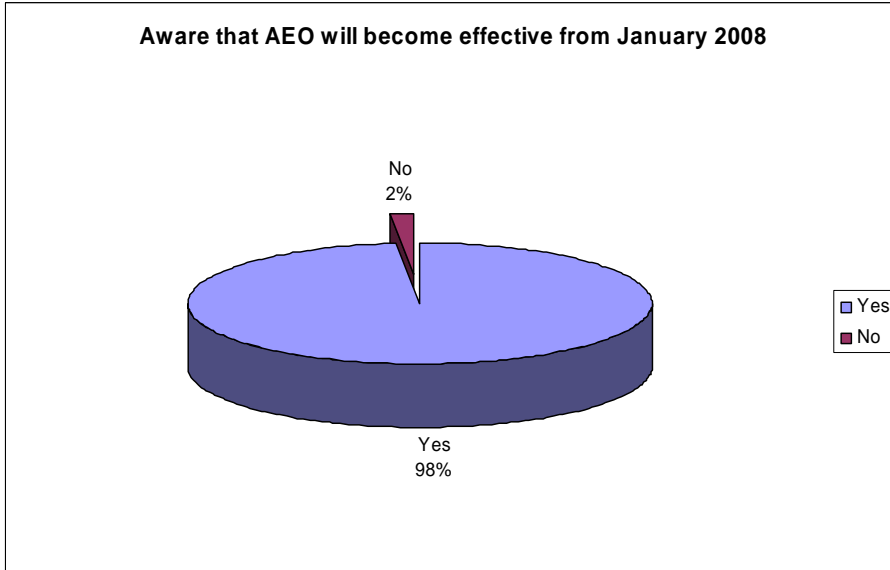
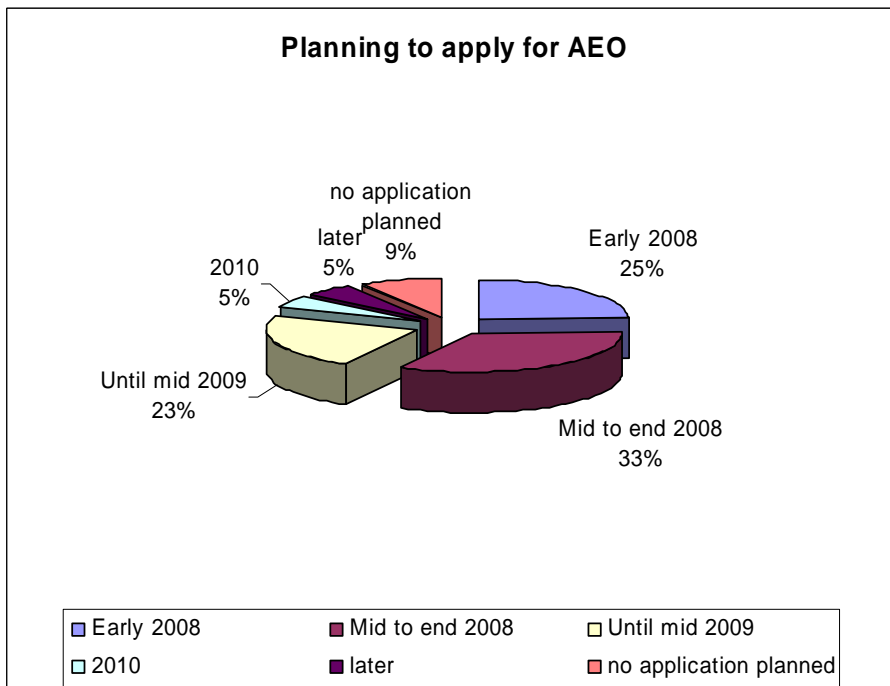


