



UNIVERSAL EXCHANGE HUB

HERBS & SPICES



CATALOGUE



01 Process

Our process begins at the source and ends with on spec quality

02 Quality

We ensure premium and export quality merchandise

03 Price

We guarantee the most competitive price

04 Shipment

We assure prompt shipment



Meet Our Team



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“ Do not hesitate to contact ~~whoever~~ we will provide information and the best deals, our team is ready to cooperate with you. Coming together is a beginning. Keeping together is progress. Working together is success.

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Parungkuda, Kabupaten
Sukabumi, Provinsi Jawa Barat.



Our Advantages



Natural

Our products are natural, without chemicals or other preservatives



Healthy Food

Our spices are tightly controlled , safe and healthy for consumption



New Crop

Our products are obtained directly from farmers from the latest crop



Quality Control

We always carry out quality control directly to get results according to consumer demand.

Advantages Of Spices & Herbs

Eating With A Conscience



C loves



Turmeric
C urcuma



Pepper



Ginger



Cassia
C innamom



Betel
Nuts



Nutmeg &
Mace



Other
Spice
s



Uses of Spices



SEASONING.

Spices since thousands of years ago have been used as a seasoning for cooking.



FOOD INDUSTRY

Used as a flavoring, coloring and, especially, natural preservative properties in foods and beverages industry



PHARMACEUTICAL

Currently spices and herbs have been used in the pharmaceutical industry, as well as being used in traditional medicine for thousands of years.



COSMETICS & PERFUMES.

The cosmetics industry uses spices for skin health and is also used in the perfume industry.



AWESOME

Indonesia is an agricultural country known as the "mother of spices" which has been recognized by the whole world for the quality of Indonesian spices. Many Indonesian spices dominate the world market because of their excellence and taste, since the past until now Indonesian spices have remained the belle of the world, while the spices and herbs of Indonesia that are in great demand are nutmeg, mace, clove, cinnamon (cassia cinnamon / korintje cinnamon) , black pepper, white pepper, ginger, cardamom, turmeric, long pepper, cubeb berries, galangal, curcuma, vanilla and much more. Indonesian spices and herbs can be obtained from almost all regions, with the superiority of tropical climate and fertile soil that makes Indonesia a leader in world spice trade. "Awesome"



Cloves



Who does not know clove (*syzigium aromaticum*), which is one of the ingredients for cooking and can be used as an herbal ingredient and a mixture of tobacco sauce. The nature of cloves can nourish and warm the body. This plant grows in many parts of Sulawesi, Sumatra, Java, Bali and Maluku.



Specification

Name Origin
Color Foreign
Matter Dusts &
Stems Matter
Moisture Stems
Headless
Packing
Minimum
Order

Clove
Indonesia
Brown Reddish
Approx. 0.5%
Approx. 1%
12% max (HPS)
2%-3% max (HPS)
10 kg Net Cartons
1x20 FCL (10 MT)





Cloves Stem



Clove stems are the stems of the bud flower of the clove tree which is botanically known as (*syzigium aromaticum*). Clove Stems are collected from the Clove plantations spread throughout the island of Indonesia, that provides the ideal warm tropical climate for the growth of *syzigium aromaticum* tree.

Specification

Name	Clove Stem
Origin	Indonesia
Color	Brown
Moisture	10%-12%
Foreign Matter	Approx. 2%-3%
Packing	40 Kg PP bags
Minimum Order	1×20 FCL (10 MT)





Nutmeg & Mace



Nutmeg is a spice made from the seed of the nutmeg tree (*Myristica fragrant*), a native Indonesian evergreen tree that is the source of two popular spices: nutmeg and mace. Nutmeg is the inner seed, while mace is the red, lace-like substance that covers the seed. Nutmeg is a quintessential autumn spice, frequently found in fall desserts and beverages. Nutmeg and mace have similar taste qualities, nutmeg having a slightly sweeter and mace a more delicate flavor.

Specification

Name

Nutmeg ABCD Grade

Origin

Indonesia

Quality

ABCD (Without Afla Guarantee)

Moisture

10%-11%

Packing

50 kg Net Weight Jute/PP Bags

Minimum Order

1x20 FCL (15 MT)





Nutmeg & Mace

**Specification**

Name	Nutmeg ABCD Grade With Shell
Origin	Indonesia
Quality	ABCD (Without Afla Guarantee)
Moisture	10%-11%
Packing	50 kg Net Weight Jute/PP Bags
Minimum Order	1×20FCL(15 MT)

**Specification**

Name	Mace
Origin	Indonesia
Quality	Hand Picked Sorted-HPS
Moisture	12-14 %(Max.)
Foreign Matter	Approx.0.5-1.5% (HPS)
Loading	1X20FCL(6 MT)
Packing	25 kgNet PPBags or50 kg Net jute bags

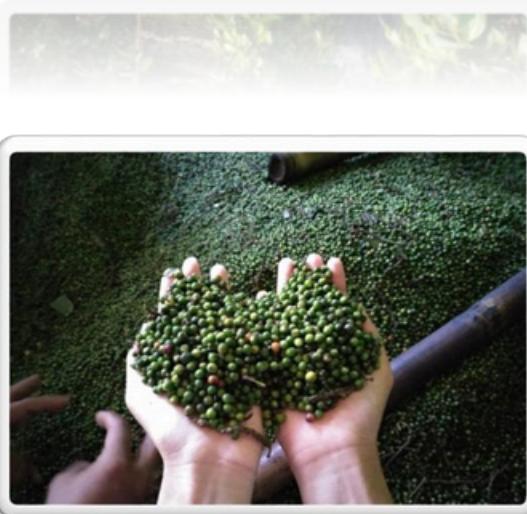


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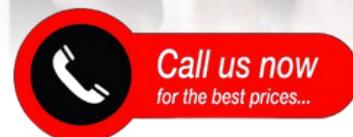
Black/White Pepper



Black pepper (*piper nigrum*) is a flowering vine in the family Piperaceae, cultivated for its fruit, which is usually dried and used as a spice and seasoning, known as a peppercorn. Widely used as a spice around the world, pepper also has a limited usage in medicine as a carminative (to relieve flatulence) and as a stimulant of gastric secretions.

