



**COUNCIL OF
THE EUROPEAN UNION**

Brussels, 5 December 2005

15291/05

**COMER 180
PESC 1104
CONOP 57
ECO 154
UD 151
ATO 123**

NOTE

From: General Secretariat of the Council
To:: Delegations
Subject : Outreach to industry checklist

The Peer Review of Member States' export controls conducted during 2004 recommended that Member States should examine their existing practices on outreach to industry and assess whether improvements should be made.

The attached "Outreach to industry checklist" agreed by the Working Party of Dual Use Goods at its meeting on 2 December 2005 lists a range of tools that Member States can deploy. Not all will apply and the need to deploy them will be influenced by a number of factors including the number of exporters, the level of exporter activity and the range of dual-use items exported from a Member State.

OUTREACH TO INDUSTRY CHECKLIST

1. Maintain a website that may contain:

- Access to Council Regulation 1334/2000 and the control list of dual-use items;
- Details of national strategic export control legislation;
- Licence application forms and details of how to apply for a licence;
- Advice on the form and content of end-user certificates that may be required;
- Where applicable, the conditions for use of individual and global licences;
- Information on how to register for the CGEA;
- Where applicable, information on how to register for national general export authorisations and their conditions for use;
- Where applicable, information on how to register as an exporter of dual-use items.

a website could also include:

- An explanation of the rationale for strategic export controls;
- Guidelines on how the end-use control is applied and red flags;
- Guidance on product classification;
- Information on penalties for infringements of export controls;
- Information on sanctions and embargoes in force.

Other tools available to Member States to deploy include:

2. Circulation, either by e-mail or by post, of information on changes to legislation, control lists, embargoes, national general export authorisations etc to exporters that request them.
3. Provision of hard-copy guidance material, or interactive tools, for distribution at training or other events that attract exporters;

4. Organisation of seminars and workshops to guide exporters through the requirements of the EU dual-use items export control system.
5. Participation in seminars and events run by other organisations or by exporters themselves.
6. The maintenance of a dedicated help facility, or provision of clear contact information, that will allow exporters to talk to a licensing officer who can answer their questions about the authorisation process.
7. Provision of advice to exporters about the establishment of export control compliance programmes.
8. Provision of opportunities for exporters to give feed back on the service they have obtained from the licensing authority.
9. Liaison with those elsewhere in government that promote exports, so that they are also aware of export controls and do not encourage companies to pursue opportunities that would be unlikely to receive export authorisation.
10. Individual briefings for companies by relevant government agencies.
11. Develop a relationship with chambers of commerce, trade associations and other bodies representing industry so that they can:
 - Advise their members of export control requirements;
 - Act as a contact point for consultation on proposals put forward for decisions in the non-proliferation export control regimes and the Wassenaar Arrangement.

12. Liaison with those in government and elsewhere that provide advice and assistance to SMEs and start-ups to make them aware of export controls.
13. Identify and interact with those bodies that are involved in higher education and research to ensure that their membership are aware of where export controls could impact on their work particularly in the field of ITT controls.
