

Chapter 2

Methods of Payment in International Trade

To succeed in today's global marketplace and win when export foreign competition, exporters must offer their customers attractive sales terms supported by the appropriate payment methods. Because getting paid is all that we live on, the ultimate goal for each export sale, an appropriate payment method must be chosen carefully to minimize the payment risk while also accommodating the needs of the buyer. As shown in the table, *Payment Method Options*, there are five primary methods of payment for international transactions. Being a better exporter means you should consider an export method payment method is actually desirable for you and the importer.

One method payment is an export method payment method is actually desirable for you and the importer. One method payment is an export method payment method is actually desirable for you and the importer.

U.S. Department of Commerce International Trade Administration



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Trade Finance Guide

Export Credit Insurance

Export credit insurance (ECI) provides protection against commercial losses (such as default, insolvency, bankruptcy, reorganization, liquidation, non-acceptance, and currency inconvertibility). ECI also protects a company who is offering terms that are more lenient to win and winning customers while providing security to banks that are providing working capital and are financing exports. ECI can also be used to take over a company's collection and risk as an alternative to confirmation for sales using letters of credit. An exporter will not likely be allowed to choose to insure only individual transactions. Instead, companies usually require "whole business" or export sales on a year-to-year basis.

Export Factoring

Factoring is a financial sale in the discounting of short-term receivables. The exporter transfers title to their short-term foreign receivables to a factoring house, or a "factor," for sale at a discount from the face value. Factoring allows an exporter to ship on open account in the United States for the limited liability of the exporter to pay and transfer collection risk to the factor. Factoring houses work exclusively with cash export receivables.

Standby Letters of Credit

A standby letter of credit (SBLC) acts as an insurance policy issued by the exporter's bank in favor of the importer in a trade transaction, ensuring that payment will be made if the importer fails to pay an export. The SBLC is a contract with a specific trade relationship in established between an exporter and importer. Using an SBLC, an exporter is required to pay on open account terms, greatly improving cash flow for the exporter while mitigating the risk of non-payment by the importer. An importer can also consider selling an open account receivable to a standby letter of credit (SBLC) issued by a bank to a company that is a solid company, which is generally more on top of the exporter's credit risk as well as a proof of their credit quality and ability to make payment.

Export Contract

Exporters can use a formal contract to offer open account terms to foreign buyers who demand to pay in their local currency. A formal contract enables the exporter to sell an account of foreign currency at a pre-specified exchange rate with additional due to the bank (typically from 10 to 15%) to their foreign exchange service provider. The reason for the 10% if an exporter will receive a pre-determined percentage of U.S. dollars as a hedge (the majority of the money exchange over open account payment in foreign currency) from the importer. A formal contract also can provide protection against the risk of currency inconvertibility.

Trade Finance Exchange: A Marketplace for Export-Inbound Terms Financing

Financing is a method of trade financing that allows the exporter to sell their receivables and long-term receivables to a bank or a discount, or exchange for cash. The bank or discount of the value, thereby enabling the exporter to offer extended credit terms and to incorporate the discount into the selling price. Factoring usually work with export receivables, accounts receivable, and long-term receivables. Factoring was developed in the United States in the 1940s for the pay for the importer of capital goods, who would not or could not ship on open account, and the exporter who would not like payment until the capital equipment was shipped to pay for itself.

Trade Finance Guide A Quick Reference For Us Exporters

Sang Man Kim



Trade Finance Guide A Quick Reference For Us Exporters:

Trade Finance Guide, 2008 **Trade Finance Guide** U.S. Department of Commerce, 2014-02-19 Welcome to the second edition of the Trade Finance Guide A Quick Reference for U S Exporters This guide is designed to help U S companies especially small and medium sized enterprises SMEs learn the basic fundamentals of trade finance so that they can turn their export opportunities into actual sales and achieve the ultimate goal of getting paid especially on time for those sales This guide provides general information about common techniques of export financing Accordingly you are advised to assess each technique in light of specific situations or needs This edition includes a new chapter on foreign exchange risk management The Trade Finance Guide will be revised and updated as needed Future editions may include new chapters that discuss other trade finance techniques and related topics **Trade Finance Guide**, 2007 Payment Methods and Finance for

International Trade Sang Man Kim, 2020-09-30 This book explains various methods of payment in international trade and trade finance schemes for international trade It also presents an overview of the concepts purposes features and risks of international trade A grasp of the features and risks of international trade facilitates a better understanding of the numerous methods of payment in international trade and the relevant trade finance schemes which is essential to success in international trade transactions In order to complete an international trade transaction depending on the terms both parties need access to funds Compared with large companies small and medium sized enterprises SMEs frequently face difficulties in raising capital or funds but financing an international trade transaction is often the key to its successful completion As such selecting an appropriate financing mechanism from the various options available is vital This book offers a systematic overview of international trade and payment together with trade finance providing instructive examples and illustrations of trade documents each method of payment and trade finance including export credit insurance or guarantee Export Programs Guide, 2009 **Angola Investment and Business Guide Volume 1 Strategic Information, Opportunities, Contacts** IBP, Inc., 2017-05-19 Angola Investment and Business Guide Volume 1 Strategic and Practical Information

