



# International Trade and the Successful Intermediary

*Davide Giovanni Papa, Lorna Elliott*

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International Trade and the Successful Intermediary reveals how intermediaries can safely and effectively guarantee they are paid commission in lucrative commodity trades. Davide Papa and Lorna Elliott explain how intermediaries should conduct a deal from start to finish, whilst adhering to the laws and rules of international trade and maintaining control over the transaction at all times.

The explosion of the internet has created tens of thousands of trading houses and independent home-based brokers all seeking to buy or sell commodities to one another. Businesses may spend considerable time and resources evaluating the merits or otherwise of available brokers.

International Trade and the Successful Intermediary is designed to give independent intermediaries, potential buyers, procurement agents, mandates, lawyers, bankers and companies the fundamental skills to conduct business in the international trade arena, while increasing their knowledge and confidence to secure commission arising out of successful deals. Using real scenarios, model documents and straightforward language the book dispels the many myths relating to internet trading procedures and explains the rules and laws that must be adhered to when conducting import/export transactions.

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