Import business:   
inquiry, offer, counter-offer, acceptance (market research/finding and investigating upstream and downstream customers) → contract signing (determining transaction method and payment method) → opening letter of credit → purchasing insurance, chartering a ship → import inspection and customs declaration → import payment (bank review and payment).   
  
Export business:   
inquiry, offer, counter-offer, acceptance → contract signing → stock preparation, inspection → certificate review → container/cabin booking → export customs clearance (customs declaration) → export collection (bank delivery and settlement) → export tax rebate.   
  
Several important points of knowledge that must be understood when engaging in international trade:   
1. Subject matter of international trade:   
Commodity name (Commodity)   
Commodity details (quality, quantity, specifications, etc.)   
  
2. The most commonly used international trade terms (price terms):   
CFR (Cost and Freight) Cost and freight (main freight paid)   
Delivery place: Delivery on board the ship at the port of shipment   
Transportation method: Ocean shipping, inland waterway transportation   
Risk transfer point: Ship's side at the port of shipment   
  
CIF (Cost, Insurance and Freight) Cost, insurance and freight (main freight paid)   
Delivery place: Ship's side at the port of shipment   
Transportation method: Ocean shipping, inland waterway transportation   
Risk transfer point: Ship's side at the port of shipment   
  
FOB (Free on Board) Free on board (mainly freight unpaid, more commonly used in imports)   
Delivery place: On board the ship at the port of   
shipment Transportation mode: Ocean, inland waterway   
Risk transfer boundary point: Ship's side at the port of shipment   
  
3. International trade transportation mode:   
Ocean, railway, international air transport, road/inland waterway/postal and pipeline transport, container transport, international multimodal transport   
  
Bulk commodities are mainly transported by ocean and container.   
  
Ocean transport: partial shipment, transshipment, loading port, discharge port   
  
Liner transport:   
Four fixed: route, port, ship schedule, freight fixed   
The ship is responsible for loading and unloading, and the loading and unloading fees are included in the freight.   
The rights, obligations and liability exemptions of both parties are based on the terms of the bill of lading issued by the ship.   
The variety and quantity of goods carried by liner ships are relatively flexible, and the quality of freight is relatively guaranteed.   
Liner freight consists of basic freight and surcharges. (HTC, refrigeration fee, container fee, etc.)   
  
Shipping by chartering/Charter TransportThe   
charterer leases a ship from the shipowner for the transportation of goods, also known as irregular chartering.   
There is no fixed route, loading and unloading ports, shipping schedules, freight rates, rent and loading and unloading costs, which can be temporarily determined according to the various needs of the cargo owner and various factors in the chartering field.   
Compared with liner shipping, charter freight rates are generally lower. It is suitable for the transportation of bulk low-priced goods such as grain, minerals, coal, fertilizers, cement, etc.   
There are generally voyage charter,   
                        time charter, and   
                        bareboat charter.   
  
4. Insurance types and terms:   
Free from Putricular Average: The original meaning in English is no compensation for single average loss. Single average refers to the loss or damage of the ship or cargo directly caused by the risk within the insurance scope suffered by the subject matter of insurance during the sea transportation.   
  
WPA = FPA + partial losses caused by natural disasters   
  
All Risks = WPA + all or part of the losses caused by general external reasons.   
Scope of liability: All Risks > WPA >   
  FPA    Type of liability  
  FPA is the smallest. It is responsible for compensating for all losses caused by natural disasters and all or part of the losses caused by accidents, but generally not for partial losses caused by natural disasters. WPA is in the middle.   
  The insurance company is responsible for compensating for all or part of the losses caused by natural disasters and accidents.     
  All Risks Maximum In addition to the scope of liability of FPA and WPA, it also includes all or part of the loss of the insured goods during transportation due to general external reasons, such as theft, hook damage, collision damage, moisture, heat, fresh water rain, short quantity, package rupture and non-delivery, etc. All Risks     
        = FPA + WPA + general additional insurance   
  
  
5. International trade financing and settlement methods:   
          5.1 Remittance → Commercial Credit:   
          M/T (Mail Transfer) Mail Transfer Low cost Slow speed Less used   
          T/T (Telegraphic Transfer) Telegraphic Transfer High cost Fast speed Widely used   
          D/D (Remittance by Banker's Demand Draft, D/D) Bill of Exchange A remittance method using bank draft at sight as payment tool.   
Mainly used for prepayment of goods, payment with order and credit sales. Banks only provide services and do not provide credit guarantees.            5.2 Collection → Commercial credit            D/P documents           against Payment / The seller's delivery of documents is subject to the importer's payment. The exporter's delivery of documents is subject to the importer's  acceptance of the bill of exchange, that is, the importer can collect the shipping documents from the bank after accepting the bill of exchange, and then go to the bank to pay on the due date of the bill of exchange.            5.3 Letter of Credit → Bank credit is  the most important settlement method in international trade. It is divided into bill of exchange and documentary credit.   
             
  
  
  
  
  
  
Documentary credit business process: application for opening, opening, notifying bank notifying beneficiary, presentation of documents for negotiation, claiming for documents, applicant paying for documents, etc.   
Transferable L/C/Untransferable L/C   
Sight payment L/C/Deferred payment L/C   
  
  
6. Documents involved in international trade mainly include three categories:   
the first category, financial documents, letters of credit, bills of exchange, checks and promissory notes;   
the second category, commercial documents, packing lists, invoices, bills of lading, insurance policies;   
the third category, government-controlled documents, licenses, certificates of origin, commodity inspection certificates, etc.   
Contract, Packing list, Commercial invoice, Letter of Credit (LC), Bill of Lading, Certificate of Original, Certificate of Health, Certificate of quality, Certificate of weight/quantity, etc. △ Bill of Lading: 1.1 It  is a receipt for goods, indicating that the carrier has received the goods according to the contents listed in the bill   
of lading  ; 1.2 It is the proof of the transport contract, which clarifies the rights and obligations, responsibilities and exemptions between the carrier and the shipper, and is the main basis for handling disputes between the two parties regarding ocean transportation;  1.3 It is a certificate of property rights, which can be used to withdraw goods, transfer, and pledge.  Classification of bills of lading:  2.1 Based on whether there are any bad comments on the appearance of the goods on the bill of lading:  Clean B/L  Unclean B/L  2.2 Based on whether the goods are loaded:  On Board B/L  Received for Shipment B/L Unsafe, generally not accepted under letters of credit.  2.3 Based on different consignees or whether it is transferable:  Straight B/L, the consignee must hold the bill to pick up the goods, generally not transferable.  Blank B/L, anyone can hold the bill to pick up the goods, and it can be transferred without endorsement, which is unsafe.  Oreder B/L, the consignee column has To Order/To Order of, which is more convenient and safe.  2.4 According to the mode of transport:  Direct B/L,  Transshipment B/L,  Through B/L  2.5 According to the freight payment method:  Freight Prepaid/Freight Paid B/L, mainly used in trade terms such as CIF\CFR\CIP\CPT where the seller pays the freight.  Freight to be Collected B/L, Freight to Collect, Freight Payable at Destination, mostly used in FOB/FCA trade terms.  2.6 According to the effectiveness of use  Original B/L, must indicate  the word Original Copy B/L, generally indicate copy or Non negotiable  7. Classification of import and export commodities, commodity inspection HS code query, commodity inspection application procedures, issuance of various certificates  8. Import and export  taxes and fees Customs tax  collection at the import stage  Ship tonnage tax  9. Arbitration