

A listing of the major regulatory publications including publication dates, effective dates, and mandatory compliance dates.

Also includes an overview of Unz & Co. compliance training — public seminars, consulting, and customized onsite training programs.



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PUBLICATION	DESCRIPTION	REVISION DATE
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EXPORT REGULATIONS

Export Administration Regulations 2011^{TCP*}

C55-711 \$485
C55-711R \$388

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 2010, this Unz & Co. publication has been updated more than 20 times. You are assured of the most recent regulatory information at your fingertips

Full text on web/E-mail updates/832 pages/Tabbed Dividers

Updated as regulations change with Unz & Co. subscription service.

Schedule B Classification of Exports 2011^{TCP*}

C55-721 \$485
C55-721R \$388

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. AES filing is now mandatory, outdated Schedule B codes will be rejected.

Full text on web/E-mail updates/1740 pages/Tabbed Dividers

Updated as regulations change with Unz & Co. subscription service.

International Traffic in Arms Regulations 2011^{TCP*}

C55-771 \$175
C55-771R \$140

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.

Full text on web/E-mail updates/182 pages, Tabbed Dividers

Updated as regulations change with Unz & Co. subscription service.

IMPORT REGULATIONS

U.S. Customs Regulations 2011^{TCP*}

C55-731 \$485
C55-7731R \$388

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 a ccess 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. There were twenty updates in 2009; eight in 2010.

Full text on web/E-mail updates/1128 pages, Tabbed Dividers

Updated as regulations change with Unz subscription service.

^{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

PUBLICATION DESCRIPTION REVISION DATE

IMPORT REGULATIONS

Harmonized Tariff Schedule of the U.S. (HTSUS) 2011^{TCP}*

C55-741 \$550
C55-741R \$440

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 2010, this publication was updated more than 5 times ensuring that the most current regulatory information is at your fingertips.

Full text on web/E-mail updates/3126 pages/Tabbed Dividers

Updated as regulations change with Unz subscription service.

REGULATION HANDBOOKS AND INTERNATIONAL TRADE REFERENCES

Commerce Export Compliance Handbook 2011^{TCP}*

C55-751 \$595
C55-751R \$476

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 2011^{TCP}*

C55-761 \$695
C55-761R \$556

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 6th Ed

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 new to exporting, this is an invaluable reference guide. New to the sixth edition is a section regarding Incoterms[®] 2010. The Incoterms[®] are so crucial in international sales contracts. These terms ultimately have a direct affect on your bottom line.

Updated as needed.

Incoterms[®] 2010

C65-142 \$75

Incoterms[®] define the responsibilities of buyer and seller for delivery of goods under sales contracts. Incoterms[®] aren't automatic; they are subject to negotiation and the successful buyer or seller is often the one who is best at negotiating the terms of sale. The terms (now called "rules") were recently revised, trimming the terms down from thirteen to just eleven, tailored for the needs of users worldwide... Incoterms[®] 2010 is the new authoritative text for determining how costs and risks are allocated to the parties in a transaction. These rules went into effect on January 1, 2011.

2010 edition, effective until republished

A Basic Guide to Exporting 10th Ed.

C64-127 1-24 \$18
25-49 \$16
50-99 \$14
100-299 \$13

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.

Updated! First update since 1998

^{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

Unz & Co. Division of WTS Corporation 333 Cedar Avenue, Building B, Suite 2, Middlesex, NJ 08846 800-631-3098 / 732-667-1020 www.unzco.com

PUBLICATION DESCRIPTION REVISION DATE

REGULATION HANDBOOKS AND INTERNATIONAL TRADE REFERENCES

Letters of Credit for Exporters & Importers
C55-229 \$175

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 UCP 600 is reprinted in its entirety within this volume, as is URC 522.

Updated in 2011

DANGEROUS GOODS REGULATIONS

IATA Dangerous Goods Regulations
52nd Edition
Spiral Bound - C65-640S \$265
Perfect Bound - C65-640P \$260

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.