Specification (FAQ, ASTA)

Name	Black Pepper	Indonesia
Origin	500g/l, 550g/l, 570g/l	14% Max 4%
Density	8%	2% 3.29% min
Moisture	50kg Net Weight Jute/PP Bags	20"/(12-14MT depending on Density)
Light Berries		
Ash		
Foreign Matter		
Piperine		
Packing		
Minimum Order		



Black/White Pepper



White pepper comes from the same plant as black pepper (*piper nigrum*). For the production of white pepper, it requires several advanced processes compared to the process of making black pepper. Unlike black pepper, white pepper requires seeds that are completely ripe as the basic ingredients. Then the retting process will be carried out or soaking in water for several days until the flesh of the fruit becomes soft, easy to decompose and leaves only clean seeds.

Specification

Name	White Pepper
Origin	Indonesia
Density	600-620 g/l, 680g/l, Single Washed
Moisture	14% Max
Foreign Matter	Below 1%
Packing	50 kg Net Weight Jute/PP Bags
Minimum Order	20"/ (15-16 MT depending on Density)





Cassia Cinnamon



A Cut



AA Cut



The Indonesian cassia is of the cinnamomum burmannii blum species. The botanical term is "cassia vera". Cinnamon (Cinnamomum Burmani) is a type of tree that produces spices. Included in the types of spices that are very flavorful, sweet, and spicy. 85% of the cinnamon in today's world market originates from Indonesia. Most of it grows in the island of Sumatra.

Specification A Cut (single coil) & AA Cut (double coil)

Name	Cassia Stick
Origin	Sumatra Indonesia
Size	6 cm, 7 cm, 8 cm, 12 cm and 25 cm
VolatileOil	Approx.2.0-2.25%
Moisture	Approx.14%
Color	Brownish Yellow
Packing	20 X 1 kg Plastic Packets in 20 kg Cartons
Minimum Order	40"/25 MT Approx.





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Specification Broken KABC& Broken KBBC

Name	Cassia Broken
Origin	Sumatra Indonesia
Volatile Oil	Approx.2.3-2.5 % (KABC); 1.2-1.5 % (KBBC)
Moisture	Approx.14%
Color	BrownishYellow
Packing	50 kgNet PPBags
Minimum Order	40"/25 MTApprox.





Betel Nuts



Betel nut tree



Whole



Split 90/95



Split 80/85

Betel nuts (areca nut) is the seed of the areca palm (Areca catechu), which grows in much of the tropical Pacific (Melanesia and Micronesia), Southeast and South Asia, and parts of east Africa. The biggest source of betel nuts in Indonesia is in Sumatra, where the betel nuts of Sumatra have the best quality. Betel nut are mostly used for chewing, animal feed or for medicinal and coloring purposes. In Indonesia, BetelNuts are harvested yearround.

Specification

Name	BetelNuts
Origin	Indonesia
Grade	Whole, Split(80/85 &90/95)
Moisture	5%Max
Insect	Nil
Fungus	Nil
Packing	50 kg Net Weight Jute/PP Bags
Minimum Order	20"/18 MT Approx.





Ginger



Ginger (*Zingiber Officinale*), is a rhizome plant that is very popular as a spice and medicinal ingredient. Rhizome-shaped fingers are swelling in the middle sections. The spicy dominant taste is caused by a ketone compound called zingeron. Ginger belongs to the Zingiberaceae tribe. The harvest period for old ginger in Indonesia takes place from May to December, while in other months is low season for ginger production in Indonesia.

Specification

Name	Fresh Ginger (wash or un wash)
Origin	Indonesia
Size	> 100 gram/rhizome
Color	Yellow
Planted	Over 8 Month
Packing	25 kg NW Woven Bags; 10 Kg NW Carton
Minimum Order	40" Reefers Container / 25 MT





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Specification Name Origin Moisture Total Ash Soluble Ash in Acid Insect Essential Oil Packing Minimum Order

Specification

Name
Origin
Moisture
Total Ash
Soluble Ash in Acid
Insect
Essential Oil
Packing
Minimum Order

Dried Ginger Slices

Indonesia 12%

Max 8% Max 2%

Max Negative 0.82-

1.66% 30 Kgs Nett

PP Bags 20"/10 MT

0.82-1.66%

30 Kgs Nett PP Bags

20"/10 MT





Turmeric

(Curcuma Zanthorrhiza)



Zanthorrhiza curcuma medicinal plant belonging to the Zingiberaceae tribe. He came from Indonesia, especially Java, then spread to several places in the region of Malogeographic Malesia. At present, the majority of Curcuma cultivation is in Indonesia, Malaysia, Thailand and the Philippines

Specification

Name	Dried Turmeric Slices (curcuma zanthorrhiza)
Origin	Indonesia 12%Max
Moisture	1%Max 1%Max
Ash	3%Max
Foreign Matter	50 Kgs Nett
Small Pieces	PPBags
Packing	20"/10 MT
Minimum Order	20"/10 MT



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Turmeric



(Curcuma Longa)



Turmeric is the dried root of the plant *curcuma longa*. Noted for its bright yellow color, it is related to and similar in size to ginger. Turmeric has been used in Asia for thousands of years and is a major part of Ayurvedic medicine. Growth in high volcanic soil in Java, turmeric are well growth productively and comparable with its nutrition. Turmeric is very nutritious to be used as a natural remedy.

Specification

Name
Origin
Moisture
Total Ash
Foreign Matter
SolubleAsh in Acid
Essential Oil
Insect
Packing
Minimum Order

Dried Turmeric Slices (curcuma longa)
Indonesia 12%Max
8%Max 2%Max
2.2%Max 2%Min
Negative 50 Kgs
Nett Max PPBags
20"/10 MT

Negative
50 Kgs Nett PP Bags
20"/10 MT





D A Y
B E G I N S
Coffee

Sensational Indonesian Coffee

High Quality Coffee



Coffee is a promising commodity for Indonesia. Indonesia has long been known as one of the largest coffee producers in the world. Indonesia is one of the countries ranked fourth as the largest coffee producing country in the world. Distinctive flavors that can be found in Indonesian coffee can not be found in other types of coffee. Typical coffee owned by Indonesia has spread from Sabang to Merauke. Each region also has its own unique taste.

