



TRADE
ESSENTIALS



COUNTRY
BUSINESS
GUIDES



GLOBAL
BUSINESS
CULTURE



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EXPORTING



TRADE
DOCUMENTS



BANKING
FINANCE
PAYMENTS



LEGAL
AND
CONTRACTS



PACKING
SHIPPING
INSURANCE



ADVERTISING
AND
MARKETING



GLOBAL
E-COMMERCE



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CHAIN
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TOOLS
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COUNTRY BUSINESS
GUIDES



GLOBAL
BUSINESS CULTURE

TRADE & COMPLIANCE ALL IN ONE PLACE

International trade is a business where “I think I know” isn’t good enough. What you don’t know can hurt you. We’re here to help.

World Trade REF is the global trade community’s leading reference product covering just about every aspect of international trade, business, logistics, banking, and supply chain security.

World Trade REF is organized into 13 supermodules of content that intuitively guide the user to the information needed to make decisions, succeed in international business, and stay in compliance with government entities.

BENEFITS

Importers and exporters get detailed information for importing and exporting, packing, shipping and insurance, banking and trade finance, trade documentation, as well as global business culture.

Logistics professionals get detailed and up-to-date documentation, regulatory, and compliance information for the world’s top 120 economies.

Trade promotion agencies and their member firms get detailed information to support trade missions and help develop business relationships worldwide.

E-Commerce professionals get detailed information on B2B and B2C marketplaces, payment gateways, and preferred social media platforms for 120 countries. Also included are articles on current trends, issues, and barriers to success globally.

Tools and reference materials are also included and feature extensive illustrated guides to Incoterms® 2020, ocean and air freight containers, global trade agreements, and Foreign Trade Zones, as well as the complete *Dictionary of International Trade* and 12 Short Course in International Trade coursebooks.

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Supermodules



How to Use This Product
International Business Plans
InfoLists for Business Travel



Export 101: Essentials
Import 202: Particulars
InfoLists for Export as a Business
Foreign Trade Zones (USA)



International Contracts
Joint Ventures
Global Business Entities
Intellectual Property Rights
Contract Templates
InfoLists for Law
Local Legal Issues



International E-Commerce
Top 20 E-Commerce Markets



120 Country Business Guides
covering more than 160 topics
each.



Intro to Trade Documentation
Key Documents
Customs Documents



Ocean Container Packing Guide
Ocean Transport
Cargo Vessels
Ocean Freight Containers
Air Transport
Cargo Aircraft
Air Freight Containers (ULDs)
Road Transport & Trailers
Rail Transport & Railcars
International Cargo Insurance



Supply Chain Security
C-TPAT
Free and Secure Trade (FAST)
Automated Commercial
Environment (ACE)



Business Culture
International Business Culture
International Negotiating



International Banking Services
International Payments
Financing International Trade
Foreign Exchange Basics
Currencies of the World
Currency Converter



Acronyms and Abbreviations
Business Entities World wide
Dictionary of Int'l Trade
Computer Terms
Country Codes
Currencies of the World
Currency Converter
Foreign Trade Zones (USA)
Guide to Electricity and Plugs
Importing to the USA
Incoterms® 2020
International Dialing Tools
Operating Agreements
Short Course Series E-Books
Trade Agreements
Trade Terms in 8 Languages
Weights and Measures
Resources
Commercial Import Guide (USA)



Import 101: Essentials
Import 202: Particulars
InfoLists for Import as a Business
Commercial Import Guide (USA)
International Sourcing
Foreign Trade Zones (USA)



Market Research: Demographics
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International Marketing
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Home About Select Language Contact Us Sign Out

TOOLS AND REFERENCE

- Acronyms and Abbreviations
- Business Entities Worldwide
- Dictionary of Inc® Terms
- Computer Terms
- Country Codes
- Currencies of the World
- Currency Converter
- Free Trade Agreements
- Guiding to Electricity and Plugs
- Importing to the USA
- Incoterms® 2020
- Incoterms® 2020 Introduction
- Incoterms® 2020 Groups
- Incoterms® 2020 Clauses
- Incoterms® 2020 Notes
- Helpful Definitions
- EXW (Ex Works)
- FCA (Free Carrier)
- FAS (Free Alongside Ship)
- FOB (Free On Board)
- FOB (Carriage Paid To)
- CIF (Carriage and Insurance Paid To)
- CIP (Cost and Insurance Paid To)
- CIF (Cost Insurance)
- DAP (Delivered at Place)
- DPU (Delivered at Place)
- DPP (Delivered Duty Paid)
- International
- Operating Agreements
- Short Courses
- Trade Agreements