Mandatory January 1, 2011

International Maritime Dangerous Goods (IMDG), 35th Amendment Vol. 1 & 2
C65-644 \$247

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 numbered years), in October
Mandatory January 1, 2012

International Maritime Dangerous Goods 35th Amendment Supplement
C65-644S \$130

The IMDG 2010 Supplement is to be used in conjunction with the IMDG Code Amendment 35 and will add to your knowledge of ocean transportation regulations. The supplement covers the Reporting Procedures, Safe Use of Pesticides, EMS Guide, Medical First Aid Guide, Packing Cargo Transportation Units, and INF Code.

Effective January 1, 2011
Mandatory January 1, 2012

Dangerous Goods Transportation Regulations 2011^{TCP}*
Hazmat Title 49 CFR Parts 100 to 185
C65-711, \$425
C65-711R Re-subscriber discount price \$325!

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 2010 subscribers current with six updates.) This is a critically important publication for your regulatory reference library.

Updated as regulations change with Unz subscription service.

Full text on web/E-mail updates/1078 pages, Tabbed Dividers

Master Regulations 49 CFR Parts 100-185
12/10 Edition
C65-676 \$74

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 through November 1, 2010. Updated annually in October.

Emergency Response Guide (ERG 2008)
C70-012PS 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

Public seminars to boost your compliance capability

Our public seminars deliver:

- **The Unz & Co. training staff** — constantly refining the 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 133 years.

See our website — Over 200 training programs in 30+ cities — exporting, importing and dangerous goods transportation.

Current schedule on next page.

For additional dates see program listings on our website — Over 200 training programs in 30+ cities — exporting, importing and dangerous goods transportation.

Visit to get full details on content, dates, and locations. You can register online for Unz & Co. training — training to help build your career and your compliance confidence.

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Economical training for individual staff members.



Export/Import

Export Operations – 2 days Learn what is involved in the export process — from negotiating terms of sale and payment to the delivery of goods, commercial, legal and documentation needs.

Export Controls and Licensing – 1 day The Export Administration Regulations, its structure, information search techniques, the Commerce Control List and Commerce Country Chart. We'll discuss License Determinations and Exceptions, end user/end-use restrictions, The Ten General Prohibitions, export clearance process and recordkeeping.

NAFTA and Other Free Trade Agreements – 1 day Gain a competitive edge by applying effective strategies to your free trade agreements. Learn how to take full advantage of the benefits offered by free trade and avoid being denied preferential tariff treatments for lack of knowledge.

Introduction to the ITAR & Licensing Workshop – 2 day Provides an understanding of the regulations, detailed information on the terms, definitions and concepts unique to the ITAR. Day One delivers a working knowledge of the ITAR. Day Two provides practical exercises in applying that knowledge.

Import Operations & Procedures – 2 days Gain an in-depth understanding of the import process. Learn proper HTS classification, elements of valuation, and how to interact with U.S. Customs. Import Management Systems.

U.S. Customs Audit & Compliance Assessment – 1 day Proper compliance with U.S. Customs' Focused Assessment audit program can save time and money. Put this new program to work and avoid new Customs Modernization Act recordkeeping and drawback penalties.

Tariff Classification under the Harmonized System – 1 day Learn the structure of the Harmonized System, how it works, and how to apply that knowledge for classification. Valuable for those new to the classification process; an excellent refresher for active practitioners who want to refine their skills. Vital for qualifying goods for NAFTA and FTA eligibility.

Dangerous Goods

Multimodal Dangerous Goods Transportation – 2 days Take the risk out of ground, air, and water hazmat transport. Expanded DOT regulations demand documented training for every hazmat employee in your company — every three years.

Shipping Dangerous Goods by Air IATA Recurrent Training – 1 day Satisfy IATA stipulations that require recurrent training at least every 24 months. Unz & Co. training will equip you to prepare compliant shipments.

Seminars scheduled for January 2011-July 2011.

