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Bureau of Political Military Affairs

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# Defense Trade Advisory Group Holds Meetings

*DTAG Discusses Coming Year's Activities*

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*Ed's Note: For additional information on the DTAG, see three related articles in the October 1992 issue; "Defense Trade Advisory Group", "Partnership of Concerns", and "DTAG Leadership", pages 3-5.*

**DTAG holds two meetings.** The Defense Trade Advisory Group (DTAG), a formal State Department advisory committee established in February 1992, recently held two meetings. The fall meeting was the second one for the advisory group, and the winter one, the third meeting.

## The Fall Meeting

The DTAG held its second meeting on October 14, 1992, at the National Defense University in Washington, DC. Attendees included private sector DTAG members as well as observers from the Departments of Commerce, Defense, Justice, the Arms Control and Disarmament Agency (ACDA), U.S. Customs, and numerous U.S. defense firms.

Assistant Secretary of State for Political Military Affairs Robert L. Gallucci gave the opening address. He urged industry to support the State Department's efforts to reduce proliferation, prevent arms diversions, and lower armaments levels to enhance worldwide and regional stability. Recognizing that the defense industry must remain competitive in order to sustain a strong U.S. defense industrial base, the Department will continue to support arms sales that advance our security and foreign policy interests.

After the opening remarks, DTAG members adjourned into the Policy, Regulatory, and Technical Working Groups. DTAG Chairman William Schneider encouraged committee members to develop recommendations in time for the FY94 budget authorization. Each working group focussed on activities for the coming year.

**The Policy Working Group (PWG).** Led by Schneider, the PWG offered a number of recommendations which it asked the U.S. Government to consider. The following suggestions were considered to be among the most important:

- Foreign availability should be considered when reviewing export requests.
- The Foreign Commercial Service (FCS) should be utilized more to facilitate U.S. arms sales abroad.
- The cable on support for defense companies issued by then Deputy Secretary Eagleburger in July 1990, should be revised and retransmitted.
- The U.S. Government should review its policy on weapons upgrades and releasing US technology to Eastern Europe.

Longer term issues that the PWG intends to consider include:

- Retransfers.
- Globalization of the defense industry.
- Defense export financing.
- Offsets.
- Reducing national market barriers to US munitions exports.
- Expediting Congressional notification of non-controversial arms sales.
- Determining appropriate support for international trade shows.

## The Regulatory Working Group (RWG).

This committee established a number of task forces to consider subjects for the next 1-2 years. Each task force will provide background papers. RWG consensus is needed before a background paper can be passed to the DTAG Secretariat for dissemination to the entire DTAG membership. The following subjects will be considered over the next year:

- The Commodity jurisdiction process.
- Third country transfers.
- Compliance procedures.
- Office of Defense Trade Controls (DTC) Day-in-Court procedures.

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The following items made up the RWG 2-Year Work Plan:

- Bureau of Alcohol, Tobacco and Firearms multiple licensing activities.
- Revising ITAR detention and seizure procedures.
- Reviewing various ITAR exemptions for proscribed countries.
- Upgrading DTC administrative functions.

### **The Technical Working Group (TWG).**

This group focussed on six commodities to determine whether they should be on the U.S. Munitions List (USML) or on the Commerce Department's Commodity Control List (CCL). The specific items were:

- Hot sections.
- Commercial development aircraft.
- Encryption devices.
- Satellite technology.
- Software source codes.
- Space items.

The TWG agreed to defer discussing commercial development aircraft until it made recommendations on the hot sections issue. As government studies are underway on encryption, software source codes and satellites, the group will wait for results to be reported before making recommendations on these items. John Walsh, chairman of the TWG, asked several committee members to prepare studies on hot sections and software source codes.

### **The Winter Meeting**

The DTAG's third meeting took place on February 2, 1993, in the State Department's Loy Henderson Auditorium. Robert L. Gallucci, Assistant Secretary of State for Political Military Affairs, delivered the keynote speech, and introduced Under Secretary Designate Lynn Davis. Rand Beers, PM's Deputy Assistant Secretary, and Michael Newlin, Director of the Office of

Defense Trade Policy (DTP), were also present. In the keynote address, Mr. Gallucci commented on U.S.G. assistance to the U.S. defense industry and the non-proliferation goals of the Clinton Administration. After the keynote speakers, DTAG members adjourned into Working Groups, reviewed their progress to date, and made recommendations.

**The Policy Working Group (PWG).** This committee established subcommittees on Arms Control, New Initiatives, and Globalization of the Defense Industry. It asked for publication of the new ITAR and a reaffirmation of the 1990 Eagleburger directive on facilitating legitimate U.S. defense exports.

**The Regulatory Working Group (RWG).** This working group has task forces on Automation of the Licensing Process, a DTC Day-in-Court, Missile Technology Control Regime (MTCR), Commodity Jurisdiction (CJ), Third Country Transfers, and Compliance. RWG recommendations included expanding the capabilities of the Remote On-line Bulletin Board (ROBB); making licensing forms more user-friendly; instituting a DTC appeals process for disapproved license applications; establishing a review process for MTCR cases; working towards greater transparency regarding DTC CJ decisions; clarifying the definition of an empowered/delegated official; and reviewing State's policy towards persons indicted or ineligible to conduct business with the U.S. Government.

**The Technical Working Group (TWG).** This group is examining whether specific technologies, including jet engine hot sections and software source code, should be under State or Commerce control.

**Point of Contact.** To receive additional information about the DTAG and its upcoming meetings, contact Linda Lum at the Office of Defense Trade Policy (DTP) at (202) 647-4231, datafax (202) 647-4232. ♦

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## New Defense Trade Policies

*Sudan, Cyprus, South Africa's "Homelands", Somalia, Yemen, Liberia and Anti-Personnel Mines Subject to U.S. Policy*

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### Exports to Sudan Suspended

In a *Federal Register* Notice, Vol. 57, Page 4974, November 3, 1992, it was noticed that all Department of State licenses and other approvals to export or otherwise transfer defense articles or defense services to Sudan are suspended until further notice. Effective October 8, 1992, it is the policy of the Department of State to deny all applications for licenses and other approvals to export or otherwise transfer defense articles or defense services to Sudan. This action also precludes using any exemptions from licensing or other approval requirements included in the ITAR in connection with Sudan. Also, foreign assistance to Sudan other than humanitarian assistance, was suspended pursuant to § 513 of the Foreign Operations Authorization Act, which mandates suspension of assistance following a military coup. Exceptions to this policy, particularly for non-lethal items will be considered on a case-by-case basis.

### Exports to Cyprus Denied

Effective November 18, 1992, it is the policy of the U.S. Government to deny all Department of State applications for licenses and other approvals to export or otherwise transfer defense articles or defense services to any of the armed forces on Cyprus, with the exception of the United Nations Forces in Cyprus (UNFICYP). Such exports are opposed because of their ability to contribute to an arms race on the island and hinder United Nations and U.S. efforts to reach a fair and permanent settlement of the Cyprus dispute. This action does not affect exports of defense articles or services for civilian end-users on Cyprus. This

action also precludes any exemptions from licensing or other approval requirements included in the ITAR for Cyprus [Vol. 57 *Federal Register*, page 60265 (December 18, 1992)].

### South Africa's "Independent" Homelands Not Recognized

The U.S. Government does not recognize South Africa's so-called "independent" homelands of Bophuthatswana, Ciskei, Transkei and Venda. These entities are considered to be part of the Republic of South Africa. As a consequence, exports to any of these areas are subject to the arms embargo imposed against South Africa by the UN Security Council in Resolution 418 on November 4, 1977. Exports destined for the homelands should reflect South Africa as the "country of ultimate destination".

### Exports to Somalia Suspended

In a *Federal Register* Notice, Vol. 57, page 59851, December 16, 1992, it was noticed that all Department of State licenses and other approvals to export or otherwise transfer defense articles or defense services to Somalia are suspended until further notice. Effective December 16, 1992, it is the policy of the Department of State to deny all applications for licenses and other approvals to export or otherwise transfer defense articles or defense services to Somalia. This action has been taken in accordance with UN Security Council Resolution 733 instituting a general complete embargo on all deliveries of weapons and military equipment to Somalia.

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This action also precludes using any exemptions from licensing or other ITAR approval requirements in connection with Somalia.

### **Exports to Yemen**

In a *Federal Register* Notice, Vol. 57, page 59852, December 16, 1992, it was noticed that effective November 16, 1992, all Department of State license applications and other written requests for approvals to export or otherwise transfer defense articles or defense services to Yemen are being reviewed on a more scrutinized case-by-case basis, with a presumption of denial for lethal articles or items supporting such articles. Approvals for export of defense articles or defense services bound for Yemen will be considered primarily for non-lethal defense articles or defense services.

For the purposes of this policy, "nonlethal defense articles" means an article that is not a weapon, ammunition, or other equipment or material which is designed to inflict serious bodily harm or death (see e.g., 10 U.S.C. § 2547).

### **Exports to Liberia Suspended**

In a *Federal Register* Notice, Vol. 57, page 60265, December 18, 1992, it was noticed that all Department of State licenses and other approvals to export or otherwise transfer defense articles or defense services to Liberia, other than articles or services destined for the sole use of the peace-keeping forces of ECOWAS, are suspended until further notice.

Effective December 18, 1992, it is the policy of the Department of State to deny all applications for licenses and other approvals to export or otherwise transfer defense articles

or defense services to Liberia. This action has been taken in accordance with UN Security Council Resolution 788 instituting a general complete embargo on all deliveries of weapons and military equipment to Liberia. This action does not apply to weapons and military equipment destined for the sole use of the peace-keeping forces of ECOWAS in Liberia, including weapons and military equipment destined for constituent members of the ECOWAS peace-keeping forces. This action also precludes using any exemptions from licensing or other approval requirements included in the ITAR for Liberia.

### **Moratorium on Anti-Personnel Mines**

On October 23, 1992, the President signed into law the National Defense Authorization Act for Fiscal Year 1993 (Public Law 102-484). Section 1365 of that Act contains a statutory moratorium on transfers of anti-personnel landmines to foreign nations. Effective with the signing of the Act, it is the policy of the U.S. Government to deny all applications for licenses and other approvals to export or otherwise transfer anti-personnel landmines to foreign persons or foreign nations. In addition, all previously issued licenses and other approvals for the export, sale, or other transfer of anti-personnel landmines have been revoked or suspended. This prohibition remains in effect until further notice.

**Point of Contact** . For further information about any of these policies, contact: Clyde G. Bryant, Jr., Chief, Compliance Analysis Division, Office of Defense Trade Controls, Bureau of Political Military Affairs, U.S. Department of State, Washington, D.C. 20522-0602. Phone (703) 875-6650, Fax (703) 875-5663. ◆

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## Notifying Congress

*Update on the Congressional Notification Process and Special Handling of "Hill" Cases*

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The Arms Export Control Act (AECA) of 1976 requires the President to notify the Congress of certain commercial defense trade export applications prior to their approval. The President's authority has been delegated to the Secretary of State. Sections 36(c) and 36(d) of the AECA specifically delineate which cases submitted to the Office of Defense Trade Controls (DTC) require Congressional notification.

**36(c) cases.** Section 36(c) generally covers the following two types of license applications:

- All exports of defense articles or services sold under a contract in the amount of \$50 million or more; and
- All exports of Major Defense Equipment (MDE) sold under a contract in the amount of \$14 million or more.

AECA Section 47(6) defines MDE as Significant Military Equipment (SME) having a one-time research and development cost to the U.S. Government of \$50 million or more, or a total U.S. Government procurement cost of \$200 million or more. [The Defense Security Assistance Agency (DSAA) at the Department of Defense maintains a list of the defense articles categorized as MDE.] This definition will also be added to part 120 of the revised International Traffic in Arms Regulations (ITAR) when the final rule change is published in the *Federal Register*. [For completeness, it should be noted some retransfers - e.g., sale of U.S. defense articles by the licensed recipient country to another country of MDE valued at \$14 million or more, or of defense articles or defense services valued at \$50 million or more must also be notified to the Congress for 30 calendar days prior to DTC approval, pursuant to AECA Section 3(d)(3).]

**36(d) cases.** Section 36(d) covers the following cases received by DTC:

- All applications for Technical Assistance Agreements (TAAs) and Manufacturing License Agreements (MLAs) involving the manufacture of SME for or in a non-NATO country.

SME is defined in part 120 of the ITAR as articles for which special export controls are warranted because of their capacity for substantial military utility or capability. Articles designated as SME are preceded by an asterisk on the U.S. Munitions List (USML, ITAR Section 121.1). Additionally, all classified defense articles are designated as SME.

**The role of Congress.** The AECA requires that Congress be notified at least 30 calendar days before the issuance of any license or approval covered by Section 36(c). Though not required by the AECA, DTC will also not issue any agreement notified pursuant to Section 36(d) until 30 calendar days have elapsed since the date of notification. This provides Congress with an opportunity to review these specific commercial defense transactions. The authority to issue licenses and grant approvals, and the responsibility to notify Congress when required, have been delegated to the Director of DTC.

The AECA provides that licenses for proposed exports covered by Section 36(c) may generally not be issued if, within the 30-day notification period, Congress enacts a joint resolution prohibiting the proposed export. It should be noted that while the 30-day notification is still required, a joint resolution may not be enacted to prohibit issuance of licenses notified under Section 36(c) for export to NATO, any member country of NATO, Japan, Australia, or New Zealand. In such cases, a law specifically prohibiting the export would be required. Similarly, a law would be required to prohibit approval of a case notified under Section 36(d).

**The review process for "Hill" cases.** DTC is making a concerted effort, especially in light of the difficult economic situation, to be more responsive to the needs of industry in order to enhance U.S. competitiveness abroad. As a result, DTC is focusing on improvements in the timeliness of the licensing review process while still taking into full account U.S. national security and foreign policy interests. These efforts certainly apply as well to the Congressional notification process. Clearly, this is important since while only 60 of the 92,641 applications received in FY91 and FY92 were notified to the Congress, those 60 cases represented approximately \$6 billion in U.S. defense trade. Although only 30 companies submitted those 60 Hill cases, those cases affect hundreds of U.S. subcontractors and vendors.

