

# exportsInternational

## Hugh Schmittle – President, Exports International USA, LLC

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Hugh works with a wide variety of clients on export compliance issues including licensing, establishing compliance programs, training, audits and violation remediation. Prior to starting Exports International in 2005, Hugh gained export regulation experience from a variety of perspectives, serving in positions in the U.S. government, international business and as an entrepreneur.

Hugh's experience in export regulation began when serving as Assistant to the Head of Special Programs (OP-63F) within the Chief of Naval Operations. This office was responsible for all foreign military sales of first-line Navy equipment. His export regulation responsibilities included coordinating on all pending State Department export licenses for defense articles that were in the Navy inventory. He also participated in a rewrite of the ITAR while at the Pentagon.



Hugh's international business experience includes working as Regional Sales Manager for Aerospatiale, Inc., a French aircraft manufacturer. In this position, he was responsible for all aspects of marketing for the ATR family of turboprop airliners. Additionally, he served as the lead for all military marketing activities for militarized derivatives of the ATR vehicles and associated export regulation matters.

Hugh has extensive experience in all facets of starting, running and building small businesses with a focus on aerospace and defense technologies and markets. In 1989, he founded and for 12 years led Freewing Aerial Robotics Corporation, a UAV company, teaming with such firms as Boeing, Rockwell, L3 and Matra. Hugh received a dozen utility patents, one of which he shares with legendary aircraft designer, Burt Rutan, and has won many technology awards including the 1994 Grand Prize for Excellence in Design from *Design News* magazine, the 1996 R&D 100 Award from *Research & Development* magazine, and the prestigious Discover Award for Technological Innovation.

As a manufacturer, inventor and developer of aircraft, he faced many export regulation issues during his Freewing tenure, encompassing issues of classification, hardware and tech-data exports, foreign employee matters and export issues with international teaming agreements.

Other private industry experience includes working for Aurora Flight Sciences Corporation. His responsibilities included managing all export compliance issues. While at Aurora, he served as a member of the Policy IPT of Access 5, a government/industry group working on UAV regulation issues. He also acted as coordinator on behalf of a Northrop Grumman-Aurora-IAI team to effect import/export clearances of a Predator/Global Hawk class UAV in light of the stringent restraints of the Missile Technology Control Regime on transferring MTCR Category I/II vehicles.

He enjoys working with clients from many industries including leading manufacturers and exporters of materials, including metals, petroleum and chemicals, as well as systems such as aircraft, rockets, missiles, and aircraft simulators, C4 communication systems, high-tech firearms, aircraft parts and avionics, UAV systems, wiring harnesses, precision servo-actuators, MMIC amps, chem-bio protective gear and automated detectors, human and satellite orbital missions, and many other fields. He also consults for major research universities and the national labs.

Hugh's wide and diverse background allows him an intimate understanding of the competing demands of business vs. export compliance.