



Assessing Trade Opportunities

Information Required to Assess a Trade Opportunity

1. What are the goods to be traded? What are the quantities?
2. Who is the Buyer? The Seller?
3. From which country will the goods be shipped, to which country will they be shipped?
4. How will the goods be shipped? Ocean, Air, Over-Land?
5. How large is the sale? How large is the investment? Over what time period?
6. Terms of Sale: with both the Seller and the Buyer
 - a) Where and When does title of the goods pass?
 - b) Which Parties are responsible for:
 - Ex Works/FOB Cost of Goods
 - Any/All Transportation, Forwarding & Brokerage Costs
 - Import/Export Fees, Duties & Taxes
 - Pre-Shipment Inspections, Certifications, et al
 - Selling or Buying Commissions
 - Cargo Insurance
7. Terms of Payment: with both the Seller and the Buyer
 - a) When are payments due? After what event?
 - b) How will payments be made? EFT? L/C? Etc.

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1. Compliance/Regulatory Assessment
 - Entities, Countries, Products: Are all legally allowed?
 - Any required labeling, certification, testing, inspection?
2. Cost/Margin Assessment
 - Are all costs accounted for? All assigned to a responsible Party?
 - Cost to co-ordinate/manage the successful completion of the opportunity?
 - Gross Margin Computations
3. Payment/Collection Risk Assessment
 - Credit worthiness of Seller & Buyer
 - Country risk assessment – adequate protective laws?
4. Decision to Trade
 - Do we have the expertise to manage this opportunity?
 - Profit Margins sufficient?
 - Risks acceptable?



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TRADE OPPORTUNITY WORKSHEET

1. DESCRIPTION OF MERCHANDISE:

2. BUYER:

SELLER:

3. QUANTITIES:

4. PERIOD OF TIME:

5. TOTAL SALE:

TOTAL INVESTMENT:

6. COUNTRY OF EXPORT:

COUNTRY OF IMPORT:

7. TRANSPORTATION MODE:

8. TERMS OF SALE

SELLER:

BUYER:

9. COSTS PAID BY:

COST OF GOODS:

TRANSPORTATION:

IMPORT/EXPORT FEES, DUTIES:

INSPECTION:

CERTIFICATIONS/TESTING:

SELLING/BUYING COMMISSIONS:

CARGO INSURANCE:

OTHER:

10. TERMS OF PAYMENT

SELLER:

BUYER: