

Export Procedures Manual for Shipments from Argentina to Foreign Destinations

1. Export Planning

1.1 Customer and Market Identification

Identify reliable customers or distributors in the destination country.
Verify the customer's commercial background and financial reliability.
Negotiate commercial terms and sales conditions.

1.2 Required Documentation

Obtain the product's technical specifications.
Prepare brochures and product catalogs.
Issue a detailed Proforma Invoice including:
Product description.
Quantity and unit price.
Agreed Incoterms®.
Payment terms.
Production and shipment lead time.

2. International Transportation Coordination

2.1 Contact with Freight Forwarder or Shipping Agent

Select a freight forwarder in Argentina.
Define the means of transport (ocean, air, or road).
Request international freight quotations based on:
Gross and net weight.
Cubic volume (CBM).
Number of packages.
Package dimensions.

2.2 Estimated Transit Time

Ocean freight: 20–60 days depending on destination.
Air freight: 3–7 days.
Road transport: Variable depending on route and border crossings.

3. International Payment Methods

Bank Transfer (T/T).
Letter of Credit (L/C).
Advance Payment.
Documentary Collection (CAD or D/P).
Deferred Payment.

4. Documentation Required for Export from Argentina

Commercial Invoice.

Packing List.

Bill of Lading / Air Waybill / CMR.

Certificate of Origin (when applicable).

Technical and sanitary certificates, depending on the product.

Certificates issued abroad by internationally recognized private organizations, when required.

5. Export Cost Calculation

5.1 Export Cost Structure

Starting from the selling price:

Inland transportation to the port or airport.

International freight.

Cargo insurance.

Customs duties and export fees (if applicable).

Banking and financial expenses.

Customs clearance charges.

Other logistics and administrative costs.

6. Export Customs Clearance Process

6.1 Customs Release Procedures

Submission of export documentation to Customs.

Documentary and/or physical inspection.

Payment of export duties, when applicable.

Customs authorization for shipment.

Cargo loading and dispatch.

6.2 Delivery to the Final Buyer

Coordination of transportation to the final destination.

Shipment tracking and delivery control.

Verification of compliance with contractual specifications.

Conclusion

This manual provides a structured guide for the efficient export of products from Argentina, ensuring regulatory compliance, operational efficiency, and cost optimization.