

## THE AGENDA

The International Traffic in Arms Regulations ("ITAR") provides certain exemptions that allow exporters and brokers to conduct ITAR regulated exports without the need of an ITAR license. This webinar will explore the details of the Foreign Military Sales Exemption, and the common pitfalls.

Topics will include:

- Key ITAR Definitions
- What Is An Exemption?
- FMS Exemption – Broken Down
- Hardware
- Technical Data
- FMS Exemption Defense Services – Broken Down
- FMS Related Exemption
- How Does Your Company Comply?
- General Eligibility Requirements
- Common Pitfalls
- What options are there if my FMS contract doesn't qualify?

## ABOUT THE PRESENTER

**John Herzo, J.D.**

**Senior Compliance Associate -**

Since joining FD Associates in 2000, John has assisted exporters with a variety of licensing, brokering and compliance requirements. John has expertise and experience in various technologies including aircraft, parts and components, night vision equipment, satellite parts and components, ballistic/armored equipment, firearms/ammunition, propulsion systems for missiles and Intelligence Surveillance and Reconnaissance equipment and various weapon systems. John assists companies in establishing compliance programs and performs audits and on-site and webinar training in the requirements of the ITAR and EAR.

# Registration

**Fee: \$295**

*(Fee includes PowerPoint Presentation)*

*An FMS checklist will be available separately for \$250*

Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Street Address \_\_\_\_\_  
\_\_\_\_\_

City, State, Zip, Country \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

**Sign up via paypal on our website or  
Email this registration form to  
[info@fdassociates.net](mailto:info@fdassociates.net)**

**Registration can only be accepted  
on receipt of payment.**

**Attendees may switch to another webinar  
NLT one week prior to the beginning of training.  
No refunds will be provided.**

**The 4th registrant from the same company is  
free.**

**For more information, please contact us  
at 703-847-5801 or email at  
[info@fdassociates.net](mailto:info@fdassociates.net).**



**FD ASSOCIATES, INC.**

**FMS EXEMPTION**

**Advisors in Export Compliance and  
Licensing**

**June 9, 2026  
11:00-12:30 PM Eastern  
Live Stream Webinar**

## ITAR 126.6 FMS EXEMPTION

With the America First policy and the Administrations' push for foreign governments to buy defense equipment from the Defense Industrial Base, Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) transactions are on the rise.

This webinar takes a deep look at the ITAR FMS Exemption.

We will walk participants thru the different elements of the FMS Exemption related to hardware, technical data and defense services activities and review the common pitfalls.

If your company is actively involved in exporting under USG contracts described as FMS contracts it is important to understand your obligations under the ITAR to ensure your companies compliance and that of any subcontractors.