



GLOBAL BUSINESS SIMPLIFIED

Conducting business across borders is complex. *AtoZ World Business* makes it simple. In one easy-to-use database, *AtoZ World Business* provides 100 Country Business Guides covering more than 119 topics each, plus 87 "trade tools" that range from Incoterms to letters of credit. Our business is furnishing your business with the knowledge it needs to succeed in global markets. Simple.

BENEFITS

- *AtoZ World Business* makes it easy for importers and exporters to get detailed and up-to-date compliance information for 100 countries.
- Global entrepreneurs use *AtoZ World Business* to get comprehensive worldwide information on business formation, taxation, business culture, and negotiating.
- Logistics firms, banks, and other service providers benefit from *AtoZ World Business's* "sticky content" to keep clients and prospective clients on their webpages.
- *AtoZ World Business* helps governmental agencies promote and support trade missions.

All *AtoZ World Business* content is mobile friendly, automatically adapting to the screen size of any desktop, laptop, tablet, or smartphone.



BUSINESS



BUSINESS CULTURE



BUSINESS TRAVEL

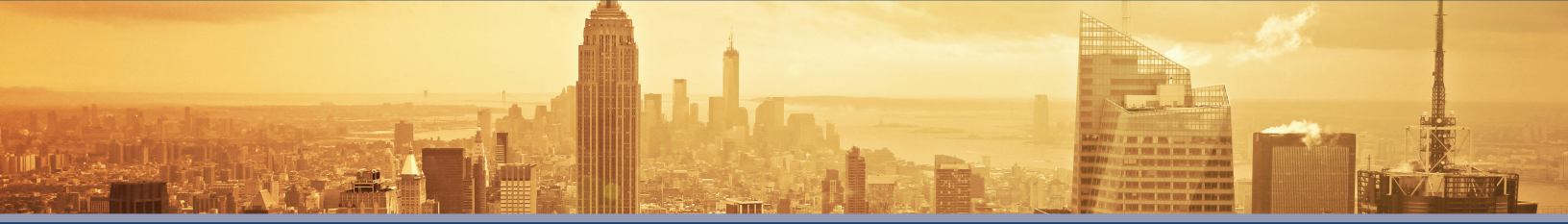


IMPORTING



EXPORTING





Sample Pages

AtoZ World Business

Select another Country

Air Transport

- Acronyms and Abbreviations
- Air Transport
- Cargo Aircraft
- Air Freight Containers
- World Airport IATA Codes
- World Airports Information
- Airline Codes
- Basics of Int'l Trade
- Business Entities Worldwide
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- Currencies of the World
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- Exporting from the USA
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- International Dialing Tools
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- Measurement Converter
- NAFTA
- Ocean Transport
- Railcars
- Resources
- Security
- Sourcing
- Trade Tariffs
- Truck Traffic
- Weights & Measures

Cargo Aircraft

Resources

Airbus SAS (www.airbus.com)
Website for the major European aerospace company. Contains information, photos, multimedia items, and technical specifications for all current and out-of-production Airbus aircraft. Airbus SAS is a global company with design and manufacturing facilities in France, Germany, the UK, and Spain, as well as subsidiaries in the U.S., China, and Japan. Headquartered in Toulouse, France, Airbus is a joint EADS Company with BAE Systems of the UK.

Air Cargo News (www.aircargonews.net)
An award-winning newsletter published every two weeks with over 100,000 readers in more than 170 countries. Annual subscription varies from US\$50 to US\$200 (depending on destination). The Website has additional resources for professionals in the air cargo industry.