In addition, Indonesia also has a type of coffee that is considered well known to the global region because of its taste. To find out what types of coffee, the following 8 types of Indonesian coffee worldwide:



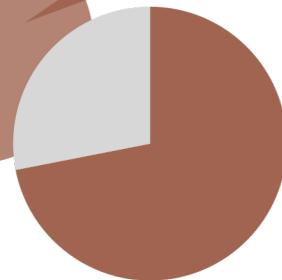


Coffee Beans



Toraja Coffee

01



The first type of Indonesian coffee worldwide is Toraja coffee. Toraja coffee is produced from the South Sulawesi region precisely in the Toraja mountains. The mountains in the Toraja area are known for their excellent and fertile land for growing coffee plants. The proof is that the two best types of coffee in the world can be produced in this area, for example, Toraja Arabica Coffee and Robusta Coffee.

The difference between the two types of coffee is found in the caffeine content produced in each type of Toraja coffee. This coffee has a high acidity taste. In addition, flavors that have unique and distinctive soil elements are the main features of Toraja coffee.



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Characteristics

100% Toraja Specialty Arabica Coffee Beans First Grade Quality
Processing Method: Semi-washed
Moisture 11-13%; Defect 0-3%

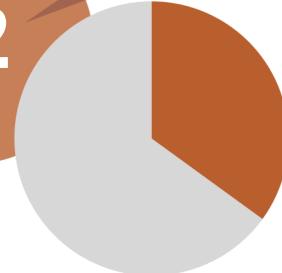
We offering Raw Arabica Toraja





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02



Kintamani Coffee



Coffee Beans

Kintamani Coffee is one type of coffee that already exists and thrives on the island of Bali. In the Kintamani area, this coffee has different characteristics than others.

Kintamani Coffee has a fresh taste texture and mixed with a distinctive acidity. That is because the system of planting coffee beans mixed with a variety of vegetables or commonly called the intercropping system.

Another uniqueness of Kintamani coffee is its orange scent. It turned out that the aroma arises because Kintamani coffee is planted side by side with citrus fruit plants. This is what makes Kintamani coffee different from other coffees.

Characteristics and Taste of Bali Kintamani Arabica Coffee

Grade: First Grade
Method : Full washed process
Aroma: Dark Chocolate, Orange, Lemon
Acidity: High
Body: High

We offering Raw Arabica Kintamani



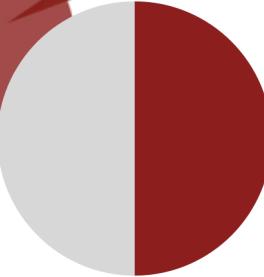


Coffee Beans



Aceh Gayo Coffee

03



Aceh is also one of the world's coffee producing cities in Indonesia. One famous coffee variant from this area is Aceh Gayo Coffee.

Coffee is produced in the highlands of Gayo. Coffee plantations in the area averaged at an altitude of 1,200 to 1,700 above the sea level.

Those who like Arabica coffee will like the taste of Aceh Gayo coffee because it has a taste like spices.

Characteristics

100% Gayo Arabica Coffee

Processing Method: Semi Wash–Varieties: Mix Varieties

Moisture 11-13%

Defect 0-3%

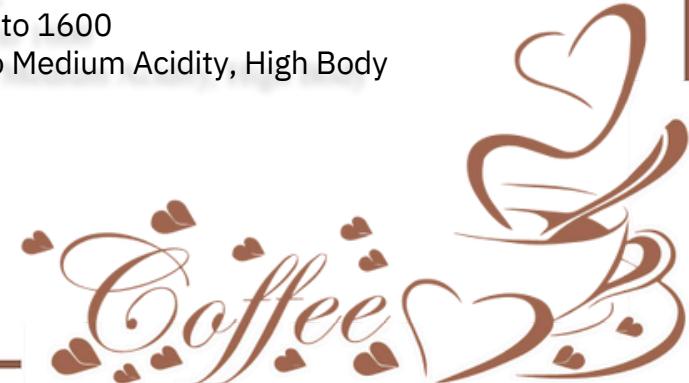
Altitude: +/-1,200 to 1600

Cupping Notes: Nutty & Aroma, Low to Medium Acidity, High Body



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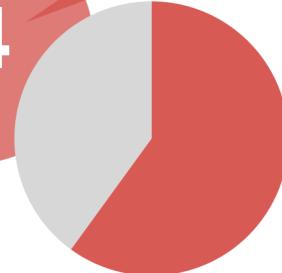
We offering Raw Arabica Aceh Gayo





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04



Lintong Coffee



Coffee Beans

Lintong Coffee is coffee originating from the northern part of North Sumatra, namely Lintong Nihuta, Humbang Hasundutan Regency, North Tapanuli. Lintong Coffee is a premium coffee that is loved in the world. This coffee is one of the three best-selling coffee in the world besides Kopi Madailing and Aceh Gayo. This coffee is processed in two ways, namely semi-washed and dry-processed. The coffee beans will give off a taste of earth and spices. Arabica Lintong coffee has a distinctive aroma of spicy, herbal, spices and nuts or chocolate. This is a unique feature of Lintong Coffee Beans, making it one of the most sought after coffees in the world.

The quality of Lintong Coffee is very well known throughout the world. In the international market, Kopi Lintong is known by names such as Sumatra Blue Lintong, Sumatra Lintong Mandheling, Blue Batak, Sumatra Bean Coffee, and many more.