Results of AEB's online survey on AEO

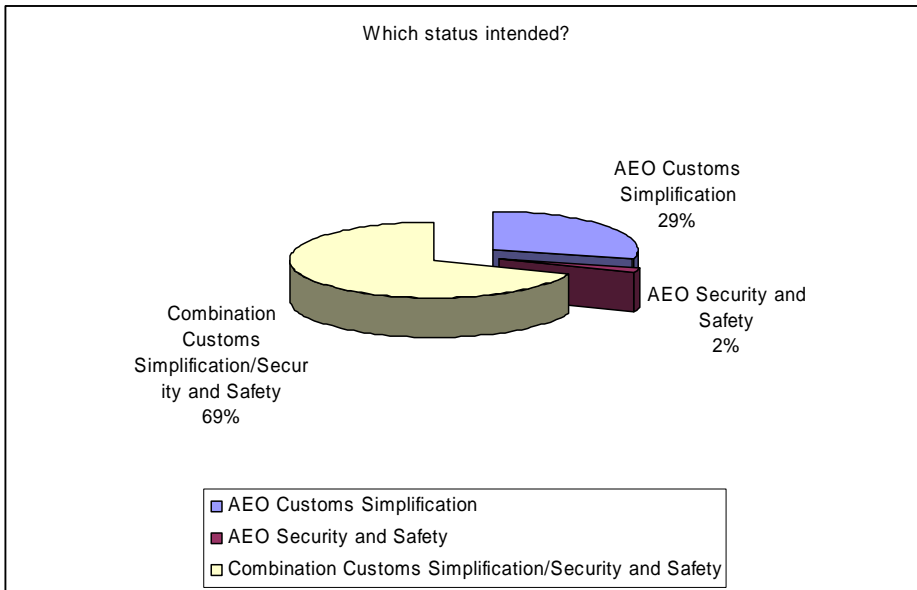
Question 1: I'm aware of the fact that AEO status will become effective from 1 January 2008



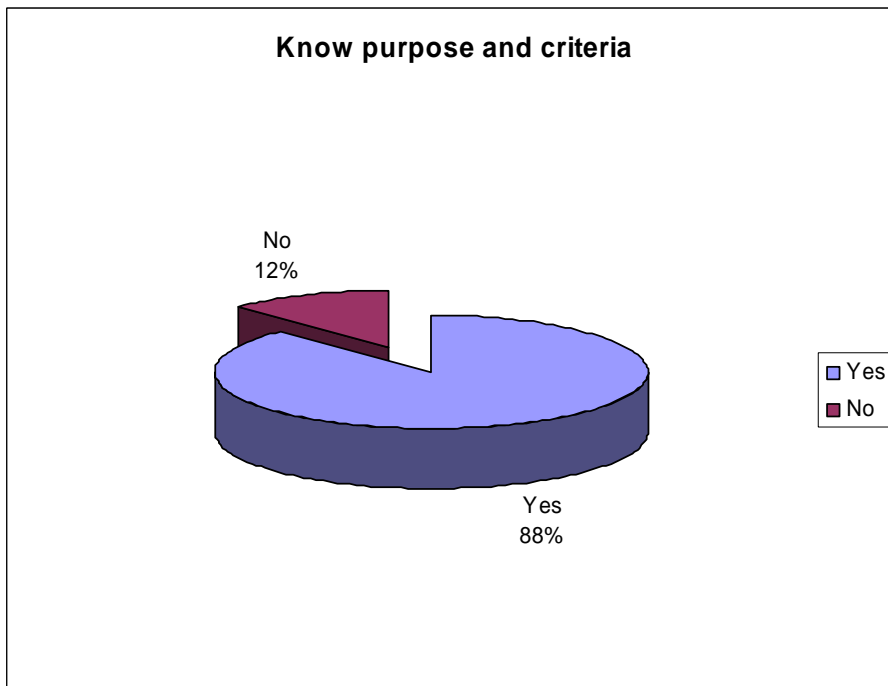
Question 2: My company is planning to apply for AEO status



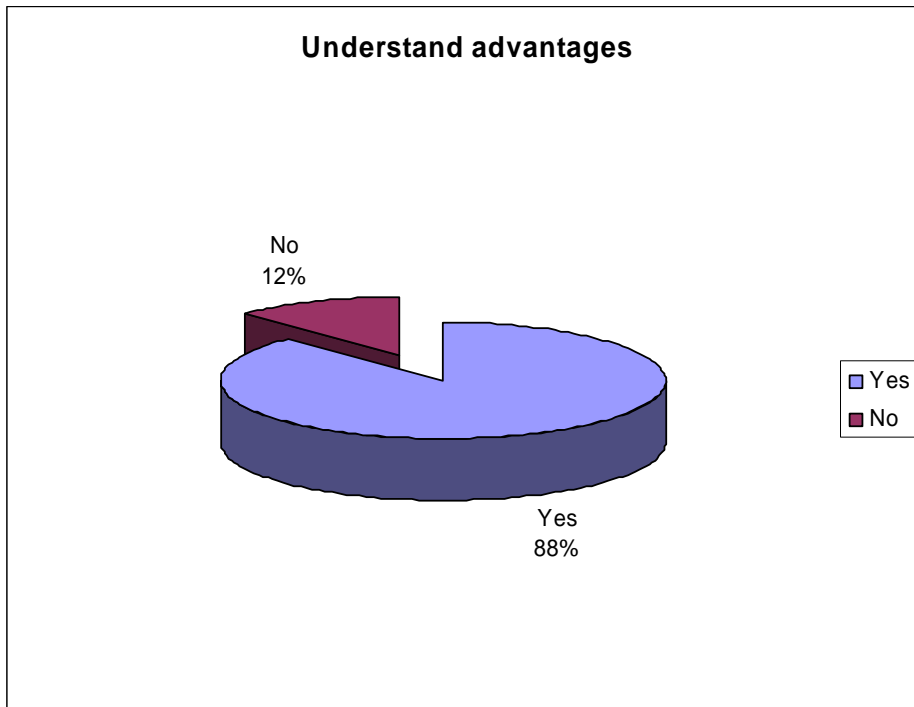
Question 3: My company is planning to apply/has already applied for the following status:



