

— AEB News January 2012

Top News

— [February 21–22: Meet AEB UK at Logistics Link South](#)

Foreign Trade

— [HMRC publishes draft legislation on Intrastat changes](#)
— [AEO and C-TPAT to be mutually recognized as of July 2012](#)

Supply Chain Management and Logistics

— [Take a closer look at where software can help optimize warehouse processes](#)

Export Controls and Compliance

— [Amendments to EU Dual-Use Regulation](#)
— [Non-compliance with Open General Export Licenses for Military Goods](#)
— [New UK legislative order regarding Sudan](#)
— [How can companies stay compliant in everyday business?](#)

News and Events

— [Manchester, February 8: AEB speaking at Institute of Export Seminar](#)
— [Northhamptonshire, March 6, 2012: AEB UK at Supply Chain Forum at Whittlebury Hall](#)

Publications

— [Using business intelligence tools properly](#)
— [Anti-terror laws could give freight industry a fright](#)

— Top News

February 21–22: Meet AEB UK at Logistics Link South

Logistics Link South is the established, market-leading logistics and warehouse event held annually at one of the most prestigious venues: Sandown Park Racecourse in Esher, Surrey. This year's event takes place February 21–22. AEB will be on hand in booth 118 as a returning exhibitor to showcase its comprehensive logistics and global trade software solutions suite ASSIST4. The AEB business card raffle offers visitors a chance to win a Nanolite MP3 Player.

Finding the right balance

Customer expectations are continuously rising, but businesses are also setting ever-higher standards for themselves. It is common for customers to be able to place orders by a certain time in the afternoon and be sure of receiving their goods on the second day, if not the very next day. The time window from when an order is received until when it is shipped is constantly shrinking.

Gursh Atwal, Sales Manager at AEB (International) Ltd, points out: "One of the challenges in supply chain management and execution is striking the right balance between optimized costs and perfect service. We look forward to introducing and discussing ways to improve logistics operations at Logistics Link South."

Gaining a competitive edge

Process automation can help you gain a competitive edge in your logistics operations. Learn how integrated and modular solutions for logistics and global trade can streamline your processes while increasing efficiency and delivering cost-savings in key areas of the supply chain – from procurement to production and distribution to fulfillment.

>> [Find out more about Logistics Link South](#)

>> [Contact us](#) if you have any questions or would like to make an appointment. We look forward to seeing you there!

[Top](#) 🏠

— Foreign Trade

HMRC publishes draft legislation on Intrastat changes

As announced in our October news, HMRC draft legislation and Tax Information and Impact Notes (TIINs) outlining changes to the process for submitting Intrastat declarations are now available for comment.

Navigate to [Library / Legislation / Draft Legislation](#) to view the draft legislation and to [Library / Publications / Tax Information and Impact Notes](#) to view the TIINs.

Starting in April 2012, all Intrastat Supplementary Declarations must be submitted electronically by online form, comma-separated variable file (CSV offline form), or electronic data interchange (EDI). Paper forms (C1500 and C1501) will no longer be accepted, and March Intrastat declarations must be submitted electronically by April 21. Contact the HMRC Intrastat Customer Service Helpdesk at intrastatonline@hmrc.gsi.gov.uk with the subject line "Intrastat 2012" if you have any questions.

[Contact us](#) if you would like to find out more about solutions for electronic customs procedures.

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AEO and C-TPAT to be mutually recognized as of July 2012

The Transatlantic Economic Council (TEC) met in Washington on November 29 to discuss concrete steps toward stronger economic cooperation between the European Union and the United States. The TEC brought together EU Commissioners, U.S. Cabinet officials and other senior policy and regulatory officials. Participants reaffirmed TEC's aims to build a more closely integrated transatlantic marketplace by strengthening trade and investment and the capacity of both economies to innovate and compete in global markets.

The TEC welcomed that the EU and U.S. have completed preparatory work on mutual recognition of trade partnership programs – namely, the EU Authorised Economic Operator (AEO) and U.S. Customs-Trade Partnership against Terrorism (C-TPAT) programs. Once the mutual recognition decision is signed, reciprocal benefits to qualified AEOs and C-TPAT members may begin effective July 2012.

>> [Read more at http://eurunion.org](http://eurunion.org)

— Supply Chain Management and Logistics



Take a closer look at where software can help optimize warehouse processes

More and more, the warehouse management system (WMS) is becoming the fulcrum of modern supply chains. It is essential that organizations use their WMS solutions to effect changes and process improvements up and down the supply chain. This is the view held by Dr. Torsten Mallée, General Manager of AEB (Asia Pacific) Pte Ltd. He expands on this view in an article published in the December issue of *Supply & Demand Chain Executive* magazine. Organizations should think about fully integrating their WMS and transport management system and using both systems to increase visibility along the supply chain.

A good software solution allows companies to lower their inventory level and automate stock replenishment. It should identify bottlenecks and enable the managers to remove them. These are just a few examples of what you can achieve using the right software. Where else does software play an integral part in optimizing processes and help you improve efficiency and flexibility? What are the advantages of more visibility inside the warehouse?

>> [Read the full details: "WMS: The Fulcrum of Supply Chain Excellence" in Supply & Demand Chain Executive \(PDF\).](#)

— Export Controls and Compliance



Amendments to EU Dual-Use Regulation

The European Union published Regulation (EU) No. 1232/2011 setting up a Community regime for the control of exports, transfer, brokering, and transit of dual-use items.

