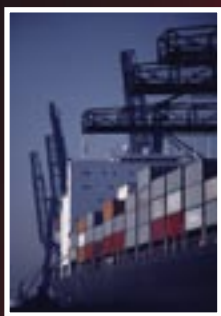


FAST, ACCURATE, DOCUMENTATION FOR YOUR HAZMAT SHIPMENTS!

# UnzHazmat® 5.1

## DOCUMENTATION SOFTWARE

CREATE, MANAGE, AND TRANSMIT YOUR HAZMAT DOCUMENTATION  
WITH POWERFUL NEW SOFTWARE FROM UNZ & Co.



### YOU GET THE BENEFIT OF OUR COMPLIANCE KNOW-HOW

UnzHazmat® 5.1 is the only software designed by compliance experts. We ensure that every form in the software is current and compliant. With correct data entry, you will produce documentation that is in full compliance with the latest regulations. Software prompts and embedded reference information assist you in the completion of each form.

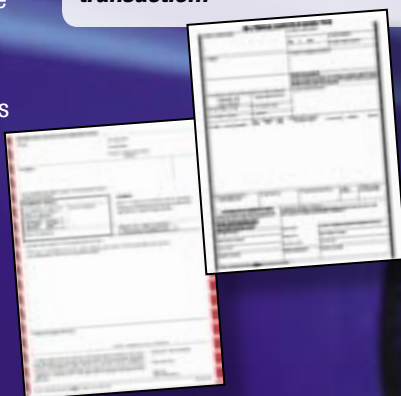
Unz & Co. experts have been dealing with compliance regulations since 1879. Providing our customers with UnzHazmat 5.1, an easy-to-use software documentation tool that takes compliance seriously, is something we are very proud of.

**DOT, IATA, IMDG,  
ERG AND OTHER  
SHIPPING DOCUMENTS  
INCLUDED.**

#### SAVES TIME

- Reuse existing repetitive data such as customer and product information!
- Return to your transaction documentation to modify as often as you like - change shipment details or add/delete forms right up to the ship date.
- Share drafts through emails or print to paper
- Easily export all shipment details to spreadsheet programs.

**Save time on every transaction!**



#### NO NEED FOR PREPRINTED FORMS!

The software includes eleven forms:

- Emergency Response Instructions
- Hazmat Domestic Bill of Lading
- IATA Dangerous Goods Declaration
- IATA Non-Restricted Declaration
- IMO Multimodal Dangerous Goods Declaration
- Packing List
- EASI SLI™ Exporter AES & Shipper Instructions™
- Shippers' Letter of Instruction
- Summary Bill of Lading
- Commercial Invoice

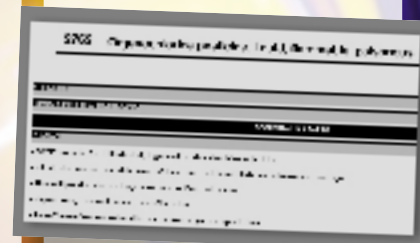
Use your color printer or purchase blank pre-printed sheets with required color markings.

(UnzHazmat 5.1 includes a starter pack of forms.)

#### GENERATE MANDATORY ERG INSTRUCTIONS

As you complete your documentation, UnzHazmat® 5.1 generates mandatory emergency responder guides to include with your documentation.

**The software automates the task of creating ERG instructions to include with your documentation.**



### IATA Dangerous Goods Regulations

New 52nd Edition - Mandatory January 1, 2011

This is the reference you need to make sure your shipments arrive safely and on time. The IATA Dangerous Goods Regulations (DGR) guide is the trusted source to help you classify, mark, pack, label, and document dangerous shipments, based on international and national air

regulations as well as airline-specific requirements. It's the only up-to-date, user-friendly reference recognized by the world's airlines for over 50 years.

If your company ships dangerous goods by air, being aware of current regulations can save your company costly fines and timely delays. The IATA Dangerous Goods Regulations is the only manual trusted by shippers and airlines to provide a reliable and comprehensive outline of dangerous goods regulations.

