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The International Trade Office offers this document as a resource for exporters.

*Requests for additional resources to be included may be sent to:
international@iowaeda.com*

AGRICULTURE

[Animal and Plant Health Inspection Service \(APHIS\)](#) www.aphis.usda.gov

USDA's APHIS promotes the health of U.S. agriculture in the international trade arena by developing and advancing science-based standards with trading partners to ensure America's agricultural exports are protected from unjustified restrictions.

[FAS Foreign Regulations System](#)

www.fas.usda.gov/newsroom/online-system-keeps-us-ag-exporters-abreast-regulations-foreign-markets

This U.S. Foreign Agriculture Service (FAS) online system informs the U.S. agricultural industry regarding changes in international food and agriculture regulations that could affect U.S. exports.

[Food Export Association of the Midwest](#) www.foodexport.org

The Food Export Association of the Midwest USA is a private, non-profit association that offers services to help U.S. companies promote their Midwestern food and agricultural products in foreign markets. To carry out this mission, Food Export Association works in conjunction with its 13-member state agricultural promotion agencies. Services include a one-on-one helpline, buyer's missions, Food Show Plus™, financial assistance, and more.

[Ocean Shipping Container Availability Report \(OSCAR\)](#)

<https://www.ams.usda.gov/services/transportation-analysis/oscar>

This report by USDA's Agricultural Marketing Service Transportation Service provides a weekly snapshot of the availability of marine shipping containers at 18 different intermodal locations for the westbound transpacific trade lanes.

[U.S. Dept. of Agriculture \(USDA\)](#) www.usda.gov

USDA's key activities include expanding markets for agricultural products and supporting international economic development, and further developing alternative markets for agricultural products and activities,

[U.S. Food Safety and Inspection Service](#)

www.fsis.usda.gov/wps/portal/fsis/topics/international-affairs Export/import requirements for meat, poultry and processed egg products.

[U.S. Foreign Agricultural Service \(FAS\)](#) www.fas.usda.gov

The FAS works to improve foreign market access for U.S. products, build new markets, improve the competitive position of U.S. agriculture in the global marketplace, and provide food aid and technical assistance to foreign countries.

[USDA Miscellaneous and Processed Products Import Manual](#)

www.aphis.usda.gov/import_export/plants/manuals/ports/downloads/miscellaneous.pdf This manual provides the background, procedures, and reference tables for regulating imported processed articles of plant and non-plant sources (i.e., goatskins, beeswax, wood products/packaging) that might serve to introduce exotic pests and parasites.

BUSINESS RESOURCES FOR IOWA COMPANIES

[Center for Industrial Research and Services \(CIRAS\)](#) www.ciras.iastate.edu

CIRAS provides technical, management and educational assistance to manufactures and agricultural, value-added businesses, services include product design and test, LSO/QS9000, theory of constraints, Kaizen, activity-based costing, strategic and business planning, FEA's and FMEA's.

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[IASourceLink.com](http://www.iasourcelink.com/) www.iasourcelink.com/

IASourceLink.com is a web-based platform which will enable entrepreneurs and small businesses to be connected efficiently and effectively to technical and financial resources meeting their specific business needs.

[Iowa Association of Business and Industry](http://www.iowaabi.org) www.iowaabi.org

Iowa Association of Business & Industry, “*The Voice of Iowa Business since 1903*” is the largest business network in the state (serving as Iowa’s State Chamber) with long legacy of advocating for a competitive business climate in Iowa.

[Iowa Department of Agriculture and Land Stewardship](http://www.iowaagriculture.gov/) www.iowaagriculture.gov/

IDALS’ mission is to provide leadership for all aspects of agriculture in Iowa, ensure consumer protection and promote the responsible use of our natural resources.

[Iowa Small Business Development Centers](http://www.iowasbdc.org) www.iowasbdc.org

SBDCs provide professional business advisement to small businesses and aspiring entrepreneurs on a wide array of topics, including international trade, business financing and market plan development. These SBA resource partners can help you develop an export strategy.

[Iowa Targeted Small Business Certification Program](http://iowaeda.com/tsb/) iowaeda.com/tsb/

The Targeted Small Business (TSB) Assistance Program certifies businesses owned, operated and actively managed by a female, a minority person, a person with disabilities or a service-connected disabled veteran.

[Iowa Center for Economic Success](http://theiowacenter.org/) theiowacenter.org/

The Center is an asset development organization with the mission of creating opportunities for low- and moderate-income Iowans to increase income and achieve financial stability. The vision of the organization is to see vibrant Iowa communities where families and individuals have the opportunity to find financial stability and success. The Center provides a unique bundling of services that allow Iowans to increase wealth through long-term asset building strategies including business based training and technical assistance to low-income and very low-income entrepreneurs to help them start, operate or grow a small business.

[Service Corp of Retired Executives \(SCORE\)](http://www.score.org/) www.score.org/

SCORE is a nonprofit association with a network of volunteers nationwide dedicated to educating entrepreneurs and assisting with the growth and success of small business. These SBA resource partners are available to assistance companies who are new to the export process and are unsure how to proceed.

[Small Business Administration \(SBA\)](http://www.sba.gov) www.sba.gov

The SBA finances the short-term and cyclical working-capital needs of small businesses and administers business loan programs to help qualified small businesses obtain financing. SBA offers information on small business loans, grants, bonds and other financial assistance along with training, events, news and resources.

[Veterans Affairs Office of Small & Disadvantaged Business Utilization](http://www.va.gov/osdbu/) www.va.gov/osdbu/

The VA OSDBU mission is to enable Veterans to gain access to economic opportunity by leveraging the federal procurement system and expanding participation of procurement-ready small businesses.

COUNTRY/INDUSTRY INFORMATION

[Assess Costs Everywhere \(ACE\)](http://acetool.commerce.gov/) acetool.commerce.gov/

The Dept. of Commerce’s ACE provides manufacturers with the top reasons for investing and sourcing in the U.S. With its analytic framework, links to public and private resources, and case studies, ACE helps businesses assess total costs more accurately and enables informed decision-making.

[Bloomberg Professional Services](http://www.bloomberg.com/professional/) www.bloomberg.com/professional/

Bloomberg Professional Services connect decision makers to a dynamic network of information, people and ideas. It delivers data, news and analytics through technology.

[CIA World Factbook](http://www.cia.gov/library/publications/the-world-factbook/) www.cia.gov/library/publications/the-world-factbook/

The World Factbook provides information on the history, people, government, economy, geography, communications, transportation, military, and transnational issues for numerous world entities.

[coface Economic Studies and Risk Assessments](http://www.coface.com/Economic-Studies-and-Country-Risks) www.coface.com/Economic-Studies-and-Country-Risks

Access to current studies and country/sector risk assessments

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[CultureGrams®](http://www.proquest.com/products-services/culturegrams.html) www.proquest.com/products-services/culturegrams.html

CultureGrams offer concise, reliable, and up-to-date reports on more than 200 countries, each U.S. state and all 13 Canadian provinces and territories.

[Doing Business](http://www.doingbusiness.org/) www.doingbusiness.org/

The World Bank Group's Doing Business project provides objective measures of business regulations and their enforcement across nearly 200 economies and selected cities at the sub national and regional level.

[Economist Intelligence Unit](http://www.eiu.com) www.eiu.com

EIU is an independent business within The Economist Group providing forecasting and advisory services through research and analysis, such as monthly country reports, five-year country economic forecasts, country risk service reports, and industry reports.

[The Electronic Embassy](http://embassy.org) embassy.org

A resource for the Washington DC foreign embassy community, including links to embassy websites.

[Euromonitor International](http://www.euromonitor.com) www.euromonitor.com

Euromonitor International offers international market intelligence on industries, countries and consumers. They have more than 30 years of experience publishing market reports, business reference books and online information systems.

[The Federation of International Trade Associations \(FITA\)](http://fita.org) fita.org

FITA provides resources, benefits and services to the international trade community and useful tools in doing business globally. Their web site links many resources in areas of market research, tools of the trade, international travel and careers.

[Global Market Finder](http://www.census.gov/library/visualizations/interactive/export-markets.html?eml=gd&utm_medium=email&utm_source=govdelivery) www.census.gov/library/visualizations/interactive/export-markets.html?eml=gd&utm_medium=email&utm_source=govdelivery

This Census Bureau data visualization tool will help users find detailed international trade in goods statistics for specific commodity codes, countries of destination, and modes of transportation. Exporters can see the values, quantities, and unit prices of the goods they produce through interactive graphs and tables. With a five-year history, users can see changes and trends.

