

平成22年度安全保障貿易管理普及啓発事業
産業界アウトリーチセミナー（タイ）

Export Control Practice

March 8, 2011
Hitachi Consumer Products (Thailand), Ltd.(HCPT)
Sales Dept. Tassanee Pasuthasathit



**CONTRIBUTE TO SOCIETY THROUGH OUR PRODUCTS,
BASED ON THE SPIRIT OF FAIRNESS, SINCERITY
AND ENVIRONMENTAL HARMONY**

Products in HCPT

Refrigerator, Washing Machine, Vacuum Cleaner,
Rice Cooker, Shower Heater, Water Pump, Motor,
Fan



<Vacuum Cleaner>
High Power Pail Can Type



High Power Cyclonic Cleaner
<Vacuum Cleaner>



<Refrigerator>
SIDE BY SIDE



<Rice Cooker>
Mi-com series



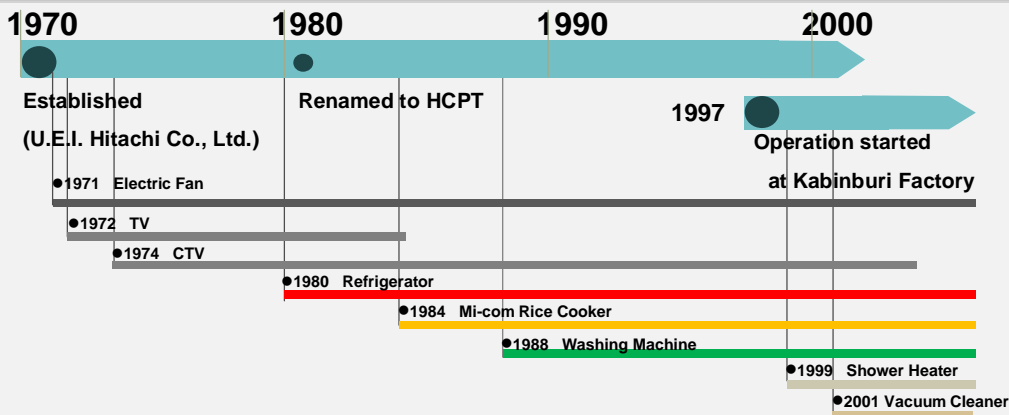
Safety Temperature Control
<Shower Heater>



<Water Pump>
Powerful & High Efficient



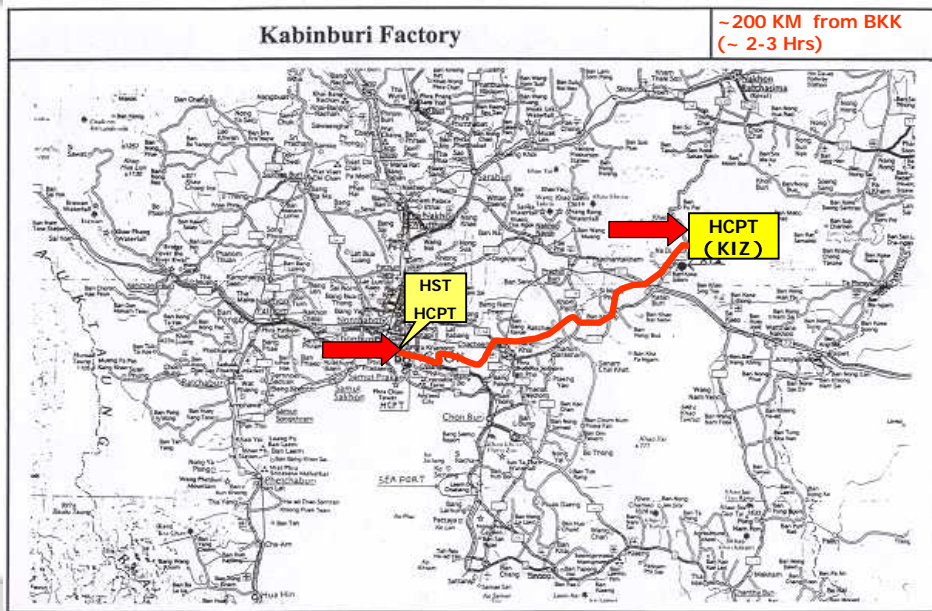
<Automatic Washing Machine>
Intelligent Spin



