

## Abstract

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Title of Thesis Finnish Timber export to Algeria			
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Abstract The following is a report about timber trade between Finland and Algeria based on my experience as a entrepreneur and export assistant at Pin Arctic Oy. The thesis talks about export startegy used by finnish companies when selling timber in the Algerian market. The report describes challenges Finnish companies encount in their export procedure and discuss possible solution or alternatives. The report covers the following topics; why nations need to trade? Definition of cross border business. Why exporting timber from Finland to Algeria? The export procedure and intermediaries involved. What is the role of intermediaries in the supply chain managment? What items should be discussed in a contract? Delivery terms, incoterms and Liner terms. Logistics, different ways of shipment and how to negotiate freight discount. Customs duty when exporting to Algeria. The role of banks and way of payment.			
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