AtoZ World Business

Select another Country

Kuwait

- Overviews
- Advertising & Marketing
- Business Culture
- Culture, General
- Business Formation
- Business Travel
- Communications
- Country Profile
- Embassies and Consulates
- Export
- History
- Import
- Investment Climate
- Language Translations
- Maps
- Media Outlets
- Money and Banking
- Names
- News Feeds
- Seaports
- Seaports
- Security Briefing

Seaports

Seaport Types:

- River Natural
- Coastal Breakwater
- Typhoon Harbor
- River Tide Gate
- Open Roadstead
- Coastal Natural
- Lake or Canal
- Coastal Tide Gate
- N/A

AtoZ World Business

Select another Country

Saudi Arabia

- Overviews
- Trade Overview
- Business Overview
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- Business Culture
- Culture, General
- Business Formation
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- Security Briefing
- Taxation
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Trade Overview

Saudi Arabia possesses roughly one-quarter of the globe's proven oil reserves, plays a leading role in the Organization of the Petroleum Exporting Countries (OPEC), and is the largest oil exporter in the world. High oil prices during the late 2000s boosted the kingdom's economy, helping it grow during the global financial crisis, but the kingdom remains vulnerable to fluctuations in oil prices. The Saudi state does not export other trade products in significant quantities, although the government has invested in training for Saudi citizens to promote the export of business services. Negotiations for its World Trade Organization (WTO) accession, which concluded in 2005, focused on increasing market access to foreign services and goods. To encourage foreign investment, the Saudi state established the Saudi Arabian General Investment Authority in 2000; it also signed a cooperation agreement with New Zealand in 2001 and a Trade Investment Framework Agreement with the US in 2003.

Trade History

Saudi Arabia's trade history revolves primarily around petroleum, although in ancient times pearls provided the region's trade income. US geologists discovered oil reserves in the Saudi desert in the 1930s, but large-scale extraction operations did not take place until World War II ended. During the 1970s, oil prices rose significantly due to regional political turmoil, providing economic benefits to the kingdom.

Oil rallied again during the mid 2000s, but the price crash in 2008 reduced the kingdom's trade income. Although the price only remained low for a short period, the reduction in revenue required Saudi Arabia to reassess its development plans, placing some infrastructure spending on hold. The kingdom invests in projects in other nations and holds foreign currency reserves, affording it some protection against a sudden crash in oil prices.

Top Export Partners

The US, China and Japan rely heavily on Saudi oil reserves, each with roughly a 14 percent share of the country's export market. South Korea holds 9 percent, India 8 percent, and Singapore 4 percent of Saudi Arabia's oil.

Major Export Products and Services

Saudi Arabia primarily sells crude oil. Revenue from crude oil supported the construction of refineries and processing plants, allowing the kingdom to export processed petroleum products that fetch higher prices in international markets. Valuable light crude oil makes up most of the nation's exports, while the production of fertilizers, medicines, and other chemical products from the nation's crude oil for export are growing projects.

Riyadh - As the largest oil exporter in the world, Saudi Arabia plays a leading role in OPEC.

To encourage foreign investment, the state established the Saudi Arabian General Investment Authority.

Crude oil is also used for fertilizers, medicines, and other chemical exports.

AtoZ World Business

Select another Country

Mexico

- Overviews
- Advertising & Marketing
- Business Culture
- The Business Experience
- Decision Making
- Meetings
- Negotiating
- Entertaining
- Attire
- Businesswomen
- Business Workweek
- Culture, General
- Business Formation
- Business Travel
- Communications
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- Security Briefing
- Taxation

The Business Experience

Business Style

With the US and Canada to the north, and the rest of Latin America to the south, Mexico is a popular international business destination. This Latin American country features an interesting business culture, as it is warm and friendly, yet hierarchical and formal at the same time. In Mexico, social stratifications are well defined, and most Mexicans are very class-conscious. This affects Mexican business culture, as foreign visitors will be judged on their own social and economic statuses, which Mexicans will gauge by the visitor's choice of hotel, mode of transportation, and appearance.

Family and friends are the most important things to most Mexicans, as they are at the center of the social structure. This value is also found in the business culture, and Mexicans must know a person before doing business with him or her. In Mexico, the only way to know a person is to also know his or her family, so visitors should not be surprised if they meet their counterparts' family members during business entertaining events.

In Mexico, business dealings will proceed more slowly than some visitors are accustomed to. Mexicans say that "People in the US live to work, but Mexicans work to live." This is often very accurate, as Mexicans work hard, but take the time to have social and private lives as well. Foreign visitors should not try to change the speed of business in Mexico by trying to rush discussions or using too sharp a tone of voice. Refusing to adapt to Mexican views of time may result in destroying the professional relationship.