Despite DTC's best efforts, however, exporters still need to plan on a lengthy review process for cases requiring Congressional notification. Applications that require Congressional notification represent some of DTC's lengthiest cases for three main reasons. *First*, they are often complicated or controversial cases that require extensive interagency review. *Second*, these cases are sometimes submitted before the final contract is completed and signed, resulting in DTC having to hold the case after interagency review until the contract is provided. And *third*, the review process for these cases involves two additional stages not included in the review process for other cases.

Congressional notification cases move through three stages in the license review process: (1) DTC and interagency review of the case; (2) interagency review of the Congressional notification letter; and (3) Congressional notification and related handling.

**Stage one: DTC and interagency case review.** The first stage is identical to that for all "staffed" cases (i.e., cases referred outside of DTC for more detailed technical or policy review). This stage involves (a) initial review in DTC, (b) forwarding for interagency review, with recommendations sent to DTC by all reviewing offices, and (c) final review in

DTC, including making a final decision based on the interagency recommendations and preparing the final decision letter as required.

For the 27% of DTC's cases that are staffed, the license review process ordinarily ends at this point with either the issuance or denial of the application. For Hill cases, however, the process is only one-third complete.

**Stage two: interagency notification review.** DTC prepares the Congressional notification letter and obtains interagency approval of the text of this letter in the second stage of the review process. To save time, DTC drafts the notification letter while the case is undergoing interagency review in stage one. However, since the letter is dependent upon the outcome of stage one, DTC does not begin seeking interagency approval of this letter until a final decision has been made in stage one.

DTC seeks interagency approval of the draft notification letter from four offices: the National Security Council (NSC) and the Office of Management and Budget (OMB) at the White House, and the Office of the Legal Advisor (L/PM) and the Office of the Under Secretary for International Security Affairs (T) in the State Department. After obtaining interagency approval of the Congressional notification letter, DTC prepares the final package to be sent to Congress.

**Stage three: Congressional notification.** In the third stage of the review process, DTC forwards the Congressional notification package to the State Department's Bureau of Legislative Affairs (H), which is responsible for sending the package to the appropriate members of Congress. Once the package is sent to the Congress, DTC waits 30 calendar days. Provided a joint resolution prohibiting the export is not enacted by Congress, DTC may issue the license on the 31st day.

**Special tracking of "Hill" cases.** In August 1990, DTC created a special tracking system for all "Hill" cases. Upon arrival at DTC and receipt by the appropriate licensing officer, all applications are immediately examined to see

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if they require Congressional notification. If so, a copy of the case is given to the Special Projects Licensing Officer (SPLO) in DTC's Arms Licensing Division (DTC/ALD), who then send a letter to the company informing them that the case requires Congressional notification. The SPLO is responsible for tracking "Hill" cases throughout all three stages of the review process to prevent unnecessary delays at any point. The SPLO acts to facilitate the handling of these cases.

**Time frames for each review stage.** For each stage in the review process, DTC has set time guidelines. For the first stage, DTC seeks to adhere to the time frames established for all staffed cases, whether Hill cases or not. The first stage deadlines, therefore, are not more than 10 business days for initial DTC review, not more than 20 business days for inter-agency review, and 10 business days for final DTC review. In stage two, DTC has set a deadline of 10 business days for interagency review of the draft Congressional notification letter, and five business days for preparation of the final Hill package. In stage three, the Bureau of Legislative Affairs (H) handles each case as quickly as the individual case and the legislative environment permits. DTC then ordinarily issues the license (or approves the agreement) on the first business day after completion of the 30 (calendar) day notification period.

**A joint effort for further gains.** In an effort to further reduce the licensing time, DTC is identifying areas in each stage where it can expedite the processing of Hill cases. Likewise, industry can also help facilitate the review of Hill cases. In addition to providing the required information normally submitted with any application, it is recommended that applicants provide a cover letter stating that they believe the attached case requires Congressional notification and why. This letter should also explain the scope of the entire program involved, even if the application is only for phase one of a multiple phase program. It should note delivery schedules, relevant contractual obligations, and any other information that might be useful in the DTC and interagency review process. DTC is considering publishing a suggested cover letter format in a future issue of *Defense Trade News*.

**Point of contact.** If you have any questions concerning the progress of one of your pending DTC cases that requires Congressional notification, call the SPLO at (703) 875-6641. If your question, however, pertains to specific details in the case itself, please contact the licensing officer handling the case. ♦

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## NATO E-3A Related License Applications

### *Special Procedures for NATO AEW Program*

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Submit all applications for export licenses for technical data and/or hardware that are related to the NATO E-3A Airborne Early Warning (AEW) program directly to:

ESC/INF-B  
The Boeing Company  
PO Box 3707, Mail Stop 3F-30  
Seattle, WA 98124-2207

(NOTE: This address is that of a U.S. Air Force office located at the Boeing Company.

ESC/INF-B will promptly review all license applications received, and forward comments and a recommendation regarding approval and provisos to the Office of Defense Trade Controls for further review and final action. Please direct all questions to Ms. Melodie Campbell at (206) 657-3030. ♦

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# Rolled Bars and Ammunition Penetrator Blanks

*Differences Defined and Legislation Discussed*

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**Rolled Bars.** A rolled bar is a cylindrical piece of metal with no distinguishing marks, indentations, or protrusions that would identify it as an ammunition penetrator blank. Rolled bars containing depleted uranium are under the export licensing jurisdiction of the Nuclear Regulatory Commission (10 C.F.R. 110), even if they are being exported to be manufactured abroad into ammunition penetrators. Rolled bars not containing depleted uranium are under the export licensing jurisdiction of the Department of Commerce, even if they are being exported to be manufactured abroad into ammunition penetrators.

**Ammunition Penetrator Blanks.** An ammunition penetrator blank is a cylindrical piece of metal with distinguishing marks, indentations or protrusions that make it clearly identifiable as a defense article. Ammunition penetrator blanks, including those containing depleted uranium, are under the export licensing jurisdiction of the Department of State (22 C.F.R. 121.10).

**Laws Affecting Export.** Section 551 of Public Law 102-391, dated October 6, 1992, a law making appropriations for foreign operations, export financing, and related programs for the fiscal year ending September 30, 1993, contains the following language affecting the export of ammunition and penetrators containing depleted uranium:

"None of the funds provided in this or any other Act may be made available to facilitate in any way the sale of M-833 antitank shells or any comparable antitank shells containing a depleted uranium component to any country other than (1) countries which are members of NATO, (2) countries which have been designated as a major non-NATO ally for purposes of section

1105 of the National Defense Authorization Act for Fiscal Year 1987 or, (3) Taiwan: Provided, that funds may be made available to facilitate the sale of such shells notwithstanding the limitations of this section if the President determines that to do so is in the national security interest of the United States."

The following is interpretational guidance for this legislation:

The "funds" referred to in the legislation include not only Foreign Military Sales (FMS) credits, but the salaries of U.S. Government employees who review commercial export license applications. The legislation applies, therefore, to both commercial and government-to-government sales.

The legislation applies only to antitank shells of equal or greater performance than the M-833 containing a depleted uranium penetrator and to individual depleted uranium penetrators. It does not apply to antitank shells with a depleted uranium penetrator of lesser performance than the M-833, nor does it apply to rolled bars containing depleted uranium, even if they are being exported to be manufactured abroad into ammunition penetrators.

It is permissible to approve the demonstration of M-833 or comparable antitank shells containing a depleted uranium penetrator (under the auspices of the appropriate exception to the National Disclosure Policy) to a country ineligible to purchase such rounds if the demonstration is for the sole purpose of illustrating the suitability of other rounds, such as tungsten, as a substitute for M-833 rounds. Such a demonstration is interpreted as furthering rather than defeating the purpose of the legislation.

Countries eligible to receive the M-833 or comparable antitank shells containing a

depleted uranium penetrator or individual depleted uranium penetrators are:

- NATO (Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Turkey, and the United Kingdom).
- Major non-NATO allies for purposes of Section 1105 of the National Defense Authorization Act for Fiscal Year 1987 (Australia, Egypt, Israel, Japan, Korea, and Taiwan).

**Points of Contact.** For additional information relating to the export of these items, contact

the appropriate agency and individual from the following list:

- Department of State  
Peter Dade (703) 875-5677
- Department of Defense  
Nancy Hindman (703) 614-7761
- Department of Commerce  
Jeff Tripp (202) 482-1309
- Nuclear Regulatory Commission  
Betty Wright (301) 504-2342

The point of contact for the contents of this article is Nancy Hindman, Department of Defense, (703) 614-7761. ♦

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## State Department Reorganizes Export Control Functions

*State Department to Consolidate Export Control Policy and Operations in One Bureau*

The Department of State (DOS) is closely reviewing export control activities and examining alternative ways of organizing these functions. A single bureau, the Bureau of Political Military Affairs (PM), may be given responsibility for most of State's export control policy and operations. The functions of the Economic Bureau (EB) and the Bureau of Oceans, Environment and Science (OES) for nuclear, dual-use, and other export controls will be combined with PM's current responsibilities for arms exports and non-proliferation. As the major processor of export licenses within the Government [50,000 munitions licenses per annum versus 26,000 licenses at the Department of Commerce (DOC)], PM already exercises broad export control functions. After the reorganization, PM would be responsible for:

- Licensing the export of defense articles and services,
  - Coordinating reviews of licenses from DOC and the Nuclear Regulatory Commission (NRC), and for
  - Establishing related bilateral and multilateral export control policy.
- The reorganization is prompted by current unwieldy diffusion of export control activities within DOS. Responsibility for export controls is spread across several bureaus, including PM.

Integration is the key to efficient management of this increasingly complex area. Under the proposed change, State Department structure will be adjusted to reflect the reorientation in export controls priorities for strategic trade, from the old NATO-Warsaw Pact focus to the new emphasis on regional security and non-proliferation.

The State Department's interest is both to prevent exports that might contribute to proliferation and to promote legitimate exports that help U.S. industry and the economy. In centralizing responsibility for export controls in one bureau, the Department hopes to:

- Improve the coherence, consistency and efficiency of the Department's export control activities.
- Achieve economies of scale and streamline operations in the export control field and focus management responsibility for export controls within State.
- Strengthen efforts at harmonization both in U.S. control regimes and in multilateral control arrangements such as the Coordinating Committee for Multi-Lateral Export Controls (COCOM), the Australia Group, or the Missile Technology Control Regime (MTCR).
- Develop and maintain a consensus about export controls among the business community, Congress, and other U.S. agencies. ♦

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## Advisory Opinions

### *Procedure to Determine Likelihood of Export Approval*

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Persons desiring information as to whether or not the Office of Defense Trade Controls (DTC) would be likely to approve the export of specific defense articles or services to a particular country (or countries) are encouraged to use DTC's "Advisory Opinion" procedure.

A request for an advisory opinion must be submitted by letter. It must outline in detail the equipment or service, its intended usage/application, security classification (if any) of the articles or technical data, and the country or countries involved. Submit an original and seven copies of the request for advisory opin-

ion letter, along with seven copies of descriptive information about the defense article, technical data, or defense service. Applicants are reminded that opinions DTC renders in response to requests for advisory opinions are not binding and carry no permission to export. Additionally, these opinions may be revoked as international developments occur.

*Ed's note: For additional information on Advisory Opinions, see the related article, "Identifying Defense Trade Opportunities: Use of Advisory Opinions, Technical Data License and Demonstration License" on page 14 of Vol. 2, No. 3, July 1991. ♦*

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## Your Current License Status

### *DTC's Licensing Support Staff Provides Information*

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Applicants wishing to obtain the status of license applications or other requests for approval from the Office of Defense Trade Controls (DTC) have a number of options. Status information can be obtained automatically through the Automated License Information Status System (ALISS) from a Touch-Tone phone, or the Remote On-Line Bulletin Board (ROBB) via computer and modem. (See the inside back cover of this issue for the telephone numbers to use for either of these systems.) Before accessing ALISS, you must first obtain your license application number from the Licensing Support Staff.

Additionally, the DTC Licensing Support Staff can provide information on the current status of your license approximately 10 busi-

ness days after a registrant mails an application. This 10-day wait allows time for mail delivery to DTC, the assigning of a license application number, and staffing to external agencies. (Calling before the 10-day wait can result in repeated calls, and reduced service to registrants due to a telephone back-log.)

Licensing Support Staff members are:

- Shirley C. Shields
- Anne P. Diemer
- Beverly A. Parker

Contact the Licensing Support Staff from 9 am to noon and 2 to 5 pm Eastern Standard Time, Monday through Friday (except Federal holidays) at (703) 875-6652. ♦

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## New Application Forms Approved

*Revised Munitions Application Forms Feature Less Paperwork, Easier Preparation*

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The Office of Management and Budget (OMB) approved revised munitions license application forms on December 22, 1992. The revised forms are the result of extensive government-industry consultations and should result in a reduced burden on industry while also facilitating the government's role in the regulation of defense trade.

**The New Line-up.** The revised forms are currently being prepared for distribution, and should generally be available to applicants by the end of April. The new forms are:

- **DSP-5** - Application/License for Permanent Export of Unclassified Defense Articles and Related Unclassified Technical Data.
- **DSP-61** - Application/License for Temporary Import of Unclassified Defense Articles
- **DSP-73** - Application/License for Temporary Export of Unclassified Defense Articles.
- **DSP-85** - Application/License for Permanent/Temporary Export or Temporary Import of Classified Defense Articles and Related Classified Technical Data.

In addition to the above revisions of existing forms, OMB has approved distribution of a new form:

- **DSP-119** - Application for Amendment to License for Export or Import of Classified or Unclassified Defense Articles and Related Technical Data.

The DSP-119 establishes a uniform procedure for requesting amendments to licenses, which should reduce the amount of time currently spent by defense firms in preparing amendment requests. It will also enable the Office of Defense Trade Controls (DTC) to maintain better control over the processing of amendment requests.

**Instructions Clarified.** A major improvement of the new forms over their predecessors is that instructions have been completely rewrit-

ten to remove ambiguity and expanded to cover areas that have been problems in the past. Beginning in November 1991, a government-industry group conducted a line-by-line analysis of the instructions, reviewing them for clarity, completeness, and uniformity from form to form. The instructions were then revised with two major objectives in mind:

- Anticipate questions and problem areas and address them in the instructions, and
- Keep the forms simple so that a first-time exporter will be able to complete the form without the assistance of an attorney.

