















RED FLAGS FOR EXPORT ORDERS

U.S. laws prohibit exports to denied countries, persons, and end-uses. Red Flags are indicators that the export may be destined for an inappropriate destination, end-user, or end-use such as the development of weapons of mass destruction. If you encounter a suspicious situation similar to any of those listed below, hold the order and contact your Export Compliance Manager

-  The Customer or its address is similar to one of the parties found in Denied Party Screening or is known to have (or is suspected of having) dealings with embargoed countries or the transaction involves a party on the Unverified List published by BIS in the Federal Register.
-  The customer gives different spellings of its name for different shipments, which can suggest that the customer is disguising its identity and/or the nature and extent of its procurement activities.
-  The Customer is vague, evasive, or inconsistent to offer information about itself, its address, its officer information, its business purpose, or the end-use.
-  Terms of delivery such as date, location, and consignee are vague or unexpectedly changed.
-  Delivery is planned for an out-of-the-way destination.
-  The shipping route is abnormal for the product and destination.
-  Packaging is inconsistent with the stated method of shipment or destination.
-  When questioned, the buyer is evasive and especially unclear about whether the purchased product is for domestic use, for export, or for re-export.
-  The customer is willing to pay cash for a very expensive item when the terms of sale would normally call for financing.
-  The customer has little or no background in the relevant business. The product's capabilities do not fit the buyer's line of business, level of technical sophistication, or location.
-  The customer is unfamiliar with the product's performance characteristics but still wants the product.
-  Installation, testing, training or maintenance services are declined by the customer, even when these services are included in the sale price or ordinarily requested for the item involved.
-  The ultimate consignee is a freight forwarding firm, a trading company, a shipping company, a bank, or otherwise identified.
-  The customer provides information or documentation related to the transaction that you suspect is false or requests that you provide documentation that you suspect is false.

Note: Do not send this form to the customer. This is for internal use only