Relationship Building

To say that relationships are an important part of business in Mexico is quite the understatement. In fact, business relationships are the key to success, and this is true for both Mexican citizens and foreign businesspeople. Visitors must choose an intermediary who will introduce them to their Mexican contacts, as well as help them build the trust necessary to do business there. This integral connection must be chosen wisely, as a low-level contact person can hinder your professional goals in Mexico, due to the status-conscious attitude. Many Mexican professionals will not take you seriously if your contact is not high up in the hierarchical ranks.

The initial meetings between foreign visitors and Mexicans will usually be formal affairs that include welcoming speeches and long introductions. Many Mexican executives may ask a number of personal questions about the visitor, such as his or her family, travel schedule, accommodations, and even political beliefs. This is not done to be rude or

Business relationships are the key to success for both Mexican citizens and foreign businesspeople.

Mexicans greet business visitors with firm handshakes and direct eye contact.

Executives may ask you personal questions to assess your character. You should answer diplomatically and ask your own questions as well.

Trade Overview

Air Transport

Business Culture

Seaports



Country Guides

100 Countries Featured

- 
- Algeria
 - Angola
 - Argentina
 - Australia
 - Austria
 - Azerbaijan
 - Bangladesh
 - Belarus
 - Belgium
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 - Japan
 - Jordan
 - Kazakhstan
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 - Thailand
 - Trinidad and Tobago
 - Tunisia
 - Turkey
 - Uganda
 - Ukraine
 - United Arab Emirates
 - United Kingdom
 - United States
 - Uruguay
 - Uzbekistan
 - Venezuela
 - Vietnam



Country Guides

Features for Each Country

OVERVIEWS

Trade Overview
Business Overview
Country Snapshot
Country Facts

ADVERTISING AND MARKET- ING

Advertising Law

BUSINESS CULTURE

The Business Experience
Decision Making
Meetings
Negotiating
Entertaining
Attire
Businesswomen
Business Workweek

BUSINESS FORMATION

Starting a Business

BUSINESS TRAVEL

Climate
Customs Entry Travelers
Emergency Numbers
Hotels
Tipping
Visa and Passport
Weather Forecast
Disease Risks and Prevention
Health Advisories
Health Care System
Immunization
Insurance and Medevac
Directory of Health Services

COMMUNICATIONS

Dialing Guide
Emergency Numbers
Cell Phone Dialing Guide
Internet Access
Postal Service

COUNTRY PROFILE

Demographics
Geography
Government
Government Leaders
Economy and Trade
People

CULTURE

Gift Giving
Greetings and Courtesies
Holidays
Stereotypes
Time Orientation
Women in Business
Women in Culture

EMBASSIES AND CONSULATES

...in Country of Other Nations
...of Country Abroad

EXPORT

Basic Process
Documents
Restricted and Prohibited
Special Provisions
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HISTORY

Historical Timeline

IMPORT

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Registration Requirements
Tariff Classification
Restricted and Prohibited
Special Provisions
Non-Tariff Barriers
Standards, Testing, Etc.
Contacts

INVESTMENT CLIMATE

Investment Climate 2014
Investment Climate 2013
Investment Climate 2012

LANGUAGE TRANSLATION

Video Dictionary
Essential Terms
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Advertising
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Contracts
Countries and Capitals
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Marketing
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Professions
Travel General
Travel Items
Travel Services

MEDIA OUTLETS

Newspapers
Television Stations
Radio Stations
Periodicals

MAPS

Maps (9 Thematic)

MONEY AND BANKING

Currency Overview
Banknote Images
Coin Images
Currency Converter
Major Banks

NAMES

Name Structure
Surnames (Family Names)