**Less Paperwork Required.** Another objective of the government-industry consultations was to reduce the paperwork burden on applicants wherever it could be done without compromising foreign policy or national security considerations. There are a number of breakthroughs in this area.

- The certification required under Section 126.13 of the International Traffic in Arms Regulations (ITAR) has been made a part of the application (see page 15). Although this means that forms must now be signed by empowered officials of the applicant, this incorporation eliminates the need to submit a separate Section 126.13 certification letter with each application. For applicants with a high volume of exporting, this change should result in significant time reductions.

- The certification required under Part 130 of the ITAR regarding political contributions, commissions and fees, when it is negative, is also now a part of the application. If there have been contributions, commissions or fees, a separate report must still be submitted.

Both of the above certifications can be accomplished on the new forms by simply checking the appropriate box on the reverse side of Copy 1 of the form (see page 15).

**Good-bye Carbon Paper.** The new forms will be printed on chemically treated carbonless paper, eliminating the messy job of inserting the legal size carbon sheets. Applicants will now have to remove the instruction sheet, insert the form in a typewriter, fill it out, sign it, and turn Copy 1 over to check the appropriate box on the back before sending it to DTC.

**Some Other Changes.** Some design changes were made on the face of forms to enable collection of all the information about a proposed transaction required to adequately evaluate it from a foreign policy and national security standpoint. At the same time, efforts were made to:

- Standardize block content and placement on all application forms,
- Minimize the completion time, and to
- Reduce paperwork to the minimum required.

For the first few months after the forms are made available to the public, DTC will continue to supply forms to all requestors. Plans are underway, however, to transfer this function to the Government Printing Office (GPO). The tentative date for the change over is August 1, 1993, after which applicants must purchase bulk forms from one of the 24 GPO bookstores nation-wide. DTC will continue to provide limited quantities (up to 5 copies) to applicants requesting them. Forms ordering information will be provided in a future issue of *Defense Trade News*. Old versions of the forms can continue to be used until they are exhausted.

DTC welcomes user comments on the forms. Written comments can be sent to the Executive Editor of *Defense Trade News*, at the address shown on the inside back cover of this issue, or can be datafaxed to (703) 875-6647. ♦

### **Checklist for Preparing the New Munitions Applications Forms**

1. Remove the instruction sheet before placing the form in the typewriter. Read the instructions carefully before beginning to complete the form.
2. Assemble all required documentation.
3. Type carefully, checking names, descriptions, prices, destinations, categories, addresses, etc., for correctness.
4. Complete the face of the form, checking it for correctness. Place check marks in the appropriate boxes and sign the certification in the lower right hand portion of the form. *The form **must be** signed by an Empowered Official of the Applicant.*
5. Turn Copy 1 of the form over to the reverse and check the appropriate boxes. Applications without checkmarks in the appropriate boxes on the reverse of Copy 1 will be returned to the applicant *without action*. *The signatory on the face of the form is also verifying the information on the reverse.*

Ed's note: The final form is 8 1/2x 14. This page is NOT TO SCALE in order to present all essential information.

### APPLICANT'S STATEMENT

I am a responsible official empowered by the applicant to certify the following in compliance with 22 C.F.R §126.13:

- (1) Neither the applicant, its chief executive officer, president, vice presidents, other senior officers or officials (e.g., comptroller, treasurer, general counsel) or any member of its board of directors is:
  - (a) the subject of an indictment for or has been convicted of violating any of the U.S. criminal statutes enumerated in 22 C.F.R 120.24 since the effective date of the Arms Export Control Act, Public Law 94-329, 90 Stat. 729 June 30,1976); or
  - (b) ineligible to contract with, or to receive a license or other approval to import defense articles or defense services from, or to receive an export license or other approval from any agency of the U.S. Government;
- (2) To the best of the applicant's knowledge, no party to the export as defined in Section 126.7(e) has been convicted of violating any of the U.S. criminal statutes enumerated in 22 C.F.R. § 120.24 since the effective date of the Arms Export Control Act, Public Law 94-329, 90 Stat. 729 June 30,1976), or is ineligible to contract with, or to receive a license or other approval to import defense articles or defense services from, or to receive an export license or other approval from any agency of the U.S. Government; and
- (3) The natural person signing the application or other request for approval, or notification is (*check one only*) -
  - a citizen of the U.S., OR
  - has been lawfully admitted to the U.S. for permanent residence (and maintains such residence) under the Immigration and Nationality Act, as amended, [8 U.S.C.. 1101(a), 101(a)20, 60 Stat. 163] OR
  - is an official of a foreign government entity in the U.S.

The following is certified in compliance with 22 C.F.R 130: (*CHECK APPROPRIATE BOX*)

- Neither the applicant nor its vendors have paid, or offered or agreed to pay, in respect of any sale for which a license or approval is requested, political contributions, fees or commissions in amounts as specified in 22 C.F.R 130.9(a).
- The applicant or its vendors have paid, or offered or agreed to pay, in respect of any sale for which a license or approval is requested, political contributions, fees or commissions in amounts as specified in 22 C.F.R. 130.9(a). Information required under 22 C.F.R 130.10 is attached.

### CONDITIONS OF ISSUANCE

- 1. This license is issued under the conditions cited in 22 C.F.R 120 -130, including the provisos as applicable, that:
  - A. It shall not be construed as implying U.S. Government approval or commitment to authorize future exports of any article (equipment or technical data) on the Munitions List, or any U.S. Government commitment with regard to any proposed manufacturing license or technical assistance agreements which may result from an authorized export.
  - B. If a license is issued for technical data only, it does not authorize the export of any hardware; if a license is issued for hardware only, it does not authorize the export of any technical data, unless specifically covered by an exemption.
  - C. The applicant's commitments to the U.S. Government are being met.
- 2. The issuance of this license does not release the licensee from complying with other requirements of U.S. law and regulations.
- 3. The prior written approval of the Department of State must be obtained before U.S. Munitions List articles exported from the U.S. under license or other approval may be resold, diverted, transferred, transshipped, reshipped, reexported to, or used in any country, or by any end-user, other than that described on the license or other approval as the country of ultimate destination or the ultimate end-user.

### RETURN OF LICENSE

This license must be returned to the Office of Defense Trade Controls, PM/DTC, Room 200, SA-6, Department of State, Washington, DC 20520-0602 when: (1) the total value authorized has been shipped; (2) the applicant states that there will be no further shipments; (3) the date of expiration is reached; or (4) when requested by the Office of Defense Trade Controls.

### ENDORSEMENT

Indicate below which *ITEM* on the face of the license is *BEING EXPORTED* and maintain a *CONTINUING BALANCE* of the remaining value.

| SHIPMENT DATE   | QUANTITY | COMMODITY (Include classification) | SHIPMENT VALUE | SED NO. | INITIALS | PORT OF EXIT / ENTRY |
|---|----------|------------------------------------|----------------|---------|----------|----------------------|
| <b>TOTAL AUTHORIZED VALUE:</b>  |          |                                    |                |         |          |                      |
| <i>Ed's note: The final form is 8 1/2x 14". This block is NOT TO SCALE in order to present all essential information.</i> |          |                                    |                |         |          |                      |
|   |          |                                    |                |         |          |                      |
| <b>REMAINING BALANCE:</b>   |          |                                    |                |         |          |                      |

**NOTE:** Continuation of additional shipments must be authenticated by use of continuation sheets in the U.S. Customs Handbook.

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# Visiting the Office of Defense Trade Controls

*A Guide to Dining and Lodging in the Rosslyn Area*

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**Increased Industry presence at DTC.** In response to the DTC training seminar program (see Training Form, page 41) offered by the Office Of Defense Trade Controls (DTC) , more out-of-town industry personnel are now visiting DTC offices in Rosslyn, VA. To aid these representatives in their lodging and dining needs while in the area, DTC contacted the Arlington County Convention and Visitors Service. The following information on restaurants and hotels is reprinted from their 1992 Visitors Information Package. Prior to traveling you may receive additional information about attractions and calendar of upcoming events by contacting them directly at:

Arlington County Convention  
& Visitors Service  
#1 Courthouse Plaza, Suite 608  
2100 Clarendon Blvd.  
Arlington, VA 22201 (703) 358-3520

When in town, interested parties may also stop by their offices at:

Visitors Center  
735 S 18th Street  
Arlington, VA 22202 (703) 358-5720

Although DTC provides this information for your convenience, we assume no responsibility for the contents, which were provided by Arlington County.

## The Restaurant Guide

For the visitor's convenience, the restaurants listed are located in the immediate area of the Rosslyn Metrorail station on the orange and blue lines, and are all within walking distance of DTC. While prices are not listed, a cost guide is given based on the purchase of an average entree. The price ranges are:

- Economical = less than \$6;
- Moderate = \$ 6 - \$15;
- Higher = greater than \$15.

APPETIZER PLUS  
1117 N. 19th St  
Japanese  
Moderate 525-3171

ARLINGTON GRILL  
1713 Wilson Blvd.  
American/Deli  
Economical 527-1508

BELLA VISTA RISTORANTE  
1000 Wilson Blvd. (in *USA Today* Bldg.)  
Northern Italian  
Higher 528-2600

BRASSERIE & COFFEE SHOP  
1700 N. Moore St.  
American  
Moderate 521-1900

CHINA GARDEN RESTAURANT  
1900 N. Moore St.  
Cantonese Chinese  
Moderate-Higher 525-5317

COMMONWEALTH CARRYOUT  
1300 Wilson Blvd.  
Luncheon carryout  
Economical 528-1123

DOMINO'S PIZZA  
1401 Wilson Blvd.  
Moderate 276-1400

FAR EAST RESTAURANT  
1401 Wilson Blvd. (entrance on N. Oak St.)  
Chinese  
Economical 525-3366

GENERAL'S CLUB (in Quality Inn Iwo Jima)  
1501 Arlington Blvd.  
American/Continental  
Moderate 841-0391

HOLIDAY INN RESTAURANT  
(in Holiday Inn Key Bridge)  
1850 N. Ft. Myer Dr.  
American/Continental  
Moderate 522-0400

HUGO'S (in Hyatt Arlington)  
1325 Wilson Blvd.  
Italian American  
Moderate-Higher 525-1234

|  |          |   |          |
|--|----------|---|----------|
| HUNAN PALACE<br>1812 N. Moore St.<br>Chinese<br>Moderate                                 | 528-8188 | MANHATTAN DELI<br>1655 N. Ft Myer Dr.<br>New York-Style Deli<br>Moderate                              | 528-0066 |
| JACKIE'S COOKIE CONNECTION<br>1700 N. Moore St.<br>Cookies, muffins, rolls<br>Economical | 276-9404 | MARRIOTT CAFE (in Key Bridge Marriott)<br>1401 Lee Hwy.<br>American/Continental<br>Moderate           | 524-6400 |
| JON'S COFFEE SHOP<br>1800 N. Kent St.<br>American<br>Economical                          | 528-4324 | MCDONALD'S<br>1823 N. Moore St.<br>American Fast food<br>Economical                                   | 528-1259 |
| KABUL CARAVAN<br>1725 Wilson Blvd.<br>Afghan<br>Moderate                                 | 522-8394 | ORESTE CAFE<br>1813 N. Lynn St.<br>Deli/Subs & Sandwiches<br>Economical                               | 522-4455 |
| LA GROCERIA<br>1901 N. Moore St., 2nd Floor<br>Deli & Carryout<br>Economical             | 527-8628 | ORIENT EXPRESS<br>1700 N. Moore St., 2nd Floor<br>Chinese-Vietnamese Luncheon Cafeteria<br>Economical | 527-5022 |
| LA PIAZZA<br>1819 N. Lynn St.<br>Italian/Mexican<br>Moderate                             | 528-1323 | PASTA NOSTRA<br>1721 Wilson Blvd.<br>Italian<br>Moderate  | 527-5515 |
| LA ROSE RESTAURANT<br>1515 Wilson Blvd.<br>Cafeteria<br>Economical-Moderate              | 525-2900 | PHO 75 RESTAURANT<br>1711 Wilson Blvd.<br>Vietnamese<br>Economical-Moderate                           | 525-7355 |
| COPACABANA<br>1401 Wilson Blvd.<br>Mexican/Salvadorian/American<br>Economical            | 276-7672 | QUARTERDECK<br>1200 N. Ft Myer Dr.<br>Seafood Crabs/Pizza<br>Moderate                                 | 528-CRAB |
| LONE STAR GRILL<br>1819 N. Lynn St<br>Tex Mex<br>Moderate                                | 528-1323 | RED HOT & BLUE<br>1600 Wilson Blvd.<br>American BBQ<br>Economical-Moderate                            | 276-7427 |
| LUCKY PEARL CAFE & CARRYOUT<br>1111 N. 19th St.<br>Chinese<br>Economical-Moderate        | 522-9620 | ROSSLYN CAFETERIA<br>1701 N. Ft. Myer Dr.<br>International<br>Economical                              | 841-0042 |
| LUNCH CORNER<br>1810 N. Moore St.<br>Cafeteria<br>Economical                             | 528-0770 | ROSSLYN GOURMET<br>1611 N. Kent St.<br>New York-Style Deli<br>Economical                              | 276-0372 |
| LYNN STREET CAFE<br>1735 N. Lynn St.<br>Deli Sandwiches/Carryout<br>Economical           | 525-0384 | ROSSLYN GOURMET DELI<br>1525 Wilson Blvd.<br>Carry out sandwiches<br>Economical                       | 525-1187 |

ROSSLYN SUBWAY SANDWICH SHOP  
1550 Wilson Blvd.  
Subs & Salads  
Economical 243-3663

ROY ROGERS  
1801 N. Moore St.  
American Fast Food  
Economical 243-4354

SANTA FE CAFE  
1500 Wilson Blvd.  
Southwest American-Mexican  
Moderate 276-0361

SPOUTS RUN  
1325 Wilson Blvd. (in Hyatt Arlington)  
French Bistro  
Moderate 525-1234

STAR OF SIAM OF ROSSLYN  
1735 N. Lynn St.  
Thai  
Moderate 524-1207

SZECHUAN GOURMET  
1812 N. Moore St.  
Hunan & Sechuan Chinese  
Moderate 528-8188

