



# 10 Main Wrong Beliefs

## *about Customs Clearance*

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*Dear colleague,*

*Many problems with customs clearance can be avoided by observing simple rules of work. We have prepared for you this list to help avoid difficulties and get your goods on time. I am sure that five minutes spent on the study of this document will be a good investment.*

*Respectfully,*

***Iurie Gorea***

*CEO, Bugor Service*



## Wrong Belief No.1

*"Foreign trade and customs clearance - oh, it's all so complicated and confusing, I'd better buy goods from a local importer. Getting mess with import ... Do I need this?"*

\* \* \* \* \*

Of course, you can buy goods from a local importer. And overpay from 20% up to 80% of the cost of the product. Do you want to miss a significant portion of your earnings?

With an experienced consultant import is easy. You will have just to find a foreign supplier and refer to Bugor Service. The rest is our concern.

## Wrong Belief No. 2

*"Why do I need professional advice and consultations of a customs broker? I'd rather save up another hundred. After all, my godfather (brother, friend, neighbor) so did 1000 times".*

\* \* \* \* \*

30% of our Clients turn to us after having already incurred losses from delays and overpayments at the customs. Unfortunately, the customs is a place where self-confidence is always punished with money. It is much more profitable to seek a specialist and get it all right the first time.

## Wrong Belief No. 3

*"I'll wait until the car arrives and I'll start looking for a broker on the spot".*

\* \* \* \* \*

Not every broker will be ready to take the job in the last stage, without prior preparation of documents, calculation of customs payments, risk assessment, etc. The broker simply will not want to be responsible for completing the declaration in a hurry and with errors. You wouldn't look for a surgeon an hour before the operation, would you?

## Wrong Belief No. 4

*"It's simply to get registered at the customs office on my own. It takes 15 minutes".*

\* \* \* \* \*

Yes, indeed, customs registration takes 15 minutes. But! Provided you have a prepared full set of documents. The independent preparation takes up to 5 days. And in this case, the "idleness" of the car at the border for a few days will cost you 500 Euros. Isn't it better



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to entrust the registration to a professional broker?

### **Wrong Belief No. 5**

*"Here, these are all the documents that the driver gave me and nothing more. That will be enough for customs".*

\* \* \* \* \*

For customs clearance from 6 to 20 documents must be prepared and requested from the exporter. The preparation of these documents may take several days. Call us and get competent consultation. Our Clients receive it for FREE.

### **Wrong Belief No. 6**

*"How the customs may know how much I paid for this car. I can "invent" the price myself and pay much less than the established customs payments".*

\* \* \* \* \*

The most serious problems at customs begin with this sentence.

The customs authorities over the years of work accumulated a base of indicative (minimum) prices. Therefore, any underpricing always leads to sad consequences. And document forgery is a criminal offense.

### **Wrong Belief No. 7**

*"I'll bring the goods, make the customs clearance and I'll know the actual cost of the goods".*

\* \* \* \* \*

Without the prior calculation of the customs payments and planned additional spending, you'll never be able to compete with your business colleagues. Send us the preliminary invoices and we'll prepare for you the calculations in advance.

### **Wrong Belief No. 8**

*"What should I do that? I want to bring the machines to be tested, or to participate in an international exhibition. Will I pay all customs fees and document a final export? "*

\* \* \* \* \*

Customs legislation is hundreds of subtleties and nuances. With experience, the broker will correctly prepare the documents and arrange the most convenient scheme of registration. Including the temporary import / export of cargo.



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## Wrong Belief No. 9

*"My planned volume of goods is so small that I'm ashamed to seek the services of professionals, I'd better think a few more years to start my own business ..."*

\* \* \* \* \*

We provide the same quality service to every client regardless of the size of its business. Our smallest client receives the service of the same high level as a giant industrial complex. In this case, you can be sure that in a year the contract will contain exactly the same clauses and fairly low rate.

## Wrong Belief No. 10

*"The calculation of the customs fees is simple. Just go to the website of the customs service, and find the right product in the catalog".*

\* \* \* \* \*

By choosing one of the tens of thousands of product classifications, it is easy to make a mistake. And the customers will interpret all the doubts (if the product "fits" several different codes) as an attempt of smuggling. Entrust it to an experienced broker so that the customs clearance passes without surprises.

Logistics. Insurance. Customs.

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