

STANDARD DOCUMENTS FOR EXPORT CHART

	DOCUMENT	ISSUED BY	REQUIRED BY	PURPOSE
1.	Buyers Request for Quotation	Buyer	Seller and Buyer	First Step
2.	Proforma Invoice	Seller	Buyer	Determines Terms of Sale
3.	Import License	Buyer's Government	Buyer's or U.S. Government	Export or Import Requirements
4.	Letter of Credit	Buyer and Buyer's Bank	Seller, Buyer, or Government	Payment Terms and Conditions
5.	Drafts	Seller	Banks	Payment Terms, and Conditions
6.	Commercial Invoice	Seller	Banks, Buyer, and Government	Main Document for Entry/Exit (Duties)
7.	Certificate of Origin	Seller	Buyer's Government	Establishes Origin of Goods
8.	Packing List	Seller	Buyer or Buyer's Government	Customs and Inventory Control
9.	Ocean Bill of Lading, or Air Bill	Seller	Buyer, Seller, Government, and Bank	Contract of Carriage
10.	Phytosanitary Certificate	USDA	Buyer, Buyer's, and U.S. Government	Certifies Purity of AG Products
11.	Health Certificate	USDA	Buyer, Buyer's, and U.S. Government	Certifies Health of Animals
12.	Inland Bill of Lading	Trucker	Seller and Trucker	Movement of Goods
13.	Shipper's Export Declaration	Seller	U.S. Government	Export Control, and Data
14.	Insurance and Endorsements	Seller	Buyer, Seller, and Bank	Insures Goods in Carriage
15.	Addendums to Documents	Seller	Buyer, Buyer's Government, and Bank	Information or Political Rules
16.	Export License	U.S. Government	U.S. and Buyer's Government	Controls and Monitors Goods
17.	Import Certificate	Buyer's Government	Buyer's and U.S. Government	Required for Export or Import
18.	Restricted Article Statement	Seller	Carrier	Safety in Carriage
19.	Customs Invoice	Seller	Buyer's Government	Main Document for Entry/Exit (Duties)
20.	Consular Invoice	Seller	Buyer's Government	Adds Consulate's Signature