THAI HOUSE RESTAURANT  
1731-1733 Wilson Blvd.  
Thai  
Moderate 527-5772

THAI TREAT  
1401 Wilson Blvd.  
Thai/Oriental  
Economical 525-2969

THE CAMBODIAN RESTAURANT  
1727 Wilson Blvd.  
Cambodian  
Moderate 522-3832

THE FAIRFIELD INN  
1401 Lee Hwy. (in Key Bridge Marriott)  
American  
Moderate-Higher 524-6400

THE GREAT EATERY  
1000 Wilson Blvd.  
Chinese/Italian/Deli  
Economical 527-2110

THE PAWNSHOP ROSSLYN RESTAURANT  
1911 N. Ft. Myer Dr.  
American TexMex/Raw Bar  
Moderate 522-7400

THE ROSSLYN ROOM RESTAURANT  
& LOUNGE  
1850 N. Ft. Myer Dr. (in Holiday Inn Key Bridge)  
Continental  
Moderate 522-0400

THE VIEW RESTAURANT/LOUNGE  
1401 Lee Hwy. (in Key Bridge Marriott)  
Continental/American  
Higher 524-6400

TIVOLI RESTAURANT & LOUNGE  
1700 N. Moore St.  
Italian Evolutionary  
Higher 524-8900

TIVOLI GOURMET DELI & PASTRY SHOP  
1700 N Moore St.  
Deli Sandwiches, Salads & Pastries  
Economical-Moderate 524-8904

TOM SARRIS' ORLEANS HOUSE  
1213 Wilson Blvd.  
American/Prime Rib/Salad Bar  
Moderate 524-2929

VANTAGE POINT  
1900 N. Ft. Myer Dr. (in Rosslyn Westpark)  
American/Continental  
Moderate-Higher 527-4814

VERANDA LOUNGE  
1401 Lee Hwy. (in Key Bridge Marriott)  
Sandwiches  
Moderate 524-6400

VIET CAMBODIAN RESTAURANT  
1727 Wilson Blvd.  
Cambodian  
Economical 522-3832

VILLAGE BISTRO  
1723 Wilson Blvd.  
American/Continental  
Moderate 522-0284

WEST PARK CAFE  
1900 N. Ft. Myer Dr. (in Rosslyn Westpark)  
Cafeteria  
Economical 527-4814

WHY NOT BOB'S DELI  
1401 Wilson Blvd.  
Sandwiches  
Economical 524-6337

## The Hotel Guide

The listed accommodations are located in the immediate vicinity of DTC's Rosslyn office, Washington National Airport, the Rosslyn and Ballston Metrorail stations, and the Pentagon City and Crystal City central business districts. For current pricing information, airport and downtown Rosslyn shuttle services, and parking arrangements, contact the hotel directly.

### BED AND BREAKFAST FACILITIES

**CRYSTAL BED & BREAKFAST**  
2620 S. Fern Street  
Arlington, Virginia 22202  
(703) 548-7652 Phone

**MEMORY HOUSE**  
6404 N. Washington Blvd.  
Arlington, Virginia 22205  
(703) 534-4607 Phone

### BUDGET HOTELS

**AMERICANA HOTEL**  
1400 Jefferson Davis Hwy.  
Arlington, Virginia 22202  
(703) 979-3772 Phone  
(703) 979-0547 Fax 100 Rooms

**CHERRY BLOSSOM TRAVELODGE**  
3030 Columbia Pike  
Arlington, Virginia 22204  
(703) 521-5570 Phone  
(703) 271-0081 Fax 76 Rooms

**CRYSTAL CITY MOTOR INN**  
901 S. Clark Street  
Arlington, Virginia 22202  
(703) 979-1900 Phone  
(703) 486-3530 Fax 46 Rooms

**DAYS INN ARLINGTON/ROSSLYN**  
2201 Arlington Blvd.  
Arlington, Virginia 22201  
(703) 525-0300 Phone  
(703) 525-5671 Fax 129 Rooms

**ECONO-LODGE**  
3335 Lee Hwy.  
Arlington, Virginia 22207  
(703) 524-9800 Phone 55 Rooms

**ECONO-LODGE ARLINGTON WEST**  
6800 Lee Hwy.  
Arlington, Virginia 22213  
(703) 538-5300 Phone 47 Rooms

**ECONO-LODGE NAT'L. AIRPORT**  
2485 S. Glebe Road  
Arlington, Virginia 22206  
(703) 979-4100 Phone  
(703) 979-6120 Fax 161 Rooms

**HIGHLANDER MOTOR INN**  
3336 Wilson Blvd.  
Arlington, Virginia 22201  
(703) 524-4300 Phone 46 Rooms

**MOTEL FIFTY**  
1601 Arlington Blvd.  
Arlington, Virginia 22209  
(703) 524-3400 Phone 38 Rooms

### MID-RANGE HOTELS

**BEST WESTERN ARLINGTON**  
2480 S. Glebe Road  
Arlington, Virginia 22206  
(703) 979-4400 Phone  
(703) 685-0051 Fax 325 Rooms

**COMFORT INN ARLINGTON/BALLSTON**  
1211 N. Glebe Road  
Arlington, Virginia 22201  
(703) 247-3399 Phone  
(703) 524-8739 Fax 126 Rooms

**COURTYARD by MARRIOTT CRYSTAL CITY**  
2899 Jefferson Davis Hwy.  
Arlington, Virginia 22202  
(703) 549-3434 Phone  
(703) 549-0320 Fax 272 Rooms

**COURTYARD by MARRIOTT ROSSLYN**  
1533 Clarendon Blvd.  
Arlington, Virginia 22209  
(703) 528-2222 Phone  
(703) 528-1027 Fax 162 Rooms

**DAYS HOTEL CRYSTAL CITY**  
2000 Jefferson Davis Hwy.  
Arlington, Virginia 22202  
(703) 920-8600 Phone  
(703) 920-2840 Fax 47 Rooms

**HOLIDAY INN ARLINGTON at BALLSTON**  
4610 N. Fairfax Drive  
Arlington, Virginia 22203  
(703) 243-9800 Phone  
(703) 527-2677 Fax 221 Rooms

**HOLIDAY INN KEY BRIDGE**  
 1850 N. Ft. Myer Drive  
 Arlington, Virginia 22209  
 (703) 522-0400 Phone  
 (703) 524-5275 Fax 177 Rooms

**HOLIDAY INN NAT'L. AIRPORT**  
 1489 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 521-1600 Phone  
 (703) 920-1236 Fax 308 Rooms

**HOWARD JOHNSON NAT'L. AIRPORT**  
 2650 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 684-7200 Phone  
 (703) 684-3217 Fax 276 Rooms

**QUALITY HOTEL ARLINGTON**  
 1200 N. Courthouse Road  
 Arlington, Virginia 22201  
 (703) 524-4000 Phone  
 (703) 524-1046 Fax 400 Rooms

**QUALITY INN IWO JIMA**  
 1501 Arlington Blvd.  
 Arlington, Virginia 22209  
 (703) 524-5000 Phone  
 (703) 522-5484 Fax 150 Rooms

**ROSSLYN WESTPARK**  
 1900 N. Ft. Myer Drive  
 Arlington, Virginia 22209  
 (703) 527-4814 Phone  
 (703) 522-7480 Fax 308 Rooms

**SHERATON NATIONAL**  
 Columbia Pike at Washington Blvd.  
 Arlington, Virginia 22204  
 (703) 521-1900 Phone  
 (703) 521-2122 Fax 431 Rooms

**DELUXE HOTELS**

**CRYSTAL CITY MARRIOTT**  
 1999 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 413-5500 Phone  
 (703) 413-0185 Fax 340 Rooms

**CRYSTAL GATEWAY MARRIOTT**  
 1700 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 920-3230 Phone  
 (703) 979-6332 Fax 700 Rooms

**DOUBLETREE HOTEL NAT'L. AIRPORT**  
 300 Army-Navy Drive  
 Arlington, Virginia 22202  
 (703) 892-4100 Phone  
 (703) 521-0286 Fax 635 Rooms

**EMBASSY SUITES**  
 1300 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 979-9799 Phone  
 (703) 920-5947 Fax 267 Rooms

**HYATT ARLINGTON**  
 1325 Wilson Blvd.  
 Arlington, Virginia 22209  
 (703) 525-1234 Phone  
 (703) 525-1476 Fax 303 Rooms

**HYATT REGENCY CRYSTAL CITY**  
 2799 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 418-1234 Phone  
 (703) 418-1233 Fax 685 Rooms

**KEY BRIDGE MARRIOTT HOTEL**  
 1401 Lee Hwy.  
 Arlington, Virginia 22209  
 (703) 524-6400 Phone  
 (703) 243-3280 Fax 678 Rooms

**RENAISSANCE HOTEL - ARLINGTON**  
 at BALLSTON METRO CENTER  
 950 N. Stafford Street  
 Arlington, Virginia 22203  
 (703) 528-6000 Phone  
 (703) 528-4386 Fax 209 Rooms

**THE RITZ CARLTON - PENTAGON CITY**  
 1250 S. Hayes Street  
 Arlington, Virginia 22202  
 (703) 415-5000 Phone  
 (703) 41-5060 Fax 345 Rooms

**SHERATON CRYSTAL CITY**  
 1800 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 486-1111 Phone  
 (703) 979-3556 Fax 197 Rooms

**STOUFFER CONCOURSE HOTEL**  
 at NAT'L. AIRPORT  
 2399 Jefferson Davis Hwy.  
 Arlington, Virginia 22202  
 (703) 418-6800 Phone  
 (703) 418-3762 Fax 386 Rooms ♦

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## Where in the World Is It?

*Using DOS Geographic Regions to Speed Licensing*

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License applications for some exports (i.e. temporary exports of defense articles, and exports of technical data) can contain more than one country in the block indicating 'country of ultimate destination.' In order to facilitate the processing of applications, however, the Office of Defense Trade Controls (DTC) asks that a separate application be submitted for each major geographical region.

**Grouping reduces work load.** To submit a DSP -73 for Temporary Export, or a DSP- 5 for Permanent Export of Technical Data for the same item to several countries on the same application, consolidate these requests onto a single application. This significantly reduces the work load of both the applicant and the reviewing Bureau. A service to our readers, we provide the following listing of countries and territories, grouped by Department of State regional bureau, or geographic region. (See the related listing by country in "Publications for Exporters", page 33.)

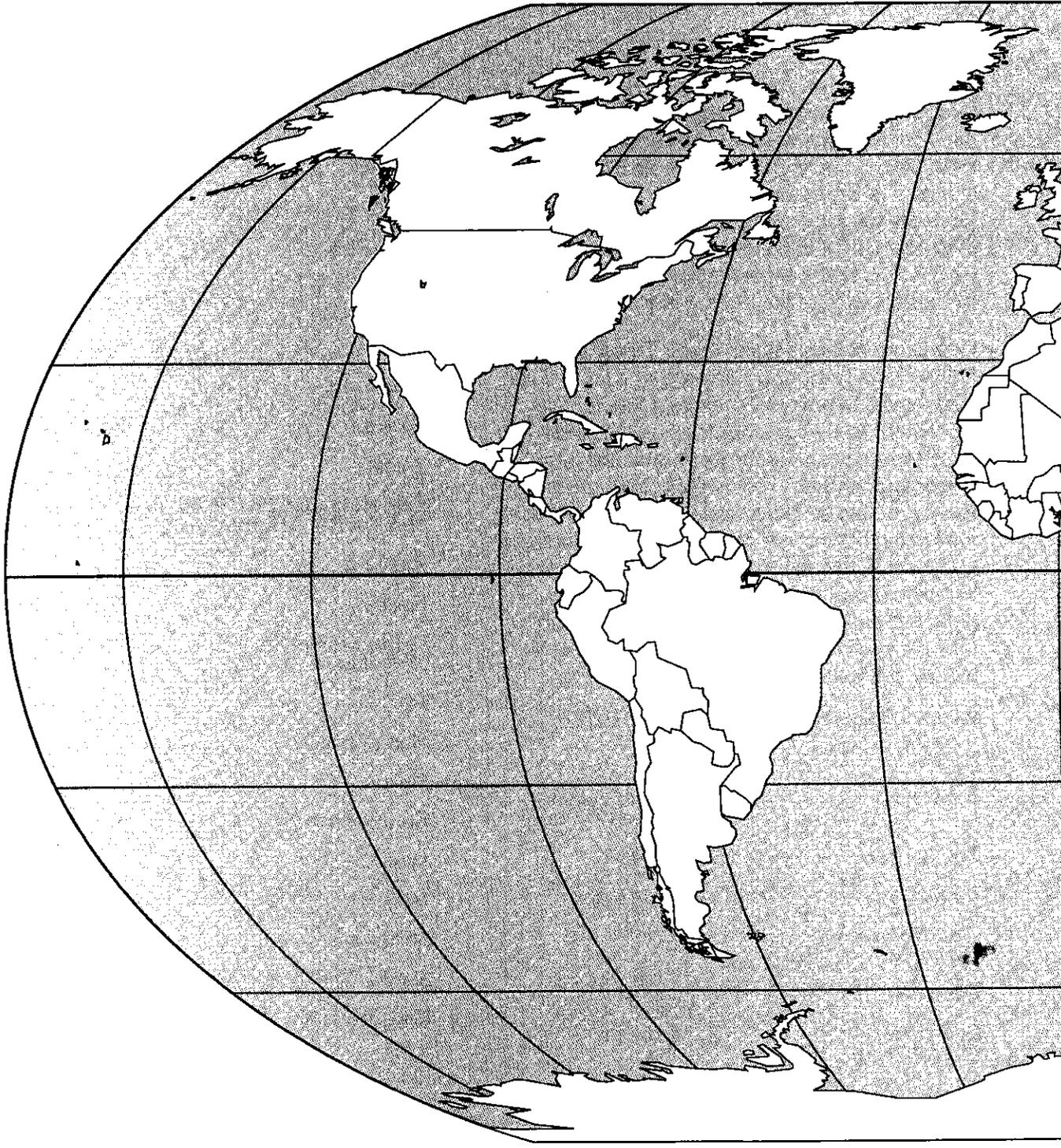
### **Africa - Bureau of African Affairs (AF)**

