

# **INTERNATIONAL TRADE (EXPORT & IMPORT) INFORMATION GUIDE**

Updated July 2019



This is a guide to some of the resources available within the British Library Business & IP Centre relevant to the Global Trade industry.

Inside you will find sources of information such as market research (statistics, trends, developments), key companies, trade magazines, newsletters, and Internet sources.

This guide will be useful to anyone starting a business within the global trade industry and also for those wanting to further their knowledge within this area.

## Country Information Databases

Information on particular countries for political, economic, social and technological analysis. Provides information on political, policy and economic conditions to help you understand what is happening in a country now and how the country will look in the future. Useful for planning on overseas trade.



- **EIU.com**  
Includes quarterly **Country Reports** providing in-depth economic, political and business analysis and short-term market outlooks; annual **Country Profiles** analysing the political, economic and business environment; and daily up-to-the-minute economic, political and business news via the **Viewswire** service.



- **EIU Country Data**  
Analytical database providing global macroeconomic indicators and forecast values for over 100 countries and 40 regional aggregates including up to 280 economic indicators per country. Data is available from 1980 and includes forecasts up to 2030.



- **ISI Emerging Markets**  
Company, industry and economic information focusing on developing economies in Asia, Central and Eastern Europe, Middle East/North Africa, Sub-Saharan Africa and Latin America. Includes company reports and financial statements as well as 10,500 full-text news sources.

## Country Information on the Web

### CIA World Fact Book

In-depth information on the history, people, government, economy, geography, communications, transportation, military, and transnational issues of over 250 countries and global entities.

[www.cia.gov/library/publications/the-world-factbook/index.html](http://www.cia.gov/library/publications/the-world-factbook/index.html)

### European Commission: Market Access Database (MADB)

Information businesses need to know if they want to export from or import to the EU per country, including tariffs, procedures, trade barriers, statistics, services for SMEs etc.

<http://madb.europa.eu>

### Nation Master

Free website allowing the user to generate maps and graphs using a wide range of statistical data from sources such as the CIA World Factbook, UN, and OECD.

[www.nationmaster.com/](http://www.nationmaster.com/)

## Trade Statistics on the Web

Websites containing free sources of industry statistics, information and contacts.

### British Library Statistical Links

British Library web page providing links to the websites of governments and international organisations as well as statistical portals and gateways.

<https://www.bl.uk/visit/reading-rooms/science-reading-rooms>

### International Trade in Services (replaces UK Trade in Services)

Measures the trade in services between the UK and the rest of the world.

<http://www.ons.gov.uk/ons/rel/itis/international-trade-in-services/2012/stb-itis-2012.html>

### OFFSTATS: Official Statistics on the Web

Links to statistics from a wide range of governmental and non-governmental sources including the UN, OECD and WHO. Arranged by country, region, or topic.

[www.offstats.auckland.ac.nz](http://www.offstats.auckland.ac.nz)

### PRODCOM

Enables comparison of UK manufacturers' sales, imports and exports for nearly 4,000 product types. Data is available by value and volume. Updated annually.

<https://www.ons.gov.uk/surveys/informationforbusinesses/businesssurveys/ukmanufacturerssalesbyproductprodcom>

### UK Trade in Goods

Import and export figures, arranged by broad industrial groups. Updated quarterly.

[http://www.ons.gov.uk/ons/dcp171778\\_385027.pdf](http://www.ons.gov.uk/ons/dcp171778_385027.pdf)

### UK Trade Info

Records the movement of visible goods between the UK and the rest of the world.

<https://www.uktradeinfo.com/Pages/Home.aspx>

### UNCTAD – Statistical Databases Online

Links to the statistical databases of the United Nations Conference on Trade and Development. This group of websites includes the Handbook of Statistics Online which provides data on world trade in goods and services, foreign direct investment, international finance and development indicators.

<http://unctad.org/en/pages/statistics.aspx>

### WTO – International Trade and Tariff data

Links to the statistical databases and publications of the World Trade Organization.

[www.wto.org/english/res\\_e/statis\\_e/statis\\_e.htm](http://www.wto.org/english/res_e/statis_e/statis_e.htm)

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## Global Market Research Databases

### eMarketer [available onsite via electronic sources]

Provides global market research and trend analysis on internet usage, e-business, online marketing, social media and related technologies.

### Frost & Sullivan [available onsite via electronic sources]

In-depth global market research and strategy reports covering medical technology, chemicals and plastics, automation, electronics, energy systems, environmental and building technologies and information and communications technology.

**Passport (Euromonitor International)** [available onsite via electronic sources]

Provides comparable international market intelligence on countries, consumers and industries. Includes over 4,500 global, country, industry, company and lifestyle reports, company profiles, company market share and brand share rankings as well as 205 country profiles.

Please note that many articles about the International Trade industry (from business journals and newspapers) are available from our electronic sources: Business Source Complete (EBSCO), Factiva, ABI Inform Global.

## Global Market Research Reports

Thousands of hard copy research reports are available on open access in the Business & IP Centre covering a broad range of industries and markets from all over the world. Includes content from the following publishers: Business Monitor International; Espicom; Freedonia; Oxford Business Group and Pyramid.

