

Does my product need a license for export? What's considered "dual use?" Is my conversation with a prospective foreign buyer considered a "deemed export"?

*Hear answers to these questions while learning about export control policies, regulations, and compliance programs before you engage in export at our **Regulated Export Training March 2**. And if you're already engaged, make sure your business development and management team understand the basics.*



**WORLD TRADE CENTER®
MONTANA**



MWTC Tech Export Team Member Justin Cook

Regulated Export Training in Review:

MWTC's last Regulated Export Training in June explored business regulations, including International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), and the Office of Foreign Assets Control (OFAC). Justin Cook, an expert well-versed in the complexities of export law, presented to nearly 20 attendees from 10 businesses about key terminology, overviews of laws (including the consequences of violation), case studies, and exceptions. Cook also provided an outline of how a business can use due diligence to implement an effective export control program. Companies had the opportunity for one-on-one meetings with Cook himself after the morning training.

FAST TALK Q&A with Dave Bachtel, Bitterroot Tool and Machine quality manager

How was your experience with MWTC's Regulated Export Training?

Justin was insightful. The time with the class was very useful, very effective, and very good for me to learn about exporting.

Tell me a little bit about your company.

Bitterroot Tool and Machine is a small tool and die shop in Stevensville, Montana. It started out as a company making mechanized grain mills, and now we've gotten involved in exporting with our new Alpha Loading Machines, which are commercial machines that prime and load ammunition for companies that mass produce ammunition, for example Winchester and Sig Sauer.

What is your experience with exporting?

Bitterroot Tool and Machine is just now learning about the role of exports in our business. We used to be able to ship off grain mills to

Russia, Sweden, and Finland in a one-off type box that FedEx would just pick up and deliver. We didn't have to worry so much about ex-

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porting regulations, but the ammunition machines are federally regulated by the State Department, meaning even if we weren't exporting these machines, we need to be ITAR registered. We've had certain countries show interest in our machines, so rather than waiting until we have orders from foreign countries, we're trying to get ahead of the game of export requirements.

Do you have any specific countries in mind?

We have a good idea of our markets in the U.S., but as far as foreign interests, we're still not fully aware of who would be interested in our machines. Obviously, if we have inquiries, we do the due diligence of checking to see if they're embargoed countries or not. If we have restrictions on dealing with those countries, we can only have limited communications with those individuals.

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Was there anything else you wanted to learn more about in today's training?

No, the main focus for today was ITAR training and regulations and getting a better un-

derstanding of exporting in general.

How has today's training helped equip you to take your business to the next level?

I learned a lot today and can move forward with a better understanding of ITAR.

Do you have any recommendations for a Montana company just starting to research expansion into a foreign market?

Montana doesn't have too many big name-brand companies like Boeing or Pfizer. Your typical Montana company is a small company, one that doesn't have a lot of knowledge of the world and how it works, so they have to ask for help. Luckily, if you're a Montana company, there are a lot of Montana resources that have a lot of history and success. MWTC in Missoula and the Montana Department of Commerce are definitely good starting points. If you're interested in getting export advice, talk to those people, and they can tell you where the markets are, or whether there's a true market for your product internationally.

Now it's your turn. Take advantage of the next Regulated Export Training March 2 at 2327 University Way, Bozeman, MT and learn how to take your business to the next level. Register at mwtc.org.



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