



# HOW CAN LINCOLN ELECTRIC HELP YOU WITH EXPORTING OUR PRODUCTS?

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Exporting products to international markets requires compliance with various export laws and regulations. Lincoln Electric is ready to help you with every step. We have a dedicated team to assist you with quoting and exporting our products (equipment, consumables, accessories). Our team will guide you through the following steps to ensure a successful export transaction.

**STEP 1:** We gather the following information from you, to help us understand your needs and ensure compliance with export regulations:

- Requester's first and last name
- Requester's company's full contact information (name, address, phone number, web address)
- Name of product(s) requested
- Product number(s) requested
- Quantities of product(s) requested
- Packaging of product(s) requested
- Destination country where quoted products will be shipped
- End customer company name, address, phone number, web address
- Names of all resellers that are part of this export transaction
- The end customer's intended use of the products (what industry / application)

**STEP 2:** We will review each opportunity with our local sales team to ensure local service and support will be provided.

**STEP 3:** We conduct a thorough export due diligence screening to ensure all partners involved in the sale transaction are clear (and to also protect you as our distributor) so that our products are not sold to the following:

- Prohibited end users such as persons identified on OFAC’s Specially Designated Nationals and Blocked Persons List, OFAC’s Sectoral Sanctions Identifications List, BIS’s Entity List, or BIS’s Military End User List.
- Prohibited countries and regions - Cuba, Iran, North Korea, Syria, Sudan, and the Ukrainian regions of Crimea, Donetsk, Luhansk, Kherson, and Zaporizhzhia.
- Prohibited end use - Maritime nuclear propulsion; nuclear, chemical and biological weapons; rocket, missile and unmanned air vehicle systems; nuclear activities not in compliance with International Atomic Energy Agency (IAEA) safeguards; and end-uses prohibited in or involving Russia.

**STEP 4:** Once all due diligence screenings are complete and compliant, we will provide you with an export quotation. We can also provide ocean or air freight costs as needed.

**Our team is here ready to assist you with your export opportunities. Please contact us via email at [international@lincolnelectric.com](mailto:international@lincolnelectric.com)**

### EXPORT PROCESS FOR US DISTRIBUTORS AFTER ORDER IS RECEIVED