Establishment 1st November 1970

HQ of HCPT Kabinburi Industrial Zone (KIZ), Prachinburi, Thailand

1970	Establishment of the Company	1994	Manufacturing small motors
1971	Manufacturing start of Desk Fan	1995	Registered capital increased
1972	Beginning assembly of B/W TV	1997	Starting manufacturing in Kabinburi factory
1974	Manufacturing CTV	1998	Receiving ISO 9002 Certificate
1977	Manufacturing Induction Motors	1999	Receiving ISO 14001 Certificate
1980	Manufacturing Refrigerators		Manufacturing Shower Heaters
1981	Renaming the company to Hitachi Consumer Products (Thailand), Ltd.	2000	Registered capital increased
1982	Manufacturing Home Water Pump		Manufacturing Bread Makers
1983	Manufacturing Air Conditioners	2001	Manufacturing Induction Heater Cookers
1984	Manufacturing Rice Cookers		Registered capital increased
1988	Manufacturing Washing Machines		Manufacturing Vacuum Cleaners
1989	Establishment of an affiliated company, Hitachi Industrial Technology (Thailand)	2003	Manufacturing Pump Motors
1990	Receipt of JIS Certificate	2004	Shut down of Samutprakarn factory
		2006	Withdrawal of CTV business
			Registered capital increased
		2010	Celebration of 40 th anniversary of HCPT





- KIZ FACTORY 1
- Washing Machine Plant
- Small Product Appliance Plant



- KIZ FACTORY 2
- Refrigerator Plant

Address 610/1 Moo 9 Tambol Nongki, Amphur Kabinburi, Prachinburi 25110, Thailand

1. Export and Import

- 1952 : The Export Control of Military Weapons and War Material Act B.E. 2495
- 1979 : The Export and Import Act B.E. 2522

2. Chemical Weapons Convention (C.W.C.)

- 1992 : Hazardous Substances Act B.E. 2535

3. The Customs

- 1926 : The Customs Act B.E. 2469

* The Ministry of Commerce is under process of

- Adjusting of Domestic Act related to the nonproliferation based on the International regimes
- Reviewing of the Restriction List

1996/9 : HCPT Regulations Concerning Security and Export Control

2004/10: Export Control Compliance Program by the Catch All Concept

2008/4 : Export Administration Regulations (English version)

2009/11: Export Administration Regulations (Thai version) ●

Basic Policy

To conduct the export control based on the Thai Law relating to the export control and



HCPT is one of the overseas companies of Hitachi, Ltd., Japan

To obey the following regulations as much as possible

- 1) Foreign Exchange and Foreign Trade Act in Japan
- 2) Foreign Act, regulations including Export Administration Regulation in U.S.A. (EAR)

- Special controlled countries are included
(Iran, Iraq, Syria, Sudan)
- Area B countries are also included
(Israel, India, Jordan, China, Pakistan,
Libya, Lebanon)

* Country classification is defined by Hitachi AP

List Control

Design Dept.

HCPT Products do not fall under the list items

Product Classification

Basically Tochigi Works and Taga Works are developing and designing products which HCPT is producing. Same result of Parameter sheet in Japan.

Check with Thailand Law and Japanese Law and EAR

In case of procuring of material and parts by HCPT, or improving the design of products in HCPT, Design Dept. recheck and issue the classification sheet.



* This is made based upon the classification table by parent company.

