

Use this valuable guide to ensure that your compliance library is up to date.

Publication **Description** **Revision Date**

EXPORT HANDBOOKS

Commerce Export Compliance Handbook 2010^{TCP*}

C55-750, \$595

This comprehensive publication provides a clear, easy to understand discussion of the application and use of the Export Administration Regulations (EAR). It is truly the "how to use" resource for the EAR. This publication, when used in conjunction with the most current edition of the EAR will enhance your compliance efforts and make the overall process of export compliance more efficient. The handbook is periodically updated ensuring the user has references to the most current information. Updates to the handbook will help you understand and apply the corresponding changes made in the EAR itself.

Full text on web/E-mail updates/486 pages, Tabbed Dividers

Updated as regulations change with Unz subscription service.

Defense Trade Controls Handbook 2010^{TCP*}

C55-760 , \$695

This comprehensive publication provides a clear, easy to understand discussion of the application and use of the International Traffic in Arms Regulations (ITAR). It is truly the "how to use" resource for the ITAR. When used in conjunction with the most current edition of the ITAR it will enhance your compliance efforts and make the overall process of arms and technical assistance agreements export more efficient. The handbook is periodically updated ensuring the user has references to the most current information.

Full text on web/E-mail updates/768 pages. Tabbed Dividers

Updated as regulations change with Unz subscription service.

Export Documentation, Procedures and Terms of Sale, ed. 5

C55-205, \$275

A complete guide to the international transaction. This volume will take you step-by-step from understanding and negotiating the fundamentals of an international sales contract, terms of sale, terms of payment through to arranging transport for your goods and the export clearance process from the U.S. There are examples to review and exercise to undertake. For those rather new to exporting, this is an invaluable reference guide.

Updated as needed.

A Basic Guide to Exporting 10th Ed

C64-127 1-24 \$18.00 / 25-49 \$16 / 50-99 \$14 / 100-299 \$13.00 – Shipping and handling included (within the U.S. only). Call for additional quantity discounts.

First Revision in nearly 10 years! Let *A Basic Guide to Exporting*, 10th Ed. take the mystery out of entering the global marketplace. It is a very complete primer for small to medium size businesses that are contemplating entering the international marketplace or are new to international trade transactions. From finding and developing international markets and customers within those markets, to the actual shipment of the goods to your new foreign customer, *A Basic Guide* will take you step-by-step.

Just Updated! First update since 1998

EXPORT REGULATIONS

Updates for Your Print Directory. In addition to real-time electronic updates, you may request a printed set including the updates. When requested, printed updates are mailed mid-year prior to your annual subscription renewal date.

Export Administration Regulations (EAR)^{TCP*} **2010**

C55-710, \$485

Everything and anything that is exported from the U.S., with the exception of the exclusive jurisdictions of other federal agencies, is subject to the Export Administration Regulations (EAR). You must properly classify your exported item using the Commerce Control List and, among other requirements, you must adhere to the prohibitions for end-user and end-use found in Part 744 of the EAR. If you are an exporter, whether large or small, you must refer to this publication. In 2007, this Unz & Co. publication has been updated more than 21 times. You are assured of the most recent regulatory information at your fingertips

Full text on web/E-mail updates/802 pages/Tabbed Dividers

Updated as regulations change with Unz subscription service.

Incoterms 2000

C65-1410 , 1-5 \$70 6+ \$63

Incoterms 2000 define the responsibilities, risks, and costs faced by buyer and seller in respect of the delivery of goods. This is a critical element of every international sales contract. The successful completion of an international transaction requires that both parties fully understand the elements of the term of sale agreed upon. Incoterms 2000, published by the International Chamber of Commerce (ICC) is the globally recognized convention for the definition of those terms.