Please search Explore the British Library for more details at [explore.bl.uk/](http://explore.bl.uk/)

## Global Company Databases

**Kompass Worldwide** [available onsite via electronic sources]

Provides detailed product and service listings for over 1.9 million companies in 70 countries. Key source for manufacturers and suppliers with over 300,000 topics covered.

**Orbis** [available onsite via electronic sources]

Financial reports on over 100 million global companies. Includes standardised annual accounts for up to ten years as well as director and shareholder information.

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## Business News & Journals



In order to find the latest news on your topic it is always worth searching Factiva, Business Source Complete and EMIS.



You will find articles from specialist business and academic journals, as well as newspapers and magazines. You may also find market research reports and case studies. As well as profiles of leading industry figures.



You will also find articles covering recent developments, and predicting future trends in your industry.

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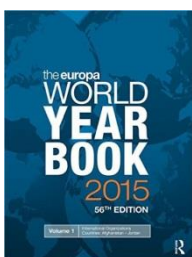
## Printed Directories

Contain lists of companies and industry contacts. Some have annual industry reviews, and specialist articles.



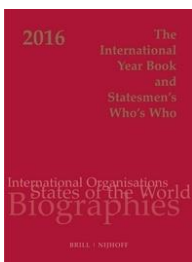
**Encyclopaedia of Associations: International Organizations** (Gale, 2019) [(B) DIR 060.25 BUS DESK]

Directory of 32,000 international non-profit membership, including multinational, organisations based outside of the United States.



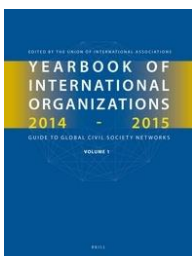
**The Europa World Year Book** (Europa, 2019) [(B) DIR 940.5 BUS DESK]

Provides brief country surveys of recent economic, political and social history and a directory of government, media, infrastructure and trade associations for over 250 countries and territories.



**International Year Book and Statesmen's Who's Who** (Martinus Nijhoff, 2019) [(B) DIR 909.828 Business Desk]

Profiles the world's major international and national organisations from United Nations agencies to economic and trade organisations. Also provides a current and comprehensive overview of the political, economic and social landscape for all countries around the world.



**Yearbook of International Organizations** (K G Saur, 2018/2019) [OPL 060 Social Sciences Enquiry Desk]

Directory of 30,000 national and international non-profit organisations.

The Business & IP Centre holds over 1,300 current export, industry specific and trade association directories. Please search Explore the British Library for more details: [explore.bl.uk/](https://explore.bl.uk/)

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## Global Product & Service Directories on the Web

### Kompass

2,300,000 companies from 66 countries.

[www.kompass.com](http://www.kompass.com)

### Trade Fairs & Exhibitions

Find exhibitions around the world.

[www.tsnn.com](http://www.tsnn.com)

## WAND

1,000,000+ companies from 172 countries.

[www.wand.com](http://www.wand.com)

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## Resources for Export Procedures and Regulations

### Business Information Fact Sheets

A Guide To Export Documentation	BIF208
A Guide to Government Support for Exports	BIF235
A Guide Methods of Entering Export Markets	BIF238

**Croner's Reference Book for Exporters** (U. H. E. Croner, 2018) [CD-ROM Version: CD.2000/52 / Loose – Leaf: W.P.12667]  
Handbook on current regulations and procedures for exporting to over 170 countries.

**International Corporate Procedures** (Jordans, 2019) [(B) MKT 342.37 BUS]  
Encyclopaedia of business regulations in over 50 major industrial, financial and offshore centres worldwide. Includes information on foreign forms of business enterprise.

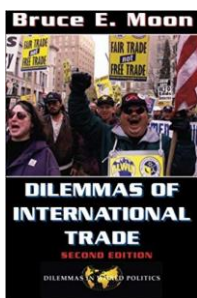
**The London Diplomatic List** (H.M.S.O., 2018) [OPL 327.2 Social Sciences Enquiry Desk]  
For contact details of Embassies and High Commissions in London including Trade Attaches.

### UK Embassies

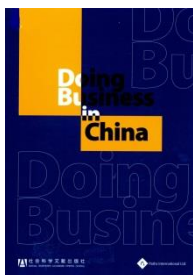
Official directory of UK embassies, high commissions and other diplomatic posts across the world.  
[www.fco.gov.uk/en/travel-and-living-abroad/find-an-embassy/](http://www.fco.gov.uk/en/travel-and-living-abroad/find-an-embassy/)

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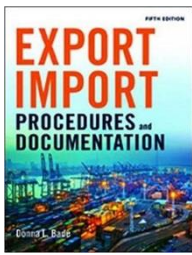
## Business Etiquette & Other Useful Books



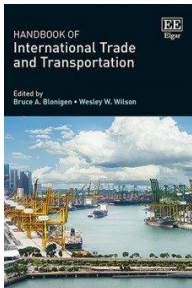
**Dilemmas of International Trade** by Bruce Edward (Routledge, 2018) [ELD.DS.269604] (Must be ordered using Explore the British Library).



