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Smart HS
Simplifying Harmonized Schedule Classification for the World

Smart HS is an innovative online tool designed to streamline the Harmonized Schedule (HS) classification process for international trade professionals — making it simpler, faster, and more accurate.

Why wade through long lists of irrelevant “potential matches” when Smart HS can:

• Interpret goods descriptions expressed in everyday commercial language.
• Deliver a single, correct HS code and duty rate.
• Deliver HS and duty rate information (including new punitive tariffs) for 210+ countries.
• Save search details and classification rationale as a customs-ready audit trail automatically.
• Compare duty rates in multiple countries and view preferential duty rates, ADD/CVD info, VAT, excise, and other national tax rates, using the Tariff Analyzer tool.
• Search in English, Spanish, Portuguese, or French.

Special Features:
• Classify imported products more efficiently with an intuitive search that delivers accurate classifications
• Save time and ensure accuracy with an interactive process that addresses missing product details
• Take advantage of intelligent search logic that recognizes eponymous trade names, CAS numbers, and common acronyms
• Easily compare duty rates, ADD/CVD info, VAT, and other national tax rates
• Be confident with transaction details and classification rationale saved for a customs-ready audit trail
Classification needs are ongoing, and the sheer volume and constant regulatory changes makes this a time-consuming and error-prone activity for trade compliance departments.

Across the globe, ONESOURCE Global Classification helps companies:

- Improve classification accuracy
- Reduce time spent on classification activity
- Ensure consistency in classification decisions across business units and locations
- Determine impact of regulatory changes on your product classifications and valuations
- Easy access to global content required for classification determination
- Maintain audit trail for classification decisions
- Measure your trade compliance performance
- Assign, manage, and track classification activities
ONESOURCE™
Global Trade Knowledge

Thomson Reuters ONESOURCE is the industry leader providing intelligent information to trade professionals — including expert research, guidance, technology, tools, and news. Our comprehensive online database of trade content, ONESOURCE Global Trade Knowledge, is relied on by trade professionals to understand complex information and make informed decisions.

Now featuring Smart HS, a classification engine and country-to-country comparison tool with HS code and duty rate info for 210+ countries (as well as global VAT, excise tax, ADD/CVD info, and more), and Trade Lane Analyzer (a searchable repository of documents, news, and forms for dozens of Other Government Agencies and Partner Government Agencies).

- Classify for 210+ countries
- Simplify import/export research, planning, and compliance
- Be alert to changes
- Access your history
- Inform and communicate
2017 WCO Classification Package

The Most Authoritative Source for Classification Guidance

The 2017 WCO Classification Package is the most authoritative source for classification guidance, and a must for successful brokers, consultants, and experienced importers.

Issued by the World Customs Organization Council (WCO) in Belgium, the WCO Classification Package includes:

- **Explanatory Notes**
  The official classification guidelines of the trade community, essential to the correct classification of goods.

- **Alphabetical Index**
  Comprehensive alphabetical list of the articles and products described in the Harmonized System (HS) The tariff code corresponding to each article or product listed indicates the Section, Chapter or Subheading Note or the heading or subheading in which that article or product is cited.

- **Amendment to the HS Nomenclature**
  A document showing the most recent changes to the HS Nomenclature.

- **Compendium of Classification Opinions**
  A list of many important and/or difficult classification decisions taken by the Harmonized System Committee and adopted by the World Customs Organization.

- **HS Nomenclature**
  The international nomenclature developed by the World Customs Organization and used by more than 200 Customs administrations as a basis for their Customs tariff and the collection of trade statistics.

Supplements will be available to purchase separately.
2017 Explanatory Notes

The best source for classification guidance under the Harmonized Tariff Schedule of the US (HTSUS). A must for successful brokers, consultants, and experienced importers.

Issued by the World Customs Organization Council (WCO) in Belgium, the Explanatory Notes are the official classification guidelines of the trade community, and are essential to the correct classification of goods. Text covers the General Rules of Interpretation, Section Notes, Chapters and Subheadings. Can be used for entry classification, protests, and to resolve classification disputes with US Customs and Border Protection.

The WCO publishes the changes that will affect you.