[Global Product Recall Handbook](http://globalcompliancenews.com/global-product-recall-handbook-20180214/) globalcompliancenews.com/global-product-recall-handbook-20180214/

This Baker and McKenzie handbook is a user-friendly reference guide to product recall laws and regulations for consumer products around the world.

[Global Trade Alert](http://globaltradealert.org) globaltradealert.org

Global Trade Alert provides real-time information on worldwide governments' measures that are likely to affect foreign commerce. Among its services is a database that allows you to search for governments' actions that affect specific types of trade issues worldwide. Find recent measures and news on the home page. Consult the database to search by criteria.

[globalEDGE™](http://globaledge.msu.edu/) globaledge.msu.edu/

globalEDGE™ is a web portal created by the International Business Center at Michigan State University that connects international business professionals worldwide to a wealth of information, insights and learning resources on global business activities.

[IMF Data Mapper](http://www.imf.org/external/datamapper/) www.imf.org/external/datamapper/

The International Monetary Fund Data Mapper is a complementary tool which projects the World Economic Outlook database data on to a map and offers a quick way to compare countries.

[International Trade Centre \(ITC\)](http://www.intracen.org) www.intracen.org

ITC is the joint agency of the World Trade Organization and the United Nations and a development partner for small business export success. ITC's goal is to help developing and transition countries achieve sustainable human development through exports.

[Lex Mundi Guides to Doing Business](http://www.lexmundi.com/lexmundi/Guides_To_Doing_Business.asp) www.lexmundi.com/lexmundi/Guides_To_Doing_Business.asp

Overviews written by Lex Mundi member firms, an association of independent law firms, about their country, state, or province.

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[Market Diversification Tool](https://beta.trade.gov/marketdiversification) beta.trade.gov/marketdiversification

The ITA's tool can help identify potential new export markets using your current trade patterns. Based on the products you export and the markets you currently export to, the tool uses an algorithm to rank potential markets to consider as future export markets.

[Market Potential Index](https://globaledge.msu.edu/mpi/) globaledge.msu.edu/mpi/

Michigan State University indexing study helps companies compare prospect markets on eight dimensions chosen to represent the market potential of a country on a scale of 1 to 100.

[Organisation for Economic Co-operation and Development \(OECD\)](http://www.oecd.org) www.oecd.org

OECD measures country risk by means of a specifically devised model called the Country Risk Assessment Model (CRAM).

[The Library of Congress Global Gateway](http://international.loc.gov/intldl/intldlhome.html) international.loc.gov/intldl/intldlhome.html

This gateway provides access to a wealth of global information including the Country Studies Series.

[Transparency International](http://www.transparency.org/) www.transparency.org/

Transparency International is a non-profit, non-governmental organization dedicated to fighting corruption and best known for their Corruption Perceptions Index, which measures levels of perceived corruption around the world.

[Trade Map](http://www.trademap.org) www.trademap.org

This International Trade Centre UNCTAD/WTO tool provides indicators on export performance, international demand, alternative markets and competitive markets, as well as a directory of importing and exporting companies in the form of tables, graphs and maps. Trade Map covers 220 countries and territories and 5300 products of the Harmonized System.

[U.S. Bilateral Relations Fact Sheets](http://www.state.gov/r/pa/ei/bgn/) www.state.gov/r/pa/ei/bgn/

These publications from the U.S. Dept. of State include facts about bilateral relations, U.S. assistance and links to other information.

[U.S. Cluster Mapping Project](http://clustermapping.us/) clustermapping.us/

This project, led by Harvard Business School's Institute for Strategy and Competitiveness and supported by the U.S. Department of Commerce's Economic Development Administration, is a national initiative that provides open, interactive data on regional clusters to support business, innovation and policy in the U.S. Mexico's cluster map is available at www.icluster.inadem.gob.mx/ and Canada's at www.competeprosper.ca/clusters/data.

[U.S. Commercial Service Country Commercial Guides](http://www.export.gov/ccg) www.export.gov/ccg

U.S. Commercial Service's Guides written by U.S. Embassy trade experts worldwide

[U.S. Commercial Service Market Intelligence](http://www.export.gov/Market-Intelligence) www.export.gov/Market-Intelligence

U.S. Department of Commerce Web site with access to Market Insights, Best Prospects, Top Markets and other reports

[U.S. Embassies](http://www.usembassy.gov/) www.usembassy.gov/

Link to U.S. Embassies and Consulates worldwide.

[U.S. and World Population Clock](http://www.census.gov/popclock/world) www.census.gov/popclock/world

This Census.gov clock features population facts and visualizations for many countries and areas around the world in addition to U.S. states.

DOCUMENTATION FORMS AND SOFTWARE

The following companies and service providers either sell forms and/or software or provide downloadable forms for customer use. This listing does not indicate endorsement.

[A&A Contract Customs Brokers Ltd.](http://www.aacb.com) www.aacb.com

A&A's web resources include downloadable forms for U.S. – Canada shipments.

[Amber Road](http://www.amberroad.com/) www.amberroad.com/

Amber Road provides on-demand Global Trade Management (GTM) solutions to automate import and export processes, provide order and shipment-level visibility, calculate duties, taxes and fees, administer preferential trade programs, ensure regulatory compliance and simplify the financing, sourcing and transporting of goods across international borders.

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[AnyForm®](http://www.smartform.com/) www.smartform.com/

AnyForm Form Software allows creation of templates for official or internal paper or preprinted forms. Many downloadable export forms are available for free.

[Apperson](http://www.apperson.com/) www.apperson.com/

Apperson manufactures and stocks over 45 forms to meet U.S. government regulations for international trade.

[BDG International, Inc.](http://www.bdginternational.com/resources/import-export-forms/) www.bdginternational.com/resources/import-export-forms/

BDG International web resources include downloadable forms.

[DB Schenker USA](http://www.dbschenkerusa.com/log-us-en/aboutdbschenker/resourcecenter/) www.dbschenkerusa.com/log-us-en/aboutdbschenker/resourcecenter/

DB Schenker web resources include downloadable forms.

[export.gov Logistics Overview](http://www.export.gov/article?id=International-Logistics-Overview) www.export.gov/article?id=International-Logistics-Overview

This export.gov section discusses a basic overview of packing, labeling, documentation and insurance requirements.

[Farrow Group](http://www.farrow.com/downloads-and-customs-forms) www.farrow.com/downloads-and-customs-forms

Farrow's library of downloadable forms includes customs clearance forms, NAFTA certificates and other essential documentation for shipments between the U.S. and Canada.

[Federal Express](http://www.fedex.com/en-us/shipping/freight-services.html) www.fedex.com/en-us/shipping/freight-services.html

Federal Express web resources include downloadable forms.

[Global Wizard](http://www.globalwizardexports.com/) www.globalwizardexports.com/

Global Wizard provides export documentation and compliance solutions.

[Shipping Solutions®](http://www.shipsolutions.com) www.shipsolutions.com

Shipping Solutions offers an affordable software solution to small and mid-sized businesses to automate the export documentation process.

[Tradebeam](http://www.avolin.com/solutions/supply-chain/tradebeam/) www.avolin.com/solutions/supply-chain/tradebeam/

TradeBeam is a global trade management software-as-a-service solution that gives companies who are engaged in international trade enhanced visibility into their supply chain and improved operational efficiency while ensuring compliance with complex, ever-shifting global regulations.

[UPS](http://www.ups.com/intl_forms?OriginCountryCode=&DestinationCountryCode=&RequestSource=TAWEB&loc=en_US)

www.ups.com/intl_forms?OriginCountryCode=&DestinationCountryCode=&RequestSource=TAWEB&loc=en_US UPS web resources include downloadable forms.

EDUCATIONAL RESOURCES

The following government agencies, publishers, service providers and private training companies provide training, webinars, resource materials and/or newsletters on a regular basis. This listing does not indicate endorsement.