Make sure your shipments are safe and your business is compliant!

Spiral Bound Book Cat. No. W65-640S \$265

Perfect Bound Book Cat. No. W65-640P \$260



### International Maritime Dangerous Goods (IMDG) Code, 35th Amendment, 2010 Ed.

**Two-volume general edition** - The IMDG Code has undergone many changes over the years, in both format and content, in order to keep up with the rapid expansion of the shipping industry. Amendment 35-10 includes revisions to

sections of the Code and to transport requirements. It was adopted by IMO's Maritime Safety Committee May 2010.

The IMDG Code, as amended by Amendment 35-10, is mandatory as of January 1, 2012 but may be applied in whole or in part on a voluntary basis as of January 1, 2011.

Two-volume W65-6440 \$247

#### IMDG Code 2010 Supplement for Water Carriers

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.

Water Transporter Supplement W65-644S \$130

To find more information: [www.unzco.com](http://www.unzco.com) or call 1-800-631-3098.

# EXPORT/IMPORT REGULATIONS 2011 CATALOG

**Regulations  
are changing  
in 2011. Will  
you be ready?**

**Look inside for the tools  
you need for international  
trade and dangerous  
goods shipping!**



*The International Trade Compliance Experts Since 1879*  
333 Cedar Avenue, Building B, Suite 2, Middlesex, NJ 08846



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compliance system.**

**Unz & Co. means  
compliance value.**

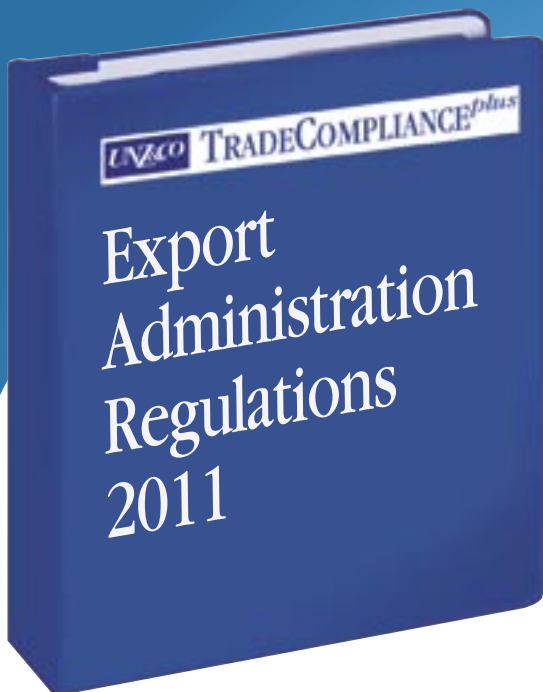
Unz & Co. has been assisting international traders like you for over 130 years.

- Unz provides a comprehensive line of compliance products and services including consulting, training, timely regulatory references, documentation, labels, and documentation software.
- Everything is backed by our 30-day Guarantee.
- Unz & Co.'s expertise has twice been recognized by the Department of Commerce, originally with the E-Award of Export Service Excellence, followed with the prestigious E-Star Award.

# EXPORT/IMPORT REGULATIONS 2011 CATALOG

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by combining COMPLIANCE EXPERTISE  
with PRACTICAL EXPERIENCE

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documentation, training,  
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website.

PUBLIC SEMINARS AND  
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# TRADE COMPLIANCE

Ensures your compliance three ways.... 1. Up-to-date print version 2. Web based access

## EXPORT ADMINISTRATION REGULATIONS

All exports are subject to the Export Administration Regulations (EAR). The EAR states that you must properly classify your exported item using the Commerce Control List and adhere to the prohibitions for end-user and end-use (Part 744). Included are the Ten General Prohibitions that an exporter must address before shipping any commodity, technology or software from the U.S. A current copy of the EAR will provide the greatest assurance your exports are compliant. Very frequent changes based upon U.S. national security, foreign policy and non-proliferation concerns are addressed by Unz & Co.'s unique update system. You are assured of the most recent regulatory information at your fingertips.