- Amendments to answer environmental concerns; adapt the Nomenclature to commercial practices in application and bring greater precision to the Nomenclature texts
- Thousands of pages of clear, concise explanation
- Arranged in the same numerical order as the HTSUS
- Technical descriptions of goods
- Practical guidelines for classification
- Heavy-duty binders included

2017 Explanatory Notes  $1,045

2017 Compendium of Classification Opinions

The Compendium of Classification Opinions contains a list of many important and/or difficult classification decisions taken by the Harmonized System Committee and adopted by the World Customs Organization, in the order of the headings and subheadings of the Harmonized Commodity Description and Coding System (Harmonized System).

These opinions incorporate the names, detailed descriptions and other characteristics of traded commodities whose classification has been examined and determined by the Harmonized System Committee and then adopted by the Council.

2017 Compendium of Classification Opinions  $473.00

2017 HS Nomenclature

The True Language of International Trade

The Harmonized System (HS) is an international nomenclature developed by the World Customs Organization and used by more than 200 Customs administrations as a basis for their Customs tariff and the collection of trade statistics.

Over 98% of the merchandise in international trade is consequently classified in terms of the HS Nomenclature. The HS contributes to the harmonization of Customs and trade procedures by providing one and the same code to designate the same commodity anywhere in the world.

2017 HS Nomenclature  $89.00

2017 ALPHABETICAL INDEX to the HTSUS

This Index is a comprehensive alphabetical list of the articles and products described in the Harmonized System (HS) and the WCO Explanatory Notes. The tariff code corresponding to each article or product listed indicates the Section, Chapter or Subheading Note or the heading or subheading in which that article or product is cited.

2017 Alphabetical Index  $425.00

2017 HS Nomenclature and Classification Amendments

A document showing the most recent changes to the HS Nomenclature

WCO published amendments to the Harmonized System (HS) Nomenclature that was entered into force on 1 January 2017. It includes 233 sets of amendments, divided as follows: agricultural sector 85; chemical sector 45; wood sector 13; textile sector 15; base metal sector 6; machinery sector 25; transport sector 18; other sectors 26.

2017 HS Nomenclature and Classification Amendments  $50.00
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Online education for international trade professionals
Let Checkpoint Learning Global Trade™ be a part of your compliance solution.

We Provide Current, High-Quality Training Materials.
International trade is an ever-changing, ever-expanding field. Corporations who develop their own curricula face the challenge of making sure that their courses stay current.

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Checkpoint Learning Global Trade Provides Real-Life, Process-Based Exams, With Certificates Awarded Upon Completion.
Our tests don’t merely grade; they teach.
Learn the value of proper communication between departments, standard security practices, correct procedure . . . and more.

Our courses are now ALL certified for CCS and/or CES credits.
Certified Customs Specialist (CCS) and Certified Export Specialist (CES) points are the industry-recognized accreditations for the international trade community. 20 points annually are required to maintain your status as a Certified Customs Specialist or Certified Export Specialist.

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All of Checkpoint Learning Global Trade™ courses are NCBFAA certified.

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3 Levels of Learning

**BRK 101: Broker Fundamentals** – 2 CCS. This course presents a detailed look at the unique roles and responsibilities of one of the key players in the import process – the Customs Broker.

**BRK 102: Customs Broker Exam Basics** – 2.5 CCS. The purpose of this course is to give you the information you need to make informed decisions as you begin your preparation for the Customs Broker Exam.

**CLA 101: Classification I** – 2 CCS. Learn basic HTSUS terminology, classification concepts and methods.

**CLA 102: FTA and Duty-Savings Programs** – 1.5 CCS. This course introduces the free trade agreements and other special programs available to assist importers in duty reduction or elimination.

**CLA 103: Antidumping and Countervailing Duties** – 1.5 CCS. This course demonstrates the antidumping and countervailing duty process from beginning to end, including the roles of government agencies and practical business applications.

**CMP 101: Import Compliance I** – 1 CCS. An introduction to the far-reaching topic of compliance. Learn the rules of recordkeeping, training, procedures, and more.