FOB (Free on Board)

FOB Free On Board (. . . named port of shipment)

	EXW	FCA	FAS	FOB	CIF	CIP	DAP	DPU	DPP
CARRIAGE									
RISKS									
COSTS									

FOB I Free On Board (. . . named port of shipment)

In Free On Board, the seller/importer/manufacturer clears the goods for export and delivers them on board the named vessel at the "named port of shipment." This is a change made in Incoterms 2010 from Incoterms 2000, where the seller was responsible only to deliver the goods "past the ship's rail." With FOB, the named port of shipment is domestic to the seller.

Also, with FOB the seller has the option to deliver the goods on board the vessel, or to "procure goods already so delivered." This is a reference to so-called "sales sales," where a single shipment might be resold multiple times during transport, as is common in the commodity trade.

The named place in FOB is a port, and therefore the term is used only for ocean or inland waterway transport.

If the shipment is containerized or to be containerized, common practice is to deliver the shipment to the carrier at a terminal and not at a port. In such situations, the FCA term is recommended.

The FOB term is commonly used in the sale of bulk commodity cargo such as oil, grains, and ore.

The key document in FOB transactions is the "On Board Bill of Lading."

Saudi Arabia

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SAUDI ARABIA

Nabawi Mosque in Madinah, Saudi Arabia

Saudi Arabia Meetings

The oil-rich kingdom of Saudi Arabia is open to business and commerce with the Western world, and yet, it is culturally still very much a traditional Muslim nation. Expect to encounter strict protocol within meetings, as well as specific social expectations in everyday life. Showing respect and dignity is the key to successful business in Saudi Arabia. Businessmen should be hypers aware of cultural differences, and adjust behavior accordingly.

Preparation

Vase to Saudi Arabia are not normally issued to non-Muslims unless you have a Saudi sponsor. Even though there have been moves in recent years to change this rule for businesspeople, it is still essential to have a local contact who can introduce you and vouch for you. Many Saudis are educated abroad or do business in other countries, and contacts made in your home country can be of great use to you. Should you need assistance in finding a local sponsor, your country's embassy in Saudi Arabia should be able to help you.

Although meetings should be scheduled as much as a month in advance, some Saudis, particularly government officials, will not finalize dates for meetings until you are in the country. Your schedule will need to take into account the holy month of Ramadan (dates differ from year to year), as well as the annual Hajj (pilgrimage to Mecca) and also the five-day Islamic New Year.

Although most businesspeople speak English, it is worth learning some basic Arabic phrases. "Salaam alaikum" (peace be upon you) is the accepted greeting, responded to by "Wa alaikum as-salam" (upon you be peace). You should also have a bilingual business card, and translations of presentations and other materials will be welcome.

Be prepared to spend a lot of time and to drink a lot of coffee, forming a personal relationship with your Saudi counterparts before much formal business can be conducted.

Scheduling

As in all things in Saudi Arabia, the religious law controls scheduling. The Saudi workweek is Saturday through Wednesday, with some businesses open on Thursday mornings. Friday is the Muslim holy day and not used for business.

The workday revolves around the five prayer times: Fajr (dawn), Zuhri (shortly after midday), Asr (mid-afternoon), Maghrib (sunset), and Isha' (at night, from an hour and a half after sunset). Meetings are often set in relation to prayer times rather than at a specific time, and your local counterparts are most likely to be punctual right after a particular prayer period. Exact times for the various prayers, which vary with the seasons, can be found in local newspapers as well as online. Morning is usually the best time for business meetings.