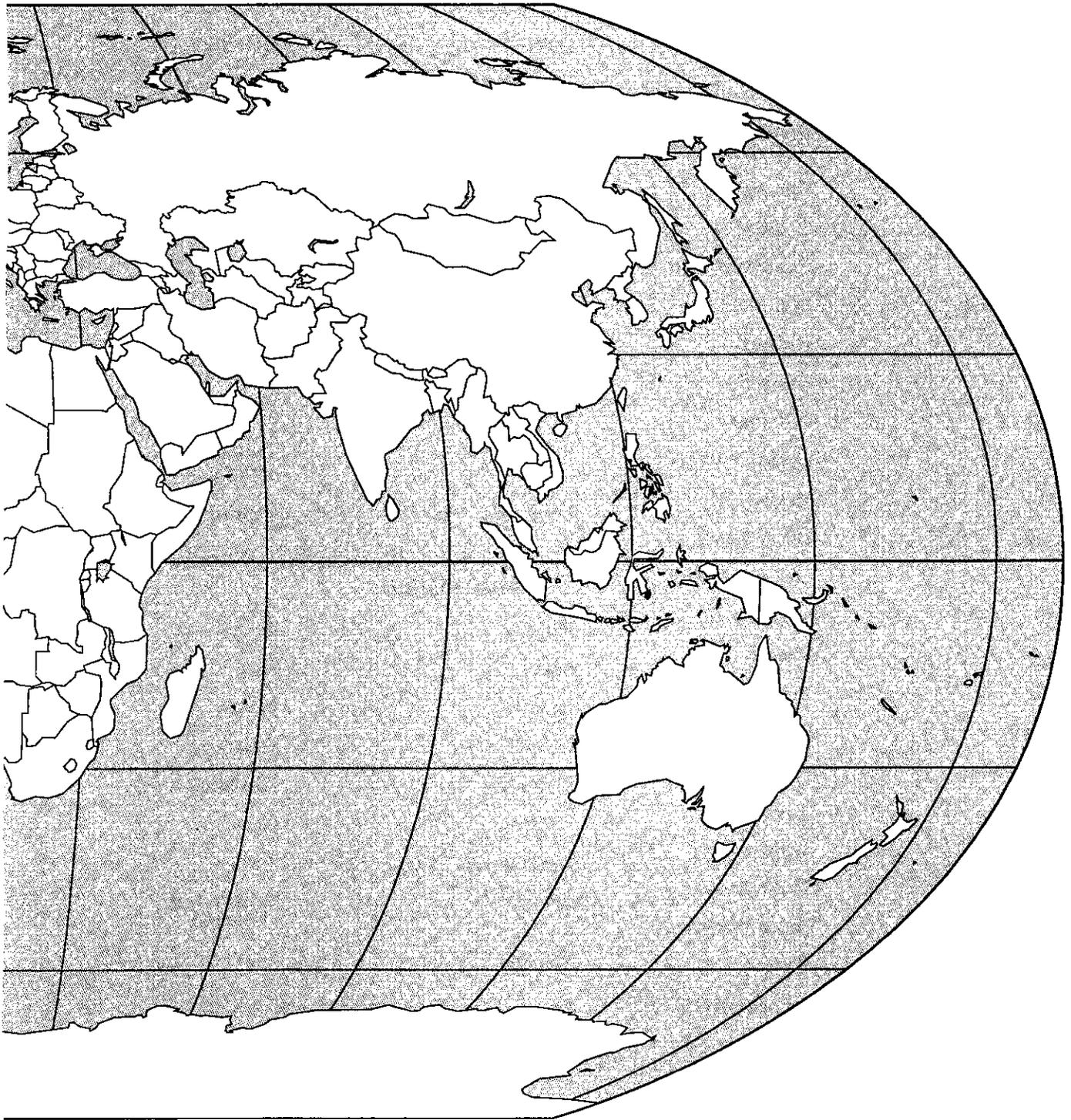
|                             |                                |
|-----------------------------|--------------------------------|
| Angola                      | Benin                          |
| Botswana                    | British Indian Ocean Territory |
| Burkina Faso                | Burundi                        |
| Cameroon                    | Cape Verde                     |
| Central African Republic    | Chad                           |
| Comoros                     | Congo                          |
| Cote d'Ivoire (Ivory Coast) | Djibouti                       |
| Equatorial Guinea           | Ethiopia                       |
| Gabon                       | Gambia                         |
| Ghana                       | Guinea-Bissau                  |
| Guinea                      | Kenya                          |
| Lesotho                     | Liberia                        |
| Madagascar                  | Malawi                         |

|                       |                           |
|-----------------------|---------------------------|
| Mali, Republic of     | Mauritania                |
| Mauritius             | Mozambique                |
| Namibia               | Niger                     |
| Nigeria               | Rwanda                    |
| Sao Tome and Principe | Senegal                   |
| Seychelles            | Sierra Leone              |
| Somalia               | South Africa, Republic of |
| Sudan                 | Swaziland                 |
| Tanzania              | Togo                      |
| Uganda                | Zaire, Republic of        |
| Zambia                | Zimbabwe                  |

### **East Asia and Pacific - Bureau of East Asian and Pacific Affairs (EAP)**

|                             |                                     |
|-----------------------------|-------------------------------------|
| Australia                   | Brunei                              |
| Burma                       | Cambodia                            |
| China, People's Republic of | Cook Islands                        |
| Fiji                        | French Polynesia                    |
| Hong Kong                   | Indonesia                           |
| Japan                       | Kiribati                            |
| Korea, North                | Korea, South                        |
| Laos                        | Macau                               |
| Malaysia                    | Marshall Islands                    |
| Micronesia                  | Mongolia                            |
| Nauru                       | New Caledonia                       |
| New Zealand                 | Pacific Islands, Trust Territory of |
| Palau                       | Papua New Guinea                    |
| Philippines                 | Singapore                           |
| Solomon Islands             | Taiwan                              |
| Thailand                    | Tonga                               |
| Tuvalu                      | Vanuatu                             |
| Vietnam                     | Western Samoa                       |





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**Europe and Canada - Bureau of European and Canadian Affairs (EUR)**

|                 |                          |
|-----------------|--------------------------|
| Albania         | Andorra                  |
| Armenia +       | Austria                  |
| Azerbaijan +    | Belgium                  |
| Bermuda         | Bosnia and Herzegovina * |
| Bulgaria        | Belarus +                |
| Canada          | Croatia *                |
| Cyprus          | Czechoslovakia           |
| Czech Republic  | Denmark                  |
| Estonia         | Finland                  |
| France          | Georgia +                |
| Germany         | Gibraltar                |
| Greece          | Greenland                |
| Hungary         | Iceland                  |
| Lithuania       | Luxembourg               |
| Malta           | Moldova +                |
| Monaco          | Netherlands              |
| Norway          | Poland                   |
| Romania         | Russia +                 |
| San Marino      | Serbia                   |
| Slovak Republic | Slovenia *               |
| Spain           | Sweden                   |
| Switzerland     | Tajikistan +             |
| Turkey          | Turkmenistan +           |
| Ukraine +       | United Kingdom           |
| Uzbekistan +    | Vatican                  |

\* formerly Yugoslavia

+ formerly USSR

**The Americas - Bureau of Inter-American Affairs (ARA)**

|                     |           |
|---------------------|-----------|
| Antigua and Barbuda | Argentina |
| Bahamas             | Barbados  |
| Belize              | Bolivia   |

|                    |                      |
|--------------------|----------------------|
| Brazil             | Chile                |
| Columbia           | Costa Rica           |
| Cuba               | Dominica             |
| Dominican Republic | Ecuador              |
| El Salvador        | French Antilles      |
| Grenada            | Guadeloupe           |
| Guatemala          | Guyana               |
| Haiti              | Honduras             |
| Jamaica            | Martinique           |
| Mexico             | Netherlands Antilles |
| Nicaragua          | Panama               |
| Paraguay           | Peru                 |
| Suriname           | Trinidad and Tobago  |
| Uruguay            | Venezuela            |

**The Near East - Bureau of Near Eastern Affairs (NEA)**

|              |                      |
|--------------|----------------------|
| Algeria      | Egypt                |
| Iran         | Iraq                 |
| Israel       | Jordan               |
| Kuwait       | Lebanon              |
| Libya        | Morocco              |
| Oman         | Qatar                |
| Saudi Arabia | Syria                |
| Tunisia      | United Arab Emirates |
| Yemen        |                      |

**South Asia - Bureau of South Asian Affairs (SA)**

|             |             |
|-------------|-------------|
| Afghanistan | Bangladesh  |
| Bhutan      | India       |
| Maldives    | Nepal       |
| Pakistan    | Sri Lanka ♦ |

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## DEPARTMENTS

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### US Customs at DTC



#### The Automated Export System

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*Ed's note: The following article first appeared in The Exporter, January 1992, and is reprinted here in its entirety with permission of the publisher. The U.S. Customs point of contact has been updated to reflect current personnel.*

Customs has outlined a program for automating the export process—in part to collect and admitted \$18 million in under-collected Harbor Use Fees and to keep in line with their stated goal of replacing paper with the electronic transmission of trade data.

Stewart Hauser, representative of the National Customs Brokers and Freight Forwarders Association (NCBFFA), said that "forwarders will play a major part in developing the system which will enhance the forwarder's role" in the export process. He commented that all of the players are cooperating. (In fact, the hallmark of U.S. Customs Commissioner Hallett's tenure is cooperation between Customs and industry.)

#### Outline of Automated System

*Provided by U.S. Customs*

In cooperation with other government agencies and the trade community, Customs is in the process of developing an automated system for electronically collecting export documentation. This documentation includes manifests, Shippers Export Declarations (SEDs), and licenses subject to export controls.

The system, which will be called AES, will eliminate many of the current labor intensive

manual processes involved in producing, transporting, reviewing and storing export documents.

When all parties to the export shipment transaction are automated, Customs envisions the following system flow:

The exporter/shipper will prepare the information for the SED and will then transmit that information directly to Customs or Census, or will provide the data to his freight forwarder. If the exporter is contracting directly with the carrier, the carrier may provide the information through AES or the Census monthly filer program if the exporter does not have an automated interface.

The freight forwarder will supply the information needed on the house/subhouse bills of lading for each shipment on a specific vessel, plane or train. This information will be added to the SED data in the Customs AES system and will form the basis for construction the full manifest.

The carrier will provide the remaining bill of lading information including the date and time of departure for those shipments for which previous information has been received. In some cases, the carrier will provide all the manifest and SED data when the other parties to the transaction do not have an automated interface.

The Customs computer system will, using one of the currently accepted electronic data interchange standards (EDIFACT, ANSI X.12, ARINC, Customs ABI type messages), accumulate data as it comes in from various sources, make it immediately available to interested government agencies, and eventually build an electronic outbound manifest with the associated SED data, including the automated decrementing of export licenses for any agency which currently imposes export controls, or may do so in the future.

Basic edits and validations will take place to ensure the accuracy of data for developing

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trade statistics; however the goal of the system is to expedite, not delay the movement of exported cargo.

The customs inspector will be able, from a central location, to review export documentation on a terminal connected to the AES system. Data will be sorted to allow the most efficient use of the inspector's time, i.e. licensable commodities will appear first, followed by shipments which have not been previously reviewed. The inspector will be able to electronically notify the carrier, freight forwarder or exporter of any shipment which needs to be inspected. Exported merchandise will be presumed to be released unless one of the parties to the transaction is notified differently.

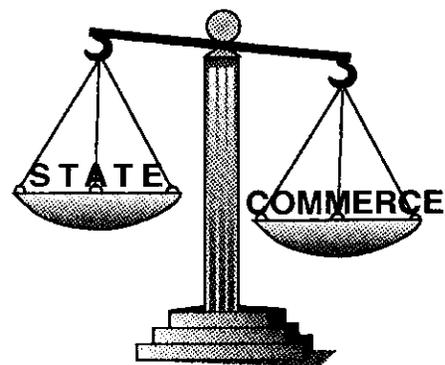
Periodically, Customs will transmit to the Bureau of Census all the SED data collected in AES. Census will use this data as an input to their automated system to compile trade statistics for exports.

As export licenses are fully decremented through AES, other agencies such as the State Department, the Bureau of Export Administration (BXA) or the Drug Enforcement Agency will receive electronic notification of the transactions which were applied to a particular license.

All the data that is collected electronically will be stored in a central database which will be available for access by government agencies involved in exports. This database will provide a mechanism for assessing trade patterns, validating drawback claims and harbor maintenance fees, and establishing time frames for the clearance of exported cargo.