2000 edition, effective until republished

^{TCP*} **Part of the Unz & Co. TradeCompliancePlus Subscription Series**

Price includes printed book, E-mail updates, and 24/7 Internet access to regulations. Find details at www.unzco.com

Publication	Description	Revision Date
<p><i>Schedule B Classification of Exports^{TCP*} 2010</i>, C55-720, \$485</p>	<p>The Schedule B is the official schedule of commodity classifications to be used by shippers in reporting export shipments from the United States, and in compiling the official statistics on exports of merchandise from the United States. The export commodity classification system presented in this Schedule reflects the adoption, in 1989, and the major changes in 2007, of the Harmonized Commodity Description and Coding System (Harmonized System). Correct classification of exported goods is a requirement under the Foreign Trade Statistics Regulations.</p> <p>Full text on web/E-mail updates/1742 pages/Tabbed Dividers</p>	<p>Updated as regulations change with Unz subscription service.</p>
<p><i>International Traffic in Arms Regulations 2010^{TCP*}</i> C55-770 \$175</p>	<p>An important reference if your company is involved in the export of commodities technology, technical data or software covered by the U.S. Munitions List. The International Traffic in Arms Regulations (ITAR) covers a wide range of goods and services that are determined by the U.S. Government to have military applications. This is the regulation that governs such exports. The sensitive nature of those things covered by the Munitions List simply dictates that you have access to and reference this publication. A current set of these regulations is the starting point towards successful compliance.</p> <p>Full text on web/E-mail updates/182 pages, Tabbed Dividers</p>	<p>Updated as regulations change with Unz subscription service.</p>

IMPORT REGULATIONS

<p><i>Harmonized Tariff Schedule of the U.S. (HTSUS)^{TCP*} 2010</i> C55-740, \$550</p>	<p>It is the responsibility of the importer to properly classify merchandise entered into the U.S. Though a broker may provide assistance, the importer bears the sole responsibility. Having and using the Harmonized Tariff Schedule of the US is absolutely necessary to fulfilling this responsibility. Correct classification using the Harmonized System is critical for determining eligibility of goods under the many Free Trade Agreements which the U.S. has entered into. Changes to the HTSUS at the tariff classification and statistical suffix level occur frequently throughout the year. Unz & Co. will keep you updated as changes are published. During 2007, this publication has been updated more than 5 times ensuring that the most current regulatory information is at your fingertips.</p> <p>Full text on web/E-mail updates/3090 pages/Tabbed Dividers</p>	<p>Updated as regulations change with Unz subscription service.</p>
<p><i>U.S. Customs Regulations 2010^{TCP*}</i> C55-730 \$485</p>	<p>One of the most significant effects of the Customs Modernization Act was the establishment of the clear requirement that importers exercise reasonable care in importing into the United States. A key element of reasonable care is access to and an understanding of the Customs Regulations. If you import goods then you must have and reference this publication. Even if you engage the services of a broker, you, the importer, bear the ultimate responsibility for adherence to all aspects of the Customs Regulations.</p> <p>Full text on web/E-mail updates/1122 pages, Tabbed Dividers</p>	<p>Updated as regulations change with Unz subscription service.</p>

INTERNATIONAL TRADE FINANCE

<p><i>Letters of Credit for Exporters & Importers</i> C55-229 \$175</p>	<p>A comprehensive review of the complete Letter of Credit process. This book is a concise discussion of a subject that at times can seem mysterious. Once logically explained, it can be simple to manage. This explanation is supported by numerous examples and complete case studies which the reader can follow from inception of a transaction to the honoring of documents and payment to the beneficiary. The new UCP 600 is reprinted in its entirety within this volume as is URC 522.</p>	<p>Updated in 2007</p>
--	--	------------------------

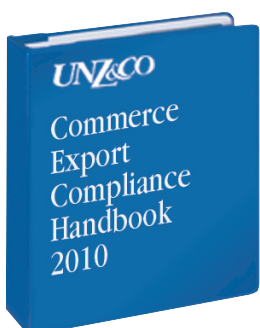
Unz & Co. The Compliance Experts We supply the tools and training you need for compliance success. 800-631-3098 www.unzco.com

