



TRADE LOGISTICS

YOUR KEY TO INTERNATIONAL TRADE



Want to start or grow your import/export business?

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Importing Risks
& how to
minimize them

The Buyer is faced with a lot more risks than the Seller. These challenges fall into three parts.

- What can the seller do that could financially damage the buyer?
- What could happen along the journey?
- What statutory challenges are there inside the country of Import?

What can the seller do that could financially damage the buyer?

The seller can hurt the buyer through not meeting standard requirements for the 3P's, the Product, the Packaging and the Papers. One very efficient way to take out all these three risks is to appoint a Pre-Shipment Inspector (PSI) which would handle all three of these challenges according to the buyer's standards. As the seller becomes more trustworthy then the buyer could get the PSI Company to do less.

The documents that could help the buyer have more peace of mind with the seller are:

- [Certificate of Origin](#) – to show that the goods were really made in that country
- Certificate of Analyses from the quality department of the seller
- [Pre-Shipment Inspection Certificate](#) from your PSI agent

What could happen along the journey?

The two main things that could go wrong along the journey are loss or damage and cargo arriving late. To cover the loss or damage risks the buyer can take out the right cargo insurance. To cover the risk of cargo arriving late would be to select a reliable shipping company.

The documents that could help the buyer have peace of mind with the contractors along the journey are:

- Packing Note – to ensure goods are properly packed to prevent damage
- Dangerous Goods Certificate - if importing dangerous goods

What statutory challengers are inside the country of Import?

This has to do with getting cargo cleared at customs. Typically customs requires an [import export license](#) or registration number, but depending on the type of cargo additional documentation or permits may be required. For a free check what additional documentation may be required you welcome to contact our offices at 0861 0 TRADE (87233) or [click here](#).



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Contact Us

Email: info@tradelogistics.co.za
Phone: 0861 0 TRADE (87233)
Int'l Calls: +27 (0)21 850 0967
Fax: 086 679 3216
Office: Unit 4, First Floor, Trident Park II,
Niblick Way, Somerset West

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