



TRADE
ESSENTIALS



COUNTRY
BUSINESS
GUIDES



GLOBAL
BUSINESS
CULTURE



IMPORTING



EXPORTING



TRADE
DOCUMENTS



BANKING
FINANCE
PAYMENTS



LEGAL
AND
CONTRACTS



PACKING
SHIPPING
INSURANCE



ADVERTISING
MARKETING
SALES



GLOBAL
E-COMMERCE



SUPPLY
CHAIN
SECURITY



TOOLS
AND
REFERENCE



IMPORTING



EXPORTING



E-COMMERCE



COUNTRY BUSINESS
GUIDES



GLOBAL
BUSINESS CULTURE

TRADE & COMPLIANCE ALL IN ONE PLACE

International trade is a business where “I think I know” isn’t good enough. What you don’t know can hurt you. We’re here to help.

World Trade REF is the global trade community’s leading reference product covering just about every aspect of international trade, business, logistics, banking, and supply chain security.

World Trade REF is organized into 13 supermodules of content that intuitively guide the user to the information needed to make decisions, succeed in international business, and stay in compliance with government entities.

BENEFITS

Importers and exporters get detailed information for importing and exporting, packing, shipping and insurance, banking and trade finance, trade documentation, as well as global business culture.

Logistics professionals get detailed and up-to-date documentation, regulatory, and compliance information for the world’s top 120 economies.

Trade promotion agencies and their member firms get detailed information to support trade missions and help develop business relationships worldwide.

E-Commerce professionals get detailed information on B2B and B2C marketplaces, payment gateways, and preferred social media platforms for 120 countries. Also included are articles on current trends, issues, and barriers to success globally.

Tools and reference materials are also included and feature extensive illustrated guides to Incoterms® 2020, ocean and air freight containers, global trade agreements, and Foreign Trade Zones, as well as the complete *Dictionary of International Trade* and 12 Short Course in International Trade coursebooks.

World Trade REF is mobile friendly, automatically adapting to the screen size of any desktop, laptop, tablet, or smartphone.



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Supermodules



How to Use This Product
International Business Plans
InfoLists for Business Travel



Export 101: Essentials
Import 202: Particulars
InfoLists for Export as a Business
Foreign Trade Zones (USA)



International Contracts
Joint Ventures
Global Business Entities
Intellectual Property Rights
Contract Templates
InfoLists for Law
Local Legal Issues



International E-Commerce
Top 20 E-Commerce Markets



120 Country Business Guides
covering more than 160 topics
each.



Intro to Trade Documentation
Key Documents
Customs Documents



Ocean Container Packing Guide
Ocean Transport
Cargo Vessels
Ocean Freight Containers
Air Transport
Cargo Aircraft
Air Freight Containers (ULDs)
Road Transport & Trailers
Rail Transport & Railcars
International Cargo Insurance



Supply Chain Security
C-TPAT
Free and Secure Trade (FAST)
Automated Commercial
Environment (ACE)



Business Culture
International Business Culture
International Negotiating



International Banking Services
International Payments
Financing International Trade
Foreign Exchange Basics
Currencies of the World
Currency Converter



Market Research: Demographics
Advertising Regulation
International Marketing
International Marketing Blunders



Acronyms and Abbreviations
Business Entities World wide
Dictionary of Int'l Trade
Computer Terms
Country Codes
Currencies of the World
Currency Converter
Foreign Trade Zones (USA)
Guide to Electricity and Plugs
Importing to the USA
Incoterms® 2020
International Dialing Tools
Operating Agreements
Short Course Series E-Books
Trade Agreements
Trade Terms in 8 Languages
Weights and Measures
Resources
Commercial Import Guide (USA)



Import 101: Essentials
Import 202: Particulars
InfoLists for Import as a Business
Commercial Import Guide (USA)
International Sourcing
Foreign Trade Zones (USA)



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Sample Pages

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TRADE ESSENTIALS COUNTRY BUSINESS GUIDES GLOBAL BUSINESS CULTURE IMPORTING EXPORTING TRADE DOCUMENTS BANKING FINANCE PAYMENTS LEGAL ASPECTS CONTRACTS PACKAGING SHIPPING INSURANCE ADVERTISING PROMOTION SALES GLOBAL E-COMMERCE SUPPLY CHAIN SECURITY TOOLS AND REFERENCE

TOOLS AND REFERENCE

- Acronyms and Abbreviations
- Business Entities Worldwide
- Dictionary of Int'l Trade
- Computer Terms
- Country Codes
- Currencies of the World
- Currency Converter
- Foreign Trade Zones (USA)
- Guide to Electricity and Plugs
- Importing to the USA
- Incoterms® 2020

Incoterms® 2020

- Incoterms® 2020 Introduction
- Incoterms® 2020 Groups
- Incoterms® 2020 Classes
- Incoterms® 2020 Notes
- Helpful Definitions
- EXW (Ex Works)
- FCA (Free Carrier)
- FAS (Free Alongside Ship)
- FOB (Free On Board)
- CPT (Carriage Paid To)
- CFR (Cost and Freight)
- CIP (Cost, Insurance and Freight)
- DAP (Delivered at Place)
- DDP (Delivered Duty Paid)

FOB (Free On Board)

FOB Free On Board (... named port of shipment)

Diagram illustrating the FOB Free On Board transaction. The seller is responsible for loading the goods onto the vessel at the named port of shipment. The buyer is responsible for unloading the goods from the vessel at the named port of destination.