[ABC-Amega](http://www.abc-omega.com/education-center) www.abc-omega.com/education-center

[Allocca Enterprises, Inc.](http://www.alloccaenterprises.com/) www.alloccaenterprises.com/

[Baker & McKenzie International Trade Compliance Webinars](http://www.internationaltradecomplianceupdate.com/webinars/) www.internationaltradecomplianceupdate.com/webinars/

[Bureau of Industry and Security \(BIS\)](http://www.bis.doc.gov/) www.bis.doc.gov/

[Online Training Room](http://www.bis.doc.gov/index.php/compliance-a-training/export-administration-regulations-training/online-training-room) www.bis.doc.gov/index.php/compliance-a-training/export-administration-regulations-training/online-training-room

[Seminars](http://www.bis.doc.gov/index.php/compliance-a-training/current-seminar-schedule) www.bis.doc.gov/index.php/compliance-a-training/current-seminar-schedule

[CJ Petersen & Associates, LLC](http://www.train2export.com/) www.train2export.com/

[Certified Documentary Credit Specialist](http://cdcs.libf.ac.uk/) cdcs.libf.ac.uk/

[Circinus Trade Compliance Consulting](http://www.circinusltd.com/) www.circinusltd.com/

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[Dangerous Goods International Training Center](http://dgitraining.com/) dgitraining.com/
[Dunlap International](http://dunlapinternational.com/) dunlapinternational.com/
[export.gov Export Education](http://www.export.gov/Export-Education) www.export.gov/Export-Education
[Export-Import Bank of the United States Seminars](http://www.exim.gov/events) www.exim.gov/events
[Export-U](http://export-u.com/) export-u.com/
[Export Compliance Training Institute](http://www.learnexportcompliance.com/) www.learnexportcompliance.com/
[Federal Publications Seminar](http://www.fedpubseminars.com/) www.fedpubseminars.com/
[Food Export Association of the Midwest](http://www.foodexport.org/programs-services/export-education/webinars/) www.foodexport.org/programs-services/export-education/webinars/
[Global Reach Blog](http://www.census.gov/newsroom/blogs/global-reach.html) www.census.gov/newsroom/blogs/global-reach.html
[Global Training Center](http://www.globaltrainingcenter.com) www.globaltrainingcenter.com
[Global Transport Training Services USA, Ltd.](http://www.gttstraining.com/) www.gttstraining.com/
[globalEDGE™ Online Course Modules](http://globaledge.msu.edu/Reference-Desk/Online-Course-Modules) globaledge.msu.edu/Reference-Desk/Online-Course-Modules
[GRVR Attorneys](http://www.internationaltrade.law/) www.internationaltrade.law/
[IBNewsMag](http://www.ibnewsmag.com/) www.ibnewsmag.com/
[International Business Training](http://www.i-b-t.net) www.i-b-t.net
[International Trade IIEI Certification](http://www.iei.org/) www.iei.org/
[International Traders of Iowa \(ITI\)](http://iowatraders.org/) iowatraders.org/
[IEDA's International Education Calendar](http://www.iowaeda.com/intlcalendar) www.iowaeda.com/intlcalendar
[The Law Offices of George R. Tuttle](http://www.tuttlelaw.com) www.tuttlelaw.com
[Lawline.com](http://www.lawline.com/cle/courses/cat-international-law) www.lawline.com/cle/courses/cat-international-law
[Midwest International Trade Association \(MITA\)](http://www.mitaonline.org/) www.mitaonline.org/
[NASBITE Certified Global Business Professional](http://www.nasbite.org/cgbp/) www.nasbite.org/cgbp/
[OFAC Recent Actions](http://www.treasury.gov/resource-center/sanctions/OFAC-Enforcement/Pages/OFAC-Recent-Actions.aspx) www.treasury.gov/resource-center/sanctions/OFAC-Enforcement/Pages/OFAC-Recent-Actions.aspx
[Roy Becker Seminars](http://www.linkedin.com/in/roy-becker-b984aa/) www.linkedin.com/in/roy-becker-b984aa/
[Sandler & Travis Trade Advisory Services \(STTAS\)](http://www.strtrade.com/events.html) www.strtrade.com/events.html
[Scarbrough University](http://scarbrough-intl.com/scaru/) scarbrough-intl.com/scaru/
[Scarbrough On-Demand Training](http://www.scarbrough-intl.com/ondemandtraining/?ct=t%28YouTube+Channel%29) www.scarbrough-intl.com/ondemandtraining/?ct=t%28YouTube+Channel%29
[Shipping Solutions International Trade Blog](http://www.shippingsolutions.com/blog) www.shippingsolutions.com/blog
[Skyline Trade Show Tips](http://www.skylinetradeshows.com/) www.skylinetradeshows.com/
[U.S. Census Bureau](http://www.census.gov/) www.census.gov/
[Upcoming Outreach Activities](http://www.census.gov/foreign-trade/aes/meetingsandpresentations/index.html) www.census.gov/foreign-trade/aes/meetingsandpresentations/index.html
[Export Training Videos](http://www.census.gov/foreign-trade/aes/exporttraining/videos/) www.census.gov/foreign-trade/aes/exporttraining/videos/
[U.S. Government Printing Office](http://www.gpo.gov/) www.gpo.gov/

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[USCIB International Bookstore](http://store.internationaltradebooks.org/) store.internationaltradebooks.org/

[World Academy](http://www.theworldacademy.com) www.theworldacademy.com

[World Trade Press](http://www.worldtradeexpress.com/) www.worldtradeexpress.com/

[WorldWide Connect, LLC](http://www.worldwide-connect.com) www.worldwide-connect.com

EXPORT COMPLIANCE

[Antiboycott Compliance](http://www.bis.doc.gov/index.php/enforcement/oac) www.bis.doc.gov/index.php/enforcement/oac

Laws discourage and/or prevent U.S. companies, and their foreign offices and subsidiaries, from complying with or furthering restrictive trade practices or boycotts that are not sanctioned by the U.S. Government.

[Automated Export System \(AES\) Best Practices Manual](http://www.census.gov/foreign-trade/aes/documentlibrary/bp/aes_bestpractices.html)

www.census.gov/foreign-trade/aes/documentlibrary/bp/aes_bestpractices.html

The Foreign Trade Division of the Census Bureau created this "Best Practices" manual as a starting point and reference document for companies as they begin or review their current operations.

[Bureau of Industry and Security \(BIS\)](http://www.bis.doc.gov/) www.bis.doc.gov/

BIS is responsible for implementing and enforcing the Export Administration Regulations (EAR), which regulate the export and re-export of most commercial items.

[BIS Decision Tree Tools](http://www.bis.doc.gov/index.php/licensing/2013-02-15-13-50-21) www.bis.doc.gov/index.php/licensing/2013-02-15-13-50-21

BIS provides three tools. The CCL Order of Review tool will assist users in understanding the steps to follow in reviewing the CCL. The "Specially Designed" decision Tool will assist users in determining if an item will be "specially designed" under the EAR. The Strategic Trade Authorization (STA) tool will help users of the License Exception STA determine if they are eligible to use and will be in compliance with License Exception STA.

[BIS Compliance Guidelines](http://www.bis.doc.gov/index.php/documents/pdfs/1641-ecp/file) www.bis.doc.gov/index.php/documents/pdfs/1641-ecp/file

BIS released this publication - Compliance Guidelines: How to Develop an Effective Export Management and Compliance Program and Manual.

[Coalition for Excellence in Export Compliance \(CEEC\)](http://www.ceecbestpractices.org/index.html) www.ceecbestpractices.org/index.html

CEEC (pronounced "seek") is voluntary group of experienced export compliance professionals who have released a series of detailed and practical standards containing best practices on a wide range of important topics for export and sanctions compliance programs

[Consolidated Screening List](http://www.export.gov/article?id=Consolidated-Screening-List) www.export.gov/article?id=Consolidated-Screening-List

Downloadable file consolidating export screening lists of the Departments of Commerce, State and Treasury into one spreadsheet as an aide to industry in conducting electronic screens of potential parties to regulated transactions.

[Daily Bugle](http://fullcirclecompliance.eu/our-services/export-import-daily-update/) fullcirclecompliance.eu/our-services/export-import-daily-update/

The Export/Import Daily Update, "The Daily Bugle", is a FREE newsletter from Full Circle Compliance released every business day to thousands of subscribers worldwide, who rely on its content to stay informed about the latest amendments and developments concerning strategic trade regulations of the United States, Canada, European Union, Germany, the Netherlands, United Kingdom, Australia, Japan, and other countries and international organizations.

[Directorate of Defense Trade Controls \(DDTC\)](http://pmdtdc.state.gov/) pmdtdc.state.gov/

The U.S. Department of State's DDTC controls the export and temporary import of defense articles and defense services covered by the United States Munitions List (USML).