For more information, contact Charles Armstrong at U.S. Customs, (202) 376-7000. ♦

# Commodity Jurisdiction Determinations



The following chart provides selected commodity jurisdiction (CJ) determinations. The commodity descriptions are intentionally general to ensure the confidentiality of all proprietary information related to individual cases. These determinations apply only to the specific commodity reviewed in the CJ process. If you believe one of your products is similar to one of those listed as having been placed on the Commerce Department's Commerce Control List (CCL), please submit a CJ request letter (ITAR 120.5). Please refer to the articles "Guidelines for Preparing CJ Requests" and "CJs for Mass Market Software" (Vol. 3, No. 4, Oct 1992) and "Class and Multiple CJ Requests" (Vol. 3, No. 1, Jan 1992) for guidance in preparing the CJ request letter.

| COMMODITY   | JURISDICTION    | COMMODITY   | JURISDICTION             |
|---|-----------------|---|--------------------------|
| Ablative Material,<br>Designed for Military and Space Application   | USML IV(f)      | Banking Equipment, containing DES for PIN Encryption<br>In Object Code  | CCL **                   |
| Accelerometer, Designed for the<br>Oil Industry in Downhole Drilling  | CCL 7A94F       | In Source Code  | USML XIII(b)(1)          |
| Aircraft Engines, Rotary  | CCL **          | Black Powder, Made with<br>Potassium Nitrate or Sodium Nitrate  | CCL **                   |
| Air Speed Data System, Designed for<br>Military Aircraft  | USML VIII(j)    | Bore Sighter  | CCL **                   |
| Air Traffic Control Radar, Portable, Ground-Based,<br>Designed for Military Application   | USML XI(a)(3)   | Calcium Resinate  | CCL **                   |
| Airbag Inflators and Seat Belt Tensioners   | CCL 9A96G       | Compensators, for Firearms  | CCL **                   |
| Aircraft Engine and<br>Auxiliary Systems Monitoring System  | CCL 7A94F       | Cellular Telephone Monitoring System  | USML XI(b)               |
| Algorithm, for Data Encryption, not Incorporated<br>into a Finished Software Product  | USML XIII(b)(1) | Ceramic Fiber, Specifically Designed<br>for Military Applications   | USML IV(f)               |
| Aluminum Alloys<br>Specifically Designed<br>as Armor for Defense Articles   | USML XIII(d)    | Circulator, Specifically Designed for<br>Use in an Air-to-Air Missile   | USML IV(h)               |
| In the Form of Plates, Forgings, Castings, Welding<br>Consumables, and Rolled and Extruded Shapes<br>That Have Been Specifically Designed or<br>Modified for Defense Articles | USML XIII(d)    | Command, Control, Communication,<br>and Intelligence System   | USML XI(a)(5)            |
| Otherwise   | CCL **          | Compensators, for Firearms  | CCL **                   |
| Aluminum Powder,<br>Containing Spherical Particles of 60 Micrometers<br>or Less Manufactured from Material with Aluminum<br>Content of 99% or More [See 121.12 (a) (1)]       | USML V(a)       | Computer Programs and Services Related to<br>Naval Vessel Maintenance and Logistics   | USML VI(f)               |
| Ammunition, Non-Lethal, for Training Purposes   | USML III(a)     | Computer Workstation, Ruggedized and<br>meeting TEMPEST standards   | USML XI(b)(3)            |
| Angular Rate Sensor,<br>Designed for Military Application   | USML XII(d)     | Computer Workstations and Monitors,<br>Ruggedized and Modified for<br>Military Application  | USML XI(a)               |
| Antennas and Accessories, Commercial  | CCL 5A02A       | Control Unit, Hand-held,<br>for Industrial Applications   | CCL **                   |
| Armor, for Ballistic Protection of<br>Vehicles, Aircraft, & Ships   | USML XIII(d)    | Cooling Unit<br>Not Specifically Designed for Military Use<br>When Specifically Modified for Use in USML<br>Articles or Incorporated into USML Articles | CCL 2A96G<br>USML Note 1 |
| Automated Teller Machine  | CCL Category 5  | Countermeasures System, Designed to<br>Detect Eavesdropping Devices   | CCL 5A96G                |
| Automated Voice System,<br>for Use in Banking Applications  | CCL 5D13A       | Dehydrator, Designed for a Naval Vessel   | USML VI(b)               |
| Automotive Yaw Sensor   | CCL **          | Drive Shaft, Designed for<br>Civil and Military Helicopters   | CCL 9A94F                |
|   |                 | Electric Generator Set, Diesel Engine Powered<br>not Designed, Modified, or Configured<br>for Military Application                                      | CCL 2A94F                |

| COMMODITY   | JURISDICTION                | COMMODITY   | JURISDICTION   |
|---|-----------------------------|---|----------------|
| Engines and Their Components, Vehicle   |                             | Infrared Imaging Systems,<br>Configured for Military Use                                    | USML XII(c)    |
| Those Engines and Their Components That are Not Specifically Designed, Modified, or Configured for Military Application   | CCL *                       | Initiators, Electrical, Designed for Automotive Airbag Restraint Systems                    | CCL **         |
| Those Engines That are Specifically Designed, Modified, or Configured for Military Application  | USML VII(g)                 | Integrated Circuits,<br>Specifically Designed for a Military Radio                          | USML XI(d)     |
| Components That are Specifically Designed, Modified, or Configured for Military Application   | USML VII(h)                 | Kevlar  |                |
| Engines That Contain Components That are Specifically Designed, Modified, or Configured for Military Application  | USML VII(g)                 | In fiber, fabric, or yarn form  | CCL IC96G      |
| Evaluation Board, for DES chips   | USML XIII(b)(5)             | Kevlar products specifically designed, modified, or configured for military application     | USML Note 1    |
| Ferrite Switches, Circulators, and Isolators  |                             | Kevlar products not specifically designed, modified, or configured for military application | CCL **         |
| Specifically Designed, Modified, or Configured for Military or Space Application  | USML Note 1                 | Klystrons,<br>Specifically Designed for Medical Application                                 | CCL 3A96G      |
| Radiation Hardened to Meet or Exceed All of the Following Radiation Hardening Levels:   |                             | Lead Styphnate  | CCL **         |
| Total Dose  | 5 X 10 EXP 5 Rads (SI)      | Lens, Specifically Designed for Gen II and Gen III Image Intensification Tubes              | USML XII(f)    |
| Dose Rate Upset   | 5 X 10 EXP 8 Rads (SI)/Sec. | Liner, for Military and Commercial Helmets  | CCL **         |
| Single-Event Upset  | 1 X 10 EXP 7 Error/Bit/Day  | Magnetometers,<br>Not Designed for Military Application                                     | CCL 6A06A      |
| Neutron   | 1 X 10 EXP 14 N/cm2         | Magnetrons, Designed for Commercial Weather Radar Applications                              | CCL 3A96G      |
| Latch-Up  | Latch-up Free               | Measurement Device, Vibration/Shock,<br>Not Designed for Military Application               | CCL 3A96G      |
| Otherwise   | CCL 3A96                    | Miniature Incandescent Lamps  | CCL OA96G      |
| Fiber Optic Gyro (FOG) Chip,<br>Not Designed for Military Application   | CCL **                      | Monitors, Ruggedized and Meeting TEMPEST Standards  | USML XI (b)(3) |
| Frequency Agile Magnetron Tubes & Components  | USML XI(d)                  | MOSFETS, Radiation-Hardened,<br>Designed for Civil Space Applications                       | USML XI(d)     |
| Frequency Agile Signal Simulator  | USML XI(b)                  | Navigation and Test Equipment,<br>Designed for Naval Vessels                                | USML VI(b)     |
| Fuel cell Power Plant, Specifically Designed for the Space Shuttle  | USML VIII(i)                | Night Vision Viewer,<br>Using a Gen 1 Image Intensifier Tube                                | CCL 6A96G      |
| Related Technical Data  | USML VIII(k)                | Oceanographic Research Vessel   | CCL **         |
| Fuel cell Power System, for Manned Submersible  | CCL 8A02A                   | Photo-multiplier Tubes<br>Specifically Designed for Military Application                    | USML XII(f)    |
| Gallium Arsenide (GaAs) Monolithic Microwave Integrated Circuits (MMICs) in the 2-25 GHz Range Utilizing 0.5 Micron Ion-Implanted MESFET and PIN Diode Technologies | CCL **                      | Not Specifically Designed for Military Application  | CCL 6A96G      |
| Technical Data Relating to the Manufacture and Production of These GaAs MMICs   | USML XI(e)                  | PIN Selection System,<br>for Use in Banking Applications                                    | CCL 5A11A      |
| Glass, Designed for Nuclear Weapons Applications  | USML XVI(a)                 | Potassium Titanyl Phosphate (KTP) Crystals<br>Unfinished or Rough Finished Crystals         | CCL 6A96G      |
| Gloves  |                             | Finished Crystals not Specifically Designed for Military Application                        | CCL 6A96G      |
| Designed to Protect Against Chemical and Biological Warfare Agents  | USML X(c)                   | Finished Crystals Specifically Designed for Military Application                            | USML Note 1    |
| Designed for Commercial Industrial Use  | CCL OA96G                   | Potentiometer,<br>Not Designed for Military Application                                     | CCL 3A96G      |
| GPS Receiver Engine, C/A Code,<br>Designed for Use by Commercial Airlines   | CCL 7A94F                   | Power Amplifier, Designed for Use in Missile Development                                    | USML XI(a)(7)  |
| Ground Station for Remote Sensing Satellite   | USML VIII(j)                | Power Conditioner, Allowing Military Headsets to Operate Within TEMPEST Standards           | USML XI(b)(3)  |
| Gyro Stabilizers and Accessories,<br>Designed for Commercial Application  | CCL Category 7              | Propellant Test and Production Equipment  | CCL **         |
| Gyro, Designed for Military Application   | USML XII(d)                 | Radar Coolant,<br>Designed for use in Military Radars                                       | USML XI(d)     |
| Hardware, Employing Encryption for Access Control and Copy Protection Only  | CCL 5A11A                   | Radar Simulator, Designed for Military Training   | USML IX(a)     |
| Headsets,<br>Modified for Military Aircraft Applications  | USML X(a)                   | Radar Video Mapper  | CCL 6A96G      |
| Igniters, Specifically Designed for Fireworks   | CCL **                      |   |                |
| Image Generator,<br>Part of a Training Simulator System   | CCL **                      |   |                |

| COMMODITY   | JURISDICTION                | COMMODITY  | JURISDICTION    |
|---|-----------------------------|--|-----------------|
| RF and Microwave Filters<br>Specifically Designed, Modified, or Configured<br>for Military or Space Application   | USML Note 1                 | Software, Employing Encryption<br>for Access Control and Authentication only                 | CCL **          |
| Radiation Hardened to Meet or Exceed All of the<br>Following Radiation Hardening Levels:  |                             | Software, for Analysis of Impact Dynamics  | CCL 4D96G       |
| Total Dose  | 5 X 10 EXP 5 Rads (SI)      | Software, for Field Repairs, with Data Encryption<br>In Object Code                          | CCL **          |
| Dose Rate Upset   | 5 X 10 EXP 8 Rads (SI)/Sec. | In Source Code   | USML XIII(b)(1) |
| Single-Event Upset  | 1 X 10 EXP 7 Error/Bit/Day  | Software, Photogrammetric,<br>for Civil Application  | CCL 4D96G       |
| Neutron   | 1 X 10 EXP 14 N/cm2         | Software, Precision Signal Generator   | USML XI(b)      |
| Latch-Up  | Latch-up Free               | Software, Radar Simulator  | USML XI(b)      |
| Otherwise   | CCL **                      | Software, Used in<br>Counseling & Training Programs  | CCL 5D13A       |
| Receiver System for Ground Station,<br>for Remote Sensing Satellite   | USML VIII(j)                | Software, Using DES for Data Encryption  | USML XIII(b)(1) |
| Recoil Reduction Spring Systems, for Firearms   | USML I(a)                   | Software, Using DES for Password Encryption<br>In Object Code                                | CCL **          |
| Refrigeration Technology,<br>Not Designed for Military Application  | CCL **                      | In Source Code   | USML XIII(b)(1) |
| Satellite Video Receivers, containing Descrambler Modules<br>Without Digital Encryption and Where<br>Digital Decryption is Limited to Video,<br>Audio, and Management Functions | CCL Category 5              | Software, Using Encryption for Access Control only   | CCL **          |
| Sealant, not Specifically Designed<br>for Military Application  | CCL 1C96G                   | Sonar, Not Specifically Designed<br>for Military Application                                 | CCL Category 6  |
| Services, Relating to Data Encryption<br>and Key Management   | USML XIII(k)                | Steel, Scrap, Cut from Submarine Hulls   | CCL 1C96G       |
| Shelter and Shelter Vans<br>Not Incorporating USML Articles or Features   | CCL **                      | Strategic Military Telecommunications System,<br>Designed to be Secure and Survivable        | USML XI(a)(5)   |
| Shipboard Combustion Control Systems, Parts and<br>Components   |                             | Surface Effect Ship (SES) Vessel   | CCL **          |
| Specifically Designed, Modified, or Configured<br>for Naval Vessels   | USML VI(b)                  | TACAN Beacon Simulators  | CCL **          |
| Not Specifically Designed,<br>Modified, or Configured for<br>Naval Vessels  | CCL 8A18A & 8A94F           | Technical Data Related to a Military Helicopter  | USML VIII(k)    |
| Simple Analog Scrambler   | CCL 5A11A                   | Television Broadcast System with<br>Data Encryption Capability                               | USML XIII(b)(1) |
| Smokeless Powder  | USML V(c)                   | Test Equipment, for Voltage Measurement  | CCL 3A93F       |
| Software Development System,<br>Targeted for Military Computers   | USML XI(d)                  | Testing Programs, Related to the Space Shuttle   | USML VIII(k)    |
| Software, Atmospheric Modeling  | CCL 4D96G                   | Trainer, Specifically<br>Designed to Simulate Navy Frigates                                  | USML IX(c)      |
| Software, Designed for Military<br>Data Collection and Analysis   | USML XXI(b)                 | Transmitter and Receiver System, Designed<br>for Commercial Air-Traffic Control Applications | CCL **          |
| Software, Designed for Military<br>Training Applications  | USML IX(c)                  | Unexploded Ordnance Detection System   | USML IV(c)      |
| Software, Designed for Radar Tracking,<br>Command and Control, and Battlefield<br>Communications  | USML XI(e)                  | Uniforms, Designed to<br>Protect Against Chemical Warfare Agents                             | USML X(c)       |
| Software, Designed for the<br>Development of Stealth Technology   | USML XIII(k)                | Videographic Reader, for Verification<br>of Seals/Anti-Tampering                             | CCL **          |
| Software, Electronic Mail   | CCL **                      | Workstation, Designed for the<br>Analysis of Environmental Data                              | CCL **          |
|   |                             | Zinc Dialkyldithiophosphate  | CCL 1C96G       |
|   |                             | Zirconium Potassium Perchlorate  | USML V(a)       |

Note 1: USML category is the same as the item for which this part or component was designed.

\*\* A specific Export Commodity Classification Number (ECCN) was not provided by the Department of Commerce. For the ECCN number, please file a commodity classification request with the Bureau of Export Administration (BXA), Department of Commerce, P.O. Box 273, Washington, DC 20044. ♦

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## Personnel Updates

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**Michael H. Newlin** is currently the acting Deputy Assistant Secretary for Export Control in the Bureau of Political Military Affairs, and also the acting director of the Office of Defense Trade Policy. Prior to coming on board, Ambassador Newlin served as Deputy Executive Chairman of the UN Special Commission on Iraq. He has also been Ambassador to several UN agencies in Vienna, Principal Deputy Assistant Secretary in the State Department Bureau of Consular Affairs, and ambassador to Algeria. He joined the U.S. Foreign Service in 1952, and has served at posts in Europe, Africa, the Middle East, and Washington, and at the UN in New York.

**LCDR Glenn E. Smith** reported to the Office of Defense Trade Controls (DTC) in November 1992, replacing LCDR Will Massie.

