



U.S. Department of Commerce Export Enforcement

TARGETING TECHNIQUES

Presented by:

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Targeting Techniques

- **Develop watchlists**
- **License reviews**
- **Conduct pre-license & post-shipment checks**
- **Review shipper's export declarations**
- **Visa review program**
- **Industry outreach**

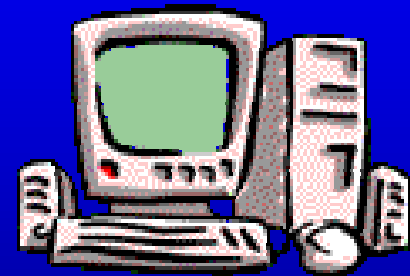
Develop Watchlist



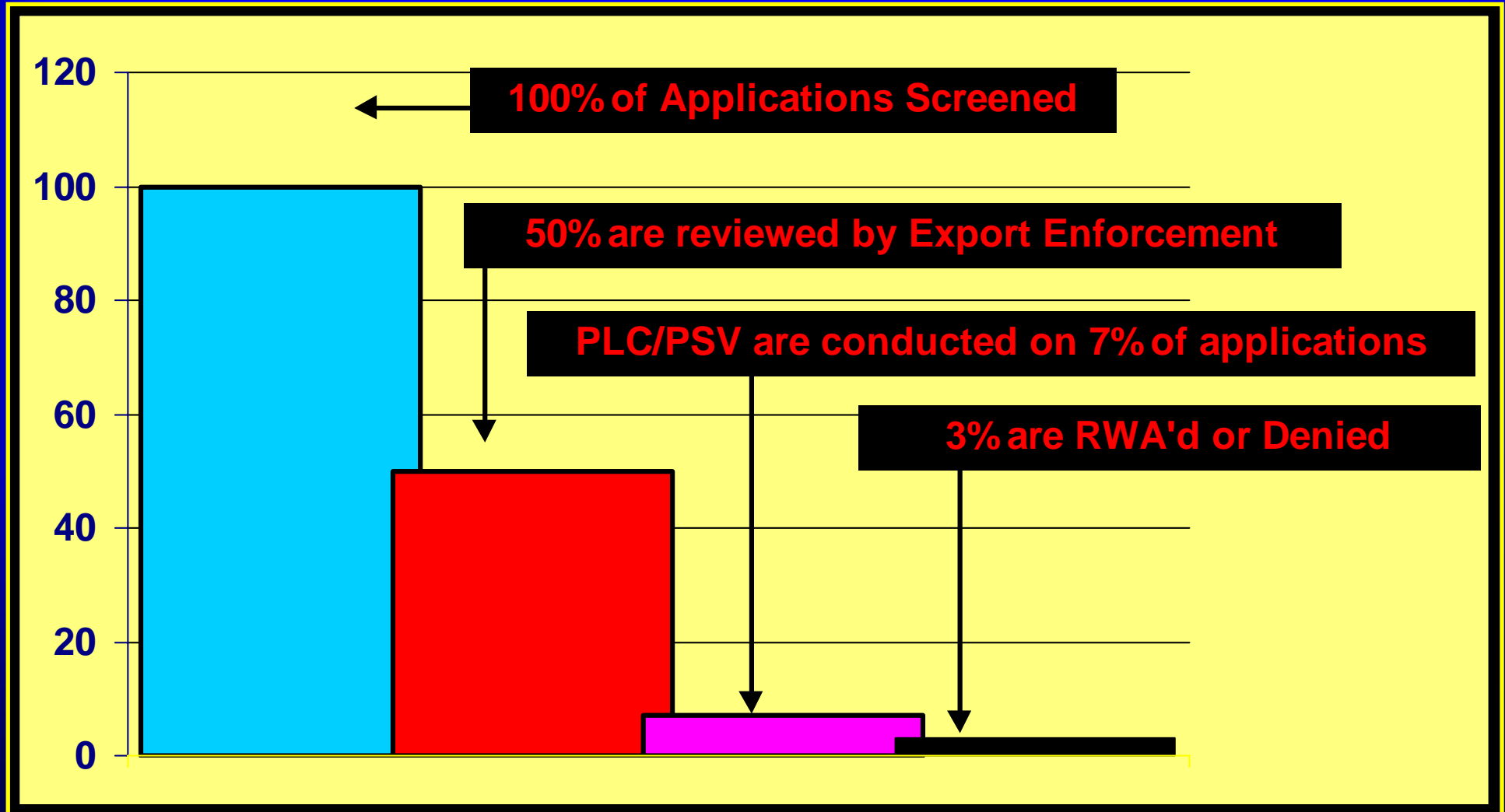
- **Government sources of information**
- **“Open” sources of information**
- **Industry and business contacts**

