

# Trade Compliance Training Survey (August 2015)

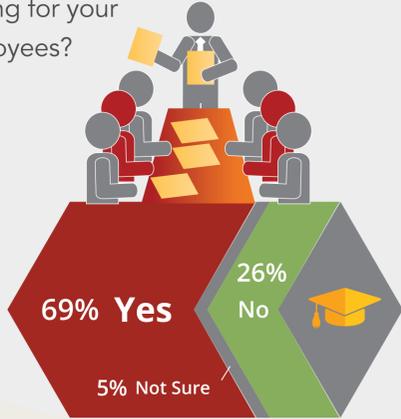
Shows a Lack of Coherency, Consistency and Command Emphasis



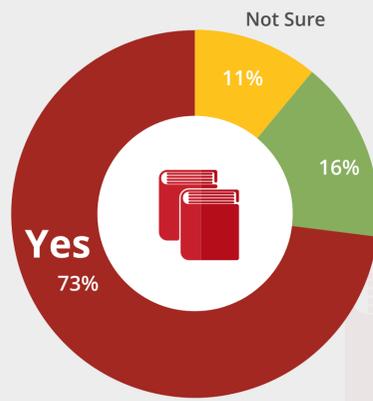
## Most Respondents Offer Training to Employees

Close to **70%** of companies stated they had on-going compliance training for employees; a significant number that shows companies take trade compliance seriously.

Do you have on-going trade compliance training for your employees?



Does your company have a stated trade compliance plan?



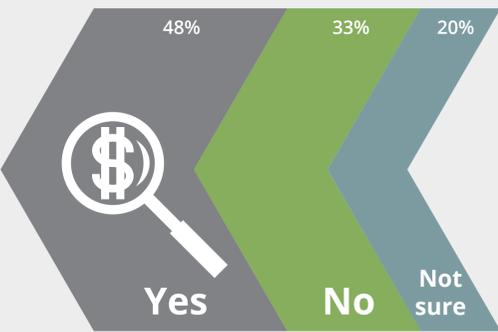
## Surveyed Companies Take Compliance Seriously

The large number may be explained by increased enforcement of import and export regulations efforts from government agencies, particularly in the United States.

## Less than Half of Companies Budget for Trade Compliance Training

Only **48%** have an annual employee training budget. This discrepancy may be due to using internal resources instead of external training resources.

Is there a budget for annual training for the trade compliance team?



How aware of trade compliance are your company's executives?



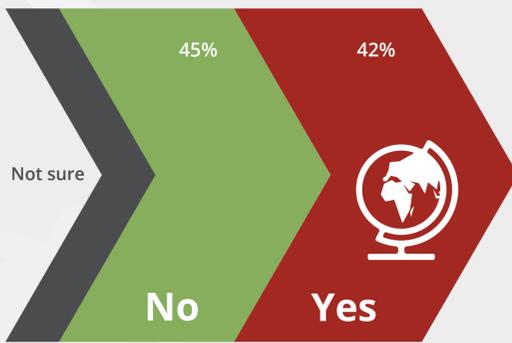
## Most Executives are Not Involved in Compliance Training

More than half of respondents (**56%**) indicated senior management has little or no awareness or involvement in trade compliance training.

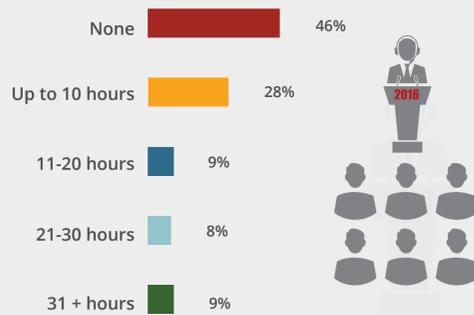
## Trade Compliance Training is Not Standardized

Despite a large number of companies exposed to regulations from various countries, only **45%** of companies have globally standardized their trade compliance training.

Is your trade compliance training standardized across your entire organization (all geographic and business units)?



How many hours of trade compliance training does your company require you to have annually?



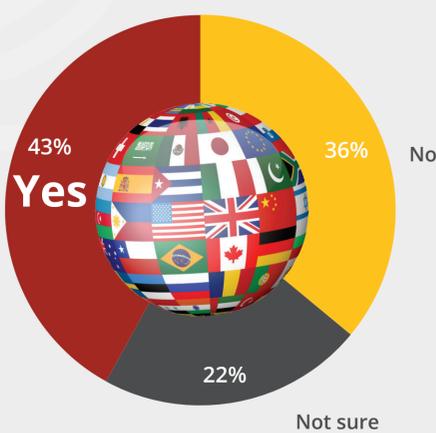
## Few Companies Require Significant Annual Training

These numbers are at odds with the **70%** of companies stating they have on-going compliance training for employees.

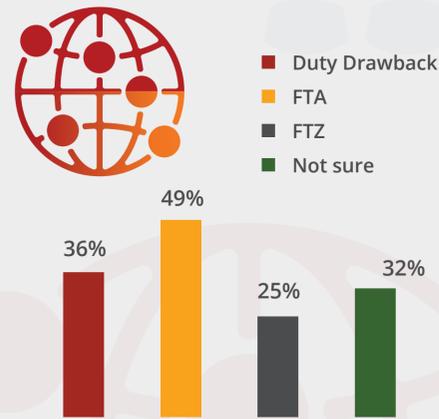
## Many Companies are Subject to Both U.S. and Foreign Regulations

Doing business on a global basis can expose companies to export control regulations from various countries.

Are your products subject to export controls from other countries?



Does your organization take advantage of any of the following programs?



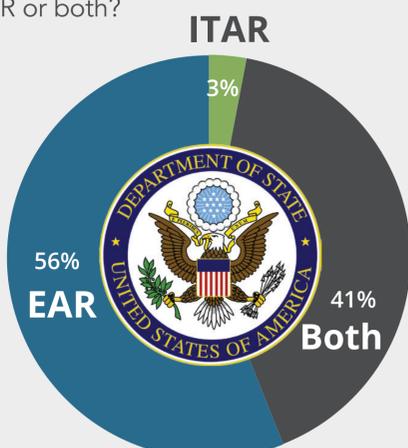
## Companies Often Do Not Take Advantage of Trade Programs

U.S. Customs estimates between **\$1.5 to \$2.3 billion** in duties paid annually to the U.S. government are available for refund, yet only **\$550 million** is recovered each year.

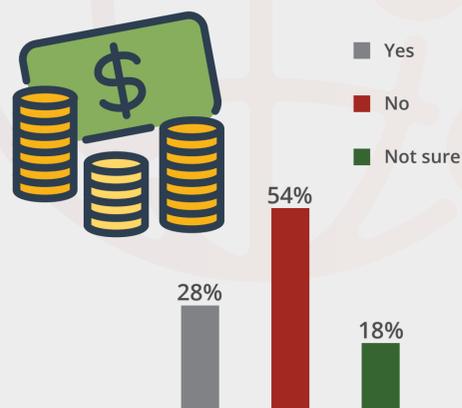
## All Surveyed Companies are Subject to Export Regulations

All (**100%**) of companies surveyed are subject to either the Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR) or both.

Are your products subject to EAR or ITAR or both?



Has your company ever been fined or warned for non-compliance?



## Violations of Trade Regulations are Frequent

Close to a third of surveyed companies (**28%**) were subject to penalties.

Take trade compliance training seriously.

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