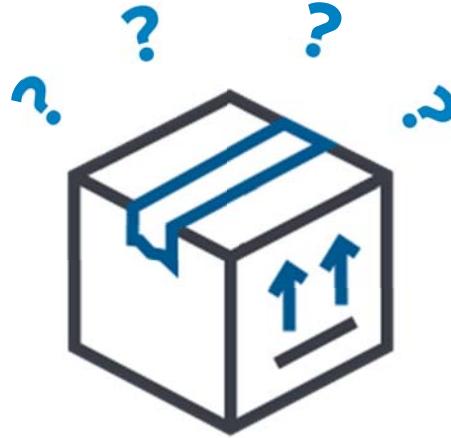


Missing Required Documents:

- ✓ Bills of lading
- ✓ Packing list
- ✓ Commercial invoice
- ✓ Commodity specific documents

Unusual:

- ✓ Weights
- ✓ Values
- ✓ Quantities
- ✓ Countries of origin
- ✓ Shippers



Customer is:

- ✓ Reluctant to offer information about end-use of item
- ✓ Willing to pay cash when terms of sale would normally call for financing
- ✓ Unfamiliar with product's performance characteristics but still wants the product

Destination is:

- ✓ Out of the way
- ✓ Freight forwarding firm
- ✓ On abnormal shipping route

Goods Not Normally Imported:

- ✓ From this country/region
- ✓ By this importer

Shipment is:

- ✓ Missing data elements
- ✓ Missing, incomplete or extra documents
- ✓ Misspelling, typos, cross-outs or changes in pen ink

Additional Items to Watch For:

- ✓ Product capabilities do not fit the buyer's line of business, such as an order for medical gloves for a small bakery
- ✓ Routine installation, training, or maintenance services are declined by the customer
- ✓ Packaging is consistent with the started method of shipment or destination
- ✓ When questioned, the buyer is evasive and especially unclear about whether the purchased product is for domestic use or for re-export



International Shipping Process