FOB | Free On Board (...named port of shipment)

In Free On Board, the seller/exporter/manufacturer clears the goods for export and delivers them on board the named vessel at the "named port of shipment." This is a change made in Incoterms 2010 from Incoterms 2000, where the seller was responsible only to deliver the goods "past the ship's rail." With FOB, the named port of shipment is domestic to the seller.

Also, with FOB the seller has the option to deliver the goods on board the vessel, or to "procure goods already so delivered." This is a reference to so-called "string sales," where a single shipment might be resold multiple times during transport, as is common in the commodity trade.

The named place in FOB is a port, and therefore the term is used only for ocean or inland waterway transport.

If the shipment is containerized or to be containerized, common practice is to deliver the shipment to the carrier at a terminal and not on board a ship. In such situations, the FCA term is recommended.

The FOB term is commonly used in the sale of bulk commodity cargo such as oil, grains, and ore.

The key document in FOB transactions is the "On Board Bill of Lading."

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TRADE ESSENTIALS COUNTRY BUSINESS GUIDES GLOBAL BUSINESS CULTURE IMPORTING EXPORTING TRADE DOCUMENTS BANKING FINANCE PAYMENTS LEGAL ASPECTS CONTRACTS PACKAGING SHIPPING INSURANCE ADVERTISING PROMOTION SALES GLOBAL E-COMMERCE SUPPLY CHAIN SECURITY TOOLS AND REFERENCE

Brazil

1:40:59 pm 3/14/22 21° C / 69° F Thunderstorms 45.8 11 km/h / 7 mph US: 21° C / 69° F 10:21° C / 50° F

Brazil Trade Overview

Country Overview

Country Overview
Country Facts
Cultural Overview
Did You Know?
Climate
Geography
Business Overview
Trade Overview
Advertising and Marketing
Business

Brazil's strong export economy and its rapid resurgence after the 2008 global crisis contributed to the nation's rise from a regional to a global power. Prior to World War II, cyclical commodity booms and busts challenged the economy and led to more restrictive trade policies. Modifications to those policies enabled the nation to emerge by the mid-1990s with a more open economy. The country has since boasted a trade surplus and strong sectors in agriculture, mining, industry, and the services industry. Agricultural commodities, such as sugarcane and coffee, represent a large portion of the nation's exports. New discoveries in oil have promised to move Brazil away from oil-dependency and toward the role of oil exporter.

Trade History

Portuguese settlers arrived in Brazil in the 16th century and immediately began to capitalize on its vast natural resources. During the 16th and 17th centuries agricultural commodities, such as sugar, tobacco, cotton, and gold, emerged as popular exports to Europe.

Brazil gained independence in 1822 and immediately faced difficulties when competition threatened its main exports—sugar, cotton, and coffee. Exports contracted, then bounced back. Coffee as an export thrived into the 1930s, when a decline in coffee prices turned the economy inward. Forced reductions of imports led to industrialization but also led to a closed economy. Military and populist factions vied for political power over the next 50 years, stifling competition and economic growth.

Unleash Brazil's strong agricultural, mining, industry, and service sectors.

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TRADE ESSENTIALS COUNTRY BUSINESS GUIDES GLOBAL BUSINESS CULTURE IMPORTING EXPORTING TRADE DOCUMENTS BANKING FINANCE PAYMENTS LEGAL ASPECTS CONTRACTS PACKAGING SHIPPING INSURANCE ADVERTISING PROMOTION SALES GLOBAL E-COMMERCE SUPPLY CHAIN SECURITY TOOLS AND REFERENCE

Saudi Arabia

7:36:45 pm 3/14/22 28° C / 83° F Sunny 45.8 22.2 km/h / 13.8 mph US: 28° C / 83° F 10:28° C / 50° F

Saudi Arabia Meetings

The oil-rich kingdom of Saudi Arabia is open to business and commerce with the Western world, and yet, it is culturally still very much a traditional Muslim nation. Expect to encounter strict protocol within meetings, as well as specific social expectations in everyday life. Showing respect and dignity is the key to successful business in Saudi Arabia. Businesswomen should be hypersensitive of cultural differences, and adjust behavior accordingly.

Preparation

Visas to Saudi Arabia are not normally issued to non-Muslims unless you have a Saudi sponsor. Even though there have been moves in recent years to change this rule for businesspeople, it is still essential to have a local contact who can introduce you and vouch for you. Many Saudis are educated abroad or do business in other countries, and contacts made in your home country can be of great use to you. Should you need assistance in finding a local sponsor, your country's embassy in Saudi Arabia should be able to help you.

