

Developing Public-Private Partnerships for Trade Security

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Why Seek Support from Industry?

- The Close Link Between Economic Prosperity and Free Trade
- Constant Development of New Markets and Products
- Limited Government Resources to Control Trade in Dual-Use Items

Industry Relations Programs

- Bring the views and concerns of industry to government
- Communicate laws and regulations to industry
- Both industry and government have an interest in secure trade

Mechanisms To Promote Industry Participation

- Lobbying
- Public Forums
- Formal Advisory Committees
- Requests for Written Comments

Mechanisms to Promote Industry Compliance

- Publication of Laws and Regulations
- Export Seminars
- Targeted Outreach
- Publication of Related Materials
- Export Counseling
- Mass Media Outreach

Case Study in Public-Private Partnerships for Trade Security:

Best Practices for the
Trade Facilitation Industry

Identifying a Concern

- Evidence from enforcement cases
- Commerce/BIS programs aimed at exporters
- Need to increase export control compliance among trade facilitators (i.e., freight forwarders, air and sea cargo carriers, express mail, port operators)

Develop Initial Standards

- Informal discussions with major companies and trade associations regarding current practices
- Review existing guidance and recommended industry practices

Seek Industry Input on Standards

- Presented draft “Best Practices” to industry at trade and trade security conferences for more comments
- Provided “Best Practices” to Container Working Group
- Prepared revised “Best Practices” to Regulations and Procedures Technical Advisory Committee
- Request for public comments in the *Federal Register*

Encouraging Compliance

- Created standards that BIS will use as a mitigating (or aggravating) factor in administrative procedures
- Press release
- Letter to key companies
- Increased seminars, targeted outreach, and counseling for trade facilitators
- Incorporate Best Practices in literature

Public-Private Partnerships for Trade Security

- Effective export control systems in market economies need private sector support
 - Information about the market
 - Compliance
- Only with industry support can effective export control systems facilitate legitimate trade while reducing illicit traffic