Look for **WARNING SIGNS**

- MILITARY
- NAVIGATION
- AVIONICS
- RADAR
- NIGHT VISION
- SPACE ITEMS
- SATELLITES
- GAS MONITORS
- OSCILLOSCOPES
- PHOTONICS
- SCANNERS
- SENSORS
- BACTERIA
- VIRUSES
- VACCINES
- TEST KITS
- NUCLEAR ITEMS
- RADIOACTIVE MATERIALS

See page 2 for additional red flags.

Send the **VENDOR** these **QUESTIONS**

- Is the item a defense article or considered strategic goods? If yes, please provide the ITAR category.
- Is the item a dual use article controlled under the EAR? If yes, please provide the Export Control Classification Number (ECCN).

Follow the **DECISION TREE**

1. **ITAR?**
   - International Traffic in Arms Regulations
   - **YES**
     - STOP! CONTACT EXPORT CONTROL OFFICER
   - **NO**
     - **EAR?**
       - Export Administration Regulations
       - **YES**
         - ECCN
         - **BUY IT!**
         - NOTIFY EXPORT CONTROL OFFICER
       - **NO**
         - **EAR99**
         - **BUY IT!**
         - **BUY IT!**

Contact:
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**WARNING SIGNS**

- Night vision or infrared cameras
- Sonobuoys and submersible vessels
- Navigation, defense equipment or avionics equipment
- Military communications systems or high frequency radio apparatus
- Military electronics or items with ruggedized components
- Radar equipment
- Unmanned aerial vehicles (UAVs)

- Satellite components or accessories
- Radiation-hardened equipment or components
- Lasers

- Gas monitoring or filtration devices
- Optical lens or photonic instruments or components
- Oscilloscopes or spectrometers
- Gravimeters
- Fiber optic cables and filaments

- Biological agents
- Vaccines
- Food testing kits

- Nuclear or radioactive devices
- Semiconductors

- Any of the following terms in correspondence with the vendor:
  - “No foreign nationals”
  - “ITAR”
  - “USML Category”
  - “ECCN”
  - “Export restricted”
  - “U.S. only”

- You are asked to complete an “end use” statement

- The item will be shipped to a destination outside the U.S.

This list is not exhaustive. Consult your Export Control Officer listed at the bottom of page 1 for further information.