[Export Administration Regulations \(EAR\)](http://www.bis.doc.gov/index.php/regulations/export-administration-regulations-ear)

www.bis.doc.gov/index.php/regulations/export-administration-regulations-ear The EAR regulates the export and re-export of most commercial items.

[Foreign Corrupt Practices Act \(FCPA\)](http://www.justice.gov/criminal-fraud/foreign-corrupt-practices-act) www.justice.gov/criminal-fraud/foreign-corrupt-practices-act

[Foreign Corrupt Practices Act \(FCPA\)](http://www.sec.gov/spotlight/fcpa.shtml) www.sec.gov/spotlight/fcpa.shtml

U.S. Dept. of Justice and U.S. Securities and Exchange Commission's FCPA sites. The FCPA prohibits corrupt payments to foreign officials for the purpose of obtaining or keeping business.

[Foreign Corrupt Practices Act \(FCPA\) Resource Guide](http://www.sec.gov/spotlight/fcpa/fcpa-resource-guide.pdf) www.sec.gov/spotlight/fcpa/fcpa-resource-guide.pdf

Resource guide released by the Dept. of Justice and Securities and Exchange Commission provides a detailed analysis and examines both agencies' approach to enforcement.

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[Foreign Trade Regulations](http://www.census.gov/foreign-trade/regulations/index.html) www.census.gov/foreign-trade/regulations/index.html

U.S. Census Bureau Foreign Trade Regulations site which includes the Federal Register 15 CFR Part 30: The Dept. of Commerce Bureau of Census Foreign Trade Regulations: Mandatory Automated Export System filing for shipments requiring Shipper's Export Declaration information.

[Global Overview of Anti-Bribery Handbook](http://globalcompliancenews.com/anti-corruption/anti-corruption-laws-around-the-world/)

globalcompliancenews.com/anti-corruption/anti-corruption-laws-around-the-world/

Baker & McKenzie's 2017 edition containing an overview of the relevant anti-bribery laws in 46 jurisdictions regulating domestic bribery covering both private-to-public and public-to-private and corruption of foreign public officials.

[Office of Foreign Assets Control \(OFAC\)](http://www.treasury.gov/about/organizational-structure/offices/Pages/Office-of-Foreign-Assets-Control.aspx)

www.treasury.gov/about/organizational-structure/offices/Pages/Office-of-Foreign-Assets-Control.aspx

The U.S. Treasury Department's OFAC enforces economic and trade sanctions based on U.S. foreign policy and national security.

[OFAC Sanctions List Search](http://sanctionssearch.ofac.treas.gov/) sanctionssearch.ofac.treas.gov/

Provides the ability to search for a name on the Specially Designated Nationals and Blocked Persons list ("SDN List") and all other non-SDN lists, including the Foreign Sanctions Evaders List, the Non-SDN Iran Sanctions Act List, the Part 561 list, the Sectoral Sanctions Identifications List and the Non-SDN Palestinian Legislative Council List.

Sanctions List Search makes use of character, string, and phonetic matching algorithms to look for potential name matches. These results are viewable on-screen, are printable, and can be saved as a spreadsheet.

[RESIST](http://www.unglobalcompact.org/docs/issues_doc/Anti-Corruption/RESIST.pdf) www.unglobalcompact.org/docs/issues_doc/Anti-Corruption/RESIST.pdf

Resisting Extortion and Solicitation in International Transactions (RESIST) is based on the idea that private-sector convergence can improve good business practices and enforce anti-corruption, RESIST is designed as a training tool to provide practical guidance for company employees on how to prevent and/or respond to an inappropriate demand by a client, business partner or public authority in the most efficient and ethical way.

[Society for International Affairs \(SIA\)](http://www.siaed.org/) www.siaed.org/

SIA is a volunteer, non-profit, educational organization that was jointly formed by US Government and Industry to provide a forum for the exchange of information related to export and import licensing. SIA interests cover the entire spectrum of licensing issues pertaining to the Department of Commerce, Defense, State and Treasury.

[U.S. Census Bureau: AES](http://www.census.gov/foreign-trade/aes/) www.census.gov/foreign-trade/aes/

U.S. Census Bureau Foreign Trade Division's site for Automated Export System (AES) information.

[U.S. Customs and Border Patrol: AES](http://www.cbp.gov/trade/aes) www.cbp.gov/trade/aes

U.S. Customs and border Patrol's site for Automated Export System (AES) technical information.

[USPPI Responsibility Information Sheet](http://www.ncbfaa.org/Scripts/4Disapi.dll/userfiles/uploads/USPPI_Export_Responsibility_Info_Sheet_9.0.pdf)

www.ncbfaa.org/Scripts/4Disapi.dll/userfiles/uploads/USPPI_Export_Responsibility_Info_Sheet_9.0.pdf

This National Customs Brokers & Forwarders Association of America's document explains the USPPI's responsibilities, provide links to the pertinent US Government resources, and includes a USPPI Checklist.

EXPORT FINANCE OPTIONS

A variety of government and private programs are available to help companies finance export transactions and give it the capital to carry out its export operations. Following are a few programs and resources:

[export.gov Financial Considerations](http://www.export.gov/Financial-Considerations) www.export.gov/Financial-Considerations

Contains the Trade Finance Guide, a quick reference for U.S. exporters designed to help U.S. companies learn the basics of trade finance published by the International Trade Administration. Discusses various government programs designed to help companies finance export transactions and provide the capital to carry out export operations.

[The Small Business Administration \(SBA\)](http://www.sba.gov) www.sba.gov

The SBA finances the short-term and cyclical working-capital needs of small businesses and administers business loan programs to help qualified small businesses obtain financing.

[The Export-Import Bank of the United States](http://www.exim.gov) www.exim.gov

Ex-Im Bank provides a variety of export finance assistance including export credit insurance, pre-export financing through working capital guaranteed loans to exporters, and medium-and long-term loans and guarantees to overseas buyers.

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[Trade Adjustment Assistance for Firms](http://www.taacenters.org) www.taacenters.org

Trade Adjustment Assistance for Firms (TAA) is a U.S. Department of Commerce, Economic Development Administration program designed for companies adversely affected by imports. This program offers 50/50 cost sharing of projects aimed at improving a firm's competitive position, up to a total of \$150,000 in projects with a maximum TAA cost share of \$75,000. Specifically, funds are applied toward the cost of consultants, engineers, or other outside professional service providers.

Export credit insurance is a tool that allows a company to extend unsecured payment terms to qualified international buyers and shift the commercial and if applicable, the political risks of non-payment to a third-party insurance company. Export credit insurance is provided by *Ex-Im Bank* and *private sector insurance companies*. Some options require the use of a broker, while Ex-Im Bank encourages the use of a broker but cannot require it.

Brokers play a vital role in the process as an independent advocate helping to identify coverage and policy options. They provide application forms, training, and assistance with policy administration including claim filing. They work with the company's bank to make sure the maximum benefits of having the policy in place are received, including the ability to borrow against foreign receivables. A broker's services are provided at no cost to the insured. If a broker is successful in securing the required coverage and the company is issued a policy, the broker receives a commission on the premium directly from the insurer.

The Export-Import Bank of the United States (ExIm) offers 5 tips for basic credit checks on international buyers at grow.exim.gov/blog/five-tips-for-basic-credit-checks-on-international-buyers?utm_campaign=Blog&utm_source=hs_email&utm_medium=email&utm_content=58121100&hsenc=p2ANqtz-864ue0Xq-V8K3Z9TdUQ8_2kN3MaW596VoVHq3E0WAO8i7X6kSh8jF9KNAnnFMTTyZ1LNbqn3Q6IA1U9Ph6RjuCfVInPg&_hsmi=58121100.

Specialized Financial Services

Various private companies offer specialized financial services for exporters.

Background and credit reports are a crucial component of due diligence to vet potential clients and partners however commercial information may be difficult to obtain, especially in certain markets. Resources include the U.S. Commercial Service's International Company Profile (ICP): www.export.gov/article?id=International-Company-Profiles. GloBis provides company due diligence, market intelligence and databases worldwide and has conducted ICPs for the U.S. Commercial Service in China since 2004 and Iraq since 2011: www.glo-bis.com/. Trade Acceptance Group (TAG) offers international credit agency reports from Graydon on an as-needed basis: www.tradeacceptance.com/credit.html. SkyMinder provides access to in-depth credit, financial and business information on millions of companies and industries world-wide: www.skyminder.com. A private European resource for purchase of credit reports is www.creditreform.com/en/services/business-information/online-services.html. The IEDA's foreign offices may also be of assistance: www.iowaeda.com/Global.