Strengthening Competitiveness In Bangladesh—Thematic Assessment Sanjay Kathuria, Mariem Malouche, 2016-07-25 This is volume 2 of a three volume publication on Bangladesh s trade prospects Bangladesh s ambition is to build on its very solid growth and poverty reduction achievements and accelerate growth to become a middle income country by 2021 and share prosperity more widely amongst its citizens This includes one of its greatest development challenges to provide gainful employment to the over 2 million people that will join the labor force each year over the next decade Moreover only 54 1 million of its 94 million working age people are employed Bangladesh needs to use its labor endowment even more intensively to increase growth and in turn to absorb the incoming labor The Diagnostic Trade Integration Study identifies the following actions centered around four pillars to sustain and accelerate export growth 1 breaking into new markets through a better trade logistics to reduce delivery lags as world markets become more

competitive and newer products demand shorter lead times to generate new sources of competitiveness and thereby enable market diversification and b better exploitation of regional trading opportunities in nearby growing and dynamic markets especially East and South Asia 2 breaking into new products through a more neutral and rational trade policy and taxation and bonded warehouse schemes b concerted efforts to spur domestic investment and attract foreign direct investment to contribute to export promotion and diversification including by easing the energy and land constraints and c strategic development and promotion of services trade 3 improving worker and consumer welfare by a improving skills and literacy b implementing labor and work safety guidelines and c making safety nets more effective in dealing with trade shocks and 4 building a supportive environment including a sustaining sound macroeconomic fundamentals and b strengthening the institutional capacity for strategic policy making aimed at the objective of international competitiveness to help bring focus and coherence to the government s reform efforts This second volume provides in depth analysis across seven cross cutting themes that underpin most of the findings of pillars 1 and 2 above

Exporting Laurel J. Delaney, 2016-10-19 Laurel Delaney writes in a tremendous spirit of service to entrepreneurial and small business leaders navigating the opportunities of globalization Whether leading a fresh startup a small business or an entrepreneurial growth company seeking greatness the question of whether and how to go global must be addressed Delaney shows yet again her passionate dedication to serving her readers with deeply practical guidance Jim Collins author of Good to Great and co author of Beyond Entrepreneurship Gain the knowledge you need to market sell and fulfill orders internationally taking full advantage of the Internet and the opportunities it creates This book is the bible for entrepreneurs and small business owners taking their US businesses to the next level of growth through exports Exporting empowers readers with the can do confidence to tackle the challenges and opportunities of exporting leading to greater revenues stability and profitability for your business With 70 percent of global buying power lying outside US borders exporting is not just an option for ambitious entrepreneurs it s an absolute must for building and sustaining a successful future Typically exporting first appears on the radar of small businesses as unsolicited inquiries from foreign customers on the web via your email website blog or Facebook page People outside your country want your product and they want it now The problem is that most small business owners do not know how to service these inquiries What s the best way to ship goods Do I need a license Should I sell through wholesalers in specific countries or directly to consumers How will I get paid Reflecting the rapid rate of change in national and global trade regulations and economic conditions this second edition contains extensive updates and enhancements of the first edition s data and citations actual and prospective multilateral trade agreements especially the TPP and TTIP CFR EAR and BIS rules interviews with trade and sector specialists economic trends and shocks affecting export opportunities and risks in various regions and sectors and the annotated selection of recommended exporting resource sites Exporting The Definitive Guide to Selling Abroad Profitably Lays out simple steps and tips to conduct market research find customers open new markets create an

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the United States In 2015 developing economies will account for more than half of the world's annual GDP And the largest consumer markets of the next generation can be found in emerging markets like China India and Africa With figures like these going global particularly to emerging markets can present the opportunities for which you are looking As markets in developed countries stagnate slow dwindle or reach saturation companies are looking for new horizons to sustain them in the next generation economy This is no less true for entrepreneurs and SMEs While going global has become a business imperative and entrepreneurs and SMEs look for new opportunities like larger firms questions arise around how How do we go global How do we tap into markets far away with limited resources How will going global make a difference How long should we wait before going global Going Global on a Dime answers the how of going global from both a strategic and practical approach focusing on new and existing firms considering or just starting the going global process It re wires the framework for going global so firms can navigate the course dynamically while minimizing costs managing and maximizing cash flow and return on investment streamlining processes and keeping the small firm ready to take advantage of profitable opportunities

