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**Saving on global freight costs**

Efficient transport management is proven to save external costs (up to 10%; source: Gartner), reduce labor and improve customer satisfaction through enhanced delivery accuracy. Companies face many challenges when managing global freight costs. The goal is not only to minimize these expenses but also to streamline business processes and increase productivity. Freight costs represent about 10% of a company's total expenses. This includes overpayments due to information asymmetry and a lack of visibility of tariffs, contracts and invoices. Other factors include process inadequacies and tedious, error-prone manual processes that allow discrepancies to be overlooked.

**Automation and better visibility**

Automation can lend better visibility of freight costs and optimize freight management. This includes being able to choose the cheapest transport options, calculate and reallocate freight costs and verify freight invoices. The result is not only visibility and lower freight costs but operational agility and more resources available for contract negotiations and process improvements.

**Long-term benefits**

Freight cost management and visibility solutions that include real-life examples can yield long-term benefits, as they enable the user to quickly compare and analyze various scenarios related to the freight transport (air vs. sea, forwarder A vs. forwarder B, etc.) and make informed decisions.

So why have many companies not yet implemented automation in this crucial area of the supply chain?

Dr. Torsten Mallée, General Manager of AEB (Asia) Pte Ltd, comments on all the topics above in a series of three articles published by *Procurement Asia*, Singapore's leading magazine for procurement and supply chain professionals.

For a closer look at "Handling Global Freight Costs," see:

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## Foreign Trade



### EU Commission publishes new AEO guidelines

In March 2011, the EU Commission published guidelines on eligibility conditions and the procedure applicable to multinational companies. These guidelines explain the procedure for processing AEO applications by multinational companies and large businesses. Users are reminded, however, that the Customs Code and Customs Code Implementing Provisions are the sole legal basis. The information provided here is not legally binding and should not be considered legal advice.

[>> AEO Guidelines \(PDF\)](#)

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## Supply Chain Management and Logistics



### ASSIST4 Warehouse Management used by medical technology manufacturer Erbe

ERBE's entire intralogistical process – from goods receipt to stock putaway, from picking and stock removal to packing, from complete freight document preparation to loading – is mapped by the transport and warehouse management software ASSIST4. *European Supply Chain Management* has published the ERBE success story in its February edition.

[>> Read the full article online at www.europeansupplychainmanagement.co.uk](http://www.europeansupplychainmanagement.co.uk)

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## News and Events



Singapore, April 27–28: AEB exhibits at Aerospace Supplier eXchange 2011 Aerospace Supplier eXchange (ASX) 2011 – to be held April 27 and 28 at Marina Bay Sands Expo and Convention Centre, Level 4 – is a regional conference and exhibition featuring third- and fourth-tier aerospace industry suppliers. AEB will be at booth 210 showcasing its supply chain management portfolio and best-practice solutions for the aerospace industry. AEB will also be among the presenters at the the conference program. Dr. Torsten Mallée, General Manager of AEB (Asia Pacific) Pte Ltd, will speak about “Freight Management: Leveraging a Technology Driven Platform” on April 28, 2:00–2:30 p.m.

The presentation will be followed by a workshop from 4:15 to 5 p.m. conducted by Danny Hoe, Senior Business Development Manager at AEB. Hoe will elaborate on the methodologies and options with which such solutions are implemented.

Learn more at [www.aerosupplierx.com](http://www.aerosupplierx.com).

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Munich, May 10–13: AEB presents ASSIST4 at transport logistic  
Logistics experts, supply chain managers and transport managers come together every two years at Messe München. Some 48,000 visitors from 112 countries attended the world's largest transport and logistics trade fair in 2009. About 1,800 exhibitors are expected this year, and AEB will be one of them. AEB will welcome visitors May 10–13 on its rotating stage in Hall B 2, Booth 405/506.

And everything will revolve around ASSIST4 – the logistics and foreign trade suite that brings end-to-end IT support to industrial and commercial enterprises.

Zurich, May 10–12: AEB to exhibit for the first time in Switzerland  
“Establishing and developing AEB Switzerland was a logical and long overdue step for a global provider of logistics and foreign trade solutions,” notes the new CEO of AEB Switzerland, Steffen Frey, speaking about the founding of the wholly owned subsidiary of AEB. AEB is opening its new offices in Zurich in order to be close to its Swiss customers and win over new international enterprises. “The ASSIST4 logistics suite has demonstrated its performance and extraordinary adaptability to local conditions at numerous customer installations in Switzerland,” says Frey. The “topsoft” trade fair, taking place May 10–12 at the Neue Messe in Zurich, offers the Swiss team and Frey their first opportunity to introduce themselves to potential customers in Switzerland.

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Singapore, May 9–10: AEB presents at Warehouse Management Excellence Conference  
The Warehouse Management Excellence Conference will take place May 9–10, 2011, in the Pan Pacific Hotel in Singapore. Warehousing and inventory management challenges are a pressing issue for many organizations, one that affects operational efficiency, customer satisfaction and revenue. Organizations are seeking warehouse services with extremely thin margins as competition in Asia intensifies.  
AEB (Asia Pacific) Pte Ltd is not only the silver sponsor of this event but will also have its own booth to showcase its end-to-end SCM portfolio, focusing on the WMS solution. AEB will also play an active role in the conference program. Dr. Torsten Mallée, General Manager of AEB AP, will speak about “Building the ideal transport management solution for your warehouse operation” on Monday, May 9, 9:55–10:40 a.m.  
Learn more at [www.marcusevans.com](http://www.marcusevans.com)  
>> [View the event program](#)

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Singapore, May 12: workshop on transport management by AEB (Asia) and Logistics Insight Asia  
This workshop is the first of a new series of workshops, organized by the leading magazine *Logistics Insight Asia* in collaboration with AEB (Asia Pacific) Pte Ltd. The workshops will be held every two months starting May 12, 2011, and will focus on increasing supply chain management efficiency. The first workshop will take place at the Straits Trading Building in Singapore and focus on “Optimization of transport services through excellence in execution.”  
Dr. Torsten Mallée, General Manager of AEB AP, alongside guest speaker Professor Robert de Souza of the Logistics Institute Asia Pacific will be the main speakers of this event.  
Please [contact our Singapore office](#) to learn more and register.

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## Publications



What exactly does end-to-end supply chain mean?  
*European Supply Chain Management* published an article entitled “Complex but cultivated” by Mark Brannan, General Manager of AEB UK, elaborating on end-to-end supply chain solutions for manufacturers. As the economy recovers, manufacturers are looking to improve their performance and business growth. Brannan details how the full supply chain must be analyzed: connecting and evaluating suppliers, measuring transport performance, optimizing distribution and related costs, ensuring regulatory compliance and increasing efficiency in intralogistical processes to achieve sustainable improvements and growth.  
>> Read the full article at [www.europeansupplychainmanagement.co.uk](http://www.europeansupplychainmanagement.co.uk)

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