



Building an Import/Export Business

Kenneth D. Weiss

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Explains international trade, including international transactions, import/export credit and payment, shipping and insurance, regulatory agencies, documentation and customs clearance. Analyzes who can and should go into importing and exporting, how the company should be set up, selecting suppliers, finding customers, choosing target markets, and preparing a business plan. Finally, it discusses trade with the European Economic Community and Eastern Europe.

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