LCDR Smith recently completed a tour as the Commissioning First Lieutenant aboard the USS RUSHMORE (LSD-47). LCDR Smith has also served on the USS FORD (FFG-54), USS CURTIS (FFG-38), and USS BELLEAU-WOOD-WOOD (LHA-3). As a licensing officer in the Arms Licensing Division (ALD), he is responsible for reviewing Technical Assistance Agreements (TAAs) and Manufacturing Licensing Agreements (MLAs).

**MAJ Robert S. Kovac** reported to DTC in February 1993 after serving as the Inspector General at Ft. Buchanan, Puerto Rico. A Command and General Staff College graduate and Infantry officer with a specialty in Operations, MAJ Kovac has served at Ft. Lewis, WA, Ft. Bragg, NC, and also in Germany and Korea. In ALD, MAJ Kovac responsible for TAAs and MLAs. ♦

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## Category Assignments

### *Aerospace & Ordnance Branch Update*

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The October 1992 issue of *Defense Trade News* contained an article "All About Contacting DTC: Principle Sections and Phone Numbers of the Office of Defense Trade Controls". The information which follows updates the information on pages 27-28 in regards to USML Category assignments. Phone numbers remain as previously published.

The Licensing Officers also handle applications for both technical data and components of the equipment in their assigned categories.

#### **Carolyn Lancaster**

##### **Companies A - L**

- Cat. VIII(a) - Fixed Wing Aircraft
- Cat. VIII(d) - Launching & Recovery Equipment
- Cat. VIII(f) - Developmental Aircraft

##### **Companies D, I, U**

- Cat. I(a)-(d)
- Cat. III(a)-(e)

#### **Terry Hunter**

##### **Companies M - Z**

- Cat. VIII(a) - Fixed Wing Aircraft
- Cat. VIII(d) - Launching & Recovery Equipment
- Cat. VIII(f) - Developmental Aircraft

##### **Companies G, H**

- Cat. I(a)-(d)
- Cat. III(a)-(e)

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**Ken Peoples****Companies A - L**

Cat. IV (a)-(g) - Rockets, Grenades, Depth Charges, Missile Launchers, Demolition Blocks, Blasting Caps, Missile & Anti-missile Systems, Excavating Devices, Ablative Materials

Cat. XV(a)-(f) - Spacecraft, Remote Sensing Satellite Systems, Communications Satellites, Global Positioning Systems

**Companies S, T**

Cat. I(a)-(d)

Cat. III(a)-(e)

**Terry Davis****Companies M - Z**

Cat. IV (a)-(g) - Rockets, Grenades, Depth Charges, Missile Launchers, Demolition Blocks, Blasting Caps, Missile & Anti-missile Systems, Excavating Devices, Ablative Materials

Cat. XV(a)-(f) - Spacecraft, Remote Sensing Satellite Systems, Communications Satellites, Global Positioning Systems

**Companies A, B, F**

Cat. I(a)-(d)

Cat. III(a)-(e)

**Suzanne Palmer****Companies A - Z**

Cat. IV(a) - Torpedoes

Cat. V (a)-(f) - Explosives, Fuel Thickeners, Propellants, Pyrotechnics, Compounds

Cat. VIII(e) - Inertial Navigation Systems

Cat. XII(d) - Inertial Platforms & Sensors, Astrocompasses, Star Trackers, Accelerometers, Gyros

**Companies C**

Cat. I(a)-(d)

Cat. III(a)-(e)

**Sue Clark****Companies A - Z**

Cat. II(a)-(d) - Guns over .50 Cal., Howitzers, Mortars, Recoilless Rifles, Flamethrowers, Projectors

Cat. IV(a) - Mines, Bombs

Cat. X(a)-(e) - Body Armor, Helmets, Partial Pressure Suits, Liquid Oxygen Converters, Protective Apparel & Equipment

Cat. XIV(a)-(f) - Chemical Agents, Tear Gas, Biological Agents, Dissemination & Detection Equipment, Nuclear Radiation Detection & Measuring Equipment

Cat. XVI(a)-(c) - Nuclear Weapons & Nuclear Explosive Related Articles

**Companies E, V, W, X, Y, Z**

Cat. I(a)-(d)

Cat. III(a)-(e)

**Carol Basden****Companies A - L**

Cat. VIII(a) - Helicopters, Non-expansive Balloons, Drones

Cat. VIII(b) - Aircraft Engines

Cat. VIII(c) - Cartridge Actuated Devices

Cat. VIII(g) - Ground Effect Machines

**Companies J, K, L, M**

Cat. I(a)-(d)

Cat. III(a)-(e)

**Peter Dade****Companies M - Z**

Cat. VIII(a) - Helicopters, Non-expansive Balloons, Drones

Cat. VIII(b) - Aircraft Engines

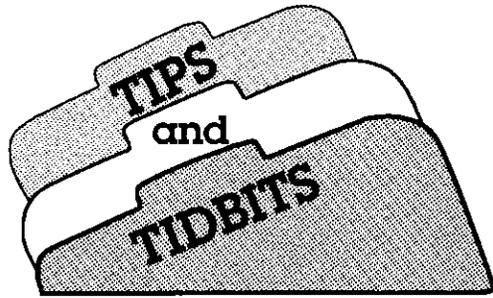
Cat. VIII(c) - Cartridge Actuated Devices

Cat. VIII(g) - Ground Effect Machines

**Companies N, O, P, Q, R**

Cat. I(a)-(d)

Cat. III(a)-(e)



### **Additional Electronic Distribution**

*Defense Trade News* is now available on the Federal Bulletin Board (BBS) from the U.S. Government Printing Office. BBS is a low-cost service that is easy to access and use. *Defense Trade News* is located in the Library File DOS MISC. To browse the BBS at no charge, dial (202) 512-1387. For additional information about this GPO service, contact the Office of Electronic Information Dissemination Services on (202) 512-1524. To open a GPO Deposit Account, call (202) 512-1530 or FAX (202) 512-1262.

### **Extra Copies of Attachments Needed**

In an effort to expedite processing of license applications, the Office of Defense Trade Controls (DTC) has instituted new procedures to process incoming applications and get them into the hands of licensing officers faster. In order to successfully implement the new procedures, however, applicants will be required to submit an original and three copies of ALL attachments such as commodities, foreign consignees and freight forwarders. DTC still requires seven copies of all technical data and brochures. When the new processing system is fully implemented, applications without the required number of attachments will be returned to applicants without further processing. DTC offers apologies for any inconvenience caused by the new procedure, but asks every applicant's

cooperation and understanding. The new system should result in faster turn around time for the vast majority of applications.

### **Enhancements to ROBB**

DTC's Remote On-Line Bulletin Board (ROBB) has been enhanced. In addition to the license status information, users can now access a message board that features *Federal Register* Notices, announcements, and advisories of interest to exporters. Another addition is tables of the abbreviations that ROBB uses. Two tables added are:

- initials and names of the licensing officers
- abbreviations for the the agencies to which license applications are staffed.

### **CJ's**

If an exporter believes that an item is covered by both the Commerce Control List (CCL) and the U.S. Munitions List (USML), please check with DTC to see if similar products have been reviewed through the commodity jurisdiction process. Seeking this information early is preferable to waiting for U.S. Customs to officially ask for the same information from DTC, while products are held in detention.

### **Note from the Editor**

*Since March 1990, Defense Trade News has been written and edited by personnel of the Bureau of Political Military Affairs, with layout and printing done outside the bureau. Last year, we decided to enter the ranks of desktop publishers, and do all, except the printing, in-house. The new equipment arrived in December, and we have been busy since that time setting up and learning how to operate it. This took a bit longer than we anticipated, thus the January issue was delayed. Rather than skip an issue, we decided to go with a larger combined January-April issue. The editorial staff apologizes for the delay, but hope that the volume you are currently reading was worth the wait. ♦*

# Publications for Exporters

## *Cross Reference of Countries and Bureaus*

In conjunction with the centerfold article "Where in the World is It?", the following list of countries, country codes, and geographic bureaus will prove to be a valuable tool for exporters. This section is perforated for easy tear-out, perhaps to be added to your ITAR and ROBB notebooks.

**Grouping reduces work load.** To submit a DSP -73 for Temporary Export of Equipment, or a DSP- 5 for Permanent Export of Technical Data to several countries on the same application, applicants may prepare one application for each Department of State (DOS) Bureau. Consolidating these requests onto a single application significantly reduces the work load of both the applicant and the reviewing Bureau.

**Submitting multiple-country licenses.** Look up each country on the alphabetical list on this and the following pages. Group countries by the geographic region. List all countries by the official name (do *not* use Country Codes) in Block 3 of the DSP-5 for Permanent Export of Technical Data, or Block 4 of the DSP-73 for Temporary Export of Equipment.

**Other-than-Country Information.** As you scan the list, you will notice that areas not recognized as countries may, in fact, have both a Country Code and an assignment to a DOS Bureau. For example, Puerto Rico (RQ) is under the purview of the Bureau of Inter-American Affairs (ARA). Although Puerto Rico is a U.S. territory and, therefore, requires no license for export, issues in Puerto Rico can effect regional affairs. ARA, therefore, may need a code for Puerto Rico. Consider the British Virgin Islands (VI), also assigned to ARA. Although a British territory, exports to the Virgin Islands are reviewed by ARA, not the Bureau of European Affairs (EUR). These cases usually occur when the area, although officially a part of a specific country, is located in a geographic region other than that of the country itself.

**Use of the Country Code.** Registrants who electronically access the current status of their license applications on DTC's Remote On-Line Bulletin Board (ROBB) will find the Country Codes useful. Whenever you query the database, you may query for all licenses to a specific country. ♦

| Country Name                 | Country Code | DOS Bureau |
|------------------------------|--------------|------------|
| Afghanistan                  | AF           | SA         |
| Albania (1)                  | AL           | EUR        |
| Algeria                      | AG           | NEA        |
| American Samoa               | AQ           | EAP        |
| Andorra                      | AN           | EUR        |
| Angola (1)                   | AO           | AF         |
| Anguilla                     | AV           | ARA        |
| Antarctica                   | AY           | EAP        |
| Antigua and Barbuda          | AC           | ARA        |
| Argentina                    | AR           | ARA        |
| Armenia (former USSR) (1)    | AM           | EUR        |
| Australia                    | AS           | EAP        |
| Austria                      | AU           | EUR        |
| Azerbaijan (former USSR) (1) | AJ           | EUR        |
| Bahamas, The                 | BF           | ARA        |

(1) Prohibited, 22 C.F.R. § 126.1 (a)    (2) Prohibited, 22 C.F.R. § 126.1 (c)    (3) Specified Terrorism country, 22 C.F.R. § 126.1 (d)

| Country Name                               | Country Code | DOS Bureau |
|--|--------------|------------|
| Bahrain                                    | BA           | NEA        |
| Bangladesh                                 | BG           | SA         |
| Barbados                                   | BB           | ARA        |
| Belarus (former USSR) (1)                  | BO           | EUR        |
| Belgium                                    | BE           | EUR        |
| Belize                                     | BH           | ARA        |
| Benin                                      | BN           | AF         |
| Bermuda                                    | BD           | EUR        |
| Bhutan                                     | BT           | SA         |
| Bolivia                                    | BL           | ARA        |
| Bosnia and Herzegovina (former Yugoslavia) | BK           | EUR        |
| Botswana                                   | BC           | AF         |
| Brazil                                     | BR           | ARA        |
| British Indian Ocean Territory             | IO           | AF         |
| Brunei                                     | BX           | EAP        |
| Bulgaria (1)                               | BU           | EUR        |
| Burkina Faso                               | UV           | AF         |
| Burma                                      | BM           | EAP        |
| Burundi                                    | BY           | AF         |
| Cambodia (1)                               | CB           | EAP        |
| Cameroon                                   | CM           | AF         |
| Canada                                     | CA           | EUR        |
| Cape Verde                                 | CV           | AF         |
| Cayman Islands                             | CJ           | ARA        |
| Central African Republic                   | CT           | AF         |
| Chad                                       | CD           | AF         |
| Chile                                      | CI           | ARA        |
| China, People's Republic of                | CH           | EAP        |
| Christmas Island                           | KT           | EAP        |
| Cocos (Keeling) Islands                    | CK           | EAP        |
| Columbia                                   | CO           | ARA        |
| Comoros                                    | CN           | AF         |
| Congo                                      | CF           | AF         |
| Cook Islands                               | CW           | EAP        |
| Costa Rica                                 | CS           | ARA        |
| Cote d'Ivoire (see Ivory Coast)            | IV           | AF         |
| Croatia (former Yugoslavia)                | HR           | EUR        |
| Cuba (1)(3)                                | CU           | ARA        |
| Cyprus                                     | CY           | EUR        |
| Czech Republic                             | EZ           | EUR        |
| Czechoslovakia                             | CZ           | EUR        |
| Denmark                                    | DA           | EUR        |
| Djibouti, Republic of                      | DJ           | AF         |
| Dominica                                   | DO           | ARA        |
| Dominican Republic                         | DR           | ARA        |
| Ecuador                                    | EC           | ARA        |

(1) Prohibited, 22 C.F.R. § 126.1 (a)      (2) Prohibited, 22 C.F.R. § 126.1 (c)      (3) Specified Terrorism country, 22 C.F.R. § 126.1 (d)

| Country Name                                    | Country Code | DOS Bureau |
|---|--------------|------------|
| Egypt   | EG           | NEA        |
| El Salvador                                     | ES           | ARA        |
| Equatorial Guinea                               | EK           | AF         |
| Estonia (1)                                     | UR           | EUR        |
| Ethiopia  | ET           | AF         |
| Falkland Islands                                | FA           | ARA        |
| Faroe Islands                                   | FO           | EUR        |
| Federated States of Micronesia (see Micronesia) | FM           | EAP        |
| Fiji  | FJ           | EAP        |
| Finland   | FI           | EUR        |
| France  | FR           | EUR        |
| French Guiana                                   | FG           | ARA        |
| French Polynesia                                | FP           | EAP        |
| French South and Antarctic Lands                | FS           | EAP        |
| Gabon   | GB           | AF         |
| Gambia  | GA           | AF         |
| Georgia (former USSR) (1)                       | GG           | EUR        |
| Germany   | GE           | EUR        |
| Ghana   | GH           | AF         |
| Gibraltar                                       | GI           | EUR        |
| Greece  | GR           | EUR        |
| Greenland                                       | GL           | EUR        |
| Grenada   | GJ           | ARA        |
| Guadeloupe                                      | GP           | ARA        |
| Guatemala                                       | GT           | ARA        |
| Guinea  | GV           | AF         |
| Guinea-Bissau                                   | PU           | AF         |
| Guyana  | GY           | ARA        |
| Haiti   | HA           | ARA        |
| Heard and McDonald Islands                      | HM           | EAP        |
| Honduras  | HO           | ARA        |
| Hong Kong                                       | HK           | EAP        |
| Hungary   | HU           | EUR        |
| Iceland   | IC           | EUR        |
| India   | IN           | SA         |
| Indonesia                                       | ID           | EAP        |
| Iran (3)  | IR           | NEA        |
| Iraq (3)  | IZ           | NEA        |
| Ireland   | EI           | EUR        |
| Israel  | IS           | NEA        |
| Italy   | IT           | EUR        |
| Ivory Coast                                     | IV           | AF         |
| Jamaica   | JM           | ARA        |
| Japan   | JA           | EAP        |
| Jordan  | JO           | NEA        |
| Kazakhstan (former USSR) (1)                    | KZ           | EUR        |