The EAR is central to a sound Export Management System, which will serve to keep your operation compliant with the regulations and avoid substantial penalties.

As someone involved in exporting goods you should be aware of:

- What is subject to the EAR
- Red Flag Indicators
- Definition of Dual Use Items
- Software, Technology and Encryption
- The 10 General Prohibitions
- Denied Persons, Specially Designated Nationals, and the Entity List
- Determining your ECCN
- End use/users controls
- Embargos
- Required Documentation/License Exceptions
- SNAP

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## SCHEDULE B: CLASSIFICATION OF EXPORTS

The official schedule of commodity classifications to be used by shippers when reporting exports from the United States and in compiling the statistics on exports of merchandise from the United States. The export commodity classification system presented in this Schedule is the most recent version of the Harmonized Commodity Description and Coding System. Correct classification of exported goods is a requirement under the Foreign Trade Regulations. Under the AES filing system, filings with outdated Schedule B codes will be rejected. Rejection of an AES filing can lead to delay in the release of the

shipment for export movement. Repeated errors found with an exporter's filing through AES can also lead to the assessment of monetary penalties and loss of AES filing privilege. As an exporter, acquisition and use of the most current edition of the Schedule B is an essential part of your overall Export Management System.

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## COMMERCE EXPORT COMPLIANCE HANDBOOK

A true "how to use" resource for the EAR. When used with the EAR, it will enhance your compliance efforts and increase efficiency. Updates keep the handbook current with corresponding changes to the EAR.

This 486 page handbook will guide you through the increasingly complex export regulations and procedures. It addresses the unique concerns of exporters vs re-exporters, guiding the reader through the process with concise explanations and sample licenses, forms, letters, checklists, certifications and process flow charts. A combined country group chart alleviates problems of flipping through numerous different country group lists in the EAR.

The Handbook: • Is an essential to any Export Management System • provides coverage of Software, Technology and Encryption • Details legal obligations under the EAR and record keeping requirements.

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## INTERNATIONAL TRAFFIC IN ARMS REGULATIONS

Known as the ITAR, the International Traffic in Arms Regulations, 22 CFR Parts 120 – 130, sets forth the Export of Defense Articles and Defense Services Regulations and is administered by the U.S. Office of Defense Trade Controls. Included is information needed by companies involved in defense and national security areas. Included are general policies, license requirements and license forms for use in the export of defense articles. If you deal with munitions, defense articles, technical data, national security or provide defense services the ITAR Directory must be on your desk.

### Topics include:

- Definitions of the various agreements
- The United States Munitions List
- Exporter and Manufacturer Registration
- Determining if it is dual use or a defense article
- Exports, defense articles, defense services, technical data, foreign persons, offshore procurement
- Technology Transfers – The ITAR Agreements
- Required Licenses for export and re-exports. When do the exemptions to licensing apply?
- Significant Military Equipment
- Repaid and return; trade shows, in-transit
- Regulatory agencies and the review process
- Record Keeping
- Compliance Requirements/Violations/Penalties

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## DEFENSE TRADE CONTROLS HANDBOOK

This handbook is a convenient companion to the International Traffic in Arms Regulations (ITAR). It guides the user to a better understanding and application of ITAR regulations, promoting more efficient handling of arms exports and technical assistance agreements.

This in-depth guide, current with ITAR, will assist you in creating a compliant, cost-effective export program. Provides tips and techniques to navigating the regulations, legislative changes, and procedural issues. Readers' aids include charts, sample contracts, and how-to instructions. Also included is a current copy of the ITAR.