100% Lintong Arabica Coffee first grade Quality
Processing Method: semi-washed
Altitude: +/- 1,366 m
Moisture 11-13%; Defect 0-3%

We offering Raw Arabica Lintong





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05

Mandailing Coffee

As the name suggests, this single origin originates from North Sumatra, precisely in Mandailing Natal Regency. The name Mandailing was taken as well as the name of the tribe in North Sumatra, the Mandahiling tribe. The coffee plantations are located in a part of the Bukit Barisan mountains.

Mandailing Natal is an Indonesian coffee producing region that has been running since the 1800s. Historically, mandailing coffee plantations originated from the Cultivation System which was launched by the Dutch East Indies government.

Another advantage of mandailing coffee is its fragrant florid aroma. This fragrant fragrance then makes it often used by several roasteries or coffee shops to make house blend.

This whole bean coffee has a good flavor, medium acidity, floral flavor with a sweet ending.

100% Mandheling Arabica whole bean Coffee with First Grade quality

Processing Method: Semi-washed

Altitude: +/-1,368

Moisture 11-13%

Defect 0-3%

We offering Raw Arabica Mandailing



Coffee Beans



Other Types of Coffee

06



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Java Preanger Arabica

Grade: Specialty Grade
Moisture 12%
Defect 5% Maximum
Aroma: Nutty, Caramel
Acidity: Medium
Body: Medium
Flavor: Spicy, Herbal, Nutty

Papua Arabica

Grade: G-1, Specialty
Process: Washed
Region: Mount. Jayawijaya
Altitude: +/-1,600 to 1900
Moisture: 12%
Varieties: Typica
Defect: < 2%
Tasting Notes: Chocolaty, Caramel, Spicy, Floral & Flowery

Sumatra Lampung Robusta

First Grade Quality
Variety : KLON BP 308, BP 436, BP 534
Altitude : 1000 –1200 m
Moisture : 13%
Process : Natural

Flores Arabica

Altitude 2000 above sea level Moisture content 12-13% Green bean defect <5%
Aroma: Nutty, Caramel Method : Full Wash
Acidity: Medium Body: Medium, Very Smooth, Clean After Taste
Flavor: Nutty, Blueberry, Chocolaty





Essential Oils, Scent Indonesia



Essential Oils



Essential oils or etherial oils, or volatile oils are one of the commodities that have potential grew up in Indonesia. Essential oils are natural extracts of the types certain plants, both derived from leaves, flowers, wood, seeds even flower pistil. There are at least 70 types of essential oils that have been traded on the international market and 40 types of them can be produced at Indonesia, 12 of which are classified as commodities export. Indonesia has an interest in essential oils today, because of this Indonesia is one of the largest producers of essential oils in the world for some commodities. The usefulness of essential oils is very much, depending on the type of plant taken by the results of the distillation. Essential oils are used as ingredients perfume, cosmetics and medicines. Essential oils too used as an ingredient in herbs and fragrances (flavor and fragrance ingredients). The commercial and perfume industries using essential oils as ingredients for making soap, toothpaste, shampoo, lotion and perfume.

The food industry uses essential oils as flavoring or flavor enhancer. The pharmaceutical industry uses it as medicine anti pain, anti infection, anti bacterial .





Patchouli Oils



Patchouli oil is one of the essential oils produced by *pogostemon cablin benth* plant, which is a leading commodity in Indonesia. As much as 90% of the world's patchouli oil needs are met by Indonesia.

This plant is commonly used by its leaves to be extracted become oil, and processed into perfume, incense ingredients, essential oil, anti bacterial and used in the cosmetics industry. In international trade, this essential oil is known as patchouli oil. The aroma of patchouli oil is known as 'heavy' and 'strong' and has for centuries been used as fragrances (perfumes) and incense ingredients.

Specification

Name	PatchouliOils Indonesia
Origin	Light Yellow to Brownish
Color	
Specific gravity 25oC	
Acid value	0.950- 0.975
Estervalue	5.0Max.
PatchouliAlcoholContent	10.0Max.
Solubilityin90%Ethanol(v/v)	30%Min.
Mineraloil	Max 1 : 10 Clear
Fattyoil	Negative
Packing	Negative
Minimum Order	200 Kg NW Metal Drum/Plastic Drum 200Kg





Clove Stem Oils



Clove oil can be produced through distillation from the leaf (clove leaf oil), from the stem (clove stem oil) and from the flower (clove bud oil). The main centers are in the regions of Central Java, West Java, Sulawesi, Bali and Nusa Tenggara. Compounds in clove oil that are needed are Eugenol which has antiseptic and anesthetic properties. Moreover, clove oil also has very useful ingredients in medicine including, as an antibacterial, antimicrobial, and also as aromatherapy. In addition, this clove oil has quite a variety of uses, not only for health, but also for cosmetics, food and beverage, perfume, pharmaceutical

Specification

Name
Origin
Color
Specific Gravity 25oC
Eugenol Content
Solubility in 70%Ethanol
Mineral Oil
Fatty Oil
Packing
Minimum Order

CloveStem Oils Indonesia Brown To Dark Brown 1.048- 1.056 85.0%Min 1:2 Clear; Further Clear Negative Negative
200 Kg NW Metal Drum/Plastic Drum
200Kg
200 Kg NW Metal Drum/Plastic Drum
200 Kg





Clove Leaf Oils



Clove oil can be produced through distillation from the leaf (clove leaf oil), from the stem (clove stem oil) and from the flower (clove bud oil). The main centers are in the regions of Central Java, West Java, Sulawesi, Bali and Nusa Tenggara. Compounds in clove oil that are needed are Eugenol which has antiseptic and anesthetic properties. Moreover, clove oil also has very useful ingredients in medicine including, as an antibacterial, antimicrobial, and also as aromatherapy. In addition, this clove oil has quite a variety of uses, not only for health, but also for cosmetics, food and beverage, perfume, pharmaceutical

Specification

Name	
Origin	
Color	
Specific Gravity	25oC
Eugenol Content+ (GLC)	
Solubility in 70% Ethanol	
Mineral Oil	
Fatty Oil	
Packing	
Minimum Order	
Solubility in 70% Ethanol	
Mineral Oil	
Fatty Oil	
Packing	
Minimum Order	

Clove Leaf Oils Indonesia Type 1 : Colorless To Yellow Oily Liquid Type 2 : Colorless To Brown To Dark Brown 1.036- 1.046 75.0% Min 1: 2 Clear; Further Clear Negative Negative 200 Kg NW Metal Drum/Plastic Drum 200Kg or; Further Clear Negative Negative 200 Kg NW Metal Drum/Plastic Drum 200 Kg





Citronella Oil



Citronella Cymbopogon Winterianus

Jowitt, and is also known as Citronella grass. Citronella has a warm, fresh aroma and a hint of lemon. Citronella is extracted through steam distillation, from the Citronella grass section. Citronella oil has been used for centuries in several countries such as China, Indonesia and Sri Lanka to reduce rashes, inflammation, infections, pain and other health conditions. Citronella can be used as a natural fragrance, insect repellent, beauty products and household products.



