

ESTABLISHING YOUR EXPORT PROCESS

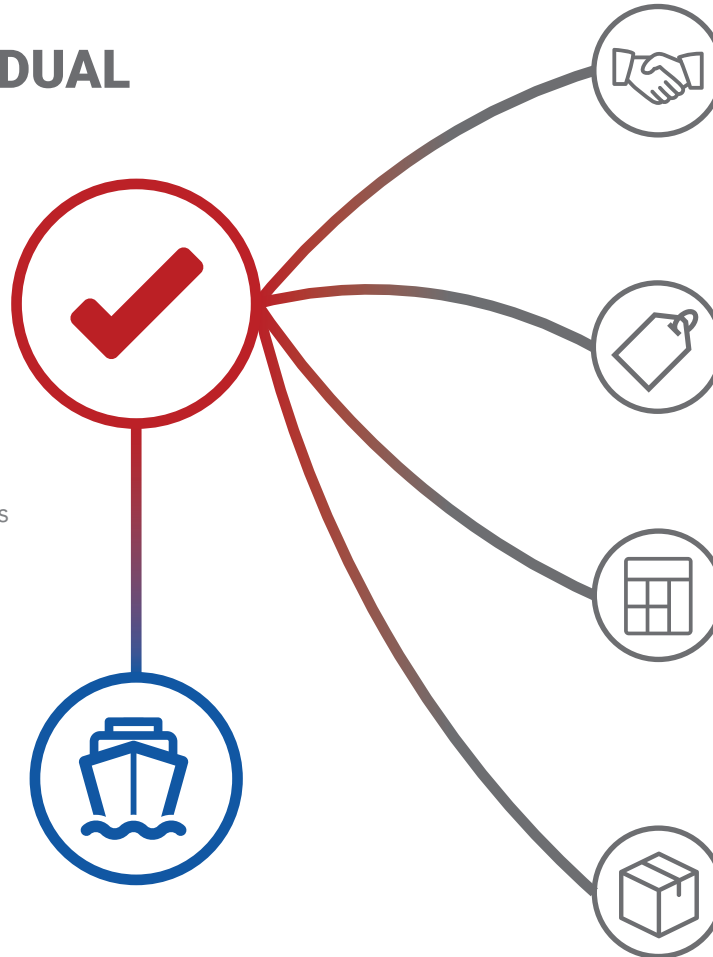
M.E. DEY & Co.

COMPLIANCE INDIVIDUAL

- Advises preferred shipping terms
- Responsible party for organization
- Understands document requirements to ensure successful release and payment
- Coordinates with forwarder to meet country requirements, compliance, and delivery deadlines
- Internal coordination, education, and enforcement
- Responsible for policies and procedures

FREIGHT FORWARDER

- Advises on compliance and country specific details
- Provides pricing and routing options
- Coordinates packaging and cargo availability
- Document preparation
- Cargo insurance
- Arranges pickup, booking, and transportation to final destination



MANAGEMENT COMMITMENT

- Sets goals
- Appoints responsible team lead and invests in training
- Partners with freight forwarder

SALES

- Confirms 'Sold To' and 'Deliver To' are screened
- Confirms sales to country of destination is not restricted
- Establishes Incoterms & Terms of Payment
- Negotiates timeline for production and delivery

ACCOUNTING

- Advises on credit and banking terms
- Advises on payment terms

SHIPPING

- Confirms packaging requirements
- Provides documentation
- Confirms shipping options and deadlines
- Satisfies special handling requirements (hazmat, temperature control, etc.)

