

SCENARIOS & ANSWERS

Scenario 1:

A company in Iran that would like to buy all types of my products contacted my company. I sell computer equipment, general consumer goods such as washers and dryers, and pharmaceuticals such as penicillin. Is it possible for me to sell to this customer?

Scenario 2:

My company was contacted by a Chinese firm, which would like to buy my products. My company makes night vision goggles, special optics used in military targeting systems, and missile guidance system software. Is it possible for me to sell to this customer?

Scenario 3:

My company was contacted by an Indian firm, which would like to buy my products. My company manufactures special radiation shielding for the nuclear power industry and coolant system control software for nuclear power plants.

Is it possible for me to sell to this customer?

Scenario 4:

My company was contacted by a Brazilian firm, which would like to buy my products. My company makes mass spectrometers, benzene and other chemicals for paint, graphite, and encrypted software for secure email transmissions. Is it possible for me to sell to this customer.

Scenario Answers

A. In scenario 1, the important thing to realize is that there are certain countries upon which the U.S. has enacted embargoes. These countries include Iran, Sudan, and North Korea just to name a few. Each embargo is slightly different as far as which products may enter, but generally only food and essential medicinal products are permitted as exports. These exports still do require a license, which is issued by the U.S. Treasury Department.

B. In Scenario 2, the important thing to realize is that all military products are controlled by the U.S. State Department. All companies that manufacture defense products must register with Defense Trade Controls (DDTC) annually. Registration does not then guarantee freedom to export. Companies must still apply for a license with DDTC, that may or may not be granted.

C. In Scenario 3, the important thing to realize is that almost all products that are associated with the nuclear power industry are regulated by the Nuclear Regulatory Commission. Companies must apply for an NRC license before exportation of nuclear products is permitted. Remember, certain end-user and country destination automatically dictate license rejection.

D. In Scenario 4, the important thing to realize is that the Bureau of Industry and Security regulates all "dual-use" products; those products that have both commercial and military applications. It is possible for all such products to be exported depending on the Export Administration Regulations (EAR).