Key points:

- The Community General Export Authorisation has been renamed Union General Export Authorisation ("UGEA") No. EU001. It has also been revised to expressly cover exports to Liechtenstein but excludes exports of toxic chemicals falling under categories 1C450.a.1 and 2.
- A number of new general licenses (UGEAs) have been introduced.
- Member States have been empowered to prohibit exporters from relying on UGEAs in certain circumstances.
- A number of measures have been introduced to assist with information exchange between Member States with a view to achieving more uniform and consistent application of the controls across the EU.
- The Commission has committed to review the implementation of the regulation and assess the possibility of introducing a UGEA on low-value shipments by December 31, 2013.
- Provision is made for the Council to authorize the Commission to negotiate mutual recognition agreements with third countries (in particular, the United States) that remove the need for re-export licenses.

>> [Please refer to the original amendment for further details.](#)

Non-compliance with Open General Export Licenses for Military Goods

Starting December 1, 2011, the Export Control Organisation (ECO) will deem the incorrect export of licensed goods under the OGEL (Military Goods: Government or NATO End-Use) as a failure to comply if the OGEL (Military Goods) should have been used instead. Those who undertake such exports will be considered non-compliant and receive a warning letter that may result in a suspension of privileges to use open licenses.

If you hold either the OGEL (Military Goods) or OGEL (Military Goods: Government or NATO End-Use), read this notice carefully and take any appropriate action.

>> [Download a copy of Notice to Exporters 2011/28:](#)

New UK legislative order regarding Sudan

A new UK legislative order (SI 2011/2925) came into force on December 30, 2011, creating new offenses and penalties in relation to the EU restrictive measures directed at both Sudan and South Sudan. The restrictive measures include an arms embargo, a ban on the provision of technical assistance, and a ban on financing and financial assistance of military activities (with certain exemptions specified).

>> [For further details, please refer to the original Export Control Organisation \(ECO\) Notice to Exporters 2011/31](#)

How can companies stay compliant in everyday business?

Claire Umney, AEB UK's General Manager, sums up the answer and details the increased regulatory requirements with which global traders have had to comply since September 11, 2001. Umney explains the export control steps that all businesses are required to perform, what solutions exist to support these steps, and the benefits that global companies can take advantage of to not only comply with regulations but also increase efficiency. The article was published by *Focus* in its November 2011 issue.

>> [Read the full article "Playing by the rules"](#)

— News and Events



Manchester, February 8: AEB speaking at Institute of Export Seminar

The **Institute of Export** (IOE) is the professional membership body in the UK representing and supporting the interests of everyone involved in importing, exporting, and international trade. The Northwest Branch of the Institute is hosting a seminar sponsored by HSO Enterprise Solutions Ltd on February 8, 2012, in Manchester.

Taking part in this event with a prominent speaking slot is Mark Brannan, International Business Development Director of AEB, who will detail the role of software in global trade compliance processes and highlight the benefits of automated solutions for all export control checks, including restricted parties, country embargoes, critical goods, and critical end-use. His presentation, entitled "Managing Blacklists – Embargoes, Sanctions, and Denied Party Screening," follows the presentation of Dave O’Gara from HMRC on the latest guidelines on Export Customs Compliance and VAT.

This educational evening program starts at 6 p.m. and includes a panel discussion.

To sign up, please contact Anthony Pierce at the Institute of Export, IOE-NorthWest@export.org.uk, or [contact AEB](#) to find out more.

Top

Northhamptonshire, March 6, 2012: AEB UK at Supply Chain Forum at Whittlebury Hall

The Supply Chain Forum at Whittlebury Hall 2012 will take place on Tuesday, March 6. Following its tremendous success in 2011, the forum will once again play host to over 100 of the UK’s leading logistics and supply chain professionals and over 40 top providers of logistics and supply chain solutions. AEB (International) Ltd is returning for a third consecutive year and looks forward to taking part in this important industry event and discussing how AEB’s logistics and global trade software solutions can assist businesses striving for a competitive edge to streamline their processes, increase efficiency, and deliver cost-savings in key areas of the supply chain.

To find out more about this high-level industry event, please go to: www.land.logisticsforum.co.uk/conference.html or [contact AEB](#). We look forward to seeing you there!

Top

— Publications



Using business intelligence tools properly

Supply Chain Asia has published an article by Dr. Torsten Mallée, General Manager of AEB (Asia Pacific), entitled "Business intelligence – how to do it right." Gartner predicts that 35% of the top 5,000 global companies will regularly fail to make insightful decisions for lack of the right information, processes, and tools. Mallée explains that in today’s global markets, it is crucial to deploy business intelligence tools properly to ensure process improvements throughout the supply chain, consistent data accuracy, the right direction, and a solid foundation for continued business growth.

[>> Read the full article \(PDF\)](#)

Top

Anti-terror laws could give freight industry a fright

The Freight Business Journal has published an article by Claire Umney, General Manager of AEB (International) Ltd, entitled "Anti-terror laws could give freight industry a fright." The article explains the increasing requirements for export control compliance and that many companies, including freight forwarders, are still not aware of their responsibilities. Even though the ultimate responsibility for export control compliance lies with the exporter, forwarders must also comply with license and denied-party screening requirements and with general sanctions (against goods and countries).

[>> Read the full article \(PDF\)](#)

Top

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