Specification

Name	Citronella Oil
Origin	Indonesia
Color	Pale yellow to dark yellow
Specific Gravity (200oC)	0.880 - 0.922
Solubility in 80 % Ethanol (v/v)	Max 1 : 2 Clear
Citronellal	Min. 35.0(GC Method)
Geraniol	Min. 85.0% (Wet Method)
Packing	180 Kg NW Metal Drum/Plastic Drum
Minimum Order	180Kg





Vetiver Oil



Fragrant root plants (*Vetiveria zizanioides*) belong to the family Gramineae, thick bush, single-branched roots and pale yellow or gray to dark red. Fragrant root is famous for its distinctive aroma. No wonder, if the fragrant root is often used as perfume, air freshener, to body care. More than that, fragrant roots also have a myriad of health benefits. The aromatic effect of this oil can be soothing and can reduce emotions of anger, hysteria and reduce anxiety.

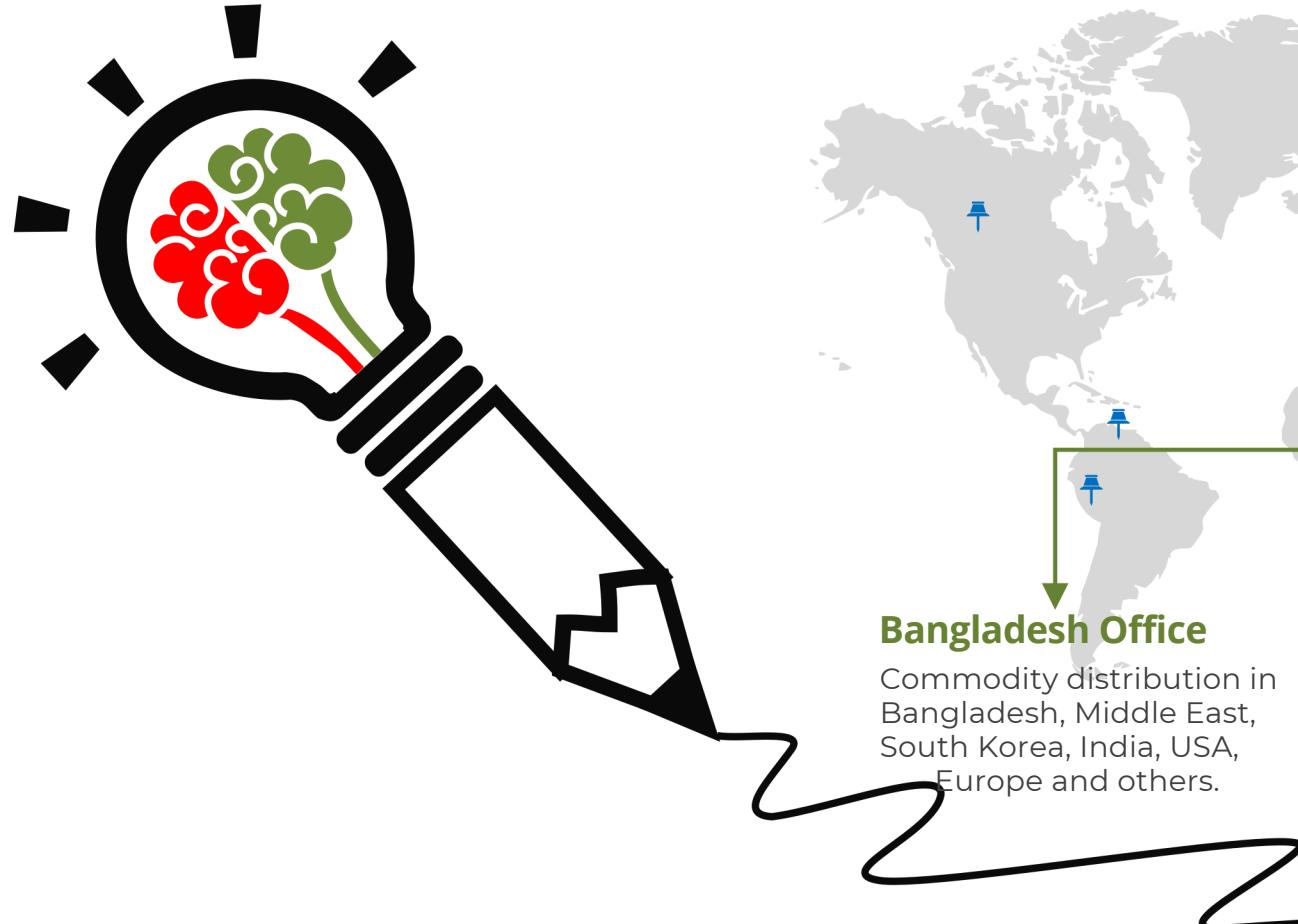
Specification

Name	Vetiver Oil
Origin	Indonesia
Color	Brown to Dark Brown
Specific Gravity (20oC)	0.978 - 1.038
Solubility in 95 % Ethanol (v/v)	1 : 1 Clear
Assay (vetiverol total content)	Min. 50.0% (Wet method)
Packing	200 KgNWMetal Drum/Plastic Drum
Minimum Order	100Kg





Glossary Export-Import





Glossary Export-Import

Trade Terms

A glossary of trade terms used in exporting. This article is part of "A Basic Guide to Exporting"

Advance Payment See: Cash in Advance.

