents, 61 finding, 62 foreign government buying agents, 63 sales representatives/agents, 62 training, 71 Air waybill, 97, 106 AmChams. See American Chambers of Commerce American Chambers of Commerce, 106 Arbitration, 74, 79, 106 Asian Development Bank, 105

Banks. *See also* Financing export financing, 76, 80 Bills of lading, 97, 109

Canada

Certificate of Origin requirement, 95, 108 Catalog and video/catalog exhibitions, 41, 64 Central Intelligence Agency, 13, 52, 56 Certificates of Origin, 45, 78, 95, 108 Chambers of commerce American chambers of commerce abroad, 106 Chamber of Commerce of the United States, 47, 98 state or city, 54 Classifying your product, 55 Commercial invoice, 93, 94, 96, 109 Commissioned agents, 59 Commodity Credit Corporation, 91 Communitcations, 47 Consignment, 49, 76, 79, 109 Consular invoice, 93, 110 Copyrights, 74, 115 Cultural environment, 13, 58 Customs invoice, 94

Databases. See also Electronic bulletin boards National Trade Data Bank. 55 DECs. See District Export Councils Delivery instructions, 97 Delivery terms, 72 Developing Your International Business Plan, 42 Direct exporting approaches to, 61 defined, 111 finding buyers, 63 qualifying buyers and representatives, 65 Direct sales to end user, 63 Dispute settlement, 74 Distributors agreements, 62, 73 finding, 62 function, 62 qualifying, 62 District Export Councils, 53 DOC. See U.S. Department of Commerce Dock receipts, 97 Documentary collections (drafts), 76, 79 Documentation, 59, 71, 77, 85, 93, 96 Drafts. See Documentary collections

E-commerce, 46 E-mail, 47, 48 EDI. See Electronic Data Interchange ELAN. See Export Legal Assistance Network Electronic Data Interchange, 49 Electronic tracking, 50 Embassies and consulates market information, 53 in the U.S., 54 EMCs. See Export management companies ETCs. See Export trading companies Eximbank. See Export Import Bank of the United States Export Administration Regulations, 95 Export Credit Guarantee Programs, 91 Export Documentation, 59, 94 Export Import Bank of the United States, 53 Export intermediaries advantages of using, 60 commissioned agents, 59 export management companies, 59 export merchants and agents, 61 export trading companies, 59 export trading company cooperatives, 60 factors to consider, 60 finding intermediaries, 61 foreign trading companies, 60 piggyback exporting, 61 Export Legal Assistance Network, 18, 62, 74 Export Letters of Credit and Drafts, 77 Export license, 78, 94, 98, 112 Export management companies, 59 Export merchants and agents, 61 Export packing list, 95 Export trading companies, 59, 84, 85 Exporters' associations, 54 Factoring houses, 83, 113

Facsimile machines, 47

FAS. See Foreign Agricultural Service Federation of International Trade Associations, 54, 61 Finance terms in sales contracts, 73 Financing accounts receivable, 79, 81, 82, 89-91 government export financing resources, 83 joint ventures, 58, 66, 98, 99, 100, 102 market development, 82 methods, 76 pre-export, 90 FITA. See Federation of International Trade Associations Force majeure clause, 73, 113 Foreign Agricultural Service, 53, 64 Foreign Chambers of Commerce, 63 Foreign embassies in the U.S., 54 Foreign government buying agents, 63 Foreign investment, 99 Foreign trading companies, 60 Forfaiting houses, 83 Freight forwarders, 93

GATT. *See* General Agreement on Tariffs and Trade General Agreement on Tariffs and Trade, 114 General license, 114 Glossary, 105 Gold Key Service, 101

Harmonized System, 55, 57, 114 HS. *See* Harmonized System

Identifying markets deciding which markets to pursue, 51 determining the most penetrable markets, 55 federal government resources, 51 foreign market research, 54 private sector resources, 53 INCOTERMS. *See* International Commercial Terms INCOTERMS, 72 Indirect exporting, 58 Inland bill of lading, 97 Inspection certificate, 96 Insurance Export Import Bank, 53 **OPIC**, 102 political risk, 53, 104 Insurance certificate, 96 Intellectual property rights, 77, 95 International business plan need for, 3 workbook, 6 International Business Practices, 66 International Commercial Terms, 72 International Trade Administration, 52 International Trade Data Network, 49 International trade lending. See Financing International Trade Loan Program, 87 Internet. See World Wide Web Invoices commercial, 94 consular, 94 customs, 94 pro forma, 93, 94, 118 ITDN. See International Trade Data Network Joint ventures, 58, 66, 98, 99, 100, 102 Labeling, 97 LC. See Letters of credit Legal issues intellectual property, 77, 95 Letters of credit, 77, 80, 93, 105 Licenses, export, 94, 96, 112 Licensing, 99 Loan programs. See Financing