Classification Table for List Controlled Item/Technology in 2009

Product Classification 製品区分	List Controlled Item リスト規制貨物			List Controlled Technology リスト規制技術		EAR #米サウジ 対象 ECCN	Thai Law タイ法令 対象	Remarks
	fall under 該当	not fall under 非該当	beside the object 対象外	fall under 該当	not fall under 非該当			
Working Machine 工作機械 Ex: Hydraulic W/ET Ex: Hydraulic (Power) Ex: Hydraulic (Power)		<input type="radio"/>	<input type="radio"/>		<input type="radio"/>			
Machine Structure 機械構造 Others		<input type="radio"/>	<input type="radio"/>		<input type="radio"/>			
PCB			<input type="radio"/>		<input type="radio"/>			
Welding		<input type="radio"/>			<input type="radio"/>			
Paint Coating 塗装 Ex: Electrocoat Ex: Electrocoat		<input type="radio"/>	<input type="radio"/>		<input type="radio"/>			

Catch-All Control

Sales Dept.

Conduct the screening

- 1. Customer Screening**
- 2. Transaction Screening**

**Confirmation of the customer and
the usage for the product are important.**

(Catch all is getting more important.)

Catch-All is done by Hitachi AP Head Office

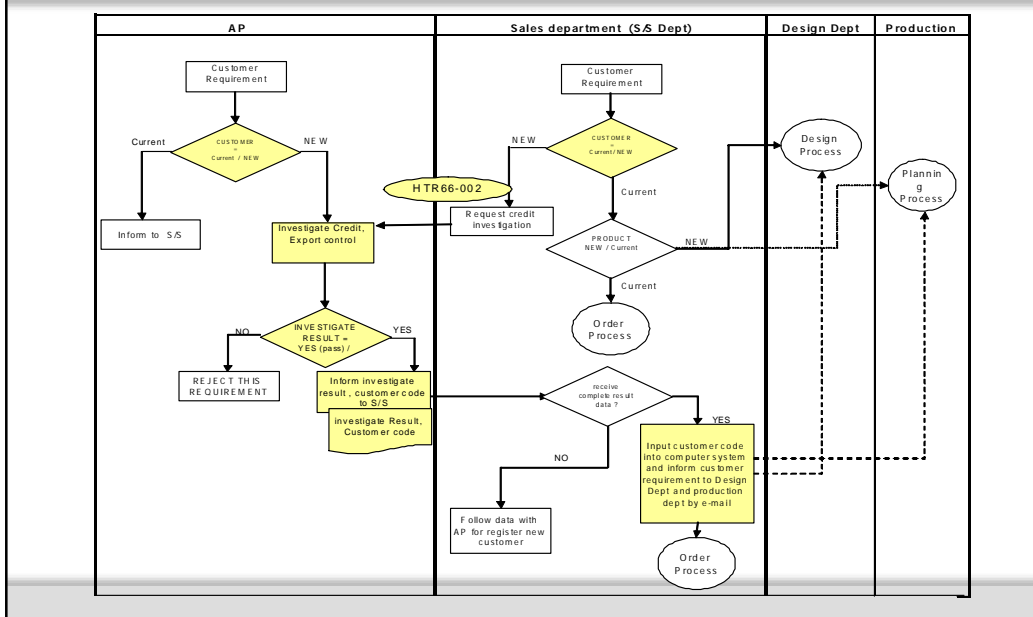
because of our sales channel.

&

**HCPT has to confirm its contents
before the business.**

**Check Head Office's Export Control HP
" White Goods / Catch-All Control Table"**

EXPORT CONTROL CHART FOR CATCH ALL SHEET SCREENING



1. Direct / indirect export of the products / technology
2. In case of any possibility to export to abroad after domestic delivery
3. Export of equipment and mold, etc.
4. Assets disposal ●
5. Supply of products / technology under no-commercial base
6. Business trip, Lecture in abroad, Contribution to abroad
7. Factory visit of overseas customers and acceptance of overseas technical trainees

Difficulties

- 1) In Thailand, there is no law similar to Foreign Trade Act of Japan.



Local staff have to understand the reason why HCPT has to conduct export control based on the regulations in Japan.

- 2) The consciousness of the export control to the service parts is weak.

Future Vision

To educate the Thai persons and let them operate the export control duties by themselves

Thank you very much.

ขอบคุณค่ะ