



Regional cooperation

Estonian View

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General Information on Estonia

- Population: 1.36 million
- Area: 45,000 km²
- Language: Estonian
- Currency: €1 = EEK 15.6
- GDP: \$ 5,082 per capita (2002)
- GDP growth: 6.9 % (2002)
- Export 65 % of GDP (2002)





Estonia's Main Trading Partner's Top 10

1.	Finland	23,6%;
2.	Sweden	20,8%;
3.	Germany	6,7%;
4.	Latvia	6,3%;
5.	United Kingdom	4,8%;
6.	Denmark	4,4%;
7.	Norway	4,3%;
8.	Russia	4,2%;
9.	Netherlands	4,1%;
10.	Lithuania	3,9%.





Pro-Active Approach

- Cooperation and Information exchange as the hard currency of export controls (especially for those nations who try to establish effective transshipment controls and encounter various difficulties starting with commodity classification and finishing with facing the problem of lacking information on dubious end users.)
- Countries that host major transshipment hubs are usually no major suppliers or producers and therefore have difficulties in acceding international export control regimes (they are not entitled to access the regime internal watch lists or denial notifications, which would enable them to apply there export, transshipment and catch-all controls more effectively.
- Hence, Estonian companies consider Nordic market as domestic it was clear to our governmental authorities, that we should follow the lead of our entrepreneurs and establish close cooperation ties with our neighbors who are also our major trading partners.



Three levels of cooperative mechanisms

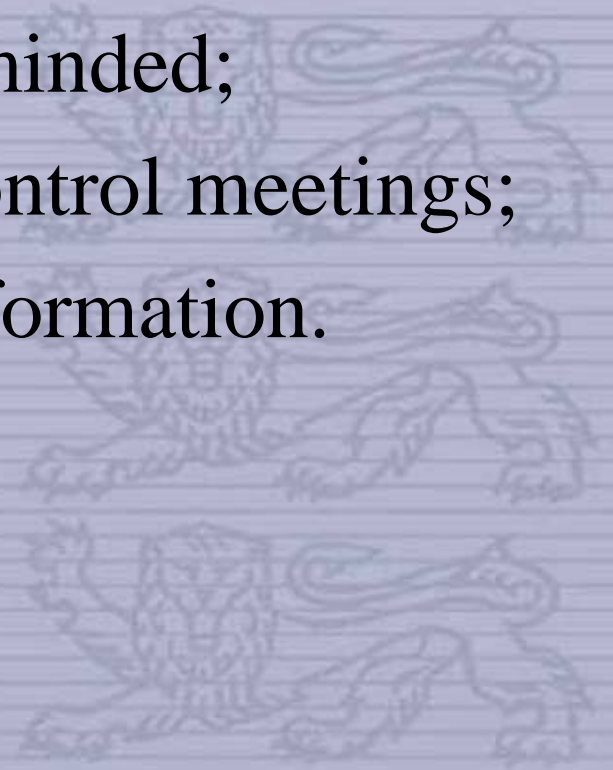
1. Transnational or governmental;
2. Inter-ministerial or interdepartmental;
3. Personal.





Governmental Level

- No specific agreement;
- All the countries are like minded;
- Nordic countries export control meetings;
- Enhanced exchange of information.





Interagency Level

- End-User checks and help with commodity classification;
- Dual-Use controls related project (Denmark);
- Conventional arms exports related project (Sweden);
- Common Border points with Latvian Republic;
- Task groups and working parties;
- Seminars, conferences, practical exercises and Training sessions.



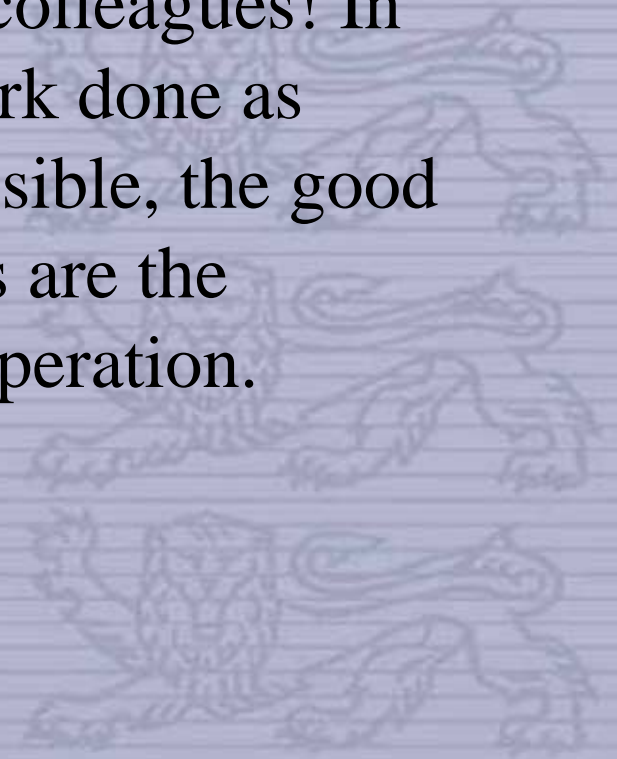
Discussed topics at Nordic export control meetings

- Information exchange and co-ordination of the activities in the international flora;
- Exchange of experiences and review of the current situation;
- Industry-Government relations;
- Intangible technology controls....



Personal Level

Know your counterparts and colleagues! In order to get all the needed work done as quickly and effectively as possible, the good relations on the personal basis are the cornerstone for effective co-operation.





Challenges remain

- Lack of information on End Users of concern;
- Regime membership;
- Commodity Classification;
- Industry Awareness and culture of compliance.
- Post-licensing checks.





Conclusion

It takes time to establish a cooperation routine and trust between the authorities of different countries. There is definitely a lot to be learned from more experienced countries, which have already built up their system for several decades. We are living in a world in motion and there is no such thing as a perfect system.

The objective and Motto of Estonian export control system - From Cooperation to Collaboration!



Thank you!

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