The two major religious periods of the Muslim year are the month of Ramadan, with its sunrise-to-sunset fast, and the annual pilgrimage to Mecca, the Hajj. Ramadan is followed by the most holy festival Eid al-Fitr, while Eid al-

Although most businesspeople speak English, some basic Arabic phrases are worth learning.

Does a personal relationship between well established, you can move on to more serious business.

A positive relationship is the basis for ongoing business in the Arab world.

conversation that matters

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Ocean Container Packing Guide

Ocean Transport

Cargo Vessels

Ocean Freight Containers

Introduction to Multi-Modal Containers

Container ID, Size, and Type Codes

Ocean Container Nomenclature

General Purpose 20'

High Cube General Purpose 40'

High Cube General Purpose 45'

Hardtop 20'

Hardtop 40'

High Cube Hardtop 40'

Open Top 20'

Open Top 40'

Flatrack 20'

High Cube Flatrack 40'

Platform (Collapsed Standard) 20'x40'

Ventilated 20'x40'

Insulated 20'x40'

Bulk 20'

Refrigerated (Reefer) 20'

Refrigerated (Reefer) 40'

High Cube Refrigerated (Reefer) 40'

Tank 20'

Flexitank 20'

Air Transport

Cargo Aircraft

Air Freight Containers (ULDs)

Open Top 40'

- Especially for:
 - overheight cargo
 - heavy loads
 - loading from top side, e.g. by crane
 - loading from door side, e.g. with cargo hanging from overhead tackle.
- Floor height 110 mm (ground level to interior floor surface, tolerance deviation possible)
- Door header can be swung out on all open top containers
- Lashing devices have a permissible load of 1,000 kg (2,205 lbs) each
- For dimensions of roof and door openings, please see following pages
- Note: Maximum container load weights listed may exceed permissible weight limits for road and rail transport

Open Top Container, 8'6" high, ISO Size Type: 42U1

40'

Construction	Inside Dimensions				Weights			Capacity
	Length		Width		Height		Max.	
	mm	ft	mm	ft	mm	ft	Gross	kg
Steel container with corrugated walls, removable tarpaulin, and wooden floor	12,000	39'5 1/4"	2,350	7'8 1/2"	2,377	7'9 1/2"	30,480	3,680
	12,009	39'5 3/4"	2,380	7'9 1/4"	2,346	7'8 1/4"	32,500	4,000
	12,029	39'5 3/4"	2,350	7'8 1/2"	2,344	7'9 1/4"	32,500	4,000
and steel floor	12,000	39'5 1/4"	2,350	7'8 1/2"	2,377	7'9 1/2"	30,480	3,680
	12,009	39'5 3/4"	2,380	7'9 1/4"	2,346	7'8 1/4"	32,500	4,000
	12,029	39'5 3/4"	2,350	7'8 1/2"	2,344	7'9 1/4"	32,500	4,000

Country Snapshot: Trade Overview



Country Business Guides

120 Countries Featured

Algeria	Ecuador	Libya	Singapore
Angola	Egypt	Lithuania	Slovakia
Argentina	El Salvador	Luxembourg	Slovenia
Australia	Estonia	Macau	South Africa
Austria	Ethiopia	Malaysia	South Korea
Azerbaijan	Finland	Mali	Spain
Bahrain	France	Mexico	Sri Lanka
Bangladesh	Germany	Morocco	Sudan
Belarus	Ghana	Myanmar	Sweden
Belgium	Greece	Nepal	Switzerland
Bolivia	Guatemala	Netherlands	Syria
Bosnia and Herzegovina	Honduras	New Zealand	Taiwan
Botswana	Hong Kong	Nicaragua	Tanzania
Brazil	Hungary	Nigeria	Thailand
Bulgaria	Iceland	Norway	Trinidad and Tobago
Cambodia	India	Oman	Tunisia
Cameroon	Indonesia	Pakistan	Turkey
Canada	Iran	Panama	Turkmenistan
Chile	Iraq	Papua New Guinea	Uganda
China	Ireland	Paraguay	Ukraine
Colombia	Israel	Peru	United Arab Emirates
Congo, Democratic Republic	Italy	Philippines	United Kingdom
Costa Rica	Japan	Poland	United States of America
Côte d'Ivoire	Jordan	Portugal	Uruguay
Croatia	Kazakhstan	Qatar	Uzbekistan
Cuba	Kenya	Romania	Venezuela
Cyprus	Kuwait	Russia	Vietnam
Czech Republic	Laos	Saudi Arabia	Yemen
Denmark	Latvia	Senegal	Zambia
Dominican Republic	Lebanon	Serbia	Zimbabwe