Export 2011	Export Operations	Export Controls & Licensing	Introduction to ITAR & Licensing	NAFTA and Other Free Trade Agreements
New York, NY	Feb 7-8	Feb 9	Feb 10-11	
Houston, TX	Feb 28-Mar 1	Mar 2	Mar 3-4	
Philadelphia, PA	Mar 7-8	Mar 9	Mar 10-11	
Nashville, TN	Mar 21-22	Mar 23		Mar 24
Chicago, IL	Apr 4-5	Apr 6	Apr 7-8	
West Palm Beach, FL	Apr 25-26	Apr 27		Apr 28
Long Beach, CA	May 2-3	May 4	May 5-6	
Stamford, CT	May 16-17	May 18	May 19-20	
Philadelphia, PA	Jun 6-7	Jun 8		Jun 9
Greensboro, NC	Jun 20-21	Jun 22		Jun 23
Milwaukee, WI	Jun 27-28	Jun 29		Jun 30
Woodbridge, NJ	Jul 18-19	Jul 20	Jul 21-22	
Cleveland, OH	Jul 25-26	Jul 27		Jul 28

Import 2011	Import Operations	Harmonized Tariff System	U.S. Customs Audit	NAFTA and Other Free Trade Agreements
Philadelphia, PA	Feb 14-15	Feb 16	Feb 17	
Charlotte, NC	Feb 28 – Mar 1	Mar 2	Mar 3	Mar 4
Dallas, TX	Mar 14-15	Mar 16	Mar 17	Mar 18
Chicago, IL	Mar 28-29	Mar 30	Mar 31	
Long Beach, CA	Apr 11-12	Apr 13	Apr 14	
Baltimore, MD	May 9-10	May 11	May 12	
Woodbridge, NJ	May 23-24	May 25	May 26	
Nashville, TN	Jun 13-14	Jun 15	Jun 16	Jun 17
Boston, MA	Jul 11-12	Jul 13	Jul 14	Jul 15
Greensboro, NC	Jul 18-19	Jul 20	Jul 21	

Incoterms 2011	
Phoenix, AZ	Feb 1
Anaheim, CA	Feb 3
Washington, DC	Feb 4
Charlotte, NC	Feb 8
Louisville, KY	Feb 10
Philadelphia, PA	Feb 18
New Orleans, LA	Feb 22
Stamford, CT	Feb 24
Woodbridge, NJ	Feb 25
San Francisco, CA	Mar 8
Milwaukee, WI	Mar 10
Houston, TX	Mar 15
Kansas City, KS	Mar 17
Manchester, NH	Mar 22
Saddle Brook, NJ	Mar 24
Nashville, TN	Mar 25
Chicago, IL	Apr 1
Long Beach, CA	Apr 15
New York, NY	Apr 18
Greensboro, NC	Apr 26
Baltimore, MD	May 13
Woodbridge, NJ	May 27
Seattle, WA	Jun 1
Indianapolis, IN	Jun 3
Philadelphia, PA	Jun 10
Raleigh, NC	Jun 17
Milwaukee, WI	Jul 1
Houston, TX	Jul 1

Dangerous Goods 2011	Multimodal Dangerous Goods Transportation Training	Shipping Dangerous Goods by Air Recurrent Training 1-Day
Garden City, NY	Feb 28 – Mar 1	Mar 2
Woodbridge, NJ	Mar 7-8	Mar 9
Stamford, CT	Mar 21-22	Mar 23
Jacksonville, FL	Apr 4-5	Apr 6
Chicago, IL	Apr 11-12	Apr 13
Philadelphia, PA	May 2-3	May 4
Mahwah, NJ	May 16-17	May 18
Houston, TX	June 6-7	June 8
Baltimore, MD	June 13-14	June 15
Secaucus, NJ	July 18-19	July 20
San Jose, CA	July 25-26	July 27

For additional dates see our website

Get full details on content, dates, and locations. You can register online for Unz & Co. training.

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CONSULTING AND COMPLIANCE REVIEWS

Do your company's current business practices reflect the latest government regulations? Are you aware of the dramatic impact noncompliance can have on your profitability?

Protect your bottom line with our customized solutions for

- **Export Compliance**
- **Import Compliance**
- **Dangerous Goods Regulatory Compliance**

Whether you are just entering the global marketplace or planning to expand into new markets, issues like these can weaken your competitiveness and profitability.

Our consulting offers sound solutions to keep your company profitable and compliant.

We can show you how to :

- Document compliance procedures by creating an Export or Import Management System
- Stay up to date with the latest Federal regulations pertaining to international transactions or the shipment of hazardous materials
- Implement streamlined practices to avoid shipment delays, fines, penalties and related liability issues
- Develop training programs specifically for your operation
- Use NAFTA and other free trade agreements to increase profits

Thanks to our years of hands-on experience, including one-on-one involvement with government agencies, we can fine tune your operation's performance, regardless of the industry you're involved in. We can also structure a practical consulting schedule that delivers compliance economically .

