Hugh Schmittle

Founder, Exports International, LLC

Hugh is an executive with thirty years experience in export licensing, government relations, business development, marketing, market analysis and sales for aerospace systems.

Export licensing expertise. Lead for export licensing and ITAR compliance in several companies. Has secured nearly 1,000 licenses, including DSP-5, DSP-61, DSP-73, TAA, MLA and Commerce licenses. During 5 years in the Pentagon in Navy FMS special programs, had cognizant and action level duties on export licenses, and participated in a rewrite of the ITAR. Formed full-time licensing specialty firm in 2005.

Other compliance expertise. Two years as federal investigator on a special strike force investigating organized crime corruption of the Teamsters Union and the looting of its pension funds.

Experienced in international business. Formed and managed various kinds of business alliances with European, Latin American and Israeli companies. Served as capture lead for numerous Department of Defense programs. Sold airliners worldwide for Aerospatiale for 4 years.

Entrepreneurship. Extensive experience in all facets of starting, running and building small businesses, with a focus on aerospace and defense technologies and markets. Won Frost & Sullivan's 1998 Market Engineering Entrepreneurial Company Award. Teamed with Boeing, BAE, Matra, Rockwell, others. Received a dozen utility patents for aircraft, including one shared with famed aircraft designer Burt Rutan. His aircraft designs have won many awards, such as the R&D 100 Award from R&D Magazine and the 1994 Grand Prize for Excellence in Design by Design News Magazine.
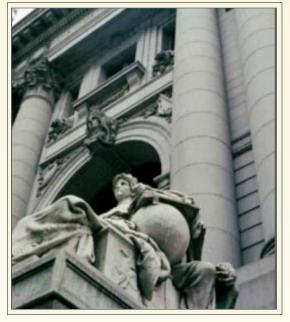
Day Two — Training Intensive

customized training benefitting from the "lessons learned" in Day One

Some Sample Topics:

- Lessons Learned from Day One Site Survey (Top management and company-wide sessions)

- Introduction to Export Licensing

- Exports since 9/11 • How this impacts your business

- Classifying your product: ITAR / EAR / Other

- The mechanical procedures

- AES System • Schedule B Lookups • Status-checking

- Workshop: Let's create a license in SNAP-R

- Workshop: Let's create a license in D-Trade

- Customs holds, detainments, seizures

- Compliance Issues: common traps

- Traveling with laptop computers

- What about foreign national employees?

- Network security

- The deemed export concept

- ITAR "Form" License types & strategies

- DSP-5, DSP-61,DSP-73, DSP-119, "Employee" licenses

- Advisory opinions & other special dispensations

- Common reasons for license disapprovals / RWA

- Improper documentation • Mistakes filling in forms

- What counts as technical data, anyway? On your Website, public domain, trade show info – why these can get you in trouble.

- Post-approval management of licenses, agreements, exemptions & exceptions; records retention required.

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Site Survey / Training: A 2-Day Intensive at Your Facility

Conducted by Hugh Schmittle of Exports International, LLC. We spend 2 days evaluating and discussing -- up close and personal -- how you have handled export controls in the past, your current procedures, and institute a "best practices" approach to the future.

Day one is a customized review of your "process & procedures."

Day Two is intensive, customized training benefitting from the "lessons learned" in Day One.

This is also a good way to kick off the writing of a compliance manual.

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2-Day Combined Site Survey / Training

DAY ONE — SITE SURVEY
(SAMPLE, TO BE CUSTOMIZED FOR YOUR COMPANY)

Group	Names	Time Slot	Relevant Topics:
Management:		9:00 - 9:45	Overview discussion of company activities, direction, types of projects, company corporate structure and ownership, overseas travel with "clean" laptops, teleconferences and meetings with foreign nationals.
Business Development:		9:45 - 10:30	Marketing materials, Trade shows, technical data, interaction with foreign customers demonstrations to customers, communications with customers.
Engineering:		10:30 - 12:00	Technical information, communications with overseas vendors, drawings, warning notices on documents & drawings and all technical data.
Software:			Handling of software in general, communications with contractors and sub-contractors, working with overseas entities, deploying software overseas, encryption.
		LUNCH	
Program Management:		13:00 - 14:00	Communications of technical data, communications with prime contractors and sub-contractors, shipping of material overseas, installations overseas, Exterior (VPN) access to program materials, handling of secure/classified materials, communicating SOW's to overseas vendors, vendors visits to risk mitigation tests and surveys.
Accounting / Human Resources:		14:00 - 14:45	Employment of foreign nationals, registration status with State & Commerce, facilities (segregating foreign visitors), signs for ITAR areas, visitor tags.
IT:		14:45 - 15:30	Computer network and associated security, policies and procedures, log-on access to various data, permissions list.
Facilities & Records:		15:30 - 16:15	Access control, physical security, monitoring, visitor id's and registration. How are records organized and maintained regarding all things export: sales & marketing, admin, export control empowered official, shipping & receiving, AES system.
Wrap Up Session:		16:15 - 17:00	Discussion of first take on the audit meetings and how the findings will be incorporated into the final report, and into the Training (assuming Training session comes after)