

Updated Export Red Flag Checklist

by Michelle Kelley - Monday, August 26, 2013

We've updated this checklist to include the new 600 series Export Control Classification Numbers (ECCN). Attend our upcoming seminar, Building Your Export Compliance Program, to receive a program-ready, limited edition of this form.

When any of the following Red Flag Indicators have been identified and follow-up inquiries have not satisfactorily resolved doubts, you should not proceed with the export in question. See the Bureau of Industry & Security's "Know Your Customer" Guidance at: www.bis.doc.gov.

Is/does your customer...?

- reluctant to offer info about product's end-use/end-user
- have little or no business background
- want to pay cash for an expensive item that normally calls for financing
- unfamiliar with how product works but still wants it
- decline routine installation, training, or maintenance services
- evasive/unclear about domestic use/export/re-export
- use only a PO Box address
- have facilities that appear inappropriate for the product
- known to have/suspected of unauthorized dealings with embargoed countries
- order large quantities of a new 600 series ECCN for an end item to a country that is known to have few to none of the end item
- indicate the potential for a 600 series ECCN to be reexported to a destination listed in Country Group D:5 (15 CFR 740 Sup. 1)

Is/does your product...?

- have capabilities that don't fit buyer's line of business
- incompatible with the technical level of destination country
- suit no legitimate need of the customer

Is/does your delivery...?

- have vague delivery dates
- planned for an out-of-the way destination
- list final destination as a freight forwarder's address
- have an abnormal shipping route for the product/destination
- have packaging inconsistent with the method of shipping or destination



<http://mohawkglobal.com/global-news/updated-export-red-flag-checklist/>