[Euler Hermes' Country Reports](http://www.eulerhermes.com/en_global/economic-research/country-reports.html) www.eulerhermes.com/en_global/economic-research/country-reports.html Country risk updates and economic outlook in 241 countries.

EXPORT RESOURCES FOR IOWA COMPANIES

[Food Export Association of the Midwest](http://www.foodexport.org) www.foodexport.org

The Food Export Association of the Midwest USA is a private, non-profit association that offers services to help U.S. companies promote their Midwestern food and agricultural products in foreign markets. To carry out this mission, Food Export Association works in conjunction with its 12 member state agricultural promotion agencies. Services include a one-on-one helpline, buyer's missions, Food Show Plus™, financial assistance, and more.

[International Trade Office of the Iowa Economic Development Authority](http://www.iowaeda.com/exports/)

www.iowaeda.com/exports/

The International Trade Office is available to assist Iowa companies in developing and expanding export markets by offering individual consultation, in house training, educational seminars, trade shows, trade missions, trade research, in-country assistance and other market development programs and services.

[Iowa Small Business Development Centers \(SBDC\)](http://www.iowasbdc.org) www.iowasbdc.org

SBDCs provide professional business advisement to small businesses and aspiring entrepreneurs on a wide array of topics, including international trade, business financing and market plan development. These SBA resource partners can help you develop an export strategy.

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[Mid-America TAAC](http://www.taacenters.org/midamertaac.html) www.taacenters.org/midamertaac.html

The Mid-America TAAC serves Iowa's manufacturers by paying a portion of professional consultant expenses and industry-specific expert services to improve their business competitiveness. Trade Adjustment Assistance for Firms (TAA) is a U.S. Department of Commerce, Economic Development Administration program designed for companies adversely affected by imports. This program offers 50/50 cost sharing of projects aimed at improving a firm's competitive position, up to a total of \$150,000 in projects with a maximum TAA cost share of \$75,000. Specifically, funds are applied toward the cost of consultants, engineers, or other outside professional service providers.

[U.S. Commercial Service Iowa](http://2016.export.gov/iowa/) 2016.export.gov/iowa/

The U.S. Commercial Service Iowa is part of the U.S. Department of Commerce's worldwide network of trade promotion and problem-solving professionals, with offices in more than 75 countries. Their International Trade Specialists provide counseling to exporting businesses statewide, resolving your questions on trade rules and regulations; due diligence; and other trade issues.

FOREIGN PROCUREMENT (MULTILATERAL DEVELOPMENT BANKS)

Foreign procurement opportunities are available through [Multilateral Development Banks \(MDBs\)](#).

MDBs are international organizations that provide billions of dollars in financing and technical assistance to governments in developing countries all around the world. MDB projects provide opportunities for U.S. companies to grow or establish a new business presence in those markets. MDB funds create tremendous business opportunities for U.S. consultants and manufacturers in projects across a wide spectrum of industries, from renewable energy and energy efficiency to infrastructure, health care, and education. The opportunities range from simple equipment purchases to large contracts for complex consulting engagements and infrastructure projects.

The U.S. Commercial Service maintains liaison offices at the five largest MDBs ([World Bank](#), [Asian Development Bank](#), [Inter-American Development Bank](#), [European Bank for Reconstruction and Development](#) and [African Development Bank](#)) to assist U.S. companies identify, pursue, and capture contract opportunities arising from MDB activities.

African Development Bank (AfDB)

The [AfDB](#) is a regional multilateral development finance institution, engaged in promoting the economic development and social progress of its African member countries. Consisting of the African Development Bank, the African Development Fund, and the Nigerian Trust Fund, these three institutions offer significant business opportunities for U.S. consultants, contractors, suppliers, manufacturers and project developers.

Asian Development Bank (ADB)

The [ADB](#) is a multilateral financial institution aimed to improve the living standards of its Developing Member Countries throughout the Asia and Pacific region. ADB business opportunities occur primarily in the following sectors: Agriculture and Natural Resources; Education and Training; Energy; Environment; Industry, Finance and Other Services; Healthcare and Nutrition; Information Technology and Telecommunications; Transportation; and Urban Development.

European Bank for Reconstruction and Development (EBRD)

The [EBRD](#) is the world's newest multilateral development bank. The Bank's program promotes the growth of market-based economies in 28 countries in Central and Eastern Europe and the Former Soviet Union. With US\$20 billion of capital, the Bank offers a wide range of financing mechanisms to promote privatization, restructuring, and liberalization in this highly dynamic region.

Inter-American Development Bank (IDB)

Established in 1959 and with more than \$100 billion in capital, the [IDB](#) is the oldest and largest regional development bank. Its primary goal is to help accelerate economic growth and social development in Latin America and the Caribbean. The IDB has 48 member countries: 26 borrowing members and 22 non-borrowing members, including the United States, its largest stakeholder. The region's primary source of multilateral financing, the IDB provides loans, guarantees, and technical assistance for public- and private-sector projects and generates tens of thousands of contracts every year, ranging in size from a few thousand to several million dollars. These represent numerous commercial possibilities for businesses, including small- and medium-sized enterprises, in public works, supply of goods, and consulting services.

World Bank

The [World Bank Group](#) is one of the world's largest sources of funding and knowledge for developing countries. Its five institutions share a commitment to reducing poverty, increasing shared prosperity, and promoting sustainable development.

The [New Development Bank \(NDB\)](#) was established to mobilize resources for infrastructure and sustainable development projects in BRICS and other emerging economies, as well as in developing countries.

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The Advocacy Center, U.S. Department of Commerce

The Advocacy Center of the U.S. Commercial Service coordinates U.S. Government resources and authority in order to level the playing field on behalf of U.S. business interests as they compete against foreign firms for specific international contracts or other U.S. export opportunities. The Commercial Service liaisons to the MBDs are housed within the Advocacy Center and assist U.S. firms to determine if there are appropriate MDB contracts in the pipeline and work with the companies to pursue them. The staff directory is available at 2016.export.gov/advocacy/eg_main_022763.asp.

The **North American Development Bank (NADB)** provides financing, as well as technical and other assistance, to support the development and implementation of infrastructure projects that help preserve, protect and enhance the environment of the border region in order to advance the well-being of the people of the United States and Mexico.

United Nations (UN) www.export.gov/article?series=a0pt0000000PjCAAU&type=Country_Commercial_kav

The United Nations (UN) procures approximately \$17.7 billion system-wide in goods and services for peacekeeping missions, humanitarian and development programs, and headquarters services. The United States Mission to the United Nations and the U.S. Department of Commerce work together to help U.S. companies navigate these opportunities, and to increase their share in the market where possible.

OPERATIONAL

ATA Carnet www.uscib.org/index.asp?documentID=718

This “merchandise passport” permits duty-free, tax-free entry of various types of goods into 65 countries for up to one year and is especially useful for taking goods to overseas trade shows, for product demonstration and for transporting professional equipment.

Bloomberg Law International Trade Practice Center www.bna.com/international-trade-practice-center/ This subscription-based service contains coverage of import and export requirements including market profiles; information resources; import and exchange controls; marketing, distribution, procurement and intellectual property; documentary requirements; standards, labeling and packing; customs and entry, and more.

Glossary of Shipping Terms www.maritime.dot.gov/outreach/publications/glossary-shipping-terms-2008 The U.S. Dept. of Transportation Maritime Administration’s Glossary of Shipping Terms.

Incoterms® 2010 www.iccwbo.org/products-and-services/trade-facilitation/incoterms-2010/the-incoterms-rules/ The International Chamber of Commerce (ICC) devises and publishes Incoterms, the standard trade definitions used in international sales contracts. The current version, Incoterms® 2010, contains 11 terms including EXW (Ex works), FCA (Free Carrier), FOB (Free on Board), CPT (Carriage Paid To), CIP (Carriage and Insurance Paid To), CIF (Cost, Insurance and Freight) and DDP (Delivered Duty Paid).

Incoterms® 2010 Explained www.incotermsexplained.com/

A new information service from Mantissa contains learning resources for the Incoterms 2010 rules, case studies, interactive tools, ICC responses to frequently asked questions and discussion of the Incoterms rules and letters of credit.