Air Waybill

Bill of lading that covers both domestic and international flights transporting goods to a specified destination. It is a non-negotiable instrument of air transport that serves as a receipt for the shipper, indicating that the carrier has accepted the goods listed therein, and obligates the carrier to carry the consignment to the airport of destination according to specified conditions.

Antidiversion Clause

To help ensure that U.S. exports go only to legally authorized destinations, the U.S. government generally requires a Destination Control Statement (DCS) on shipping

documents. The DCS must be entered for items subject to the EAR, except for items designated EAR99 or that are eligible for certain license exceptions.

Antidumping Duty

Special duty imposed to offset the price effect of dumping that has been determined to be materially harmful to domestic producers. (See also dumping.)

Arbitration

Process of resolving a dispute or a grievance outside of the court system by presenting it to an impartial third party or panel for a decision that may or

may not

Bill of Lading Contract between the owner of the goods and the carrier. For vessels, there are two types: a straight bill of lading, which is not negotiable, and a negotiable, or shipper's orders, bill of lading. The latter can be bought, sold, or traded while the goods are in transit.

Carnet

Standardized international customs document known as an ATA (admission temporaries or temp or temporary admission) carnet that is used to obtain duty-free

temporary admission of certain goods into the countries that are signatories to the ATA Convention. Under the ATA Convention, commercial and professional travelers may take commercial samples; tools of the trade; advertising material; or cinematographic, audiovisual, medical, scientific, or other professional equipment into member countries temporarily without paying customs duties and taxes or posting a bond at the border of each country to be visited.

Carriage Paid To (CPT)

Carriage paid to a named destination. This term is used in place of CFR and CIF as all modes of transportation, including inland. Cash in Advance (advance payment) Payment from a foreign customer to a U.S. exporter prior to actually receiving the exporter's products. It is the least risky form of payment from the exporter's perspective.



Glossary Export-Import

Central America and Dominican Republic Free Trade Agreement (CAFTA-DR)
One of a series of free trade agreements involving the U.S. and other countries. Benefits include duty-free or reduced-duty access, better overall market access, treatment equal to local companies, and intellectual property protection.

Certificate of Conformity

Signed statement from a manufacturer attesting that a product meets certain technical standards.

Certificate of Free Sale

Signed statement from the producer or exporter attesting that a product has been commercially sold within the country of origin.

Certificate of Origin (COO)

Signed statement required in certain nations attesting to the origin of the item. Certificates of origin are usually validated by a semi-official organization, such as a local chamber of commerce. A North American Free Trade Agreement

(NAFTA) certificate of origin is required for products traded among the NAFTA countries (Canada, Mexico, and the United States) when duty preference is claimed for NAFTA qualified goods.

Commercial Invoice

Document prepared by the exporter or freight forwarder and required by the buyer to prove ownership and to arrange for payment to the exporter. It should provide basic information about the transaction, including a description of goods, the address of the shipper and seller, and the delivery and payment terms. In most

Confirming House

Company based in a foreign country that acts as a foreign buyer's agent and places confirmed orders with U.S. exporters. The confirming house guarantees payment to the exporters.

Consignment

Delivery of merchandise to the buyer or distributor, whereby the latter agrees to sell it and only then pay the U.S. exporter. The seller retains ownership of the goods until they are sold but also carries all of the financial burden and risk.

Consular Invoice

Document required in some countries that describes the shipment
shows information such as the consignor, consignee, and value of the shipment.

Certified by the consular official of the foreign country stationed in the United States, it is used by the country's customs officials to verify the value, quantity, and nature of the shipment.

Contract

Written or oral agreement that is legally enforceable. Copyright Protection granted to the authors and creators of literary, artistic, dramatic, and musical works, sound recordings, and certain other intellectual works. A computer program, for example, is considered a literary work in the United States and some other countries.

Cost and Freight (CFR)

Cost and freight to a named overseas port.

Cost, Insurance, and Freight (CIF)

Cost, insurance, and freight to a named overseas port. The seller quotes a price for the goods shipped by ocean (including insurance), all transportation costs, and miscellaneous charges to the point of debarkation from the vessel.



Glossary Export-Import

Countertrade General expression meaning the sale or barter of goods on a reciprocal basis. There may also be multilateral transactions involved.

Countervailing Duties Additional duties imposed by an importing country to offset government subsidies in an exporting country when the subsidized imports provide a measurable benefit to a specific enterprise or industry and cause material injury to domestic industry in the importing country.

Customs-Bonded Warehouse

Building or other secured area in which dutiable goods may be stored, may be manipulated, or may undergo manufacturing operations without payment of duty.

Customs Declaration

Document that traditionally accompanies exported goods bearing such information as the nature of the goods, their value, the consignee, and their ultimate destination. Required for statistical purposes, it accompanies all controlled goods being exported under the appropriate permit.

Customs Invoice

Document used to clear goods through customs in the importing country by providing evidence of the value of goods. In some cases, the commercial invoice may be used for this purpose.

Date Draft

Document used when the exporter extends credit to the buyer. It specifies a date on which payment is due, rather than a time period as with the time draft.

Destination Control

Statement (DCS) enquired for all exports from the United States of items on the Commerce Control List that are not classified as EAR99. The statement is added to the commercial invoice.

Direct Exporting

Sale by an exporter directly to an importer located in another country.

Distributor

A merchant in the foreign country who purchases goods from the U.S. exporter (often at a discount) and resells them for a profit. The foreign distributor generally

provides support and service for the product, relieving the U.S. exporter of responsibilities.

Dock Receipt

Receipt issued by an ocean carrier to acknowledge receipt of a shipment at the ~~the~~ ~~Documentary Letter of Credit/Documentary Carrier's dock or warehouse facilities~~.

