

## Export of military or 'dual-use' goods : legal obligations

From mid-2009, a European directive defines the conditions for these sales, starting from the RFQ processing, down to the physical export of the goods.

*Infringing the corresponding laws may lead to heavy fines and to imprisonment.*

The detailed [procedure](#) must be known and implemented by all employees.

### **War material export control**

It refers to forgings, castings or other unfinished products specially designed for various weapons. (detailed list in the procedure)

For these goods *the principle is prohibition*. Authorization may be provided in 2 steps:

1. French Export Agreement needed before any negotiation starts
2. French Customs Authorization needed at time of physical export.

### **Dual-use goods and technologies**

This regulation applies to:

- products and technologies which are normally used for civilian purposes but which may have military applications, such as conventional or mass destruction weapons (like nuclear).
- exports outside the EU (all listed products) or even within the EU (for some highly sensitive goods)

Selling these goods is not prohibited *a priori*, but a license is required at time of physical export.

Consequently, we must be extremely curious when receiving an RFQ. A thorough investigation in the final destination and use of our products is needed.

A number of trainings have been already carried out for sales engineers, market/account managers and all administrative staff potentially involved in quoting, selling, customs declaring or shipping such goods. Nevertheless, should anyone feels insufficiently knowledgeable on this issue, please contact immediately, or at the latest before any negotiation, Catherine Couvrat or myself for a further training.

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