



**WANNER ENGINEERING, INC.**

1204 Chestnut Avenue, Minneapolis, Minnesota 55043 • Telephone (612) 332-5681 • Fax (612) 332-6937

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January 15<sup>th</sup>, 2011

To: All International and Domestic Sales Management and Channel Partners

Subject: Licensing Requirements for the Export of Certain Pump or Valve Products

The Department of Commerce's Bureau of Industry and Security (BIS), the U.S. agency that licenses pump and valve exports from the United States and re-exports of U.S. made pumps and valves from other countries, is the authoritative body regarding all exports from the U.S. There are strict rules and regulations governing exports, and in our attempt to follow up regularly with our distributors and partners, we remind you to keep the following information in mind.

The regulations governing U.S. exports and re-exports of U.S. products can be found at the following website:  
[www.bis.doc.gov](http://www.bis.doc.gov)

Among the types of pumps or valves controlled for export are Wanner Engineering's pumps or valves constructed of (Kynar), Hastelloy C (Alloy C) and fitted with high alloy, PTFE (Teflon), AFLAS, Viton and ceramic components. These products require specific export licenses to be issued to the exporter before these products can be shipped from the U.S. to 157 controlled countries. In addition, certain parts of controlled pumps or valves, including casings (bodies) or impellers designed for controlled pumps or valves, also require export licenses. These restrictions apply to: (1) all direct exports of these controlled pumps from the U.S. by Wanner Engineering, (2) international sales by U.S. distributors, and (3) re-exports by distributors located in countries outside the U.S. (under U.S. law, re-exports are sales from one foreign country to another foreign country). Thus, sales to distribution through third party sales transactions may require export licenses. These licenses can take several months to obtain and can result in delays in shipping.

All orders destined for overseas delivery must be screened and approved. When placing export orders for the controlled pumps or valves described above, please send the following information to your Sales Representative who will forward it to the Export Compliance Coordinator, Wayne Johnson. This will ensure prompt license applications and the fastest license processing time possible.

#### Export License Application Requirements

1. Complete name, street address, telephone number, and website (if available) of distributor selling
2. Complete name, street address, telephone number, and website (if available) of end-user
3. Complete name, street address & telephone number of freight forwarder in country where delivered (NOT U.S. freight forwarder)
4. Any other parties to the transaction, their role, and their address information as above.
5. Specific End Use for all pumps being purchased:
  - a. What is being pumped through the pump or valve?
  - b. What end product will be produced?
6. Include a business registration/certificate of the distributor and the end-user in their native language and an English translation of each document.
7. Include the end user name to purchase orders before submitting to the factory.

Please feel free to contact Wayne Johnson at 612-332-5681 (email -Wjohnson@Wannereng.com) with any questions.

Best regards,  
Wanner Engineering, Inc.



Joseph F. Grewe  
President