**CMP 102: Import Documents** – 2 CCS. Learn how, when and why to use the right forms. This course defines and describes dozens of the most important forms and documents used.

**CMP 103: Introduction to Customs and Border Protection** – 1 CCS. Understand how Customs and Border Protection (CBP) operates, what their authority and jurisdiction covers, and how best to work with them.

**CMP 104: Managing Partner Government Agencies** – 1.5 CCS. Learn basic agency information and responsibilities, import requirements, forms and links to the major government agencies.

**CMP 105: Country of Origin Marking** – 1 CCS. This course includes lessons on proper labeling, marking requirements, penalties, special marking, exemptions, and more.

**CMP 106: Understanding the Entry Summary** – 1.5 CCS. The CBP 7501 Entry Summary, explained in easy-to-understand, block-by-block terms. Helpful hints for checking key fields for compliance purposes.

---

**Level I: Foundation**

Provides a solid base of understanding in a wide range of subjects. Perfect review for compliance professionals, and an excellent resource for new staff, other departments, subsidiaries, or foreign vendors.

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*Certified Customs Specialist (CCS) and Certified Export Specialist (CES) points are the industry-recognized accreditations for the international trade community. 20 points annually are required to maintain your status as a Certified Customs Specialist or Certified Export Specialist.*
CMP 107: Post Entry Responsibilities – 4 CCS.
Explore some of the situations that can create extra work or responsibilities after entry, and discover the means by which you can manage and solve them.

CMP 108: Understanding the Automated Commercial Environment – 4 CCS.
Importers of record must complete the entry process by subsequently filing entry summary data which declares the tariff classification, value, applicable rate of duty and other information necessary for the CBP to properly access duties, collect statistics and determine whether other applicable legal requirements are met.

Level II: Application
Practical “how-to” of key topics. Deepen students’ understanding with real-world examples and extensive external resources. Exams that teach as they test.

CLA 201: Classification II – 10 CCS.
In-depth training on a crucially important topic. Learn how to apply the HTSUS effectively. Classification step-by-step process, finding and using Customs Rulings, reinforced with situational-based quizzing. Advanced section-by-section application lessons with dozens of quizzes and other exercises.

CMP 201: CTPAT - Start to Finish – 2.5 CCS.
This course provides a detailed look at requirements for importer participation in CTPAT, the validation process, and how to get (and stay) compliant. Even if your company has already applied and been accepted as a CTPAT member, this course will help you understand the process involved in becoming a member, the benefits you can claim, and your responsibility once you obtain membership.

PRC 101-108: Basic Import Process Series – Eight parallel courses that introduce the basic process of importing, from beginning to end. Focus on:
- Purchasing – 4 CCS
- Foreign Suppliers – 4 CCS
- Logistics – 4 CCS, 4 CES
- Importers – 4 CCS
- Customs Brokers – 4 CCS
- Receiving – 4 CCS
- Finance – 4 CCS
- Engineering – 4 CCS

PRC 110: Effective Transportation Process – 1.5 CCS, 1.5 CES
Excellent resource for entry level transportation employees of brokers, freight forwarders, importers and others.

VAL 101: Valuation I – 1.5 CCS. Learn basic valuation terminology, classification concepts and methods.

CMP 202: Understand the Customs Regulations – 4 CCS. Overview of topics covered in Title 19 Code of Federal Regulations, also referred to as the Customs Regulations, considered the rule book for all importers, brokers, and others involved in international trade. Excellent reference for importers and brokers who want a comprehensive easy-to-understand reference companion for the Customs Regulations.

CMP 203: Import Compliance II – 2 CCS. Compliance with CBP rules and regulations is not an option; it’s required, which begs the question, “How can we know we are exercising compliance?” This course covers the practical matter of the audit processes involved in compliance, by taking a detailed look at the Focused Assessment, Importer Self-Assessment and Internal Audit.
CMP 302: Intellectual Property Laws and Import Protection – 1 CCS. Technological advancements present almost limitless opportunities for distribution – and almost limitless opportunities for intellectual property right infringement. This course provides valuable information for both owners and importers of goods subject to intellectual property regulation. Owners of intellectual property will learn methods to protect their property from unauthorized use and importers will learn proper procedures to ensure their shipments comply with the legal requirements for importation.

