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UNITED STATES DEPARTMENT OF COMMERCE
Bureau of Industry and Security
Washington, D.C. 20230

December 1, 2003

[Redacted]

Dear [Redacted]

This is in response to your [Redacted] request for advice with regard to the use of License Exception "Temporary Imports, Exports, and Reexports" (TMP), listed in part 740 of the Export Administration Regulations (EAR). You seek clarification of the term "exporter's designated sales representative" as provided in the "Exhibition and demonstration" paragraph of License Exception TMP (§ 740.9(a)(2)(iii)). Specifically, you inquired whether an overseas company with which you have a distributor relationship may be designated as your sales representative for the purpose of exhibiting or demonstrating your products. A foreign distributor may be a designated sales representative for purposes of License Exception TMP, provided it fulfills the other terms and conditions of the License Exception.

Please be aware that you must also consult § 740.2 to determine whether any restrictions may apply which may preclude the use of License Exception TMP.

If you have any questions about this letter, you may contact Matthew Blaskovich at 202-482-2440 or via e-mail at mblaskov@bis.doc.gov.

Sincerely,

Hillary Hess
Director, Regulatory Policy Division
Office of Exporter Services

