

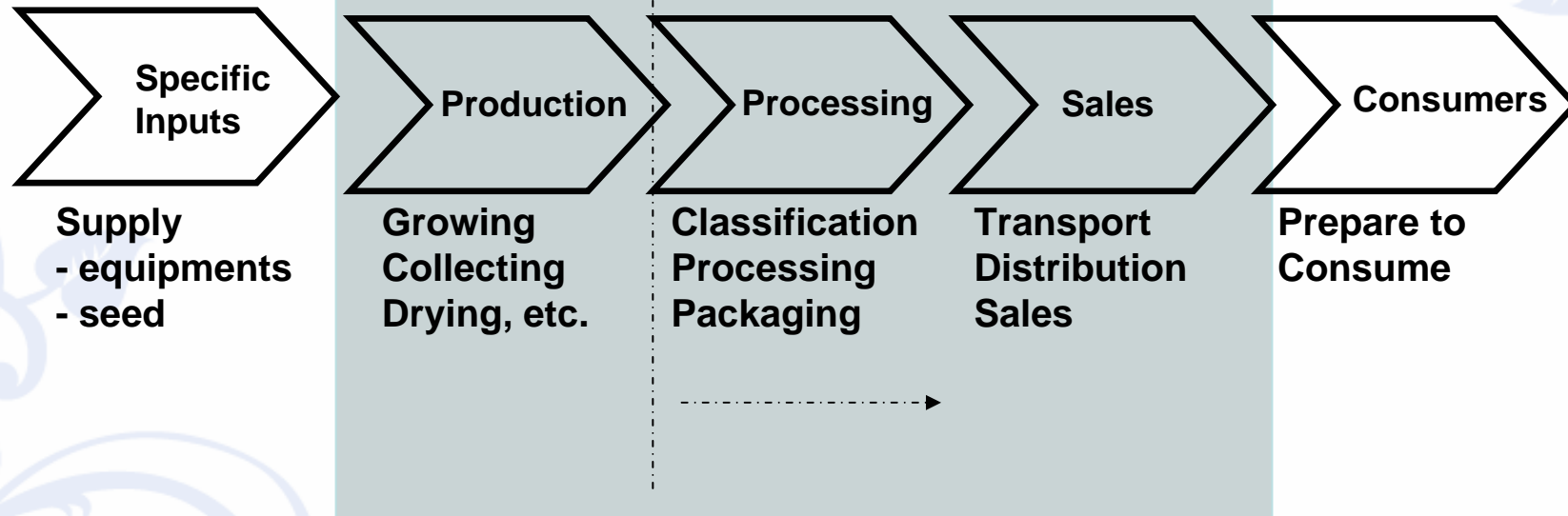


Logistics Implications of Exporting for Small Businesses in Developing Countries





Value Chain





PROCESSING

Product

Quantity

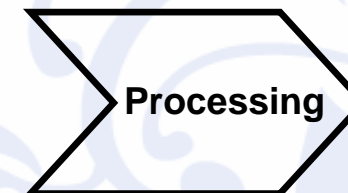
Packaging

Quality Specification:
Humidity, Moisture, Oil,
Mixture, pesticides
Residue tests

Costs

Date to Send Samples

**Certifications: Weight,
Quality**



**Classification
Processing
Packaging**



Transport
Distribution
Sales

LOCAL MARKET

- Less Demanding in Quality.
- Transport by Land.
- Less Costs.
- Less Risk in Deterioration.
- Need Consumer Education to have good prices.
- Don't need staff qualified in Logistic.
- Little Volume
- Don't need a lot of Document

INTERNATIONAL MARKET

- Very Demanding in Quality.
- Transport by Land, ship, tren.
- High Impact of the Freigh Cost in the Price.
- More Risk in Deterioration.
- Depend of the market for good prices..
- Do need staff qualified in Logistic.
- Big Volume.
- Requirement to be competitive in Prices, Volume, Quality, Documents, Deadline



Logistic For Transport

- Container Conditions
- How Organize the loading
- Book the ship and Freight Cost
- In How many days will be in the Port of destination
- Deadline
- Document Required to receive the payment





FARMER ASSOCIATION

Structure: 630 Members

Number of Farmers: 27.000

Organic Products

- Sesame
- Ginger
- Chillies
- Soya





MAIN PROBLEMS

- Crop Finance
- Logistics of Joining the Farmers
- Market Information
- Training to Farmers' Leaders and Staff in Negotiation.
- Marketing
- Access to Training: Quality Management, Capacity Building.
- Certification Ownership:





International Market

Develop a New Supplier – Build Capacity

•Negotiation – Contract

Quantity: Price: Type of sale: FOB,
C&F

Payment: Time of Shipment: Insurance:

Packaging: Port of Delivery:

Certifications: Organic, Weight, Quality

Technical Specification: Humidity, Moisture, mixtures, Residues of Pesticides

Documents: Invoice, Packing List, Certificate of Origin, Bill of Lading

Other Terms and Conditions