Draft Document used to protect the interests of both buyer and seller. A letter of credit requires that payment be made on the basis of the presentation of documents to a lender conveying the title and indicating that specific steps have been taken. Letters of credit and drafts may be paid immediately or at a later date. Drafts that are paid on presentation are called sight drafts. Drafts that are to be paid at a later date, often after the buyer receives the goods, are called time drafts or dated drafts.

Dumping

~~Sale of an imported commodity at a price lower than its normal value.~~
Sale of an imported commodity at a price lower than its normal value ("normal value") on the same level of trade, and in the ordinary course of trade. Dumping is considered an actionable trade practice when it disrupts markets and injures producers of competitive products in the importing country. Article VI of the General Agreement on Tariffs and Trade (World Trade Organization) permits the imposition of special antidumping duties on goods equal to the difference between the export price and their normal value.

E-Commerce

Buying and selling over the Internet.



Glossary Export-Import

Electronic Export Information (EEI), formerly known as Shipper's Export Declaration Document used to control exports and act as a source document for official U.S. export statistics. EEI is required for shipments when the value of the commodities, classified under any single Schedule B number, is more than \$2,500. EEI must be prepared and submitted, regardless of value, for all shipments requiring an export license or destined for countries restricted by the Export Administration Regulations.

Export-Import Bank of the United States (Ex-Im Bank)

U.S. government organization that provides export finance products to U.S. exporters and foreign buyers of U.S. products.

Export License Government document that authorizes the export of specific items (including technology), in specific quantities, to a specific destination. May be required for most or all exports to some countries, or for other countries only under special circumstances.

Export Management Company (EMC)

Company that performs the functions that would be typically performed by the export department or the international sales department of manufacturers and suppliers. EMCs develop personalized services promoting their clients' products to international buyers and distributors. They solicit and transact business in the names of the producers they represent or in their own name for a commission, salary, or retainer plus commission. EMCs usually specialize either by product or by foreign market. Because of their specialization, the best EMCs know their products and the markets they serve very well and usually have well-established networks of foreign distributors already in place. This immediate access to foreign markets is one of the principal reasons for using an EMC, because establishing a productive relationship with a foreign representative may be a costly and lengthy process.

Ex Works (EXW)

The buyer is responsible for all export procedures, including vehicle loading, transportation, and costs arising after collection of the goods.

Foreign Agricultural Service (FAS) A U.S. Department of Agriculture bureau with programs related to market development, international trade agreements and negotiations, and the collection of statistics and market information. It also administers the USDA's export credit guarantee and food aid programs, and helps increase income and food availability in developing nations.

Foreign Corrupt Practices Act (FCPA)

Act making it unlawful to offer, give, promise to give, or pay, or promise to pay money or anything of value to any foreign official for the purpose of obtaining or retaining business. It is also unlawful to make a payment to any person while knowing that all or a portion of the payment will be offered, given, or promised, directly or indirectly, to any foreign official for the purposes of assisting the company in obtaining or retaining business. "Knowing" includes the concepts of "conscious disregard" and "willful blindness." The FCPA also covers foreign persons or companies that commit acts in furtherance of such bribery in the territory of the United States. U.S. persons or companies or covered foreign persons or companies, should consult an attorney when confronted with FCPA issues.

Foreign-Trade Zones (FTZ)

Domestic U.S. sites that are considered outside U.S. customs territory and are available for activities that might otherwise be carried on overseas for customs reasons. For export operations, the zones provide accelerated export status for purposes of excise tax rebates. For re-export activities, no customs duties, federal excise taxes, or state or local ad valorem taxes are charged on foreign goods moved into zones unless and until the goods or products made from them are moved into customs territory. Thus, the use of zones can be profitable for operations involving foreign dutiable materials and components being assembled or produced in the United States for re-export.



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Free Alongside Ship (FAS) A seller's price for the goods, including the charge for delivery of the goods alongside at the named port of export. The seller handles the cost of wharfage, while the buyer is accountable for the costs of loading, ocean transportation, and insurance. It is the seller's responsibility to clear the goods for export.

FreeIn

Pricing term that indicates that the charterer of a vessel is responsible for the cost of loading goods onto the vessel.

Free In and Out Pricing term that indicates that the charterer of the vessel is responsible for the cost of loading and unloading goods from the vessel.

Free on Board (FOB)

An international commercial term (Incoterm) that means free on board and is used in international sales contracts. In an FOB contract, a buyer and a seller agree on a

designated FOB point. The seller assumes the cost of having goods packed and ready for shipment from the FOB point, whether it is the seller's own place of business or some intermediate point. The buyer assumes the costs and risks from the FOB point, including inland transportation costs and risks in the exporting country, as well as all subsequent transportation costs, including the costs of loading the merchandise on a vessel. If the contract stipulates "FOB vessel," the seller bears all transportation costs to the vessel named by the buyer, as well as the costs of loading the goods on that vessel. The same principle applies to the abbreviations FOR (free on rail) and FOT (free on truck).

Free Out

Pricing term that indicates that the charterer of the vessel is responsible for the cost of unloading goods from the vessel.

Freight Forwarder Agent for moving cargo to an overseas destination. These agents are familiar with the import rules and regulations of foreign countries, the export regulations of the U.S. government, the methods of shipping, and the documents related to foreign trade **Global Entrepreneurial Ecosystem (GEE)** A local community support system for small and medium-size exporters. **Gross Domestic Product (GDP)** The total value of all goods and services produced by a country. **Incoterms**

See: Terms of sale.

IndirectExporting Sale by the exporter to the buyer through a domestically located intermediary, such as an export management company or an export trading company. **Inspection Certificate** Document required by some purchasers and countries to attest to the specifications of the goods shipped. The inspection is usually performed by a third party.

Inspection Certificate

Document required by some purchasers and countries to attest to the specifications of the goods shipped. The inspection is usually performed by a third party.

Insurance Certificate

Document prepared by the exporter or freight forwarder to provide evidence that insurance against loss or damage has been obtained for the goods.

Intellectual Property (IP)

Collective term used to refer to new ideas, inventions, designs, writings, films, and so on that are protected by a copyright, patent, or trademark.