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Country Business Guides

Features for Each Country

COUNTRY SNAPSHOT

Country Overview
Country Facts
Cultural Overview
Did You Know?
Climate
Geography
Business Overview
Trade Overview

ADVERTISING & MARKETING

Advertising Law

BUSINESS

Business Formation
Investment Climate
Ease of Doing Business
Trade Associations
Business Registries
Standards Organizations
Stock Exchanges
Commodity Exchanges

BUSINESS CULTURE

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

BUSINESS TRAVEL

Climate Overview
Customs Entry for Travelers
Emergency Numbers
Tipping
Visa and Passport
Current Weather Forecast
Disease Risks and Prevention
Health Advisories
Health Care System
Immunizations
Insurance and Med-Evac
Directory of Health Services

COMMUNICATIONS

Dialing Guide
Emergency Numbers
Cell Phone Dialing Guide
Internet Access
Postal & Courier Services

COST OF LIVING

Restaurant Costs
Food Costs
Transportation Costs
Utility Costs
Sports and Leisure Costs
Childcare Costs
Clothing and Shoes Costs
Apartment Rental Costs
Apartment Purchase Costs
Salaries and Financing Costs

CULTURE AND SOCIETY

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

DEFENSE AND MILITARY

Defense Overview
Military Branch Overviews

DEMOGRAPHICS

Age Groups
Birth Rate
Death Rate
Infant Mortality
Population Growth
Rural vs Urban
Total Population

E-COMMERCE

E-Commerce Marketplaces
Payment Gateways
Social Media Sites

ECONOMY AND TRADE

Consumer Price Index
Current Account Balance
Exports
Foreign Investment
Government Debt
Gross Domestic Product
Gross Savings
Imports
Inflation, Consumer
Money Supply
Trade Balance
Unemployment

EXPORT

Right to Export
Basic Process
Export Documents
Restricted and Prohibited
Special Provisions
Contacts

GOVERNMENT

Government Overview
Heads of State
Heads of Government
Administrative Divisions
Government Ministries
Government Agencies
Embassies and Consulates
Embassies and Consulates Abroad

HOLIDAYS AND FESTIVALS

Holidays
Festivals

INFRASTRUCTURE

Seaports
Airports
Rail Systems
Highways

IMPORT

Right to Import
Basic Process
Import Documents
Duties and Taxes
Registration Requirements
Tariff Classification
Restricted and Prohibited
Special Provisions
Non-Tariff Barriers
Standards and Testing
Contacts

INVESTMENT CLIMATE

Investment Climate 2021
Investment Climate 2020
Investment Climate 2019
Investment Climate 2018
Investment Climate 2017

LANGUAGE

Spoken Languages
Video Dictionary
Essential Terms
Accounting
Advertising
Computers
Contracts
Countries and Capitals
Internet
Legal System
Marketing
Numbers
Vocational Terms
Travel General
Travel Items
Travel Services
Proverbs

MAPS

Thematic Maps

MONEY AND BANKING

Money and Banking Overview
Bank Account Requirements
Banknote Images
Coin Images
Major Banks
Currency Converter

MEDIA OUTLETS

Newspapers
Television Stations
Radio Stations
Periodicals

QUALITY OF LIFE

Quality of Life
Crime
Health
Pollution
Safety
Traffic

SECURITY BRIEFING

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

SOCIAL INDICATORS

Fertility Rate
Government Health Expenditure
Income Share
Intentional Homicides
Labor Force Education
Life Expectancy
Maternal Death
Suicide Mortality Rate
Undernourishment
Women in Parliament

TAXATION

Corporate Taxation
Individual Taxation
VAT, GST, and Sales Taxes
Ernst&Young country tax guides for:

TRADE

Tariff Profiles (5 Years)
Trade Profiles (5 Years)
Trade Agreements



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