

Awareness Raising with Industry: The UK Experience

Spencer Chilvers, Export Control Organisation

Website:

<http://www.berr.gov.uk/whatwedo/europeandtrade/strategic-export-control/index.html>

Details of export control legislation and the control lists

Licence application forms and details of how to apply for a licence

Advice on the form and content of any end-user certificates that may be required

How to register for national general export authorisations and their conditions for use

Website:

Guidelines on how the end-use controls are applied and red flags

Guidance on product classification

Information on penalties for infringement of export controls

Information on sanctions and embargoes in force

Information on licensing decisions and timescales

Information on awareness initiatives

Web Based Search Tools: Goods Checker

This tool is designed to help exporters decide if their goods, software or technology are controlled. By entering a word (or words) that describe their items, the user can search against the control lists. If a match is found, the results show the control text that could apply, often with pictures which the user can then compare against their own goods.

Web Based Search Tools: OGEL Checker

This tool is designed to help exporters decide if their goods, software or technology can be exported using an Open General Export Licence (OGEL). After selecting the control list reference (often called the rating) of the goods and the destination country a list of possible OGELs that could be used is offered. The exporter is then guided through all the conditions of any selected OGEL to help them decide if that OGEL can be used.

Helpline and You Tube Film:

A dedicated helpline handles on average 70 telephone calls and e-mails a day on general export control questions.

A You Tube film providing an introduction to export controls can be viewed at:

<http://www.youtube.com/berrtube>

Notices to Exporters and website registration:

Notices to Exporters are issued when there are changes to controls, general licence coverage etc. These are posted on the website but also sent out via e-mail list to companies that have registered on the website to receive them.

Seminars and workshops:

Varied package to meet exporter needs, at regional locations as well as in London.

Some dedicated staff – not an “add on” for everyone.

Working with industry – joint events and company visits.

In 2008, 38 seminars and workshops were held attended by 764 delegates from more than 300 organisations.

Current package of seminars and workshops include: 1

Beginners

Objectives –

- for exporters to obtain a good all round understanding of export controls
- to raise awareness for identified exporters

Frequency – approximately monthly

Current package of seminars and workshops: 2

Intermediate

Objectives –

- to explore in greater depth specific themes – e.g types of licences available
- to raise understanding of aspects that exporters ought to know about, but don't necessarily accept as relevant (e.g End Use Controls)

Frequency - approximately monthly

Current package of seminars and workshops: 3

Open Licences and Compliance

Objective –

- to provide an overview of the use of general and global licences, including compliance
- To provide attendees with specific training in areas of need that they have identified, involving a more hands on and interactive approach

Frequency – Once or twice a year

Current package of seminars and workshops: 4

Control List Classification and Checker Tools

Objective –

- to give attendees confidence in identifying control list entries that specify their products

Frequency – approximately monthly

Current package of seminars and workshops: 5

Company based training

Objectives –

- to provide training tailored to specific company needs
- to spread understanding of export controls to areas of a company that are not at the forefront of export control activity

Frequency – currently about 3 working days per month are devoted to this activity.

Consultation mechanisms:

There are three joint government/industry groups that deal specifically with export control issues

- Export Control Advisory Committee (ECAC) – strategic level
 - ECAC Working Groups – joint representation; joint working on key industry concerns
 - Export Group for Aerospace and Defence (EGAD) Sub-Groups – day to day performance issues and special projects
- ++(ECAC is a government formed group/EGAD an industry group)

Feedback from Exporters:

- Canvassed from those attending training courses;
- Constructive suggestions for improving the services provided are always welcome by e-mail:
web.comments@berr.gsi.gov.uk
- Periodic customer satisfaction surveys (used as a benchmark for future performance)