



2013 MRL Workshop

Logistics of Exporting Ag Products



**Global Trade Changes
like the Wind!**

**What YOU need
to WATCH!**

**COST
Control
Consequences**

COST

**Obviously Rates and TOTAL Costs
are IMPORTANT ... BUT ...**

- have ALL factors been reviewed**
- is the Correct INCOTERM quoted**
- have you matched all factors**



**A Global Trade Transaction is NOT
complete ... UNTIL:**

Buyer receives WHAT was ordered,

WHEN they expected to receive it

in Excellent Order and Condition,

**Including: correct Documents
and Labeling required
to Permit Entry.**

CONTROL

**Ag Products require extra
Concern about Control of:**



Booking & Documents



Handling & Transport



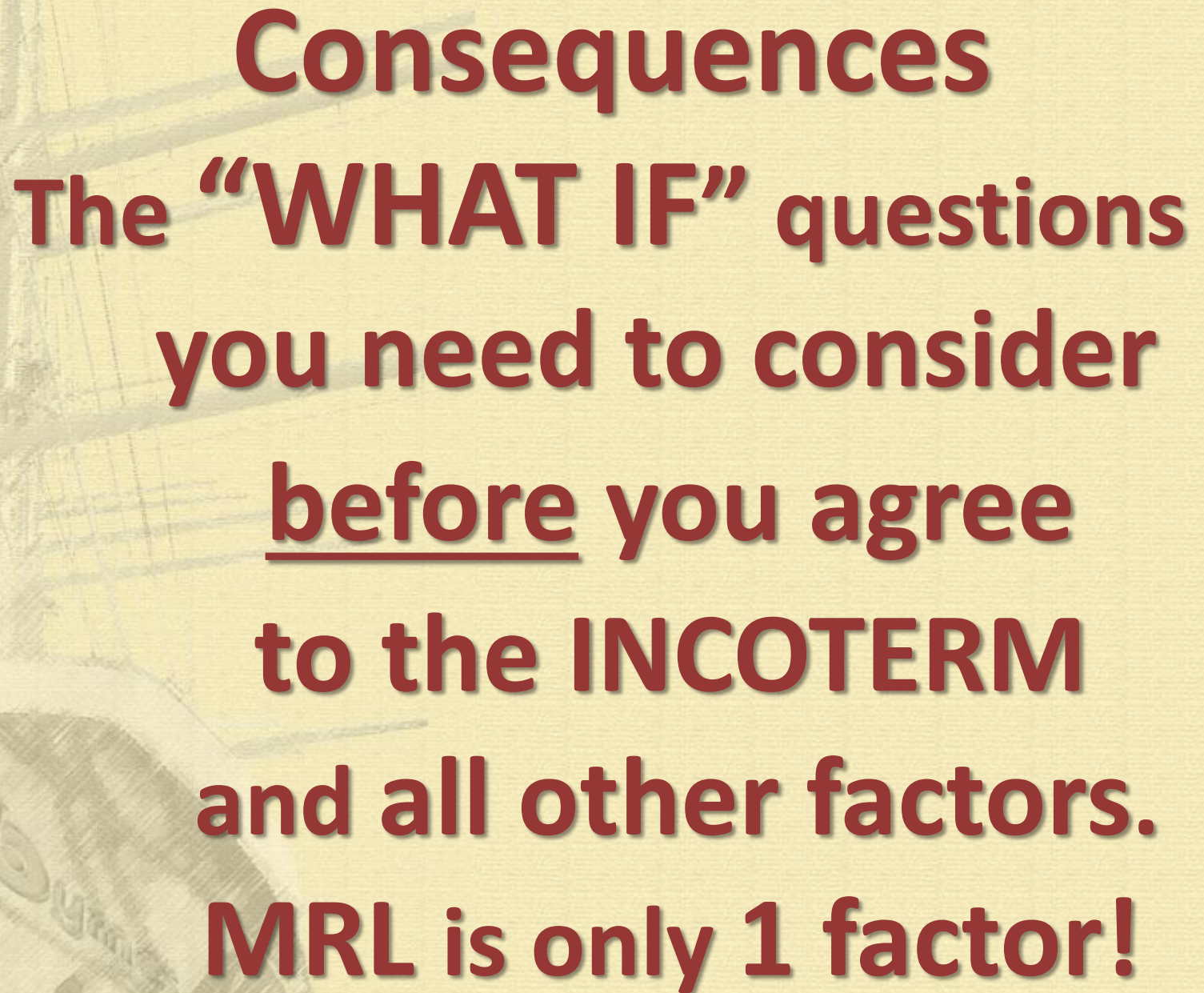
Entry & Clearance



Payment & terms



Insurance



Consequences
The “WHAT IF” questions
you need to consider
before you agree
to the INCOTERM
and all other factors.
MRL is only 1 factor!