(1) Prohibited, 22 C.F.R. § 126.1 (a)      (2) Prohibited, 22 C.F.R. § 126.1 (c)      (3) Specified Terrorism country, 22 C.F.R. § 126.1 (d)

| Country Name                    | Abbreviation | DOS Bureau |
|---------------------------------|--------------|------------|
| Kenya                           | KE           | AF         |
| Kiribati                        | KR           | EAP        |
| Korea, North (1), (3)           | KN           | EAP        |
| Korea, South                    | KS           | EAP        |
| Kuwait                          | KU           | NEA        |
| Kyrgyzstan (former USSR) (1)    | KG           | EUR        |
| Laos                            | LA           | EAP        |
| Latvia (1)                      | UR           | EUR        |
| Lebanon                         | LE           | NEA        |
| Lesotho                         | LT           | AF         |
| Liberia                         | LI           | AF         |
| Libya (3)                       | LY           | NEA        |
| Liechtenstein                   | LS           | EUR        |
| Lithuania (1)                   | UR           | EUR        |
| Luxembourg                      | LU           | EUR        |
| Macau                           | MC           | EAP        |
| Macedonia                       | MK           | EUR        |
| Madagascar                      | MA           | AF         |
| Malawi                          | MI           | AF         |
| Malaysia                        | MY           | EAP        |
| Maldives                        | MV           | SA         |
| Mali, Republic of               | ML           | AF         |
| Malta                           | MT           | EUR        |
| Marshall Islands, Republic of   | RM           | EAP        |
| Martinique                      | MB           | ARA        |
| Mauritania                      | MR           | AF         |
| Mauritius                       | MP           | AF         |
| Mexico                          | MX           | ARA        |
| Micronesia, Federated States of | FM           | EAP        |
| Midway Islands                  | MQ           | EAP        |
| Moldova (former USSR) (1)       | MD           | EUR        |
| Monaco                          | MN           | EUR        |
| Mongolia (1)                    | MG           | EAP        |
| Montenegro                      | MW           | EUR        |
| Montserrat                      | MH           | ARA        |
| Morocco                         | MO           | NEA        |
| Mozambique                      | MZ           | AF         |
| Namibia                         | WA           | AF         |
| Nauru                           | NR           | EAP        |
| Navassa Island                  | BQ           | ARA        |
| Nepal                           | NP           | SA         |
| Netherlands                     | NL           | EUR        |
| Netherlands Antilles            | NA           | ARA        |
| New Caledonia                   | NC           | EAP        |
| New Zealand                     | NZ           | EAP        |
| Nicaragua                       | NU           | ARA        |

(1) Prohibited, 22 C.F.R. § 126.1 (a)    (2) Prohibited, 22 C.F.R. § 126.1 (c)    (3) Specified Terrorism country, 22 C.F.R. § 126.1 (d)

| Country Name                     | Abbreviation | DOS Bureau |
|----------------------------------|--------------|------------|
| Niger                            | NG           | AF         |
| Nigeria                          | NI           | AF         |
| Norfolk Islands                  | NF           | EAP        |
| Northern Mariana Islands         | CQ           | EAP        |
| Norway                           | NO           | EUR        |
| Okinawa                          | JA           | EAP        |
| Oman                             | MU           | NEA        |
| Pacific Islands, Trust Territory | PS           | EAP        |
| Pakistan                         | PK           | SA         |
| Panama                           | PM           | ARA        |
| Papau New Guinea                 | PP           | EAP        |
| Paraguay                         | PA           | ARA        |
| Peru                             | PE           | ARA        |
| Philippines                      | RP           | EAP        |
| Poland                           | PL           | EUR        |
| Portugal                         | PO           | EUR        |
| Puerto Rico                      | RQ           | ARA        |
| Qatar                            | QA           | NEA        |
| Reunion                          | RE           | AF         |
| Romania (1)                      | RO           | EUR        |
| Russia (former USSR) (1)         | XX           | EUR        |
| Rwanda                           | RW           | AF         |
| San Marino                       | SM           | EUR        |
| Sao Tome and Principe            | TP           | AF         |
| Saudi Arabia                     | SA           | NEA        |
| Serbia                           | SR           | EUR        |
| Senegal                          | SG           | AF         |
| Seychelles                       | SE           | AF         |
| Sierra Leone                     | SL           | AF         |
| Singapore                        | SN           | EAP        |
| Slovak Republic                  | LO           | EUR        |
| Slovenia (former Yugoslavia)     | SI           | EUR        |
| Solomon Islands                  | BP           | EAP        |
| Somalia                          | SO           | AF         |
| South Africa, Republic of (2)    | SF           | AF         |
| Spain                            | SP           | EUR        |
| Sri Lanka                        | CE           | SA         |
| St. Helena                       | SH           | AF         |
| St. Kitts and Nevis-Anguilla     | SC           | ARA        |
| St. Lucia                        | ST           | ARA        |
| St. Pierre and Miquelon          | SB           | EUR        |
| St. Vincent                      | VC           | ARA        |
| Sudan                            | SU           | AF         |
| Suriname                         | NS           | ARA        |
| Svalbard and Jan Mayen           | JS           | EUR        |
| Swaziland                        | WZ           | AF         |

(1) Prohibited, 22 C.F.R. § 126.1 (a)      (2) Prohibited, 22 C.F.R. § 126.1 (c)      (3) Specified Terrorism country, 22 C.F.R. § 126.1 (d)

| Country Name   | Country Code | DOS Bureau |
|--|--------------|------------|
| Sweden   | SW           | EUR        |
| Switzerland  | SZ           | EU         |
| Syria (3)  | SY           | NEA        |
| Taiwan   | TW           | EAP        |
| Tajikistan (former USSR) (1)                         | TI           | EUR        |
| Tanzania   | TZ           | AF         |
| Thailand   | TH           | EAP        |
| Togo   | TO           | AF         |
| Tokelau  | TL           | EAP        |
| Tonga  | TN           | EAP        |
| Trinidad and Tobago                                  | TD           | ARA        |
| Trust Terr. of Pacific Islands (see Pacific Islands) |              |            |
| Tunisia  | TS           | NEA        |
| Turkey   | TU           | EUR        |
| Turkmenistan (former USSR) (1)                       | TX           | EUR        |
| Turks and Caicos Islands                             | TK           | ARA        |
| Tuvalu   | TV           | EAP        |
| Uganda   | UG           | AF         |
| Ukraine (former USSR) (1)                            | UP           | EUR        |
| United Arab Emirates                                 | TC           | NEA        |
| United Kingdom                                       | UK           | EUR        |
| United Nations                                       | UN           | N/A        |
| United States Miscellaneous Pacific Islands          | IQ           | EAP        |
| Uruguay  | UY           | ARA        |
| Uzbekistan (former USSR) (1)                         | UZ           | EUR        |
| Vanuatu  | NH           | EAP        |
| Vatican City   | VT           | EUR        |
| Venezuela  | VE           | ARA        |
| Vietnam (1)  | VM           | EAP        |
| Virgin Islands, British                              | VI           | ARA        |
| Virgin Islands, U.S.                                 | VQ           | ARA        |
| Wake Island  | WQ           | EAP        |
| Wallis and Futuna                                    | WF           | EAP        |
| Western Sahara                                       | WI           | AF         |
| Western Samoa  | WS           | EAP        |
| Yemen  | YM           | NEA        |
| Yugoslavia   | YO           | EUR        |
| Zaire, Republic of                                   | CG           | AF         |
| Zambia   | ZA           | AF         |
| Zimbabwe   | ZI           | AF         |

(1) Prohibited, 22 C.F.R. § 126.1 (a)      (2) Prohibited, 22 C.F.R. § 126.1 (c)      (3) Specified Terrorism country, 22 C.F.R. § 126.1 (d)

# Reader Questionnaire

Dear Reader,

As we begin the new year, we'd like to get a sense of how we at *Defense Trade News* did during the past year, and what you'd like to see us do in the future. Please complete this survey and return as soon as possible. The results will be published in an upcoming issue.

1. The agency /organization receiving this publication is (Check all that apply):  
 Manufacturing  Exporter  Attorney  Consultant  Freight Forwarder  U.S. Embassy  
 U.S. Customs  U.S. Armed Forces  Other U.S. Government Agency  
 Other (Please specify) \_\_\_\_\_

2. Your position or title within the agency/organization: \_\_\_\_\_

3. Approximate number of people who read this copy of *Defense Trade News*: (Check only one)

1 - 5  6 - 10  11 - 20  20 +

4. How many articles do you read in each issue?

100 %  75 %  50 %  25 %  Less than 25 %

5. Article length is generally:  Too long  About right  Too short

6. Article content is generally:  Too complex  About Right  Too simple

7. Articles are generally:  Useful and interesting  Useful but not interesting  
 Interesting but not useful  Neither interesting or useful

8. Publication frequency is:  Too often  About right  Too infrequent  
*Note: This is a quarterly publication (Jan., Apr., July, Oct.).*

9. If GPO distributed *Defense Trade News* by subscription, would your agency/organization subscribe?  
 Yes  No  Don't know

10. If you subscribed, how many copies would your agency/organization require? \_\_\_\_\_ copies.

11. Please score the following topics or columns according to your interest:

| 1 Very Interested                                     | 2 Somewhat interested  | 3 Slightly interested  | 4 Not interested |
|---|--|--|------------------|
| <input type="checkbox"/> Defense Trade Policy         | <input type="checkbox"/> Trade Legislation                     | <input type="checkbox"/> Compliance Cases & Tips             |                  |
| <input type="checkbox"/> DTC Procedures               | <input type="checkbox"/> Licensing Procedures                  | <input type="checkbox"/> Federal Register Notices            |                  |
| <input type="checkbox"/> US Customs at DTC            | <input type="checkbox"/> Personnel Updates                     | <input type="checkbox"/> Tips & Tidbits                      |                  |
| <input type="checkbox"/> Publications for Exporters   | <input type="checkbox"/> Commodity Jurisdiction Determinations | <input type="checkbox"/> Summaries of Prosecuted Court Cases |                  |
| <input type="checkbox"/> OTHER (Please Specify) _____ |  |  |                  |

12. Rate *Defense Trade News* on each of the following categories:

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|-----------------|-----------|-------|-------|-------|
| Overall Quality | _____     | _____ | _____ | _____ |
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| Content         | _____     | _____ | _____ | _____ |
| Appearance      | _____     | _____ | _____ | _____ |

13. On what subject (s) would you like to see articles in 1993? \_\_\_\_\_

**ADDITIONAL COMMENTS:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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# Training—Relief Is Just A Letter Away

Are export procedures giving you or your employees headaches? The Office of Defense Trade Controls (DTC) can design a seminar on export licensing policies and procedures with your specific needs in mind. Seminars are held in DTC's main conference room on the second floor at 1701 N. Fort Myer Drive, Arlington, VA.

DTC normally holds two seminars per month if demand warrants. Seating constraints limit attendance to 30 people per seminar. Normal training sessions are half-day, but they can be extended according to the needs of the participants. Small companies are encouraged to apply for these training sessions. We combine participants from different companies each month to make up a session. Larger companies might have enough personnel to take up all of the available spaces in a session, in which case, we will schedule a special session for that company.

In order to request a training seminar, please complete the application below and return it to DTC.

1. Type(s) of Training Desired:

- |   |  |
|---|--|
| <input type="checkbox"/> Completion of Applications | <input type="checkbox"/> Registration Requirements       |
| <input type="checkbox"/> Country Licensing Policies | <input type="checkbox"/> Congressional Requirements      |
| <input type="checkbox"/> COCOM Requirements         | <input type="checkbox"/> Agreement Requirements          |
| <input type="checkbox"/> US Customs EXODUS Program  | <input type="checkbox"/> Commodity Jurisdiction Requests |
| <input type="checkbox"/> Processing of Requests     | <input type="checkbox"/> Licensing Foreign Nationals     |

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(Fold on this line)

Other subject areas you wish covered: \_\_\_\_\_  
\_\_\_\_\_

2. Number of individuals wishing to attend from your firm. \_\_\_\_\_

3. Please list the primary U.S. Munitions List category(ies) of defense articles, services, and/or technical data in which your firm usually deals.

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_

4. Name of Company / Individual \_\_\_\_\_

DTC Registration Code \_\_\_\_\_ - \_\_\_\_\_

Address \_\_\_\_\_

City & State, ZIP \_\_\_\_\_

Point of Contact \_\_\_\_\_

Phone ( ) \_\_\_\_\_ - \_\_\_\_\_ ( ) \_\_\_\_\_ - \_\_\_\_\_

Direct Line

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5. Would your company be interested in briefing DTC about your products or services?

\_\_\_\_\_ Yes \_\_\_\_\_ No

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## **CONTACTING THE CENTER FOR DEFENSE TRADE (CDT)**

Director, Center for Defense Trade  
PM, Room 7321  
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US Department of State  
Washington, D.C. 20520-7321  
(202) 647-6977

**Office of Defense Trade Controls (DTC)      Office of Defense Trade Policy (DTP)**

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PM/DTP, Room 7815  
Office of Defense Trade Policy  
Bureau of Political Military Affairs  
US Department of State  
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