



**The Center for Export Readiness
Training and Services**

Developing export readiness in small businesses

Information Sheet:

Defining the Export Development Process

Publications

Export Awareness

Export America Magazine
Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20230

Business International Newsletter
One Dag Hammarskjold
New York, NY 10017

Journal of Commerce
Knight-Rider Newspapers, Inc.
110 Wall Street, NY 10005
(212) 425-1616

Overseas Business Report Series
Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20230

The UNZ & Company Sourcebook
(A how-to guide for exporters and importers)
UNZ & Company
190 Baldwin Avenue the Differences"
P.O. Box 308
Jersey City, NJ 07303

Ports of the World
(A guide to cargo loss control)
Insurance Company of North America
P.O. Box 7728
Philadelphia, PA 19101

American Export Register
Thomas International Publishing Co., Inc.
One Penn Plaza
New York, NY 10119
(212) 290-7343

The Chase World Guide for Exporters
The Chase Manhattan Bank, N.A.
One World Trade Center, 78th Floor
New York, NY 10048

Export Reference

A Basic Guide to Exporting
Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20230

Dunn & Bradstreet Exporter's Encyclopedia
Dunn's Marketing Services

3 Century Drive
Parsippany, NY 07054
1-800-526-0651

International Trade Reporter

Bureau of National Affairs 1231 25th Street, N.W.
Washington, D.C. 20037
1-800-372-1033

**Sources to help
“Recognize the Differences”**

Culturgrams

Brigham Young University
Provo, Utah

Background Notes

U.S. Department of State

Going International

Random House, Inc.
Authors: Lennie Copeland and Lewis Griggs

Do's and Taboos Around the World

John Wiley & Sons
Author: Roger Axtell

The Economist Business Traveler's Guides-Japan

(One of a series whose other three volumes cover the
Middle East, Brittain and the United States)
Prentice Hall Travel

Price Waterhouse Guides

(“Doing Business In ... Series”-50 countries)
Price Waterhouse
200 E.Randolph Dr
Chicago, IL 60601
(312) 565-1500

This is a sample listing only and not intended to be inclusive.