

# **Develop/Maintain Sources in Industry and Ports**

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# Outreach and Source Development Goals



- Increase public awareness of the importance of export laws and controls.
- Provide opportunity for Private sector input.
- Seek cooperation of the manufacturing community involved high technology and transshipment.

# Industry Outreach “who should I visit”

Companies that manufacture, sell, distribute, export the following:

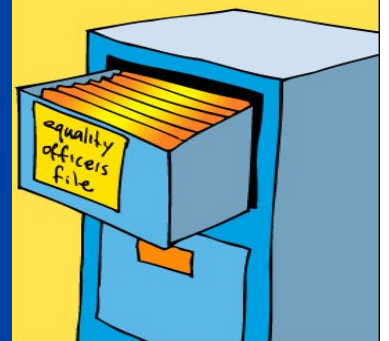
- Nuclear, Chemical, Biological
- Missile Delivery Systems
- Emerging Technology
- Conventional Weapons



# Industry Outreach Preparation

- Identify a company that is engaged in the export of licensable goods.
- Collect background information on the company.
- Check with other agencies for information/intelligence to assist during your visit/presentation.

20. Policies are carefully thought about & crafted - then put in a drawer & forgotten about



# Industry Outreach Preparation Cont.

- Identify company officers.
- Do company officers have a criminal history.
- Learn as much about the company and what it exports as possible.



# Industry Outreach

## “Who should be there”

- CORP. EXECUTIVES
- EXPORT MANAGERS
- TECHNICIANS
- INDUSTRY EXPERTS
- SECURITY MANAGERS
- BROKERS
- FREIGHT FORWARDERS



# Industry Outreach

## Contacting the company

1. Call the company and schedule the visit.
2. Tell company what you want to accomplish and why.
3. Tell them who should be at the visit
4. Have a company supervisor schedule a room for the presentation.
5. Send a letter (or fax) confirming date, time and location.

# Industry Outreach

## “The visit”

- Be on time.
- Be professional.
- Be energetic.
- Be prepared to answer questions.
- Your presentation will set the tone for your future relationship with the company.

# Industry Outreach

## “The visit” cont.

- Have each person attending the briefing identify themselves and sign an attendance roster.
- Provide the audience with a “handout” or a brochure summarizing your visit.
- If possible, bring a video or a “training aid.”



# Industry Outreach

## “What do I cover???”

1. Who you are and what you do.
2. Purpose of the visit and presentation.
3. The importance of export enforcement and national security.
4. Review the different export laws.
5. Indicators or a possible transshipment or diversion.



# Industry Outreach

## “What do I cover???” Cont.

6. Does the company have policies or procedures to report suspicious inquiries.
7. What to do if a diversion is suspected.
8. Discuss criminal and civil penalties for illegal exports.



# Industry Outreach

## Post visit activities

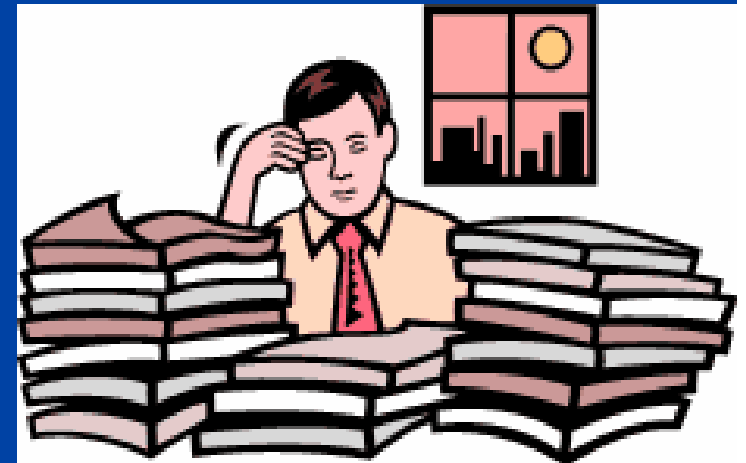
- Contact the company that thank them for their time and recognize their assistance.
- Write a detailed summary of the visit and presentation.
- Maintain a *permanent* record of all visits.



# Industry Outreach

## “Things to consider”

- Record your visits carefully because you have to testify what happened during the visit years later.
- Provide the audience with a business card or some way to contact the presenter at a later time.



# Industry Outreach Results

- Enhancement of National Security
- More Effective Export Controls
- Shows the public/industry that export enforcement is a priority
- Provides a way for public/industry to provide information to law enforcement

# Maintaining Sources

- Monetary Reward
- Letting them know what they are doing is important
- Giving the source feedback on the information they provided



# Considerations

- Company policies
- Contacting the company's security office
- Should the company know that an employee is providing information to law enforcement



# Considerations

- Should the company know what type and quality of information that is being provided to law enforcement
- Will the company want a letter from the prosecutor indemnifying or granting the company immunity for any actions



# Considerations

- Will the person have to testify at a later time
- Is the person willing to testify
- Can the person testify  
(Previous convictions)



Questions???