Unz & Co. Guarantee of Confidentiality

Our in-depth compliance reviews provide a forum for open discussions without compromising confidentiality. A signed statement of confidentiality to meet your corporate requirements is supplied.

Export Compliance

The Bureau of Industry and Security recommends exporters develop an Export Management System

The interesting thing about export compliance is that once the exporter has made an error, and released the goods, the error can't be corrected. That's why the BIS strongly recommends that all exporters establish an Export Management System to ensure that their employees are aware of the regulations and are equipped with a documented procedure for each transaction.

We can develop an *Export Management System* that's simple to implement and yet comprehensive enough to include all the BIS required elements — specifically tailored to your export operation and guaranteed to help you avoid fines and penalties.

We'll prepare guidelines for each export transaction and create a manual that will include the following administrative elements:

- Management Policy
- Responsible Officials
- Record Keeping
- Training
- Internal Reviews
- Notification
- Order Processing
- Screening Elements



Import Compliance

The U.S. Customs Service is targeting importers for compliance audits.

The best way to prepare for a Customs audit is to have an *Import System and Manual* established for your company. Unz & Co. can create such a system, customized to your company's

international operations. The manual will reflect all aspects of your import activities. This is the only way you can demonstrate to the U.S. Customs that you have instituted a "reasonable care" management process. Additionally, we will work with you to develop a program that not only guarantees compliance, but also identifies potential duty savings! Our findings can also be used to train your employees to work more efficiently by implementing and following set procedures while ensuring compliance.

Dangerous Goods Compliance

Are you having difficulty understanding or interpreting regulations? Unz & Co. can help you comply successfully with the DOT, IATA, and IMO regulations. Employees involved in transportation or handling of dangerous goods must be trained, tested, and certified. It is the law!

Review and Recommendation Process

1. ON-SITE REVIEW First, Unz & Co. will conduct an on-site review of your operation to pinpoint any problem areas. You and your personnel will work side-by-side with your assigned consultant to assess all regulatory issues and determine where corrective action should be taken.

2. RECOMMENDATIONS In-depth, unbiased recommendations for corrective action are then presented in a comprehensive, confidential written report. A *Formal Management System* is often recommended.

3. TRAINING Often, the most efficient way to implement improvements to your process is on-site training for all staff involved.

4. FOLLOW-UP REVIEWS are recommended every six to twelve months or as regulations or products change.

5. ON-GOING RETAINER SERVICES Our consultants can be retained to answer ongoing technical questions and to help you maintain compliance. If needed, we can research topics and render written recommendations.

Bottom line savings you can't afford to pass up!

Call 800-631-3098 or email consulting@unzco.com for more information.

COMPLIANCE REVIEWS AND TRAINING — THE PROCESS

THE INTENT...

Inhouse management personnel and support staff maintain the organization's compliance effort.

This includes a thorough knowledge of the product line, shipping methods, and ultimate destination of the goods.

THE PROBLEM...

Much of the knowledge applied to determining the proper way to conduct the international trade or dangerous goods transportation compliance effort is obtained in a piecemeal fashion. Typically, management then redoubles its efforts to create and maintain a compliance program that leads to efficient and profitable trade.

This method can be effective. Often, however, it can result in organizational confusion, missed opportunities, delayed shipments, and finally, unnecessary financial losses.

What to do?

THE SOLUTION... *There are two options available to create or strengthen an inhouse compliance system —*

An Unz & Co. Inhouse Compliance Review, complete with recommendations for improvement.

Unz & Co. compliance experts will spend time reviewing the products a company deals with (export, import, or dangerous goods) and determines what regulations may apply.

All phases of the process are examined, including pre-shipment preparation, classification, applicable regulations, documentation, payment terms, and all of the, sometimes small but significant, facets of a transaction.

After the review, a complete report is issued, which will detail the audit findings and list recommendations on how to improve the process.

Creation of an **Export, Import, or Dangerous Goods Management System** is recommended at this point.

On-Site training by Unz & Co. Compliance Experts.

A company may be operating at a fairly successful and profitable level. The problem is that keeping track of the regulations and training employees is taking too much time and effort.