Publication	Description	Revision Date
DANGEROUS GOODS REGULATIONS		
<i>IATA 2010 Dangerous Goods Regulations 51st Edition,</i> Spiral Bound - C65-639S \$225 Perfect Bound - C65-639P \$220	The IATA Dangerous Goods Regulations (DGR) guide is the most trusted source to help you classify, mark, pack, label and document dangerous shipments. These policies are based on international and national air regulations as well as airline-specific requirements. It's the most up-to-date, user-friendly reference recognized by the world's airlines for over 50 years. It is published annually, allowing users to be up to date with new and changing regulations.	Published annually every October
<i>International Maritime Dangerous Goods 2008 with Amendment 34 (IMDG) Vol. 1 & 2</i> C65-643 \$235	The IMDG Code is the standard for the shipment of dangerous goods by ocean. Promulgated by the International Maritime Organization, it is applied by all international ocean carriers for the acceptance and movement of dangerous goods cargo. You must understand and adhere to the requirements for the proper classification, packaging, marking, labeling and documenting of a dangerous goods (DG) shipment for ocean transport. This is a "must have" publication for shippers of DG via ocean carriage.	Updated every 2 years, even years, in October
<i>Dangerous Goods Transportation Regulations^{TCP*}</i> <i>Hazmat Title 49 CFR Parts 100 to 185</i> C65-710, \$425	The full text of the regulations, 49 CFR Parts 100-185, covering the classification, marking, labeling, packaging, and documenting of a dangerous goods shipment as prescribed by the U.S. Department of Transportation. The regulations cover all aspects of shipping dangerous goods via truck, rail, air, and ocean. It features an updated and easy to read Table of Hazardous Materials & Special Provisions (§172.101). Changes to the U.S. hazmat shipping regulations are occurring more frequently as the U.S. DOT continues to bring its regulations into conformance with international standards. (Unz & Co. kept 2007 subscribers current with multiple updates.) This is a critically important publication for your regulatory reference library. Full text on web/E-mail updates/1122 pages, Tabbed Dividers	Updated as regulations change with Unz subscription service.
<i>2009/10 Master Regulations 49 CFR Parts 100-185,</i> C65-675M \$74.00	This reference is absolutely necessary for applying, and complying with, U.S. regulatory requirements for packing, marking, labeling, documenting, and stowing hazardous materials in all modes of transport. Comprehensive and easy to use, it contains complete 49 CFR Parts 100-185 (the U.S. Hazardous Materials Regulations). In addition, it provides reader's aids, sample checklists, shipping paper preparation guides, placarding, labeling, and marking requirements. Regulations that have changed since the prior printing of the volume are highlighted in color throughout.	Updated annually in November
<i>Emergency Response Guide (ERG) 2008</i> J70-012PS 1-9 \$7.95 / 10-49 \$ 6.75 / 50+ \$6.00	The Emergency Response Guidebook (ERG2004) was developed jointly by the US Department of Transportation, Transport Canada, and the Secretariat of Communications and Transportation of Mexico (SCT) for use by firefighters, police, and other emergency services personnel who may be the first to arrive at the scene of a transportation incident involving a hazardous material. It is primarily a guide to aid first responders in: (1) quickly identifying the specific or generic classification of the material(s) involved in the incident, and (2) protecting themselves and the general public during this initial response phase of the incident.	Updates scheduled every 4 years

*TCP** Part of the Unz & Co. TradeCompliance^{plus} Subscription Series

Price includes printed book, E-mail updates, and 24/7 Internet access to regulations. Find details at www.unzco.com

What is TradeCompliance^{plus}? A Year Round Compliance Subscription Service!



- 1. Printed regulations that are guaranteed up-to-date — published simultaneously with the federal register**
- 2. E-mail alerts on all changes — as soon as they occur!**
- 3. Updates and complete regulations available on the web. Search, view or download 24/7!**

Regulation Subscriptions

Export Administration Regulations
Schedule B (Classification of Exports)
U.S. Customs Regulations
Harmonized Tariff Schedule of the U.S.
Dangerous Goods Transportation Regulations 49CFR Parts 100-185
International Traffic in Arms Regulations

Regulation Handbooks

Commerce Export Compliance Handbook
Defense Trade Controls Handbook

Visit www.unzco.com for details.

UNZ & Co. CUSTOMIZED TRAINING & CONSULTING**Export Controls & Compliance**

Exporters must fully understand the Export Administration Regulations before undertaking a transaction with a foreign entity. Unz & Co. experts will provide on-site training to your personnel with emphasis placed on the client company's real needs. We can also conduct an assessment of your current compliance practices and make recommendations as to enhancement of those areas where the client feels additional emphasis needs to be placed.