Open Sources of Information

- Trade publications
- Trade shows
- Newspapers and magazines
- Internet



License Reviews



Pre-License Checks

- **Checking exporters, consignees & end-users**
- **Checks done prior to licensing [to determine the suitability to receive controlled items]**
- **Domestic -- EE criminal investigators**
- **Overseas -- U.S. Diplomatic posts**
- **373 PLCs completed in FY 2001**
- **40 checks resulted in licenses not being approved (worth over \$33 million)**

Post-Shipment Verifications

- **End-Users and End-Uses**
 - **Following licensing conditions**
- **U.S. Diplomatic Personnel**
- **“Safeguards” Teams**
- **689 PSVs completed in FY 2001**
- **156 PSVs led to further enforcement actions**

SED Review Program

- Decrease in validated licenses
 - 1989 - 130,000 licenses
 - 2000 - 11,000 licenses
- Shipper's Export Declarations (SED) now often the only export document the U.S. government reviews
- Automated Export System (AES)
- Track countries of proliferation, diversion, & regions of concern.
- In FY 2001, 183 EE investigations were initiated based on the SED review program

U.S. DEPARTMENT OF COMMERCE -- BUREAU OF THE CENSUS -- INTERNATIONAL TRADE ADMINISTRATION
 FORM 7525-V (1-1-00) SHIPPER'S EXPORT DECLARATION OMB No. 0607-0018

1a. EXPORTER (Name and address including ZIP code) ZIP CODE 2. DATE OF EXPORTATION 3. BILL OF LADING/AIR WAYBILL NO.

4. EXPORTER'S EIN (IRS) NO. 5. PARTIES TO TRANSACTION
 Related Non-related

4a. ULTIMATE CONSIGNEE
 b. INTERMEDIATE CONSIGNEE

6. FORWARDING AGENT 6. POINT (STATE OF ORIGIN OR FTZ NO.) 7. COUNTRY OF ULTIMATE DESTINATION

8. LOADING PIER (Vessel only) 9. MODE OF TRANSPORT (Specify)

10. EXPORTING CARRIER 11. PORT OF EXPORT

12. PORT OF UNLOADING (Vessel and air only) 13. CONTAINERIZED (Vessel only)
 Yes No

14. SCHEDULE B DESCRIPTION OF COMMODITIES (Use columns 17-19)
 15. MARKS, NOS. AND KINDS OF PACKAGES QUANTITY - SCHEDULE B UNITS SHIPPING WEIGHT (Kilogram) VALUE (U.S. dollars, unit cents) (Weight, price or cost if not unit)

D/F (16)	SCHEDULE B NUMBER (17)	DISC (18)	QUANTITY - SCHEDULE B UNITS (18)	SHIPPING WEIGHT (19)	VALUE (U.S. dollars, unit cents) (Weight, price or cost if not unit) (20)

21. VALIDATED LICENSE NO./GENERAL LICENSE SYMBOL 22. ECON (When required)

23. Duly authorized officer or employee: The exporter subscribes the forwarder named above to act as forwarding agent for export control and customs purposes.

24. I certify that all statements made and all information contained herein are true and correct and that I have read and understand the instructions for preparation of the document, set forth in the "Correct Way to Fill Out the Shipper's Export Declaration." I understand that civil and criminal penalties, including forfeiture and sale, may be imposed for making false or fraudulent statements herein, failing to provide the requested information or for violation of U.S. laws on exportation (18 U.S.C. Sec. 30R; 22 U.S.C. Sec. 401; 18 U.S.C. Sec. 1001; 50 U.S.C. App. 241d).

Signature: _____ Date: _____

28. AUTHENTICATION (When required):
 Signature: _____ Title: _____ Date: _____

This form may be printed by private parties provided it conforms to the official form. For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, and local Customs District Directors. The "Correct Way to Fill Out the Shipper's Export Declaration" is available from the Bureau of the Census, Washington, D.C. 20233.

INTERNET VERSION - USE AS STATISTICAL COPY

Reviewing Visa Applications

- **Stop illegal technology transfers to foreign nationals temporarily in the U.S. for business, research or employment**
- **EE field offices work with U.S. Department of State, firms and research organizations**
- **In FY 2001, 160 U.S. Visa applications were referred for further investigation**



Industry Outreach and Interagency Training

- **Business Executive's Enforcement Team [BEET]**
- **Operation Outreach**
- **Export Control and Non-Proliferation Enforcement Training**
- **U.S. diplomatic officers**

Industry and Business Contacts

- Law abiding companies are eager to cooperate
- Their information often allows EE to interdict shipments before leaving the docks



Summary

- **Check Watchlists**
- **Systematic process to review licenses**
- **Consider end-use checks or other means of certification**
- **Need for method to review all exports**
- **Tips and leads can come from anywhere**

Contact Information

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