From Hoodies to Suits Annelise Osborne, 2024-06-12 Learn how digital asset technologies can be applied to the regulated traditional finance industry for improved performance and returns In From Hoodies to Suits Innovating Digital Assets for Traditional Finance leading finance innovator Annelise Osborne bridges the gap between the hoodies who invented the technology behind digital assets and the suits who run traditional financial markets in an entertaining and insightful guide for implementing digital assets in an institutional environment You ll discover the possibilities unlocked by new technological advancements including alternative investments new marketplaces interoperability between counterparties and even improved forms of diversification You ll also find Discussions of why the adoption of digital assets is so critical for the future of finance and the ways the industry's largest players are implementing its technologies and concepts now Explorations of what we can learn from some of the crypto industry's most infamous and well known wins and losses including the collapse of FTX Strategies for implementing institutional digital assets to realize opportunities in private markets funds debt repo alternative assets and back office transactions in this evolving and dynamic financial environment A fascinating new take on the future of finance From Hoodies to Suits is a must read guide for aspiring and practicing finance professionals technology developers fintech participants and anyone else with an interest in the intersection of finance and technology

OECD Trade Policy Studies Trade and Economic Effects of Responses to the Economic Crisis OECD, 2010-08-26 This report shows that the dramatic collapse in world trade in 2009 was not due to protectionist measures and makes suggestions regarding exit strategies from measures dealing with the crisis

Essentials of Exporting and Importing Harvey Shoemack, Patricia Mink Rath, 2014-08-21 Essentials of Exporting and Importing provides the merchandising marketing or business student a practical basic guide for importing and exporting products services or technology in a global economy This fashion industry focused text will help readers learn what is necessary to carefully and

thoroughly analyze a company's internal and external resources in order to grow and generate profits in a global marketplace Fully updated with information on recent changes in U S export import trade policies and procedures current trade trends and key trade relationships this edition discusses how to identify and enter emerging markets and covers how global trade issues such as cultural political and economic climates affect the textile and apparel industry New to this Edition New chapter opening vignettes provide real life examples from the fashion industry Brief case studies of companies and entrepreneurs highlight chapter content in practice Examples include Hall Madden Providing Customers with Bespoke Shirts at Department Store Prices Ch 2 Basics of Exporting Health and Beauty Aids for Africa Ch 4 and Patagonia's Support of Growth and Sustainability Ch 9 New Chapter 10 provides four longer case studies relevant to exporting and importing

A Basic Guide to Exporting Jason Katzman,2011-03-09 Here is practical advice for anyone who wants to build their business by selling overseas The International Trade Administration covers key topics such as marketing legal issues customs and more With real life examples and a full index A Basic Guide to Exporting provides expert advice and practical solutions to meet all of your exporting needs

Mastering Import and Export Management Thomas Cook,Kelly Raia,2017-08-17 Look beyond the borders and unlock your company's potential from the East Coast to the West Coast from the Deep South to the Great Lakes According to the US Department of Commerce more than 1.6 trillion in goods are exported annually to dozens of countries while nearly 2.4 trillion are imported What could your company's share in that be Filled with step by step instructions cost effective strategies and ready to use forms this book walks you through every key area of this lucrative expansion opportunity for your business from handling logistics to building a global team to complying with post 9/11 security measures to clearly documenting shipments using Incoterms In Mastering Import Export Management you will also find Strategies for reducing risk and spend in global supply chains New documentation operations and procedures Trade compliance SOPs Guidance on managing transportation service providers E commerce in international trade Completely updated this all encompassing self directed guide simplifies all the latest regulations and gathers together the best practices in the evolving field of import export You will have all the knowledge and tools required to overcome any challenge and expand their business into lucrative new frontiers

Trade and Trade Finance in the 2008-09 Financial Crisis Mr.Thomas William Dorsey,Mika Saito,Mrs.Armine Khachatryan,Ms.Irena Asmundson,Ioana Niculcea,2011-01-01 Global merchandise trade sharply declined in late 2008 and early 2009 and some press and financial market reports assigned a large role for the decline to trade finance However the available evidence suggests that shocks to trade finance were not the major factor in the decline in trade Surveys of commercial banks by the IMF and others found that while bank intermediated trade finance fell in value during the crisis it fell by less than merchandise trade As a result the share of world trade supported by bank intermediated trade finance increased despite higher pricing margins Other explanations appear to account for the bulk of the reduction in international trade

A Guide to Financing Mechanisms in International Business Transactions Sang Man

Kim,2019-09-04 This book outlines features of international business transactions and discusses their various associated risks For the successful completion of an international business transaction depending on its terms both parties need access to funds This text deals with financing mechanisms mainly in the international sale of goods and in overseas construction projects Concerning financing international sale of goods it discusses export working capital financing documentary credit negotiation of bills of exchange export factoring and international forfaiting Concerning financing an overseas construction project this book discusses supplier and buyer credit project finance syndicated loans and independent guarantees or standby letters of credit The book also covers export credit insurance or export credit guarantee which is very useful for the facilitation of financing in the international sale of goods and in overseas construction projects

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