

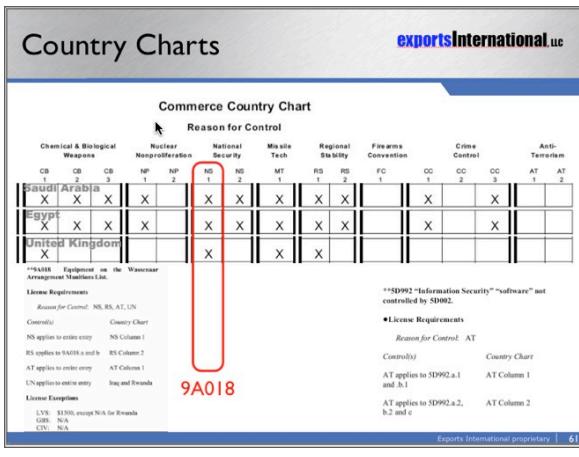
EXPORT CONTROL TRAINING

Customized On-Site Training

We will discuss your company's specific situation and tailor training to your needs. On-site training is often paired with a compliance "mini-audit." For many clients who have been "late to the gate," this is an invaluable way to begin.

Employee Training on Your Own Intranet Site

A favorite tool for our clients is to have their own, customized ITAR/EAR training site. Features automated testing and grading that instantly updates your master records each time someone tests. See www.exportsinternational.net/sample for more details.



EXPORT COMPLIANCE

COMPLIANCE AUDITS

We will meet with you to discuss and review your current practices, procedures and physical facilities. We will provide a report of findings, make suggestions for improvements and work with you to implement recommended changes. This is often done in conjunction with on-site training.

COMPLIANCE MANUALS

Every company involved in exporting should have a compliance manual. We will write a customized compliance manual or review and make improvements to your current compliance manual.

WORKING WITH LEGAL COUNSEL

Exports International does not provide legal advice. We welcome and encourage the day-to-day participation of our clients' legal counsel in our activities. When appropriate, we can recommend outside legal counsel specialized in the field.

LICENSES

Licenses for goods entering or leaving the United States come in many flavors. Most goods involve the control of either the Commerce Department or the State Department. Other agencies -- some 7 in all -- also play a role.

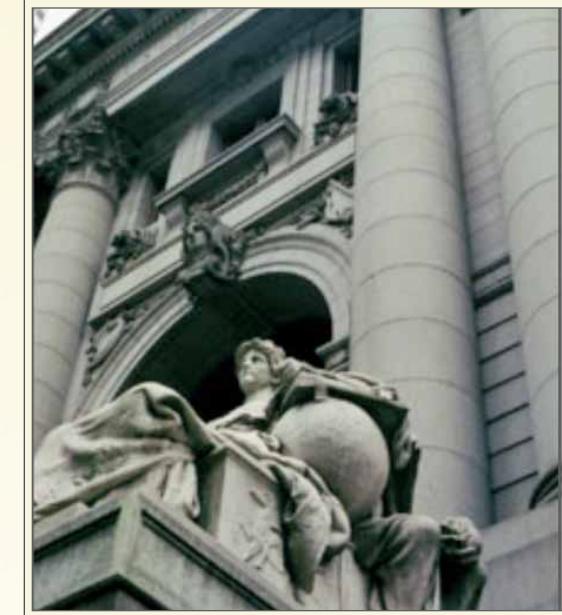
There are also many exemptions we can tell you about, whereby no license at all is required.

Commerce and State each have new electronic filing systems: SNAP-R and D-Trade, respectively. We'll make working with them easy for you.

We can help you in most cases even to the degree of actually filling in the licensing forms for you. And as we work together over time, we'll keep training your compliance officer.

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EXPORT LICENSING

The licensing of exports and imports from and to the U.S. has become exceedingly complex. Anyone involved in exporting or importing goods knows this.

Since 9/11, the system has also become increasingly unwieldy, and more and more risky to the U.S. companies doing the exporting. The risks include fines and penalties that can be Draconian. Even first-time transgressions have resulted in high fines and even criminal charges.

Exports International USA, LLC specializes in assisting companies to negotiate the often stressful waters of modern-day exporting and importing. We can help with all aspects of licensing (and exemptions) for exports and imports.

STATE DEPARTMENT REGISTRATION

Registration is required of all companies who manufacture defense articles, whether they are actively selling abroad or not. The State Department charges \$2250 for the first year of registration and then they have a tiered fee structure for subsequent years. *Brokers* must secure a separate registration, which has its own \$2250 annual fee.

We will explain which registration category applies to you, help you fill out the forms correctly, and even hand-carry your registration package to State.

D-TRADE REGISTRATION

State Department requires the use of their electronic licensing system, D-Trade, for submitting licenses. D-Trade registration is a separate process than DDTC registration. There are several steps involved in registering with D-Trade including purchasing digital certificates and downloading a dedicated software application.

We will walk you through the entire process and make it painless for you.

STATE DEPARTMENT AGREEMENTS (TAA, MLA, WDA)

Certain transactions involving exports cannot be captured adequately by form licenses. For such situations, the ITAR recognizes a category of export license called "Agreements." We will assist you in creating the correct Agreement, first by determining which type of Agreement is called for, then by drafting the needed documents. Frequently these require associated form-licenses be obtained. There are three types of Agreements summarized below:

TECHNICAL ASSISTANCE AGREEMENTS

The primary purpose of a TAA is to request authorization to transfer technical data or provide defense services from a U.S. person to a foreign person. The transfer of hardware may fall within the scope of the agreement but that is not the primary purpose of an agreement. An agreement may be necessary for marketing products, importing foreign technology, engineering studies or evaluations, providing maintenance or

other type training and various types of support with foreign contracts. To determine if an agreement is needed one must closely analyze the technical data and defense services contemplated for transfer from a U.S. person to a foreign person, regardless of location, and then apply to DDTC for the agreement. A TAA can include assembly of defense articles, provided production rights or manufacturing know-how are not conveyed. A Manufacturing License Agreement would be needed to transfer such rights.

SOLUTION ORIENTED

We will assist you in creating the correct Agreement, first by determining which type of Agreement is called for, then by drafting the needed documents. Frequently these require associated form-licenses be obtained. Together we'll craft the right licensing strategy.

COMMERCE DEPARTMENT

We are equally well-versed in the full suite of licensing/compliance under the Export Administration Regulations.