Marginal cost pricing method of, 41 Market development financing, 82 Marketing, 49, 71. *See also* Advertising MDBs. *See* Multilateral development banks META tags, 46 Mexico as market for U.S. products, 55 transport mode, 94 Multilateral development banks, 65

National Association of Credit Managers, 47 National Association of Export Companies, 69 National Center for Standards and Certification Information, 69 National Institute of Standards and Technology, 69 National Trade Data Bank, 55 NACM. See National Association of Credit Managers NCSCI. See National Center for Standards and Certification Information NEXCO. See National Association of Export Companies NIST. See National Institute of Standards and Technology NTDB. See National Trade Data Bank OCR. See Opitical characther recognition software OECD. See Organization for Economic Cooperation and Development On-line banking, 49 On-line sales, 47 Open account, 79, 117 OPIC. See Overseas Private Investment Corporation Optical character recognition software, 48 Organization for Economic Cooperation and Development, 117 Overseas Private Investment Corporation, 102, 118 Packaging and labeling products, 57, 68, 71 for shipping, 97

Packing list, 93, 95, 118

Partner selection issues, 101 Patents, 74, 100 Payment in advance, 77 Payment methods, 76 Piggyback exporting, 61 Political risk, 89, 104, 118 Port authorities, 53 Pre-export financing, 82, 89 Price quotations, 70, 72 Pricing cost plus method, 70 high price option, 72 low price option, 72 "marginal cost" method, 41, 70 methods, 70 moderate price option, 72 setting terms of sale, 72 strategy considerations, 27, 41, 42, 70 Private trade finance companies, 82 Pro forma bills of lading, 97 Pro forma invoice, 72, 94, 118 Product modifications, 57

Retail sales, 63 Risk of loss, 73

Sales and distributor agreements, 73, 74
Sales representatives/agents, 62
SBA. See U.S. Small Business Administration
SBDCs. See Small Business Development Centers
SBIC. See Small Business Investment Company
Schedule B Statistical Classification of Domestic and Foreign Commodities Exported from the United States, 119
SCORE. See Service Corps of Retired Executives
SED. See Shipper's Export Declaration
Service contracts, 72
Service Corps of Retired Executives, 52
Service costs, 72 Shipper's Export Declaration, 95, 119 Shipper's instructions, 96 Shipper's order, 117 Shipping. See Transporting goods SITC. See Standard International Trade Classification Small Business Development Centers, 52 Small Business Investment Company, 87 Standard International Trade Classification system, 54, 119 State governments chambers of commerce, 54 export financing programs, 92 Strategic alliances joint ventures, 66 legal and tax implications, 102 licensing, 66 offshore manufacturing, 66 partner selection, 101

Tariffs, 57 Taxes, 74 Trade financing, 52, 81, 88, 100 Trade missions, 64 Trade shows, 64 Trademarks 74 Transporting goods, 93

U.S. and Foreign Commercial Service, 49, 52, 75, 60, 64, 70, 74, 101
U.S. Bureau of the Census, 55, 56, 95
U.S. Center for Standards and Certification Information, 69
U.S. Chamber of Commerce, 47, 73
U.S. Department of Agriculture, 53, 96
U.S. Department of Commerce, 49, 52, 74, 100, 101
U.S. Small Business Administration, 52
USBC. *See* U.S. Bureau of the Census
USDA. *See* U.S. Department of Agriculture
US&FCS. *See* U.S. and Foreign Commercial Service

Validated license, 95

Index

Venture capitalists, 81 Video/catalog exhibitions, 64 Voice mail, 47

Warranties, 72, 73 Waybills on rail, 97 Working capital financing, 80, 81 Working Capital Loan Guarantee Program, 85, 88, 90, 91 World Bank, 65, 120 The World Bank Atlas, 56 World Factbook, 13, 56 World Trade centers, 64 World Trade Centers Association, 54 World Wide Web, 46, 47, 48, 64 WTA. *See* World Trade Centers Association