What other documents are needed for export?

This will depend on the product and country but may include the following:-

- **Commercial invoice** - containing details such as description of goods and tariff/ commodity/HS code; buyer and seller details; place of loading/destination; cost and currency; payment terms; shipping terms; country of origin

- **Packing list** - quantity and weight and description of goods (often combined with commercial invoice)

- **Preferential trade documents** - eg EUR1, ATR1 to claim preferential duty rates in certain cases - issued by the chamber of commerce (COC)

- **Arab certificate of origin** - issued by the COC, needed for Arab league countries

- **EC certificate of origin** - issued by COC to confirm the goods were manufactured in the EU

- **Certificate of free sale** - to confirm fitness for consumption, these are issued by DEFRA through the rural payments agency (RPA)

- **Shipping documents** - eg bill of lading, airway bill or CMR note, to confirm export and hence ensure the correct duty applies

- **Pre-inspection certificate** - required by some countries before shipment

- **Certificate of conformity** - needed for customs clearance in some countries

- **Halal certificate** - for some meat products to certain countries

- **Letter of credit** - to ensure you get paid

(please note this list is not intended to be exhaustive)

INCOTERMS - agreed by the International Chamber of Commerce, last updated in 2010. These 11 different terms spell out when the risk passes from seller to buyer. The location and version of Incoterm e.g. 2010 should always be specified.

- **EXW** (ex works) means the buyer collects the goods from a named place and is responsible for loading, insurance and customs declarations (minimal risk to seller)

- **FCA** (free carrier) means the seller delivers the goods, cleared for export, at a named place (commonly used in export)

- **DDP** (delivery duty paid) means the seller delivers the goods to the buyer, cleared for import and all duties and taxes having been paid (maximum risk to seller)