### Critical Areas Covered Include:

- Overview of U.S. defense trade controls and their agencies
- Deemed exports, technical data and related controls
- Licensing process and procedures
- DSP form samples and instructions
- Electronic licensing: ELLIE, ELISA, D trade
- TAA, MLA, WDA agreements
- General procedures including AES
- Overall export compliance requirements
- Importing defense articles

*766 pages, Tabbed Dividers, Full text on the Web, E-mail Update.*

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## U.S. CUSTOMS REGULATIONS

The U.S. Customs Regulations, contained in the CFR Title 19, Parts 1 – 199, are the keystone to your thorough understanding of your responsibilities and requirements as an importer. Importers must exercise (and prove) reasonable care in importing into the United States. This requires access to and an understanding of the Customs Regulations. Furthermore, it is the importer's responsibility to properly mark imported goods with their country of origin – not the foreign vendor. These regulations define what is required of the importer, value of imported goods for the purposes of appraisal and assessment of duty, and the U.S. statutory inclusions to and exclusions from imported value. Protect yourself and your business with a subscription to the Unz & Co. U.S. Customs Regulations.

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## HARMONIZED TARIFF SCHEDULE OF THE U.S.

It is the legal responsibility of the importer to properly classify merchandise entered into the U.S. Though a broker may provide assistance, the importer bears the final responsibility. Having and using the Harmonized Tariff Schedule of the U.S. is necessary to address this responsibility. Correct HS classification is critical for determining eligibility of goods under the many Free Trade

Agreements which the U.S. has entered into. Changes to the HTSUSA at the tariff classification and statistical suffix level occur frequently; Unz & Co. will keep you updated as changes are published. The General Notes section of the HTSUSA specifies relevant information needed for compliance with all Free Trade Agreements.

*3126 pages, Tabbed Dividers, Full text on the Web, E-mail Updates*

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## DAANGEROUS GOODS TRANSPORTATION REGULATIONS 49 CFR Parts 100-185

The full text of the regulations, 49 CFR Parts 100-185, covering the classification, marking, labeling, packaging, and documenting a dangerous goods shipment as prescribed by the U.S. Department of Transportation. 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 to international standards. These regulations cover all requirements for shipments via truck, rail, air and ocean. This is a critical publication to have in

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your regulatory reference library. The Dangerous Goods Transportation Regulations (HMR) contain the full text of 49 CFR Parts 100 – 185 covering the labeling, packaging, shipping and transportation of hazardous materials. Containing the latest Hazardous Material Handling Table, HMT: 49 CFR § 172.101 and recent changes, the HMR will enable you to determine if your goods are subject to Hazmat regulations and if so how to proceed. You need this book to keep up with the rapidly changing regulatory area of Hazardous Materials.

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# UNZ & Co. EXPORT/IMPORT/HAZMAT SEMINARS



## ON-SITE SEMINARS

TRAIN YOUR ENTIRE GROUP AND SAVE – WE WILL BRING THE PROGRAM TO YOUR SITE

### BENEFITS OF ON-SITE SEMINARS:

#### A personal training manager

will develop customized training with you, and deliver it direct to your company. The focused training given by our expert instructors, supported by our up-to-date references, ensure that your staff will maximize their learning experience.

#### Key Benefits

Receive immediate ROI when your staff learns the principles and procedures needed to achieve your goals. Save time and money by having Unz experts come directly to you. Training your employees together will ensure they are on the same page at the same time.

#### Your Needs Addressed

Your Unz Training Manager will help you identify and address the most relevant topics for your company — then develop 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.

#### What Unz & Co. Delivers

All Unz & Co. seminars and workshops can be customized and presented at your site. Our seminars have earned us a reputation for excellence in International Trade training. See the following listing of seminars.

#### Your Time Frame

We work to your schedule to eliminate downtime and enhance learning.

### Choose from Unz & Co. customized export, import, and dangerous goods training, including:

#### 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
- 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
- IATA 2-day Basic Initial Air Training Workshop
- Shipping Dangerous Goods by Air — IATA recurrent training

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**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. Also discussed: Incoterms 2010.

#### Export Controls and Licensing

**1 day** The Export Administration Regulations, its structure, search techniques, the Commerce Control List and Commerce Country Chart. We'll discuss License Determinations and Exceptions, user/end-use restrictions, The Ten General Prohibitions, export clearance 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 Days** 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** An in-depth look at the import process. Learn proper HTS classification, elements of valuation, and how to interact with U.S. Customs. Import Management System how-to's provided.

#### 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 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

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