



# SPIN

OFS Specialty Photonics International Newsletter

>> [www.SpecialtyPhotonics.com](http://www.SpecialtyPhotonics.com)

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Global Trade Organization

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>> Our **Commitment** to Compliance

## Working Together

Welcome to a new year, which more than likely will present many challenges. It is important for our organization to start off on the right foot! With that being said, our message for the New Year is Help Us Help You. One might ask, how can you, our valued distributor partner, help OFS? There are many ways.

We strive to better understand how our customers use SPD products. As technology advances and there are more sophisticated applications for SPD products, it becomes necessary to develop open lines of communication with you, our valued distributors. You are the main point of contact between SPD and the ultimate end-user. As you may know, when details are transferred from one party to another, they often become distorted or misunderstood. The exchange of information between SPD and you must be clear and concise. The ultimate goal is to provide the customer with the product they wish to use in their specific applications.



In one of the very early issues of SPIN, we stressed the importance of knowing your customer from an export compliance view. This involved the checking of your customer's name against US Restricted Parties Listings.

For the record, here is the link to the Bureau of Industry & Security restricted parties lists: [www.bis.doc.gov/complianceand enforcement/liststocheck.htm](http://www.bis.doc.gov/complianceand enforcement/liststocheck.htm)

By now, you're probably asking, what does the application have to do with the US export controls? Well, as technology advances and the opportunity for new applications for SPD products grows, there may be restrictions on the use of our products. Here is the link to specific end-use controls:

[www.access.gpo.gov/bis/ear/pdf/744.pdf](http://www.access.gpo.gov/bis/ear/pdf/744.pdf)

Please note that this is not inclusive of all of the US export regulations, rather a very narrow list of controlled end-uses.

Knowing your customer and how they use SPD products are vital to our business. Knowing that your customer is not on a restricted parties list helps prevent an US export violation, which could result in a fine, penalty, adverse publicity and ultimately a denial of export privileges. Knowing how your customer uses SPD products allows us to get it right the first time and the formation of long-term relationships.

Welcome to a new year and a continuing SPIN! Let's start the year on a good foot and let's help each other!

### MORE USEFUL NEWS FROM OFS

Did you catch that great article in the latest issue of **The FiberWire**? Don't miss a thing. **Subscribe** today to the Specialty Photonics Division's quarterly newsletter.