OCEMA's VGM Best Practice www.ocema.org/VGM_SOLAS.html

Recommended Best Practice for the Acceptance and Transmission of Verified Gross Mass (VGM) by OCEMA's 19 members.

SBA Explore Exporting www.sba.gov/business-guide/grow-your-business/export-products SBA resources for exporters

TradePort www.tradeport.org/

Originally created to assist California companies in exporting, TradePort contains a wealth of free information and resources for any US business. The Export Tutorial is particularly interesting.

Trade Secret Protection Guide email.fredlaw.com/7/197/uploads/trade-secret-10-step-guide.pdf

Attorneys at the law firm of Fredrikson & Byron P.A. have developed a free downloadable guide listing 10 Actions you can take (right now!) to better protect your company’s trade secrets.

TSA Cargo Programs www.tsa.gov/for-industry/cargo-programs

The Transportation Security Administration provide a system for industry to screen 100% of cargo transported on passenger aircraft.

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REGIONAL INTERNATIONAL TRADE ORGANIZATIONS

[International Traders of Iowa \(ITI\)](http://www.iowatraders.org/) www.iowatraders.org/

ITI serves Iowa businesses in their pursuit of world trade through forums developed to exchange practical information, promote export, import and investment in global enterprises.

[Midwest International Trade Association \(MITA\)](http://www.mitaonline.org/) www.mitaonline.org/

MITA encourages expansion of trade between the Midwest and foreign markets by sponsoring meetings and networking events, international trade conferences and education seminars.

STANDARDS

[American National Standard Institute \(ANSI\)](http://www.ansi.org/) www.ansi.org/

ANSI enhances the global competitiveness of US business and US quality of life by promoting and facilitating voluntary consensus standards and conformity assessment systems, and safeguarding their integrity. ANSI oversees the creation, promulgation and use of thousands of norms and guidelines that directly impact businesses in nearly every sector.

[CE Marking Home Page from export.gov](http://2016.export.gov/cemark/index.asp) 2016.export.gov/cemark/index.asp

The CE Marking certifies that a products has met EU health, safety, and environmental requirements, which ensure consumer safety. Manufacturers must meet CE marking requirements when applicable in order to market their products in Europe. This site provides a good overview and wealth of resources.

[Electric Current Worldwide](http://www.trade.gov/mas/ian/ECW/all.html) www.trade.gov/mas/ian/ECW/all.html

This site offers characteristics of electric current for most world countries to assist US manufacturers, exporters and individuals living or traveling abroad.

[European Commission Guide to Implementation of Directives](#)

publications.europa.eu/en/publication-detail/-/publication/4f6721ee-8008-4fd7-acf7-9d03448d49e5

This Guide provides a better understanding of Directives based on the New Approach and the Global Approach, and to their more uniform application across different sectors and throughout the Single Market (EU).

[European Committee for Standardization](http://www.cen.eu) www.cen.eu

CEN, the European Committee for Standardization, is an association that brings together the National Standardization Bodies of 34 European countries.

[International Organization for Standardization \(ISO\)](http://www.iso.org) www.iso.org

ISO is the worldwide authority institution for standards. It is composed of representatives from the national standards organizations of 162 countries and it publishes the text for more than 18,000 standards. The ISO website is an extensive and user-friendly website about standards with many of the resources free and downloadable online.

[National Institute of Standards and Technology \(NIST\)](http://www.nist.gov) www.nist.gov

NIST is an agency of the US Dept. of Commerce founded in 1901 as the first federal physical research laboratory. They equip US industry with the standards-related tools and information necessary to compete in the global marketplace.

[Notify U.S.](http://tsapps.nist.gov/notifyus/data/index/index.cfm) tsapps.nist.gov/notifyus/data/index/index.cfm

Notify U.S. is a free, web-based e-mail subscription service offering US citizens, industries and organizations an opportunity to review and comment on proposed foreign technical regulations that can affect their businesses and their access to international markets. It is managed and operated by NIST.

[REACH Overview](http://2016.export.gov/europeanunion/reachclp/index.asp) 2016.export.gov/europeanunion/reachclp/index.asp

REACH (Registration, Evaluation, Authorization and Restrictions of Chemicals) is a major EU chemicals policy. This site informs US exporters to Europe about the requirements under REACH and helps them comply with this regulation.

[WEEE and RoHS Overview](http://export.gov/europeanunion/weeerohs/index.asp) export.gov/europeanunion/weeerohs/index.asp

Companies selling electrical goods in the European Union must conform to the EU legislation for electrical and electronic equipment (EEE), which includes the Waste Electrical and Electronic Equipment Directive (WEEE) regarding the collection and recycling of electronic waste and the Restriction of Hazardous Substances Directive (RoHS) which bans the use of certain hazardous substances. This website provides information on the scope of the Directives, implementation status and requirements for producers, the revision procedure and timeline, as well as additional information resources.

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STATISTICS

[BEA International Trade and Investment Country Facts](http://www.bea.gov/international/factsheet/) www.bea.gov/international/factsheet/

This data tool provides a snapshot of statistics on trade and investment between the United States and another country by simply clicking on a world map. Fast facts at your fingertips can include total exports, imports and trade balance between the United States and the country you select; the top five categories of goods and services the United States buys from and sells to that country; Country level data on U.S. direct investment abroad and foreign direct investment in the United States and on the activities of multinational enterprises such as employment and sales.

[Foreign Agriculture Service \(FAS\) Data and Analysis](http://www.fas.usda.gov/data) www.fas.usda.gov/data

FAS databases and reports include U.S. agriculture import and export data, export sales reports, forecasts for trade in agricultural products and many other resources.

[Exporter Database](http://tse.export.gov/EDB/SelectReports.aspx?DATA=ExporterDB) tse.export.gov/EDB/SelectReports.aspx?DATA=ExporterDB

Database of value of exports and number of exporters by company size, destination, state and industry. Important source for tracking exports of Small and Medium-sized Enterprises.

[Global Agricultural Trade System \(GATS\)](http://apps.fas.usda.gov/gats/) apps.fas.usda.gov/gats/

This Foreign Agriculture Services (FAS) U.S. Trade Internet System supports the tracking of imports and exports of agricultural commodities into and out of the U.S. GATS provides U.S. agricultural trade data including official U.S. Trade data (Bureau of the Census), U.S. Customs District trade Data and U.S. State trade data into one environment to provide the means to quickly and easily perform research and analysis on trade data, and to identify trade-related issues and trends.

[Global Trade Atlas](http://ihsmarkit.com/products/maritime-global-trade-atlas.html) ihsmarkit.com/products/maritime-global-trade-atlas.html

A comprehensive trade database, built from high-quality data sources that are certified to ISO9001:2015, the GTA provides official monthly bilateral trade data for 95+ countries and annual data for 180+ countries. It covers every commodity at the most specific harmonized code level.

[Jobs Supported by Exports](http://www.trade.gov/mas/ian/employment/index.asp) www.trade.gov/mas/ian/employment/index.asp

National estimates of jobs supported directly and indirectly by total exports to the world by country or region for top markets. Jobs supported by state information. Estimates of jobs supported by exports by sector.

[Office of Trade Policy & Analysis](http://www.trade.gov/mas/ian/) www.trade.gov/mas/ian/

Site includes state reports, Metropolitan Export Series, Top Trading Partners, Jobs Supported by Exports Destination, Jobs Supported by State Goods Exports, etc.

[The North American Industry Classification System \(NAICS\)](http://www.census.gov/eos/www/naics/) www.census.gov/eos/www/naics/

The standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. Replaces the Standard Industrial Classification (SIC).

[Metropolitan Export Series](http://www.trade.gov/mas/ian/metroreport/index.asp) www.trade.gov/mas/ian/metroreport/index.asp

Tracks exports of goods from major U.S. metro areas by value, product, and destination.

[PIERS](http://ihsmarkit.com/products/piers.html) ihsmarkit.com/products/piers.html

PIERS is the leading provider of U.S. import and export data at the detailed, bill-of-lading level.

[Trade Data Online \(TDO\)](http://www.ic.gc.ca/eic/site/tdo-dcd.nsf/eng/Home) www.ic.gc.ca/eic/site/tdo-dcd.nsf/eng/Home

TDO is a compilation of the latest data from Statistics Canada and the US Census Bureau allowing searches of export or import flows from or to the US or Canada, including provincial breakdowns.