NEWS FEEDS

Top Stories
Agriculture
Banking
Business
Crime
Export
Finance
Import
Trade

SEAPORTS

Seaports

SECURITY BRIEFING

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

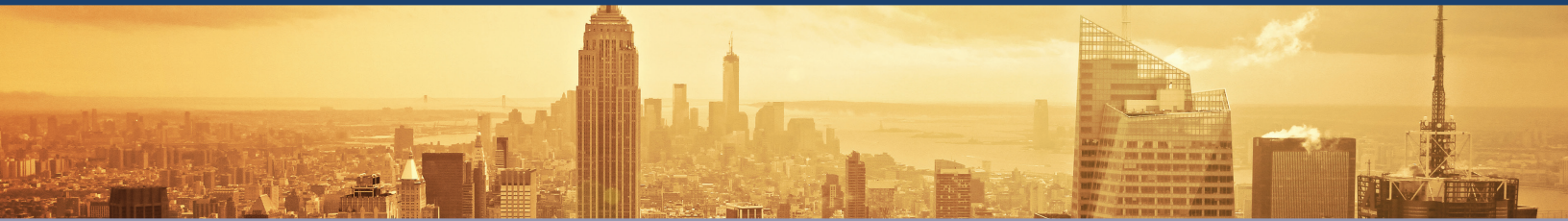
TAXATION

Corporate Taxation 2014
Corporate Taxation 2013
Corporate Taxation 2012
Individual Taxation 2014–15
Individual Taxation 2013–14
Individual Taxation 2012
VAT, GST, and Sales Taxes 2014
VAT, GST, and Sales Taxes 2013
VAT, GST, and Sales Taxes 2012

TRADE

Trade Profile 2014
Tariff Profile 2014
Trade Agreements
Trade News Feed





Trade Tools

ACRONYMS AND ABBREVIATIONS

Acronyms/Abbreviations

AIR TRANSPORT

Cargo Aircraft
Air Freight Containers
World Airport IATA Codes
World Airports Information
Airline Codes

BASICS OF INT'L TRADE

Foreign Exchange
Importing
Exporting
Contracts

BUSINESS ENTITIES

Business Entities Worldwide

COMPUTER TERMS

Computer Terms

COUNTRY CODES

Country Codes

CURRENCIES OF THE WORLD

Currencies of the World

DICTIONARY OF INT'L TRADE

A to Z Definitions

EMBASSIES AND CONSULATES

...in Country of Other Nations
...of Country Abroad

EXPORTING FROM THE USA

Basic Guide to Exporting
Export Tariff Codes
BIS Regulations
Denied Persons List
Entity List
Specially Designated Nationals
Unverified List
Contracts

IMPORTING TO THE USA

Commodity Index
Harmonized Tariff Schedule
US Customs Rulings
US Customs Documents

INCOTERMS

Incoterms 2010
Incoterms 2000

INSURANCE, GUIDE TO CARGO

Guide to Cargo Insurance

INT'L DIALING TOOLS

International Dialing Guide
International Dialing Codes

INT'L PAYMENTS

Documentary Credits
Letters of Credit

MEASUREMENT CONVERTER

Measurement Converter

NAFTA

Overview
Text
Implementation
Documentation

OCEAN TRANSPORT

Cargo Vessels
Cranes
Ocean Freight Containers
Seaports of the World
Distances Between Ports
Vessel Classifications

RAILCARS

Guide to Railcars

RESOURCES FOR INT'L TRADE

Books and Directories
ICC Publications
Periodicals and Reports
Country Series Books
Trade Associations
Academic Institutions
Travel Websites
Trade-Related Websites
Other Information Sources

SECURITY

C-TPAT
FAST
ACE
PARS
PARS
C-TPAT Seal Requirements
Automated Manifest System
CSI
AMR (24-Hour Rule)
Food Facility Registration
ISPS Code
Maritime Transp. Security Act
E.U. Maritime Legislation
10+2 Rule
ISO 28000
Data Security
Industrial Espionage
Security Glossary

SOURCING GUIDE

Sourcing Guide

TRADE TERMS IN 8 LANGUAGES

Trade Terms in 8 Languages

TRUCK TRAILERS

Guide to Truck Trailers

WEIGHTS AND MEASURES

Weights and Measures