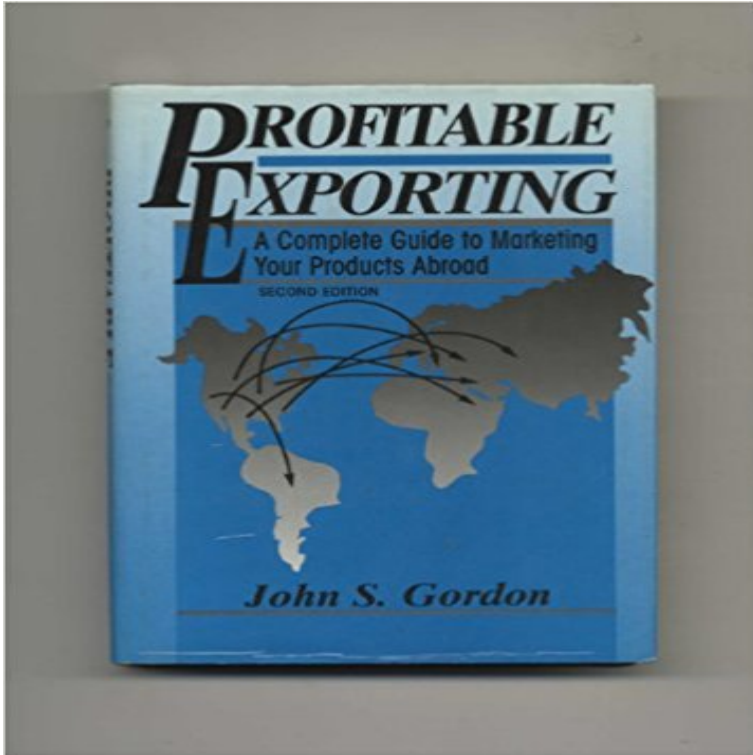


Profitable Exporting: A Complete Guide to Marketing Your Products Abroad



A one-stop source containing all the information needed to successfully export products and services. Walks readers through the entire process of international tradeguiding them through the maze of agencies and their forms, defining terminology, detailing the business climate and culture of the U.S.s major trading partners. Discusses tariffs and quotas, government development programs and variations on the export theme such as countertrade, foreign exchange and indirect exports. Features special chapters on exporting goods and services to China, Canada, Japan, Taiwan and the European community.

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