PRC 301: Transportation Cost Analysis – 12 CCS, 12 CES. International trade has revolutionized the global economy – but how can you be sure that you are transporting your goods in the most efficient manner? This course will take you through the methodology to make the correct decision, using a solid mathematical basis for all your decisions.

VAL 201: Valuation II – 8 CCS, 8 CES. Learn how to effectively apply valuation methods, calculation, and application, reinforced with situational-based quizzing. Advanced section-by-section application lessons with dozens of quizzes and other exercises.

EXP 201: ITAR – 5 CCS, 5 CES. Using the ITAR regulations correctly can help protect your company from these costly fines. Train your staff on how to use the ITAR regulations without the hassle of travel and lodging.

Level III: Specialization

Even more detail for advanced learning, these courses are designed for students who have more specific interests or who need advanced training.

PRA 201: Intermediate Import Process – 1.5 CCS, 1.5 CES. The Import Compliance department of a company is responsible for recordkeeping, compliance with all CBP rules and regulations, responding to communications from CBP after the entry and much more. Throughout the course you will find links to various web sites and documents providing valuable information that can be used to make your job easier.

BRK 301: Customs Broker License Exam Preparation – 20 CCS. The program that will prepare you for the Customs Broker License Exam. For decades, we’ve helped people just like you to pass the exam and to get their license. Methodology and resources you’ll need to maximize your score.

CMP 301: Importing Internet Purchases – 1 CCS. The laws and regulations enforced by US Customs and Border Protection apply to everyone, including individuals purchasing goods over the Internet. This course provides information about responsibilities and liabilities for persons who use the Internet to purchase goods from foreign countries. Learn helpful hints and instructions designed to facilitate the shipment and importation of Internet purchases in order to minimize expenses and potential legal liability.
Export Courses

Let Checkpoint Learning Global Trade™ keep your staff up to date with changing laws and procedures.

EXP 101: Export Overview – 4 CES. This course defines what an export is and what items are covered under the various regulations. It also provides an overview of the criteria for determining which agencies have jurisdiction and a brief description of the activities of each agency. Included is a description of the most common prohibitions on exports and when an export license may be required. Guidelines for implementing an export compliance program are outlined.

EXP 102: Key Export Regulations – 3.5 CES. Since several government agencies regulate exports, it is necessary to understand both which agencies are involved and what each agency’s regulations cover.

EXP 103: Basic Export Process – 3.5 CES. Critical to establishing an effective, efficient export compliance system is an understanding of the export process.

EXP 104: Technology/Software/Technical Data – 3.5 CES. The various export regulations cover more than just commodities. The regulations also cover the export and re-exporting of technology, technical data, and software. In this course, you will learn how to recognize and create procedures to regulate this type of export as part of your company’s compliance program.

EXP 105: Restricted Parties – 3.5 CES. There are a number of individuals, companies, government agencies and other organizations that the United States government considers a threat to the foreign policy or national security of the US.

It is necessary for any company involved in exporting or re-exporting United States controlled items to understand who these restricted parties are, where to find the restricted parties lists and how to use them. In this course, we provide the information any exporter or re-exporter must have in order to avoid violating the regulations by participating in unauthorized dealings with a restricted party.

EXP 106: Embargoes – 4 CES. There are several countries the United States government considers a threat to the foreign policy or national security of the United States. As a result, restrictions are placed on exports and re-exports to these countries. In many cases the restrictions are also imposed on the members of the government and businesses owned by either the government or citizens of these countries.

EXP 107: Restrictive Trade Practices (Anti-Boycott) – 4 CES. When another country or countries boycott a country friendly with the United States, the US regulations prohibit US individuals and entities from participating in that boycott. These regulations are covered in both the Export Administration Regulations and the Internal Revenue Code. Both sets of regulations provide specific activities and agreements which are not permitted. Both sets of regulations also permit a number of exceptions and include specific reporting requirements.