Import Compliance

Importers are ultimately responsible for all aspects of business with US Customs & Border Protection (CBP) in respect to the import of merchandise. Understanding, managing and communicating the information necessary for the entry of goods are critical steps in compliance with the Customs Regulations. How will the proposed 10+2 rule be incorporated into your import process? Our experts will come on-site to train your company personnel in all of the fundamental requirements to be a fully compliant importer. On-site training can expose more personnel to their role in the import process while being a very cost-effective commitment by the employer to the exercise of reasonable care in conducting transactions with CBP.

NAFTA and Other Free Trade Agreements

To remain competitive in the global marketplace, companies must understand the workings of new and existing Free Trade Agreements (FTA) which the U.S. has entered into. This understanding applies to both U.S. exporters who are the producers or resellers of goods and to U.S. importers who are availing themselves of preferential import tariffs based on the purchased goods being the

origin of a Free Trade Agreement (FTA) partner country. A basic precedent to any FTA is that not all goods from an FTA partner are necessarily free of duty. Just because it was made with an FTA partner, does not make the good FTA eligible. Let Unz & Co. experts evaluate your current processes; assist in developing an internal procedure to ensure your compliance; educate your personnel in carrying out the necessary steps for proper application of FTA preferences.

Developing an Export Management & Compliance Program

Having undertaken an on-site assessment of a client's current exporting practices, Unz & Co. can then structure an Export Management & Compliance Program unique to the client's needs and operations. Making the procedure fit into the business will lead to a greater understanding and adherence to it by the client's employees. At your request, this service can be a true turn-key product delivery — from initial compliance assessment to delivery and implementation of a fully structured compliance program.

Developing an Import Internal Compliance Program

Do you want the business certainty that your company won't be assessed fines or penalties for violations of the Customs Regulations that you were not even aware of? Do you know that your company's business process is addressing all the regulatory requirements imposed upon you as an importer into the U.S.? Unz & Co. consultants can assess and evaluate your import compliance practices, and provide you with a complete report on your strengths — as well as corrective measures. We can also create a complete internal compliance program customized to your company's business. Undertaking of a compliance project such as

this is a vitally important preparatory step toward the successful conclusion of any Customs audit.

Focused Assessment – the Customs Audit Process

Focused Assessment is the Customs & Border Protection (CBP) risk management based approach to gauging an importer's compliance. When applying risk management principles in an audit environment CBP is evaluating potential audit candidates of all sizes. You don't have to be a big business. Small to mid-size importers are evaluated on the nature and type of Customs transactions. This may place your company in line for a Focused Assessment.

Consider the action you take today as insurance for the consequences you could face if you fail a compliance assessment. The creation of this management program provides an environment of business certainty, ensuring that the company has the processes and procedures in place that ensure Customs compliance. Unz & Co. consulting services will assess your current practices, provide recommendations for enhancements, and assist in the development and implementation of a sound internal control procedure. Our knowledge of the focused assessment process will help you be prepared should you receive a candidate letter from CBP.

Dangerous Goods

Dangerous Goods/Hazmat on-site workshops are a great way to get your staff the training they require while building an atmosphere of safety and teamwork at your facility. Our industry experts can provide all relevant regulatory training, including the U.S. Department of Transportation's Hazmat Employee safety and security training.

Public seminars to boost your compliance confidence

The regulatory journey gets easier when you train with Unz & Co.

Accurate compliance information.

The Unz & Co. workshop staff is constantly refining information presented at our programs, ensuring absolute accuracy.

Experienced industry professionals present each program.

Our workshop leaders are hands-on professionals, industry experts with years of experience.

The best reference materials in the industry — yours to take back to the office. Our specially prepared references enrich your learning experience while at the workshop, making it easy to follow along as the material is presented.

The best facilities. All Unz & Co. workshops are held in comfortable, modern facilities, eliminating distractions and maximizing your learning.

...all from Unz & Co., the most trusted name in compliance training!

Unz & Co. has been providing the international trade industry with compliance products and training for over 130 years.

See our website — we currently present 17 titles that cover exporting, importing and the transportation of dangerous good — over 200 seminars in more than 30 cities!

We schedule programs around the country and throughout the year.

Visit soon and register for one or more of our courses — build your career and your compliance confidence.

www.unzco.com