



FREQUENTLY ASKED QUESTIONS LOANS AND GUARANTEES EVIDENCE OF EXPORT

Why does Ex-Im Bank require evidence of export?

- To verify we are financing U.S. exports as required by Ex-Im Bank's Charter
- To establish U.S. content eligibility as required by Ex-Im Bank's content procedures
- To substantiate goods originated in the U.S.
- To confirm goods were shipped to the approved foreign buyer's country
- To verify compliance with Public Resolution 17 U.S. flag ocean shipping requirement if applicable
- To confirm that goods were shipped on or after the date approved by Ex-Im Bank

What is acceptable evidence of export for goods?

A bill of lading dated and signed by the carrier or freight forwarder that shows shipment of the approved goods from the U.S. to the approved foreign buyer's country. Copies are acceptable.

Types of bills of lading:

- Ocean bill of lading
- Air waybill
- Rail waybill
- Truck bill of lading

What does Credit Administration check on a bill of lading?

- Were the goods shipped from the U.S. to the approved foreign buyer's country in accordance with the Annex B Letter (Master Guarantee Agreement) or Credit Agreement?
- Is the bill of lading signed and dated by the carrier or freight forwarder?
- Is the bill of lading date on or after the Initial Eligibility Date in the Annex B Letter (Master Guarantee Agreement) or Credit Agreement?
- Are the goods described on the bill of lading consistent with the presented invoice and the approved goods on the Annex B Letter (Master Guarantee Agreement) or Acquisition List?
- If P.R. 17 is applicable, were the goods shipped by ocean on a U.S. flag vessel? If not, is a waiver from the Maritime Administration (MARAD) for the shipment attached?

- If goods were shipped using two types of transport, was a through bill of lading or were “back-to-back” bills of lading provided showing shipment from the U.S. to the approved foreign buyer’s country?
- If goods were shipped from a port in Canada to the approved foreign buyer’s country, does the through bill of lading indicate the place of departure was in the U.S.? If not, were “back-to-back” bills of lading provided showing export from the U.S. to Canada and from Canada to the foreign buyer’s country?

Do’s and Don’ts

- A bill of lading signed by the buyer or exporter is not acceptable.
- Shipping documents are not required for service exports. However, the value of work performed to date must equal or exceed the amount invoiced per the Exporter’s Certificate.
- Software deliverables are considered a type of service.
- If you are a U.S. exporter, do contact MARAD as soon as possible to discuss U.S. flag ocean shipping requirements for your transaction if applicable.
- Do check the MARAD website or call MARAD to confirm U.S. flag ocean vessels.
- Do not submit customs documents or Mexican pedimentos.
- Do not submit a letter of receipt of goods from the foreign buyer instead of bills of lading.
- Do not submit an unsigned or electronic bill of lading. We are unable to authenticate the bill of lading if it has not been signed.
- Freight forwarder’s receipts are not acceptable.
- Non vessel operating common carrier (NVOCC) bills of lading are acceptable.
- Truck bills of lading to a U.S. border city (point of importation) are acceptable for truck shipments to Mexico and Canada.
- If goods are delivered to a U.S. border city using the U.S. exporter’s own delivery trucks, a shipment letter from the U.S. exporter and a receipt letter from the Mexican or Canadian buyer are required.

Link to Ex-Im Bank Shipping Requirements (MARAD) Fact Sheet:

- <http://www.exim.gov/products/policies/shipping.cfm>

U.S. Maritime Administration (MARAD) Contact Information:

- Mr. Mike O’Rear, Phone: 202 366 5510, mike.orear@dot.gov
- MARAD website: www.marad.dot.gov

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