[TradeStats Express](http://tse.export.gov/tse/tsehome.aspx) tse.export.gov/tse/tsehome.aspx

Resource that dynamically generates and displays national merchandise trade data for exports, imports and the trade balance, and state export data. Industry detail up to the 4-digit level on both HS and NAICS basis. Annual and quarterly state merchandise import trade data by country and market.

[U.S. International Trade Commission Tariff/Trade Information](http://dataweb.usitc.gov) dataweb.usitc.gov

U.S. import/export statistics, U.S. tariffs and tariff preference information

[U.S. International Trade Data](http://www.census.gov/foreign-trade/data/index.html) www.census.gov/foreign-trade/data/index.html

International Trade in Goods and Services reports from the Foreign Trade Division of the U.S. Census Bureau

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[UN Comtrade](http://comtrade.un.org/db/default.aspx) comtrade.un.org/db/default.aspx

The United Nations Commodity Trade Statistics Database one of the most comprehensive trade databases containing detailed import and export statistics with over 170 reporting countries. These statistics are classified according to the SITC (standard international trade classification), Harmonized System, and Board Economic Categories.

[USA Trade® Online](http://usatrade.census.gov/) usatrade.census.gov/

The Foreign Trade Division of the U.S. Census Bureau subscription system to access current and cumulative U.S. export and import data using the Harmonized System and the North American Industry Classification System.

[World Tariff Profiles](http://www.wto.org/english/res_e/reser_e/tariff_profiles_e.htm) www.wto.org/english/res_e/reser_e/tariff_profiles_e.htm

World Tariff Profiles, a joint publication of the WTO, International Trade Centre (ITC) and the United Nations Conference on Trade and Development (UNCTAD), provides comprehensive information on the tariffs and non-tariff measures imposed by over 170 countries and customs territories.

[WTO's International Trade and Market Access](http://www.wto.org/english/news_e/news12_e/stat_19nov12_e.htm) www.wto.org/english/news_e/news12_e/stat_19nov12_e.htm

This World Trade Organization's (WTO) interactive tool presents WTO data on merchandise and commercial services trade, and selected market access indicators from the World Tariff Profiles. The tool is in the form of interactive maps, charts and data tables using arrows and pop-up boxes to depict trade flows and to provide supplementary information. Users can export the data underlying the graphics.

TARIFFS AND TAXES

[CBP Tariff Assistance](http://www.govinfo.gov/content/pkg/FR-2015-06-18/pdf/2015-14968.pdf) www.govinfo.gov/content/pkg/FR-2015-06-18/pdf/2015-14968.pdf

This document describes opportunities available to U.S. exporters to obtain assistance from U.S. Customs and Border Protection (CBP) to resolve matters concerning the tariff classification and customs valuation applied to U.S. exports by other governments.

[Customs Ruling Online Search System \(CROSS\)](http://rulings.cbp.gov) rulings.cbp.gov

CROSS is a searchable database of CBP rulings from 1989 to present that can be retrieved based on simple or complex search characteristics using keywords and Boolean operators. CROSS has the added functionality of CROSS referencing rulings from the initial search result set with their modified, revoked or referenced counterparts.

[European Commission Taxation and Customs Union](http://ec.europa.eu/taxation_customs/business/calculation-customs-duties/what-is-common-customs-tariff/taric_en) ec.europa.eu/taxation_customs/business/calculation-customs-duties/what-is-common-customs-tariff/taric_en TARIC is the online customs tariff database for the European Union.

[FTA Tariff Tool](http://beta.trade.gov/fta) beta.trade.gov/fta

This tariff search tool allows users to find tariff information on all products covered under the U.S. Free Trade Agreements (FTAs). The tool shows the tariff applied on the date the FTAs enters into force and the rates each subsequent year as the tariffs are eliminated under the agreement. The tool also provides product-specific rules of origin to help companies determine eligibility for preferential rates.

[HTS Online Reference Tool](http://hts.usitc.gov/) hts.usitc.gov/

The USITC's comprehensive website for users of the HTS including tariff rates and statistical categories for all merchandise imported in the U.S., direct links to the Customs Ruling Online Search System (CROSS) and other resources.

[NAFTZ](http://www.naftz.org/) www.naftz.org/

The National Association of Foreign-Trade Zones provides information on the benefits of Foreign-Trade Zones.

[Schedule B](http://www.census.gov/foreign-trade/schedules/b/index.html) www.census.gov/foreign-trade/schedules/b/index.html

The U.S. Census Bureau site to assist in identification of the proper HS/Schedule B statistical classification for commodities exported from the U.S.

[Tariffs and Import Fees](http://www.export.gov/Logistics-10) www.export.gov/Logistics-10

Export.gov's tariff resource including links to HS/Schedule B information, country specific tariff and tax information and access to an online tariff database.

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Tariff Reduction Strategies A few resources:

www.saveontariffs.com/

www.strtrade.com/f-tariff-actions-resources.html

www.strtrade.com/news-publications-232-301-tariff-strategies-avoid-reduce-112718.html?mkt_tok=eyJpIjoiWldJMVptWXdaR0ptWVRBdylsInQiOiJoSldlcVwvRFwvSUZjRmJTckNSYStHVFwvXFVQ2pTQ3FObXRvN2s1WGY3YTk3dk1iQmhbQkQ3b0Y1MWw1UzVqWkRwZGZkeUs0aziESkxLbFJhU2tIVFBYTmwyQ2o2RWFKUmt1eEdKdnFacXFatMlQWDDTQ1Zub3hHQ0RBQjZxbDVwNiJ9

United State International Trade Commission (USITC) www.usitc.gov/tata/hts/index.htm

USITC's site containing the Official Harmonized Tariff Schedule of the United States (HTS) and links to several tariff resources.

World Integrated Trade Solution (WITS) wits.worldbank.org/default.aspx

WITS is a software developed by the World Bank, in close collaboration and consultation with various International Organizations including United Nations Conference on Trade and Development (UNCTAD), International Trade Center (ITC), United Nations Statistical Division (UNSD) and World Trade Organization (WTO) which provides access to major international trade and tariffs data compilations. WITS is a free data consultation and extraction software with simulation capabilities.

WTO Tariff Download Facility www.wto.org/english/tratop_e/tariffs_e/database_explanation_e.htm

The Tariff Download Facility is a comprehensive database of WTO member's customs tariffs offering users flexibility in obtaining tariff data across countries, years and products.

TRADE AGREEMENTS

CBP Side-by-Side Comparison www.cbp.gov/trade/priority-issues/trade-agreements/free-trade-agreements Customs and Border Patrol's (CBP) guide to U.S. Free Trade Agreements including a comparison chart providing basic customs information and citations on the agreements and selected preference programs, non-textiles.

The Office of Trade Agreements Negotiation and Compliance (TANC)

www.export.gov/article?id=Trade-Agreements-Negotiations-and-Compliance

TANC systematically monitors, investigates, and evaluates foreign government compliance with our international trade agreements.

The Organization of American State's Foreign Trade Information System (SICE) www.sice.oas.org/

The SICE site centralizes information on trade policy in the Americas including full texts of trade agreements for OAS member states.

export.gov Free Trade Agreements www.export.gov/Trade-Agreement-Guides

Export.gov's portal for free trade agreement information.

United States Trade Representative (USTR) ustr.gov/

USTR develops and coordinates U.S. international trade, commodity, and direct investment policy, and oversees negotiations with other countries.

WTO www.wto.org/

The World Trade Organization is a global international organization dealing with the rules of trade between nations.

TRAVEL

Centers for Disease Control and Prevention (CDC) www.cdc.gov/

CDC Travelers' Health offers information to assist travelers and their health-care providers in deciding the vaccines, medications, and other measures necessary to prevent illness and injury during international travel.

U.S. Department of State International Travel travel.state.gov/content/travel/en/international-travel.html

U.S. Department of State's Web site listing entry requirements for U.S. citizens visiting other countries, passport information, visa information for foreign visitors and other information.

U.S. Department of State STEP step.state.gov/step/

The U.S. Dept. of State Smart Traveler Enrollment Program (STEP) is a free service provided by the U.S. Government to U.S. citizens who are traveling to, or living in, a foreign country. Registration allows you to record information about your upcoming trip abroad that the Department of State can use to assist you in case of any emergency.

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The following listing of passport and visa service companies does not indicate endorsement.

