

Endnotes

1. An open account transaction is a sale where the goods are shipped and delivered before payment is due.
2. Letters of credit are a guarantee of payment issued by the bank of the buyer on its behalf to the seller. The letter of credit is a written commitment that the goods will be paid once delivered, provided the obligations attached to the letter of credit (i.e. delivery conditions and submission of documents such as bill of lading, which list and detail the goods being shipped) are met. The letter of credit is a guarantee that the bank will cover the outstanding amount, should the buyer be unable to pay.
3. The annual "Rethinking Trade & Finance" report from the International Chamber of Commerce's (ICC) Banking Commission reports on "the long-anticipated disappearance of the documentary letter of credit". Nearly 80 per cent of those surveyed expect little or no growth, or even decline in the use of traditional trade finance in the coming years. See International Chamber of Commerce (ICC) (2017a).
4. See the UNECE *Trade Facilitation Implementation Guide* for more information: <http://tfig.unecce.org/contents/open-accounts.htm>.
5. Participating banks include: Banco Santander, Deutsche Bank, HSBC, KBC, Natixis, Nordea, Rabobank, Société Générale and Unicredit.
6. See <https://www.ibm.com/blogs/blockchain/2017/03/disrupting-supply-chain-financing-mahindra/>
7. See <https://www.hyperledger.org/news/2017/04/11/4-11-17-coinspeaker-ibm-and-sichuan-hejia-launched-a-blockchain-platform-for-pharmaceutical-procurement>
8. See <https://www.dianrong.com/en/news/desktop/58d0ea009578922900e60d02.html>
9. Some blockchain projects focus specifically on streamlining KYC processes, such as the shared KYC platform developed by IBM in cooperation with Deutsche Bank, HSBC, Mitsubishi UFJ Financial Group (MUFG) and the Treasuries of Cargill. See <http://fintechnews.sg/14420/blockchain/ibm-completes-poc-blockchain-based-shared-kyc-deutsche-bank-hsbc-mufg-cargill-ibm-treasuries/>
10. See <https://www.r3.com/>
11. See https://www.wto.org/english/news_e/brief_tradefa_e.htm
12. FAO/IPPC e-Phyto Factsheet #7. Available at: https://www.ipcc.int/static/media/files/publication/en/2017/11/IPPC_ePhyto_Factsheet7_e_W.pdf
13. UNECE Recommendation 33.
14. Article 10.4 of the Agreement.
15. See <https://www.youtube.com/watch?v=tdhpYQCWnCW&feature=youtu.be>
16. If the goods are sent to a different destination, requirements may differ and a new certificate may be required.