



International Trade and the Successful Intermediary

DAVIDE GIOVANNI PAPA and LORNA ELLIOTT



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International Trade and the Successful Intermediary reveals how intermediaries can safely and effectively guarantee they are paid commission in lucrative commodity trades. Davide Papa and Lorna Elliott explain how intermediaries should conduct a deal from start to finish, whilst adhering to the laws and rules of international trade and maintaining control over the transaction at all times.

The explosion of the internet has created tens of thousands of trading houses and independent home-based brokers all seeking to buy or sell commodities to one another. Businesses may spend considerable time and resources evaluating the merits or otherwise of available brokers.

International Trade and the Successful Intermediary is designed to give independent intermediaries, potential buyers, procurement agents, mandates, lawyers, bankers and companies the fundamental skills to conduct business in the international trade arena, while increasing their knowledge and confidence to secure commission arising out of successful deals. Using real scenarios, model documents and straightforward language the book dispels the many myths relating to internet trading procedures and explains the rules and laws that must be adhered to when conducting import/export transactions.

Contents

Preface; The intermediary - an introduction; The correct trading rules; PIA: the primary intermediary agent; Dispelling the myths: LOI, POP, ASWP and more; Starting to trade; The string contract; Securing the goods; The enquiry letter; The undisclosed principal; Contacting the end buyer; Offers to buy and sell; The contract of sale; Performance guarantee; Delivery; Delivery and commission payments; INCOTERMS 2000 explained further; CIF INCOTERMS 2000; Endorsed versus blank endorsed delivery documents; Case study; Index.

About the Author

Davide Papa of FTN Exporting (Australia) has over twenty years experience as an international trade intermediary. He advises government agencies, corporations and individuals as to the realities of trading in the import/export marketplace. His websites are sources of reference for industry professionals and intermediaries alike. Davide has published several e-books.

Lorna Elliott is a barrister who writes extensively on legal issues for both businesses and consumers in the UK and internationally. She is the affiliate advisor to FTN Exporting and head of the European Branch of the Academy of Global Intermediaries (AGI).

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