EXP 108: Documentation/Recordkeeping – 6 CES. Providing accurate, complete and timely documentation to both customers and the US government regulatory agencies is an essential element of an effective export compliance program. Understanding which documents are required for each transaction, what information is necessary, and what deadlines must be met helps ensure a smooth transaction and a satisfied customer.
EXP 109: Free Trade Agreements – 6 CES, 6 CCS. Exporters must review the various agreements in light of their sales territories to determine which agreements will provide sufficient marketing benefit to justify the cost of participation, and establish the necessary controls to assure compliance with the provisions of the agreements.

EXP 110: Jurisdiction/Classification – 6 CES, 6 CCS. Learn which US government agencies are involved in the regulation and licensing of exports from the US, how to determine if a license is required, and which license is required. Understand how to distinguish between the ITAR's US Munitions List, and the EAR's Commerce Control List.

European Union Courses
These courses cover a wide range of topics that are necessary to understand in order to conduct business and trade with and within the European Union. Designed for US importers that do business with or have operations in the EU, these courses are also universally beneficial resources for new staff, other departments, subsidiaries, and soon-to-be experts.

EU 101: Defining the EU – 3 CES, 3 CCS. This course provides a synopsis of the history of the European Union, discusses the way the EU is structured in comparison to the US, explains the different definitions of European territories and what these mean in terms of rules, risk, and trade, and provides an overview of EU rules and regulation based on the European Customs Code.

EU 102: Transit – Rules, Obligations, and Risks – 3 CES, 3 CCS. This course covers the definition and different types of transit within the EU, outlines the documentation process (including territory-specific transit procedures and simplified procedures), provides an overview of the comprehensive guarantee system, and explains the New Computerized Transit System workflow for use in practice.

EU 103: Special Customs Regimes – 3 CES, 3 CCS. Learn about the definitions of all available special customs regimes, when you can apply for authorization to special customs regimes, the requirements in relation to Inward Processing, Relief and Outward Processing Relief, and simplifications related to these authorizations.

EU 104: Incoterms – 3 CES, 3 CCS. This course defines the different Incoterms, explains why Incoterms are needed, discusses the changes made in the latest Incoterms, covers the specific places, as well as Carriage, Risk, and Costs used in Incoterms, and includes Incoterms workflows for use in practice.

EU 105: Global Security Programs – 3 CES, 3 CCS. Learn about the World Customs Organization SAFE Framework, the Authorized Economic Operator (AEO) program, the differences and similarities between the United States’ CTPAT and the EU’s AEO program, and how to become an AEO and stay in compliance. This course also covers information on other security programs initiated by the EU Member States’ different authorities, and discusses Mutual Recognitions between AEO and other global security programs.
**EU 106: Compliance Strategy** – 3 CES, 3 CCS. Covers topics related to standardization of the European customs trading environment, specifically the EU MASP, including cross-border authorizations, Single Window, system requirements, the pros and cons of the MASP, and what the changes described in the MASP mean in respect to different customs procedures.

**EU 107: Export Controls** – 3 CES, 3 CCS. Learn the EU Export Control basics, how US re-export laws and regulations are enforced within the EU, how to find out if a product in the EU is still subject to the US Export Control Regulations, what different kinds of De Minimis rules exist, and what the consequences of non-compliance are. Flowcharts are included that can be used to put the De Minimis rules into practice.

**EU 108: Fiscal & Customs Representations** – 3 CES, 3 CCS. Gain insight on representation and acquire the knowledge needed to put representation into practice. This course will cover the basic principles of the kinds of representation available, when representation is possible, why it is required, and explain the liabilities and risks connected with representation. Included with the course are guidelines for best practice use of representation.

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– Bill Connolly, Vice President Customs & Import Compliance Oceanair
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Prepare for the customs broker exam with our preparatory materials.

Harmonized System solutions with the WCO Explanatory Notes, the Harmonized Tariff Schedule of the US, and Global HS (named a 2016 SIIA CODiE winner) through Checkpoint.

The world of global trade continues to grow and transform at an accelerated rate. We can help you stay ahead of the changes. Our products have been developed specifically for global trade professionals and are updated regularly by leading experts in the industry.
2020 Harmonized Tariff Schedule of the United States (HTSUS)
Government-issued import tariff guide for use in classifying imported merchandise.