Although meetings should be scheduled as much as a month in advance, some Saudis, particularly government officials, will not finalize dates for meetings until you are in the country. Your schedule will need to take into account the holy month of Ramadan (dates differ from year to year), as well as the annual Hajj (pilgrimage to Mecca) and also the five daily times for prayer.

Although most businesspeople speak English, it is worth learning some basic Arabic phrases. "Salam aleikum" (peace be upon you) is the accepted greeting, responded to by "Aleikum as-salam" (upon you be peace). You should also have a bilingual business card, and translations of presentations and other materials will be welcome.

Be prepared to spend a lot of time and to drink a lot of coffee, forming a personal relationship with your Saudi counterparts before much formal business can be conducted.

Scheduling

As in all things in Saudi Arabia, religious law controls scheduling. The Saudi workweek is Saturday through Wednesday, with some businesses open on Thursday mornings. Friday is the Muslim holy day and not used for business.

The workday revolves around the five prayer times: Fajr (dawn), Zuhr (shortly after midday), Asr (mid-afternoon), Maghrib (sunset), and Isha' (at night, from an hour and a half after sunset). Meetings are often set in relation to prayer times rather than at a specific hour, and your local counterparts are most likely to be punctual right after a particular prayer period. Exact times for the various prayers, which vary with the

Although most businesspeople speak English, some basic Arabic phrases are worth learning.

Once a personal relationship has been well established, you can move on to more serious business.

A positive relationship is the basis for ongoing business in the Arab world.

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Packing, Shipping and Insurance

- Ocean Container Packing Guide
- Ocean Transport
- Cargo Vessels
- Ocean Freight Containers

Introduction to Multi-Modal Containers
Container ID, Size, and Type Codes
Ocean Container Nomenclature
General Purpose 20'
General Purpose 40'
High Cube General Purpose 40'
High Cube General Purpose 45'
Hardtop 20'
Hardtop 40'
High Cube Hardtop 40'
Open Top 20'
Open Top 40'
Flatrack 20'
High Cube Flatrack 40'
Platform (Collapsible Platform) 20'x40'
Ventilated 20'x40'
Insulated 20'x40'
Bulk 20'
Refrigerated (Reefer) 20'
Refrigerated (Reefer) 40'
High Cube Refrigerated (Reefer) 40'
Tank 20'
Flatrack 20'

Open Top 40'

- Especially for:
 - overweight cargo
 - heavy loads
 - loading from top side, e.g. by crane
 - loading from door side, e.g. with cargo hanging from overhead tackle.
- Floor height 170 mm (ground level to interior floor surface, tolerance dimension possible)
- Door header can be swung out on all open top containers
- Lashing devices have a permissible load of 1,000 kg (2,205 lbs) each
- For dimensions of roof and door openings, please see following pages
- Note: Maximum container load weights listed may exceed permissible weight limits for road and rail transport

Open Top Container, 8'6" high, ISO Size Type: 42U1 40'

Construction	Inside Dimensions				Max. Gross Weight	Tare Weight	Max. Payload	Capacity
	Length	Width	Height	Max.				
Steel container with corrugated walls, removable tarpaulin, and wooden floor	12,030 mm / 39'5 1/2"	2,350 mm / 7'8 1/2"	2,377 mm / 7'9 1/2"	2,347 mm / 7'8 1/2"	30,480 kg / 67,196 lbs	3,850 kg / 8,485 lbs	26,630 kg / 58,708 lbs	68.4 cu. ft.
and steel floor	12,029 mm / 39'5 1/2"	2,350 mm / 7'8 1/2"	2,380 mm / 7'9 1/2"	2,344 mm / 7'7 3/4"	32,500 kg / 71,650 lbs	4,050 kg / 8,929 lbs	28,450 kg / 62,721 lbs	65.5 cu. ft.

Open Top Roof and Door Openings

Business Culture: Meetings

Tools and Reference: Incoterms® 2020

Packing, Shipping, and Insurance:
Ocean Freight Containers

Country Snapshot: Trade Overview



Country Business Guides

120 Countries Featured

Algeria
Angola
Argentina
Australia
Austria
Azerbaijan
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Bangladesh
Belarus
Belgium
Bolivia
Bosnia and Herzegovina
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Croatia
Cuba
Cyprus
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Oman
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Uganda
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United Arab Emirates
United Kingdom
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Country Business Guides

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Television Stations
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QUALITY OF LIFE

Quality of Life
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SECURITY BRIEFING

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Travel Warnings
Threats to Safety and Security
Crime
Money and Valuables
Transportation and Safety
Local Laws

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Maternal Death
Suicide Mortality Rate
Undernourishment
Women in Parliament

TAXATION

Corporate Taxation
Individual Taxation
VAT, GST, and Sales Taxes
Ernst&Young country tax guides for:

TRADE

Tariff Profiles (5 Years)
Trade Profiles (5 Years)
Trade Agreements



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