An Unz & Co. On-site training program is a perfect solution. Our professional training personnel will confer with you to learn what type of training you feel your staff needs. Together, you will outline the topic for training and also work on customizing the program to make it a perfect fit for your personnel.

Follow-up compliance reviews and/or training sessions

Regulations, personnel, and the marketplace continue to change. By maintaining a consistent level of compliance, you are ensuring that the improvements made to your operating system and the competency of your personnel will remain at a high level.

THE RESULTS...

- The Compliance Audit identifies and eliminates any and all problems inherent in the way you are currently conducting business.
 - The Export, Import, or Dangerous Goods Transportation Management System clarifies how transactions should be structured, assigns responsibility for various segments of the process to specific personnel, ensures that there is no room for error due to confusion, lack of information, or "creative thinking."
 - On-site Training brings your department or company-wide team together in their understanding of how to properly complete a transaction.
- It has the added benefit of bringing your team together in a positive way, and increases morale by instilling confidence and demonstrating management's commitment to them and their success.

On-site training can be the key to motivated, enthusiastic employees.



Call to speak to a Custom Training or Consulting Specialist - 800-631-3098

CUSTOMIZED ONSITE TRAINING

We will bring our compliance knowledge to your site — Export, Import, or Dangerous Goods Transportation.

We can custom tailor any topic to meet the needs of your group

How It Works

Unz & Co. will assign you a personal training manager to develop customized training with you, and deliver it direct to your company.

On-site programs simplify the learning experience. The focused training given by our expert instructors, supported by our up-to-date references, ensure that your staff will maximize their learning experience.

How You Benefit

Receive immediate ROI when your staff learns the principles and procedures needed to achieve your goals.

Save time and money by having Unz & Co. experts come directly to you. Training your employees together will ensure they are on the same page at the same time.

Your Needs are Addressed

Each company's needs are different — one agenda never fits all. That's why your Unz Training Manager will be there to help you identify the most relevant topics for your company and then provide focused training. Our training basics are a great start, customization ensures the success of your training effort.

Your Budget

You will know the total cost for the seminar before it begins — no hidden costs — and no travel or hotel charges. Group training will get your staff "on the same page," boost morale and help create a more efficient and productive workplace environment.

Your Time Frame

We work to your schedule to eliminate downtime and boost the learning experience for your staff.

Unz & Co. Delivers Excellence

Our seminars have earned us a reputation for excellence in International Trade training.

Customized training topics:

Export Training

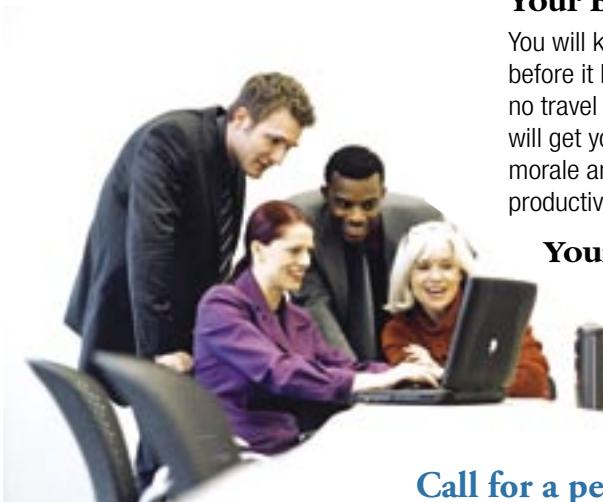
- Export Operations & Procedures
- Export Controls and Licensing Under the EAR
- NAFTA and other Free Trade Agreements
- Introduction to the ITAR and Licensing Workshop
- Developing an Export Management and Compliance System (EMCP)
- Classification under the Schedule B
- Incoterms® 2010
- International Logistics

Import Training

- Import Operations and Procedures
- Tariff Classification Under the Harmonized System
- U.S. Custom Audit and Compliance Assessment
- Incoterms® 2010
- Intensive Letters of Credit
- UCP600
- Global Sourcing Supply Chain Management
- International Logistics

Dangerous Goods Training

- Multimodal Dangerous Goods Transportation Training Workshop
- Shipping Dangerous Goods by Air Training Workshop
- IATA 2-Day Basic Initial Air Training Workshop



**Call for a personalized compliance review for your on-site program.
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