



DO YOU **REALLY** KNOW WHO YOU DO BUSINESS WITH?

YOUR CUSTOMER? VENDOR? or other BUSINESS PARTNER?

Now more than ever it is business-critical that you do your part to ensure that our Customers, Vendors and other Business Partners are vetted. All must be reviewed against International, U.S., local, regional, and country lists to determine if there are any sanctions, license obligations or restrictions prior to completing any transaction. Failure to safeguard our processes could lead to or contribute to theft, terrorism, money laundering, or countless other crimes and threats.

DO YOU KNOW WHAT TO WATCH FOR?

Here are possible signs your customer, vendor, or other business partner has active sanctions against them...

- ! The product is coming from or going to an embargoed country like Iran, North Korea, or Syria.
- ! Your customer reluctant to offer information or clear answers on routine commercial/technical issues (including end-use)
- ! Your consignee has different name or location than the customer or ultimate end-user
- ! There are unusual shipping or packaging requests
- ! There are abnormal shipping route
- ! Delivery is to a location close to the border, potential re-export transaction
- ! There is a military or government end-user in sensitive destination
- ! Your dealer is evasive about its customers
- ! There are unusually favorable payment terms
- ! Screening the end user or other parties to the transaction has returned a match against the various restricted party lists.

If you have one of the signs above or another question, contact Trade Compliance.