- Fix the price for Export 6.
 - 1. FOB Free on Board
 - 2. C & F Cost and Freight
 - 3. CIF Cost, Insurance, Freight

(Quote the price in US Dollar/ Pound Sterling/ Euro/ Japan Yen)

- 7. **Payment Terms Fixation**
 - **1. Advance Payment**
 - 2. Letter of Credit (L/C)
 - 3. Document against Payment (D.P. at site)
 - 4. Document against acception (D.A.)
- Get Export Order / Letter of Credit 8.
- Aport Order / Letter of Credit
 1. Price (Seaport / Airport to be mentioned)
 2. Date of Shipment
 3. Mode of Payment Page 2 of 3
 bank finance for Export Page 4 Bank finance for Export - Packing Credit etc., 9.
- 10. Insurance ECGC Policy to cover all risk. Also to verify the Credit worthiness of your Buyer. ECGC Office Address :
 - a) Spencer Towers 7th Floor, 770 A Anna Salai, Chennai - 600 002 Ph: 044-28491026
 - b) First Floor, 12, KamarajarNagar, 2nd Street, **OCPM School Road**, Chinna Chokkikulam, Madurai - 625 002 Ph: 0452 - 2520340