Change

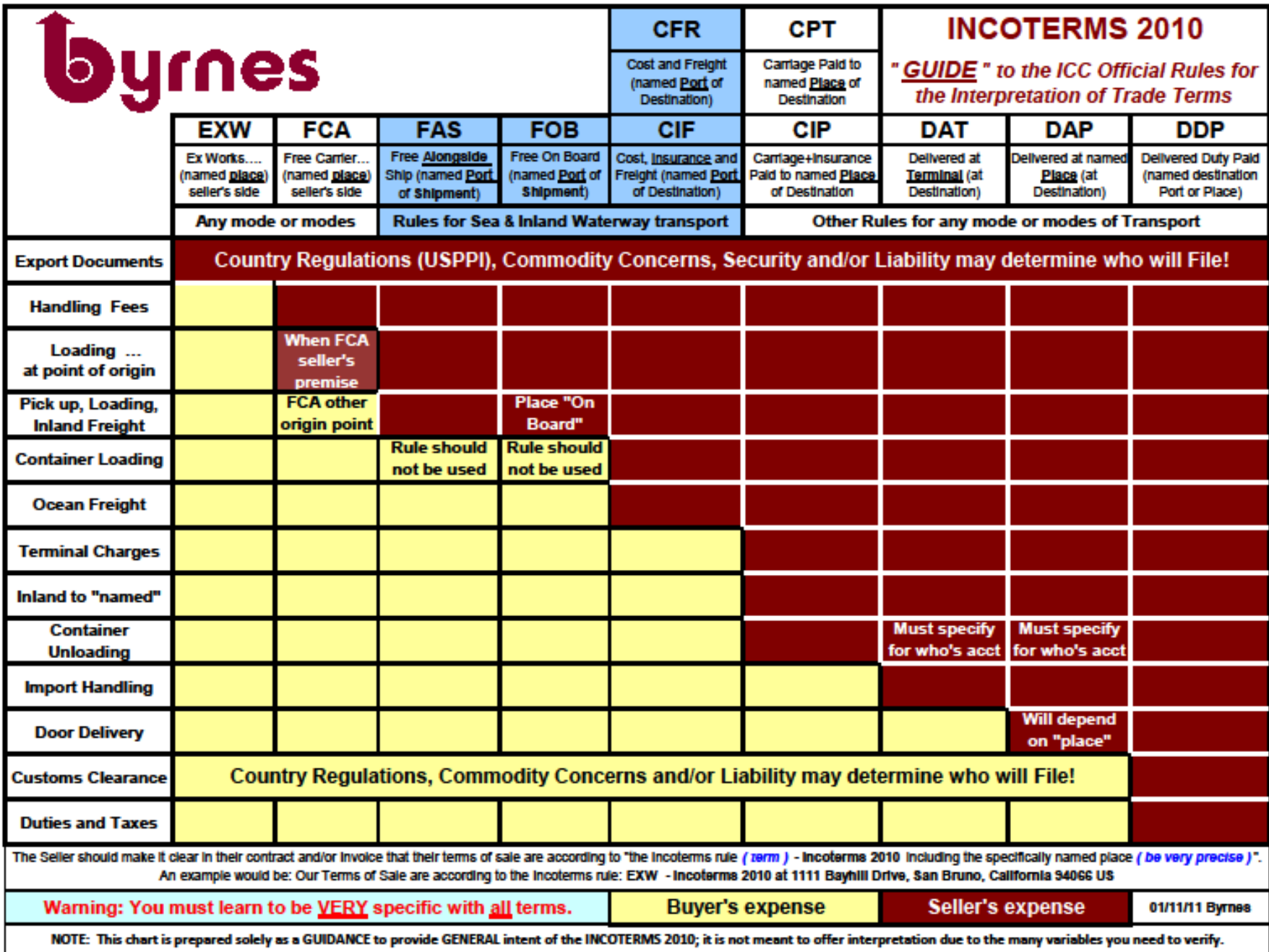
**Rules, Regulations
and Standards:**

Commodity specific

Country specific

Change frequently

New! WCO “Single Window”



Thank you!

John A. Leitner
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