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International Buyer Program (IBP)

U.S. Department of Commerce program that matches U.S. exhibitors at select U.S. trade shows with foreign buyers.

International Trade Administration (ITA)

A U.S. Department of Commerce bureau responsible for export promotion programs.

Joint Venture

Independent business formed cooperatively by two or more parent companies. This type of partnership is often used to avoid restrictions on foreign ownership and for longer term arrangements that require joint product development, manufacturing, and marketing.

Letter of Credit

Instrument issued by a bank on behalf of an importer that guarantees an exporter payment for goods or services, provided that the terms of the credit are met. A letter of credit issued by a foreign bank is sometimes confirmed by a U.S. bank. This confirmation means that the U.S. bank (the confirming bank) adds its promise to pay to that of the **foreign bank (the issuing bank).** A letter of credit may be either revocable, in which case it cannot be changed unless both parties agree, or revocable, in which case either party may unilaterally make changes. A revocable letter of credit is inadvisable as it carries many risks for the exporter.

Licensing

Arrangement in which a company sells the rights to use its products or services but retains some control. Although not usually considered to be a form of partnership, licensing can lead to partnerships.

Market Survey

Report that provides a narrative description and assessment of a particular market along with relevant statistics. The reports are often based on original research conducted in the countries studied and may include specific information on both buyers and competitors.

Multilateral Development Bank (MDB) An institution created by a group of countries to provide development-related financing and professional advising. NAFTA Certificate of Origin Used by NAFTA signatories (i.e. Canada, Mexico, and the United States) to determine if goods imported into their countries receive reduced or eliminated duty.

North American Free Trade Agreement (NAFTA)

Trade agreement between the U.S., Canada, and Mexico featuring duty-free entry and other benefits for goods that qualify.

Office of the U.S.

Trade Representative U.S. government agency responsible for negotiating

Packing List

See: Export packing list.

Patent

Exclusive right given by law to the patent holder in the country that granted or recognizes the patent, to prevent all others, for a set period of time, from using, making, or selling the subject matter of the patent.

Piggyback Marketing

Arrangement in which one manufacturer or service company distributes a second company's product or service. The most common piggybacking situation is when a U.S. company has a contract with an overseas buyer to provide a wide range of products or services. Often this first company does not produce all of the products it is under contract to provide, and it turns to other U.S. companies to provide the remaining products.



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Primary Market Research Collection of data directly from a foreign marketplace through interviews, surveys, and other direct contact with representatives and potential buyers. Primary market research has the advantage of being tailored to your company's needs and provides answers to specific questions, but the collection of such data is time consuming and expensive.

Pro Forma Invoice

Invoice prepared by the exporter before shipping the goods, informing the buyer of the goods to be sent, their value, and other key specifications.

Quotation

Offer by the exporter to sell the goods at a stated price and under certain conditions.

Regional Value Content (RVC)

A technique used to determine whether a product meets a rule of origin.

Remarketer

Export agent or merchant who purchases products directly from the manufacturer, packing and marking the products according to his or her own specifications. Remarketers then sell these products overseas through their contacts in their own names and assume all risks.

Sales Representative

Representative who uses your company's product literature and samples to present the product to potential buyers. An overseas sales representative is the equivalent of a manufacturer's representative in the United States. The sales representative usually works on a commission basis, assumes no risk or responsibility, and is under contract for a definite period of time.

Secondary Market Research

Collection of data from various sources, such as trade statistics for a country or a product. Working with secondary sources is less expensive and helps your company focus its marketing efforts. Although secondary data sources are critical to market research, they do have limitations. The most recent statistics for some countries may be more than 2 years old, and the data may be too broad to be of much value to your company.

Sight Draft

Document used when the exporter wishes to retain title to the shipment until it reaches its destination and payment is made. Before the shipment can be released to the buyer, the original "order" ocean bill of lading (the document that evidences title) must be properly endorsed by the buyer and surrendered to the carrier. It is important to note that airway bills do not need to be presented in order for the buyer to claim the goods. Thus, risk increases when a sight draft is being used with an air shipment.

Small Business Development Center (SBDC)

National network of counselors for small enterprises. Offers services that can help first-time exporters.

Tariff

Tax imposed on a product when it is imported into a country. Some foreign countries apply tariffs to exports.

Technology Licensing

Contractual arrangement in which the licensee's patents, trademarks, service marks, copyrights, secrets, or other intellectual property may be sold or made available to a licensee for compensation that is negotiated in advance between the parties. U.S. companies frequently license their technology to foreign companies that then use it to manufacture and sell products in a country or group of countries defined in the licensing agreement. A technology licensing agreement usually enables a company to enter a foreign market quickly and poses fewer financial and legal risks than owning and operating a foreign manufacturing facility or participating in an overseas joint venture.



Glossary Export-Import

Terms of Sale Terms that define the obligations, risks, and costs of the buyer and seller involving the delivery of goods that comprise the export transaction. These terms are commonly known as Incoterms. Time Draft Document used when the exporter extends credit to the buyer. The draft states that payment is due by a specific time after the buyer accepts the time

“draft and receives the goods. By signing and writing “acce pt ed” on the draft, the buyer is formally obligated to pay within the stated time.

Trade Fair Certification Program (TFC)

A U.S. Department of Commerce program that certifies international trade events so U.S. companies can know ahead of time if an event is high quality and offers opportunities.

Trademark

Word, symbol, name, slogan, or combination thereof that identifies and distinguishes the source of sponsorship of goods and may serve as an index of quality of a particular product.

Trade Statistics

Data that indicate total exports or imports by country and by product. They allow you to compare the size of the market for a product in various countries. By looking at statistics over several years, you can determine which markets are growing and which markets are shrinking.

Trading House

Company specializing in the exporting and importing of goods produced or provided by other companies.

Warehouse Receipt

Receipt identifying the commodities deposited in a recognized warehouse. It is used to transfer accountability when the domestic carrier moves the export item to the port of embarkation and leaves it with the ship line for export

Thank You!