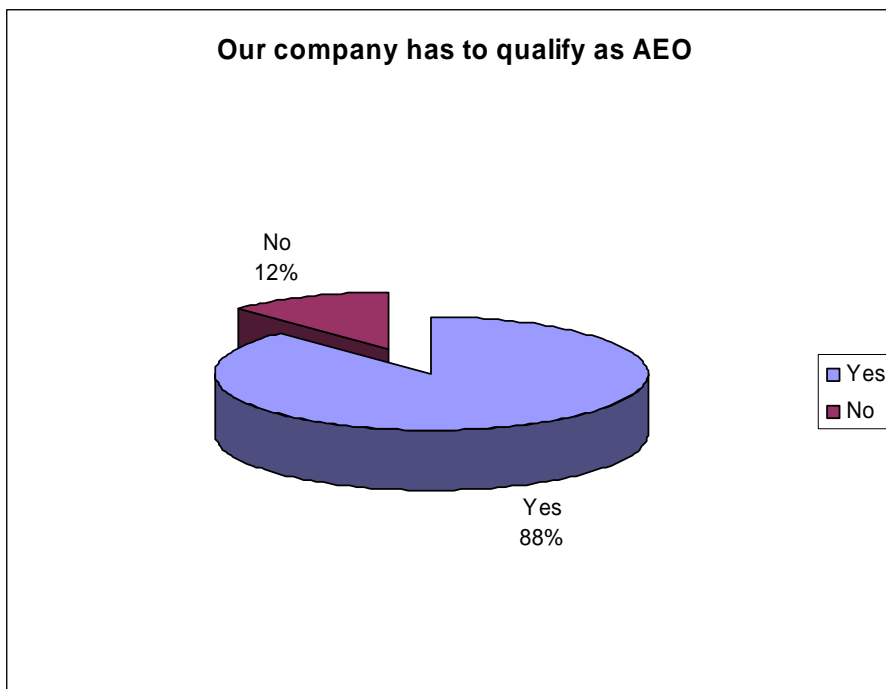
Question 4: I know what the purpose of AEO is and which criteria a company has to meet



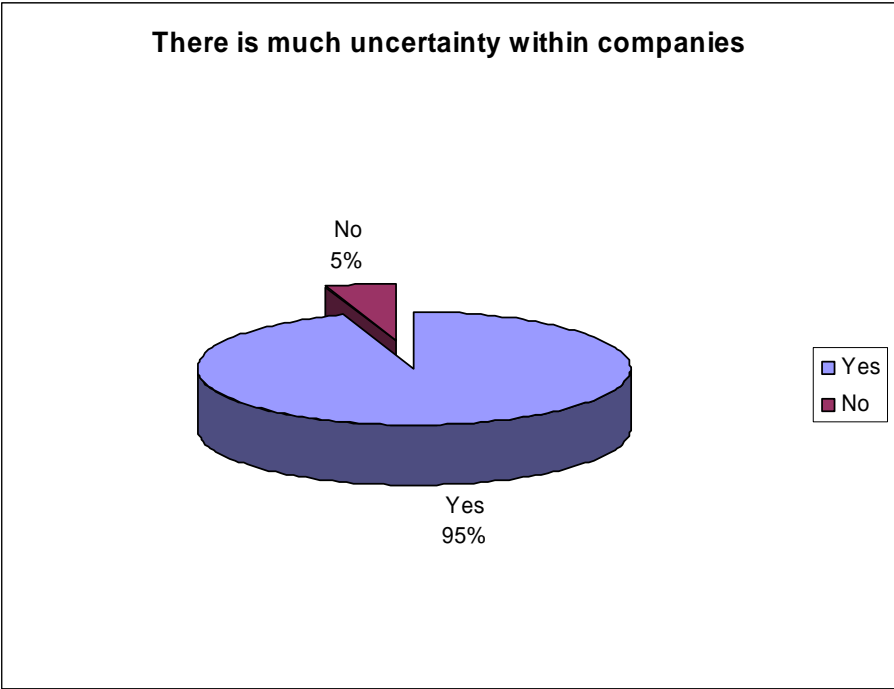
Question 5: I understand the advantages of AEO status