*Required text for importer’s compliance.*

Thousands of changes in 2020!

Subscription service for the calendar year of publication. All government-published updates will be sent FREE*.

*Exam Students See Pages 25-27.*

HTSUS Pages Only .................................................. $182.00
HTSUS Pages, Binders, and Tabs .................................. $228.00

2020 US Customs Regulations
19 Code of Federal Regulations, Chapter 1, Parts 0-199
Government-issued reference contains all US Customs Regulations for importers, brokers, and transportation-related companies.

*Required text for importer’s compliance.*

Subscription service for the calendar year of publication. All government-published updates will be sent FREE*.

*Exam Students See Pages 25-27.*

US Customs Regulations Pages Only .......................... $245.00
US Customs Regulations Pages, Binder, and Tabs .......... $268.00

2020 Export Administration Regulations
A compilation of official regulations and policies governing the export licensing of commodities and technical data.

*Required text for exporter’s compliance.*

Subscription service for the calendar year of publication. All government-published updates will be sent FREE*.

Export Regulations Pages Only ............................... $267.00
Export Regulations Pages, Binders, and Tabs ............... $313.00

*Supplements will be included at this price. However, for any re-prints (comprising more than 50% of the original), such as those caused by new FTA’s, Boskage reserves the right to provide updates exclusively by downloadable files.
### 2020 Schedule B

**Statistical Classifications for Exports**

Statistical classification of commodities exported from the United States. For use by shippers in reporting export shipments from the US

*Required text for exporter’s compliance.*

Subscription service for the calendar year of publication. All government-published updates will be sent **FREE**.

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### CFR’s

**PAPERBACK EDITIONS**

Government-issued reference contains all US Customs Regulations for importers, brokers, and transportation-related companies.

PAPERBACK EDITION (no updates).

COIL EDITION (no updates).

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<tr>
<th>CFR, Commerce &amp; Foreign Trade Complete 3 book set (Paperback editions)</th>
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Tired of carrying around heavy books, and dealing with messy loose-leaf pages? Here’s the answer. This sturdy publication rack is the perfect tool for reading bulky loose-leaf publications with comfort and ease.

- Heavy-duty steel construction.
- Double steel wings for page support.
- Can be positioned for “stand-up” or “sit down” reading.
- Twelve 3-ring channels (channels lock in place to prevent pages from slipping).

EASY ASSEMBLY.

Publication Rack Twelve 3-ring ................................................................. $157.00
INCOTERMS 2020 AND ICC Guide to INCOTERMS 2020

INCOTERMS 2020
ICC Official Rules for the Interpretation of Trade Terms
200 pages
Implementation Date: January 1, 2020

The first Incoterms rules were released in 1936 by the International Chamber of Commerce. They caused a sensation in the business world given that they represented a radically new concept in an industry regulated by local rules of law. ICC’s Incoterms help traders avoid misunderstandings by clarifying the costs, risks, and the allocation of certain responsibilities of buyers and sellers in contracts for the sale of goods.

Incoterms® 2020 continues an 80-year ICC tradition and reflects the latest developments in commercial practice and updates, and consolidates some of the former rules. Changes made to the rules have been made to adapt the terms to new developments in world trade.

Rules for any mode of transport: EXW FCA CPT CIP DAT DAP DDP

Rules for waterway transport: FAS FOB CFR CIF

In addition to the 11 rules, Incoterms® 2020 includes:

• Extensive guidance notes and illustrative graphics to help users efficiently choose the right rule for each transaction;

• New classification to help choosing the most suitable rule in relation to the mode of transport;

• Advice for the use of electronic procedures;

• Information on security-related clearances for shipments;

• Advice for the use of Incoterms® 2020 in domestic trade.

ICC Guide to INCOTERMS 2020

ICC’s indispensable companion to Incoterms. Provides you with a term-by-term review of each Incoterm. Includes expert commentary on each term, and describes the obligations of the seller and buyer. Contains color graphics and illustrations.

Guide to Incoterms 2020 . Call for pricing: +1 888 880 4088
Incoterms 2020 . $60.00

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20
IATA Dangerous Goods Regulations
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