



**CLARK-ESPOSITO**  
LAW FIRM, P.C.

# **TROUBLE WITH THE BUREAU OF INDUSTRY AND SECURITY (BIS)?**



**We Are Determined To Help You.  
Give Our Office A Call Today!**



**CONTACT US 917-546-6997 (OFFICE)**



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# DON'T GAMBLE WITH YOUR FUTURE

By taking the necessary steps to ensure export compliance, your company can minimize the risk of penalties and other negative consequences, and build a reputation for reliability and compliance in the global marketplace.

Navigating the waters of export compliance with the help of an experienced advisor can help avoid issues with the Bureau of Industry and Security (BIS) and other government agencies, or decrease the likelihood of issues in the future if you're already in trouble.

## Why Should You Care About Export Compliance?

Maybe you haven't run into any trouble with BIS or another government agency yet. That's no excuse to ignore your export compliance obligations. If you export products, technology, or information to foreign markets, or are considering exporting, we will fill you in on why you should care about export compliance.





# ALL BUSINESSES HAVE EXPORT COMPLIANCE OBLIGATIONS

Most people know that businesses who export highly controlled technologies, products with nuclear components or uses, or products with actual or potential military uses have major export compliance obligations.

What most people may not realize, however, is that any U.S. business that exports will have export compliance obligations. While export obligations may vary greatly from one industry to another – whether you sell radiological imaging technology, lasers, or even chewing gum, you will have some export control obligations. Exporters are always responsible for where their products are shipped, who they are shipped and sold to, and ultimately where they end up.







# PENALTIES, SANCTIONS, & RESTRICTIONS

Export obligations result primarily from general U.S. Export regulations, but also stem from sanctions laws and frequently changing executive orders, as well as restrictions imposed by the U.S. Treasury's Office of Foreign Assets Control (OFAC). Violations of export obligations can include civil and criminal penalties, whether the violations are deliberate or not and may include bans from exporting.







# RESPONSIBILITY BEYOND AVOIDING VIOLATIONS

Civil and criminal penalties, as well as the potential to be blocked from future exports are certainly compelling reasons to obey the law. However, taking export compliance seriously involves more than simply not deliberately violating the law. Export regulations apply to mistakes as well. Companies who export are expected know the law and proactively keep their products and technology out of the wrong hands and wrong countries. This means that U.S. businesses who export have some obligations related to what purchasers do with their products during shipping and after delivery.



# REMEMBER...



Export compliance is not simply a mindset to obey the law. Export compliance is a proactive process for ensuring that your company is protected from the risks associated with exporting, from an initial sales call all the way through to delivery and any potential resale or re-export.



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# WE CAN HELP...

Our firm can help you navigate export compliance, whether a one-off transaction or the development of a complete internal export compliance program. Feel free to contact us with any questions about your operations and your export compliance obligations. We would be happy to speak with you.

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## ABOUT US

Your business isn't one-dimensional. Why should your law firm be? We listen carefully to clients to ensure our understanding of the legal issues at hand, the factual context in which they exist, and any limitations that might impact a chosen strategy. We are able to craft customized solutions and educate clients on the benefits and drawbacks of a given approach, equipping them with common sense choices and cost effective business solutions.

## OUR FIRM'S PROCESS



## SOCIAL MEDIA



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