



MACROBERTS

LLP

Exporting your goods

Your own personal
checklist

www.macroberts.com

Exporting your goods – Checklist

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Navigating a smooth export journey requires careful planning and execution. At MacRoberts, we work closely with small to medium enterprises to reduce the risks associated with the export process.

Test your business risk profile in relation to exporting:

Commercial and Contractual

Have you / your business considered:	No / not yet	Partially	Yes, fully
what export agreements you need to put in place?			
what happens if delivery of your produce is affected by events outwith your control e.g. flooding?			
how you deal with damaged, defective or stolen produce?			
where and how disputes are to be resolved e.g. under Scots law?			

Sales Channels

Have you / your business considered:	No / not yet	Partially	Yes, fully
what rights and obligations your distributors have?			
who is responsible for ensuring satisfactory delivery conditions for your produce e.g. chilled, ambient or frozen?			
where liability rests for damaged or defective produce throughout the supply chain?			
whether your distributor or sales agent sells competing third party produce?			

Financial and Excise

Have you / your business considered:	No / not yet	Partially	Yes, fully
whether there are any relevant import restrictions or tariffs?			
what payment methods and credit arrangements are required for export?			
what your remedies are in the event of non-payment?			
whether you are required to pay sales tax in the relevant export countries?			

Intellectual Property and Compliance

Have you / your business considered:	No / not yet	Partially	Yes, fully
how to protect your brand internationally?			
the protection needed for the disclosure of trade secrets or know-how?			
what compliance requirements there are in relation to labelling and packaging?			
what marketing and promotional restrictions there are in markets outwith the UK?			

Get Your Score

Give yourself the following and then add up your scores:

- 0 for every 'Yes, fully'
- 1 for every 'Partially'
- 2 for every 'No / not yet'

20 or more	Between 10 and 20	Less than 10
Everybody panic!	Controlled panic	Mild concern

Free Consultation

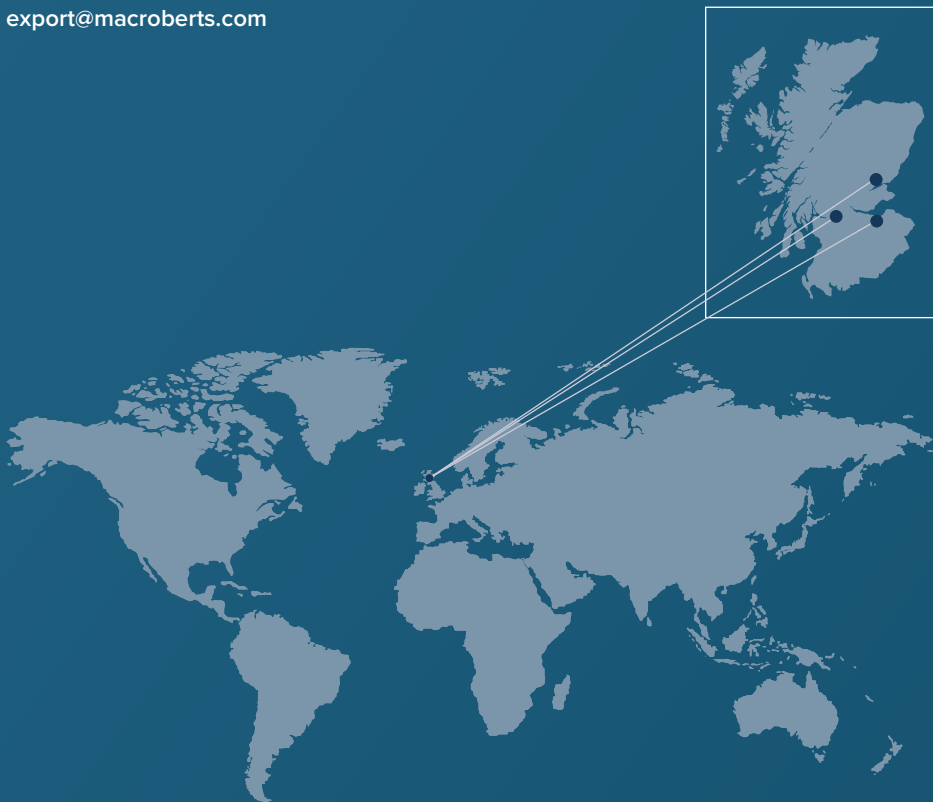
For a free consultation with regard to managing your risk when trading internationally, please contact export@macroberts.com

MacRoberts provides a full range of commercial legal services to public and private companies, entrepreneurs, public sector and governmental bodies, within all sectors of the UK economy from our offices in Glasgow, Edinburgh and Dundee.

We have a strong track record in helping businesses nationally and internationally with regard to export. We have a global network of international law firms with whom we regularly work with and can call upon for support in exporting to overseas markets.

Contact Us

export@macroberts.com



Glasgow

Capella
60 York Street
Glasgow
G2 8JX

t: +44 (0)141 303 1100



Follow us
@MacRoberts

Edinburgh

Excel House
30 Semple Street
Edinburgh
EH3 8BL

t: +44 (0)131 229 5046



Like us
MacRoberts

Dundee

River Court
5 West Victoria Dock
Dundee
DD1 3JT

t: +44 (0)1382 339 340



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www.macroberts.com