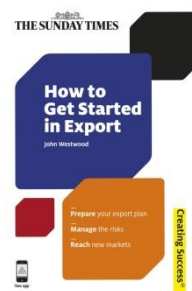
**Doing Business in China** by Tim Ambler, Morgen Witzel (Routledge, 2017) [ELD.DS.110062] (Must be ordered using Explore the British Library).



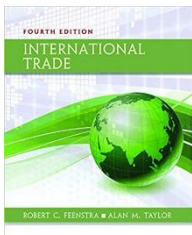
**Export/Import Procedures and Documentation** by Dona L. Bade (American Management Association, 2015) General Reference Collection [DRT ELD.DS.275177] (Must be ordered using Explore the British Library).



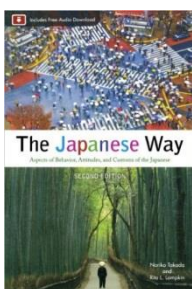
**Handbook of International Trade and Transport** by Bruce A. Blonigen and Wesley W. Wilson (Edward Elgar Publishing, 2018) General Reference Collection [DRT ELD.DS.287332] (Must be ordered using Explore the British Library).



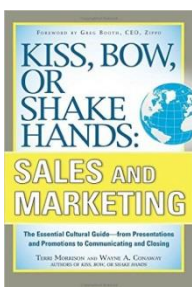
**How to Get Started in Export** by John Westwood (Kogan Page, 2012) [SBH MNG.37] (Must be ordered using Explore the British Library).



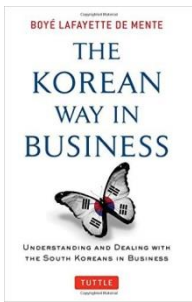
**International Trade** by Rob Feenstra, Alan Taylor (Worth, 2018) General Reference Collection [DRT ELD.DS.288435] (Must be ordered using Explore the British Library).



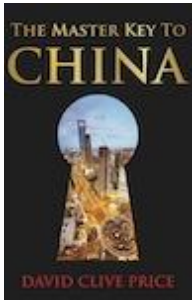
**The Japanese Way: Aspects of Behaviour, Attitudes and Customs of the Japanese** by Noriko Takada and Rita L. Lampkin (McGraw-Hill, 2011) [YK.2010.a.35207] (Must be ordered using Explore the British Library).



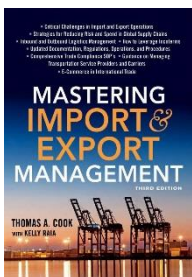
**Kiss, Bow or Shake Hands: Sales and Marketing: the Essential Cultural Guide-From Presentations and Promotions to Communicating and Closing** by Terri Morrison and Wayne A. Conaway (McGraw-Hill, 2012) [YK.2012.a.18017] (Must be ordered using Explore the British Library).



**The Korean Way in Business: Understanding and Dealing with the South Koreans in Business** by Boye De Mente (Tuttle, 2014) [SBH MNG.79 Small Business Help].



**The Master Key to China** by David Clive Price (Panoma Press, 2014) [SBH MNG.85 Small Business Help].



**Mastering Import & Export Management** by Thomas A. Cook with Kelly Raia (Amacom, 2017) General Reference Collection [DRT ELD.DS.275184] (Must be ordered using Explore the British Library).

For more books on business etiquette search Explore the British Library at [explore.bl.uk/](https://explore.bl.uk/)

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## Internet Sources

Websites containing free sources of industry statistics, information and contacts.

### Federation of International Trade Associations

Provides 8,000 links to international trade websites. [fita.org/webindex/index.html](https://fita.org/webindex/index.html)

### Department for International Trade

A guide to exporting. <https://www.great.gov.uk/>

### Gov.uk Imports and Exports

Formerly BusinessLink. Provides guidance on international trade procedures. Also provides content from HM Revenue & Customs. <https://www.gov.uk/browse/business>

### Gov.uk UK Export Finance

UK government's export credit agency (formerly the Exports Credit Guarantee Department) which provides assistance to exporters and investors in the form of insurance policies, guarantees and loans. [www.gov.uk/government/organisations/uk-export-finance](https://www.gov.uk/government/organisations/uk-export-finance)

### ITC International Trade Centre

Country information and statistics as well as links to trade promotion councils, trade associations, free trade zones and chambers of commerce. [www.intracen.org](https://www.intracen.org)



**Institute Of Export**

Professional membership body that helps business with international trade. <http://www.export.org.uk/>

**Open To Export**

Online community backed by Government and business to help UK businesses get started selling overseas. <http://opentoexport.com/>

**Department for International Trade**

Support and information for SMEs to develop business in overseas markets.

<https://www.gov.uk/government/organisations/department-for-international-trade>

**Wade Trade**

Organisation which offers training, support and advice to UK-based import/export agencies.

[www.wadetrade.com](http://www.wadetrade.com)

Please note that every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection. Please ask for help at the enquiry desk or check the online catalogue "Explore the British Library" (<http://explore.bl.uk>) for more details.



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