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**O- 15/11**

16 June 2011

To: The Chief Executive and Certification Manager of all Issuing Bodies

Dear Colleague

### **Launch of new Export Control Advice Services**

Please find attached a letter advising about two new advisory services launched by the Export Control Organisation to help exporters in determining if their goods need an export licence. The ECO is the UK's regulatory authority responsible for assessing export licence applications for military and dual-use goods.

The new services are the "Control List Classification Advice Service" and the "End User Advice Service".

The letter details:


- What are the new services?
- Why the change?
- Exporter responsibilities and your role as intermediary organisations
- How to keep informed

Would you please note the details of the new services and publicise to your members via your newsletter and website or by other means as appropriate.

Notification of the new services was published on ECO's website on 6 June 2011. See attached link: <http://www.bis.gov.uk/assets/biscore/eco/docs/notices-to-exporters/2011/nte201113.doc>

Thank you.

Yours sincerely



**Steve Baker**  
Manager, Special Trade Projects

BIS Ref: 01.12.01/71C

Your Ref:

Steve Baker  
Manager – International Trade Certification  
4 Westwood Business Park  
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15 June 2011

Dear Steve

## **LAUNCH OF NEW EXPORT CONTROL ADVICE SERVICES**

I am writing to inform you at the British Chambers of Commerce, that the Export Control Organisation (ECO) launched on 6 June 2011 two new distinct advice services – namely the 'Control List Classification Advice Service' and the 'End User Advice Service'. These new advice services replace the 'Rating Enquiry Service'. We are dealing with any Rating Enquiries that were submitted before 31<sup>st</sup> May 2011 and will be finalising a backlog of Rating Enquiries over the coming weeks

### **What are the new services?**

They are non-statutory sources of advice which are available for exporters of military or dual-use goods:

- To determine if their goods, software or technology are listed on the UK Strategic Export Control Lists and therefore an export licence is required prior to shipment.
- To request whether the ECO has Weapons of Mass Destruction (WMD) or Military End Use concerns relating to the end users of their goods, software or technology. (Advice available only if an exporter already knows that the goods are NOT listed on a Control List).

Both services are available via SPIRE, the ECO's export licensing database – <https://www.spire.bis.gov.uk> (Registration required)

Please see the enclosed 'Notice to Exporters' from our website for more information:- <http://www.bis.gov.uk/assets/biscore/eco/docs/notices-to-exporters/2011/nte201113.doc>

3rd Floor, Orchard 3, 1 Victoria Street, London SW1H 0ET  
<http://www.bis.gov.uk/exportcontrol>

Direct Line +44 (0)20 7215 4948 | Enquiries +44 (0)20 7215 4594  
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## Why the change?

The introduction of these new advice services is primarily to ensure that the many exporters who are fully aware that their goods do not feature on any Control Lists (and will therefore only be prevented from export on the basis of WMD concerns) can swiftly obtain the WMD end user advice they need rather than having to go through the full technical rating process every time, as was the case under the 'Rating Enquiry Service'.

Under the new system, an exporter on making a new 'Control List Classification' enquiry about their goods, software or technology, will either be told that their goods are controlled and a licence needed, or will receive a 'Not Listed' outcome letter; advice which they can retain to avoid having to make repeat enquiries. Exporters with "Not Listed" advice can then ask us about the end user(s) of any future exports by making an 'End User Advice' enquiry and will either be told that they need to apply for a licence on the basis of WMD or concerns, or receive a 'No concerns' outcome letter.

You should be aware that the 'Not Listed' letter is not a licence or permission to export – it is advice only. You should also note that there is no validity for Control List status or end-user advice. Past advice may be out of date whenever the Control Lists change or new sanctions are imposed. This does not mean that exporters need to request new advice every time the Control Lists change – however exporters should remain informed of Control List and legislative updates.

## Exporter responsibilities and your role as intermediary organisations

While most goods might not require an export licence, exporters are responsible for ensuring that they know the Control List status of their goods and apply for a licence if the goods are controlled. They should also ensure they keep up to date with any changes to licences or legislation, such as the imposition of new sanctions or arms embargoes. The recent unrest in the Middle East has shown the need for exporters to keep well informed of their need for export licences.

You, as intermediaries, also have an important educational role to play in informing exporters of their responsibilities and advising them to check on export control legislation and apply for a licence via SPIRE if necessary.

If you know of any exporters who are not fully informed of their export control responsibilities, you should direct them to the guidance available on the export control pages of the Businesslink website – <http://www.businesslink.gov.uk/exportcontrol>

## How to keep informed

To remain updated about changes to export control legislation, both exporters and intermediary bodies are recommended to sign up to receive the ECO's Notices to Exporters notifications. These are issued either by email, RSS feed or via Twitter. See: <http://www.bis.gov.uk/policies/export-control-organisation/eco-notices-exporters/subscribe-eco-notices>

Remember your organisation can sign up to either receive our RSS feed at: <http://feeds.feedburner.com/eco-notices-exporters> or our Twitter feed at [http://twitter.com/eco\\_notices](http://twitter.com/eco_notices) or alternatively request to join the email database by contacting us at [web.comments@bis.gsi.gov.uk](mailto:web.comments@bis.gsi.gov.uk)

I would be grateful if you could publicise the changes via your website and in your next newsletter and also forward a copy of this letter to anyone else in your organisation who should be notified of these changes to the ECO's advisory services.

Yours Sincerely

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