

Keep up to date with key international trade topics with the strong and herd spotlights.
Please circulate this to anyone you know who may be interested

Is this email not displaying correctly?
[View it in your browser.](#)

A Spotlight On ...



 [Friend on Facebook](#)

 [Follow on Twitter](#)

 [Forward to a Friend](#)



For More information on
Strong and Herd
LLP please
[Click Here](#)

New on Strong & Herd LLP

- [News Items](#)
- [Articles](#)
- [Public Training Courses](#)

Financing International Trade

Are you seeking to increase your importing and/or exporting activities in 2013/14?

Do you need increased working capital facilities to help with this strategy?

Is your bank resistant to increase/looking to reduce your overdraft facility?

The recent introduction of stringent financial liquidity regulations on banks has led to a dramatic shift in their policies regarding the type and form of facilities offered to their customers. Banks will not favour the tradition overdraft as a working capital solution.

Have you analysed the size of your funding gaps from the time that you pay your overseas suppliers to finally receiving proceeds from the sale of your goods?

It is not unusual for a trader to effectively be out of funds for 200+ days.

Have you considered a structured trade solution?

Don't limit your conversations/investigations to your current banking provider; there is an increasing appetite to support international trade within the financial sector, so there are many options available.

Is your bank failing to support your financing needs prior to shipping your goods?

It is the pre-shipment/manufacture period which has always been an area where mainstream banks have traditionally fallen short in the provision of innovative trade solutions particularly for the SME market.

Key points

- It is important to acknowledge that banks are very keen to encourage their customers to use structured trade facilities, as it is much more capital efficient for the bank, however....
- From a customer's perspective, structured trade facilities, should allow you to negotiate with your banking provider, with the potential of larger facilities and at an improved lending margin, compared to that levied on the good old fashioned, unstructured overdraft
- The banks are very keen to help international trading companies - take advantage of that current desire to help your business finance more overseas trade and improve your profitability.
- Seek training and guidance from an experienced independent practitioner, who will be able to provide informed, impartial advice on how to finance your international transactions.
- Mind the (funding) Gap - with overseas trade you will be out of funds for longer periods - but there are a greater variety of trade solutions and more help out there, than ever before.

If you were interested in the spotlight you may also be interested in ...

[Letters of Credit Workshop for Exporters](#)

[Advance Guide to Letters of Credit & Finance](#)

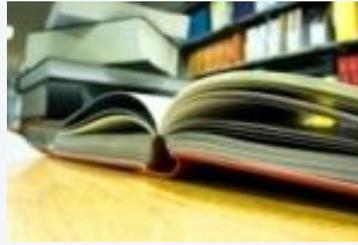
[What New: International Trade Procedures](#)

[Updates](#)



Public Training Courses

For More information on Strong and herd Training courses please [click Here](#)



Articles

[click here](#) to read through our latest Articles



Strong and Herd LLP Associates

Strong and Herd can also help you in other areas [click here](#) to visit our associate section on our website

[follow on Twitter](#) | [friend on Facebook](#) | [forward to a friend](#)

Copyright © 2012 Strong and Herd LLP, All rights reserved.
You have expressed an interest in International Trade to Strong and Herd LLP

Our mailing address is:

Strong and Herd LLP
Strong and Herd LLP
Suite 5b MIOC
Manchester, Manchester M22 5WB
United Kingdom

[Add us to your address book](#)



[unsubscribe from this list](#) | [update subscription preferences](#)