[American Passport](http://americanpassport.com/) americanpassport.com/

[CIBTvisas](http://cibtvisas.com/) cibtvisas.com/

[Passport and Visa](http://www.passportsandvisas.com/) www.passportsandvisas.com/

[Perry International](http://www.perryvisa.com/) www.perryvisa.com/

U.S. GOVERNMENT

[CBP's e-Allegations Submission](http://eallegations.cbp.gov/Home/Index2) eallegations.cbp.gov/Home/Index2

Report domestic and international criminal or illegal activities or trade violations to the Homeland Security Investigations (HIS) directorate.

[CBP's Intellectual Property Rights e-Recordation \(IPRR\) application](http://iprr.cbp.gov/) iprr.cbp.gov/

A new method for filing initial trademark and copyright recordation applications which will decrease the amount of time and paperwork previously required and provide more timely enforcement of intellectual property rights.

[Cybersecurity for Small Business](http://www.ftc.gov/tips-advice/business-center/small-businesses) www.ftc.gov/tips-advice/business-center/small-businesses

The Federal Trade Commission's resource to help small companies avoid scams, protect your computers and networks, keep your customers' data safe – and protect your bottom line.

[Export Programs Guide](http://www.trade.gov/publications/pdfs/epg_2009.pdf) www.trade.gov/publications/pdfs/epg_2009.pdf

The guide contains detailed descriptions of more than 100 programs offered by 20 different federal agencies. It is the most comprehensive guide to federal programs designed to assist U.S. exporters.

[Export.gov](http://www.export.gov) www.export.gov

Export.gov is a collaborative effort with the 19 federal agencies that offer export assistance programs and services.

[Export-Import Bank of the United States](http://www.exim.gov) www.exim.gov

Ex-Im Bank assists in financing the exports of U.S. goods and services to international markets.

[The Exporter's Toolkit: Your Guide to U.S. Government Exporting Resources](http://www.census.gov/foreign-trade/aes/tradesource_july2012.pdf)

www.census.gov/foreign-trade/aes/tradesource_july2012.pdf

The Dept. of Commerce and Bureau of Census compiled "The Exporter's Toolkit" to act as a guide and central source for exporting needs. It includes a listing of different government resources available.

[ForeignAssistance.gov](http://foreignassistance.gov/) foreignassistance.gov/

The Foreign Assistance Dashboard provides a view of U.S. Government foreign assistance funds and enables users to examine, research, and track aid investments in a standard and easy-to-understand format.

[Intellectual Property Awareness Assessment Tool](http://ipassessment.uspto.gov/) ipassessment.uspto.gov/

This U.S. Department of Commerce's Patent and Trademark Office (USPTO) and National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP) web-based tool is designed to help manufacturers, small businesses, entrepreneurs and independent inventors assess their knowledge of intellectual property (IP).

[Millennium Challenge Corporation \(MCC\)](http://www.mcc.gov/) www.mcc.gov/

The MCC is an innovative and independent U.S. foreign aid agency that is helping lead the fight against global poverty

[Online Foreign Trade Zone Information System \(OFIS\)](http://ita-web.ita.doc.gov/FTZ/OFISLogin.nsf) ita-web.ita.doc.gov/FTZ/OFISLogin.nsf

OFIS provides industry information on zones, grantees, sites, subzones and Federal Register notices. Maintained by the Department of Commerce, International Trade Administration-Import Administration.

[Overseas Private Investment Corporation \(OPIC\)](http://www.opic.gov/) www.opic.gov/

OPIC is an agency of the U.S. government assisting U.S. businesses invest overseas, fostering economic development in new and emerging markets, complementing the private sector in managing risks associated with foreign direct investment, and supporting U.S. foreign policy.

[Privacy Shield](http://www.privacyshield.gov/welcome) www.privacyshield.gov/welcome

The EU-U.S. and Swiss-U.S. Privacy Shield Frameworks were designed by the U.S. Department of Commerce and the European Commission and Swiss Administration to provide companies on both sides of the Atlantic with a mechanism to comply with data protection requirements when transferring personal data from the European Union and Switzerland to the United States in support of transatlantic commerce.

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[Service Corp of Retired Executives \(SCORE\)](http://www.score.org/) www.score.org/

SCORE is a nonprofit association with a network of volunteers nationwide dedicated to educating entrepreneurs and assisting with the growth and success of small business. They are a resource partner of the U.S. Small Business Administration (SBA)

[Stopfakes.gov](http://www.stopfakes.gov) www.stopfakes.gov

Stopfakes.gov is a collaborative federal web site with resources to protect intellectual property in the U.S. and abroad including country specific toolkits.

[U.S. Agency for International Development \(USAID\)](http://www.usaid.gov/) www.usaid.gov/

USAID is an independent federal government agency that receives overall foreign policy guidance from the Secretary of State. USAID supports long-term and equitable economic growth and advances U.S. foreign policy objectives by supporting economic growth, agriculture and trade; global health; and, democracy, conflict prevention and humanitarian assistance.

[U.S. Customs & Border Protection \(CBP\)](http://www.cbp.gov/) www.cbp.gov/

CBP facilitates trade to and from the U.S. by securing it from acts of terrorism and assuring that goods arriving in the U.S. are legitimate and that appropriate duties and fees are paid.

[U.S. Department of State](http://www.state.gov/) www.state.gov/ Home page of the U.S. Department of State.**[U.S. Small Business Administration \(SBA\) Office of International Trade \(OIT\)](http://www.sba.gov/offices/headquarters/oit)**

www.sba.gov/offices/headquarters/oit

The SBA provides resources to assist small businesses competing in the global marketplace including financial assistance, training and more.

[U.S. Department of Commerce \(DOC\)](http://www.commerce.gov/) www.commerce.gov/

The DOC's bureaus and agencies include the Bureau of Industry and Security (BIS), the Census Bureau, the International Trade Administration (ITA), Patent and Trademark Office (PTO), and the National Institute of Standards and Technology (NIST).

[U.S. Trade and Development Agency \(USTDA\)](http://www.ustda.gov/) www.ustda.gov/

The USTDA is an independent U.S. Government foreign assistance agency, funded by the U.S. Congress to promote economic growth in developing and middle-income countries, while simultaneously helping American businesses to export their products and services.

WOOD PACKAGING RESOURCES

[American Lumber Standard Committee \(ALSC\)](http://www.alsc.org) www.alsc.org

The ALSC Wood Packaging Material (WPM) program has accredited independent third-party agencies who can provide information on becoming licensed to produce compliant WPM or identify facilities who can supply compliant WPM.

[APHIS Miscellaneous and Processed Products Manual](http://www.aphis.usda.gov/import_export/plants/manuals/ports/downloads/miscellaneous.pdf)

www.aphis.usda.gov/import_export/plants/manuals/ports/downloads/miscellaneous.pdf

Manual provides the background, procedures, and reference tables for regulating imported processed articles of plant and nonplant sources (i.e., goatskins, beeswax, wood products/packaging material) that might serve to introduce exotic pests and parasites.

[APHIS Wood Packaging Material](http://www.aphis.usda.gov/wps/portal/aphis/ourfocus/importexport?1dmy&urile=wcm%3apath%3a%2Faphis_content_library%2Fsa_our_focus%2Fsa_plant_health%2Fsa_export%2Fsa_wood_packaging%2Fct_wood_packaging_material)

www.aphis.usda.gov/wps/portal/aphis/ourfocus/importexport?1dmy&urile=wcm%3apath%3a%2Faphis_content_library%2Fsa_our_focus%2Fsa_plant_health%2Fsa_export%2Fsa_wood_packaging%2Fct_wood_packaging_material

Information on the International Standards for Phytosanitary Measures Guidelines for Regulating Wood Packaging Material in International Trade (ISPM 15), treatment programs, country requirements, etc.

[CBP Wood Packaging Materials](http://www.cbp.gov/border-security/protecting-agriculture/wpm) www.cbp.gov/border-security/protecting-agriculture/wpm

U.S. Customs and Border Protection (CBP) resources, guidelines, FAQs on wood packaging including lists of approved fumigators and heat treatment facilities in the US.

[National Wooden Pallet & Container Association \(NWPCA\)](http://www.palletcentral.com) www.palletcentral.com

Resource center includes export treatment methods

For questions or additional assistance with exporting, please contact us:

International Trade Office Tel: +1.515.348.6200 or Email: international@iowaeda.com

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