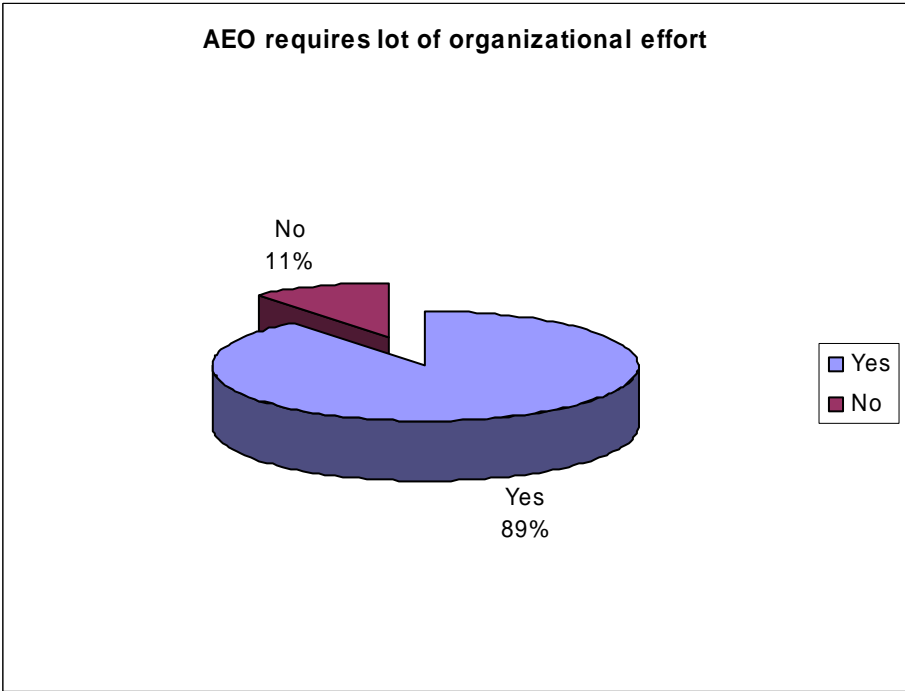
Question 6: I feel that I have no other choice than to apply for AEO status.



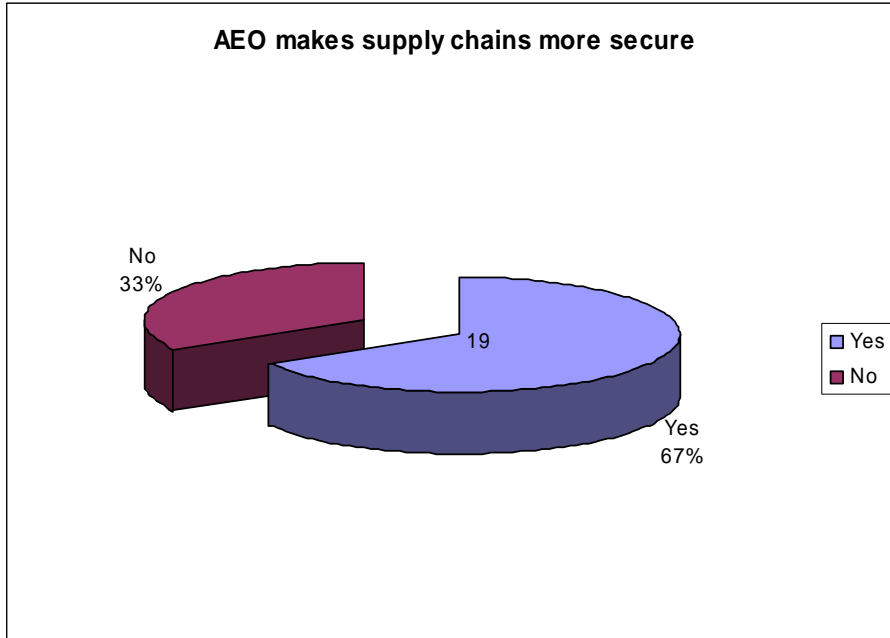
Question 7: I think there is still much uncertainty within companies about how the AEO criteria will be assessed.



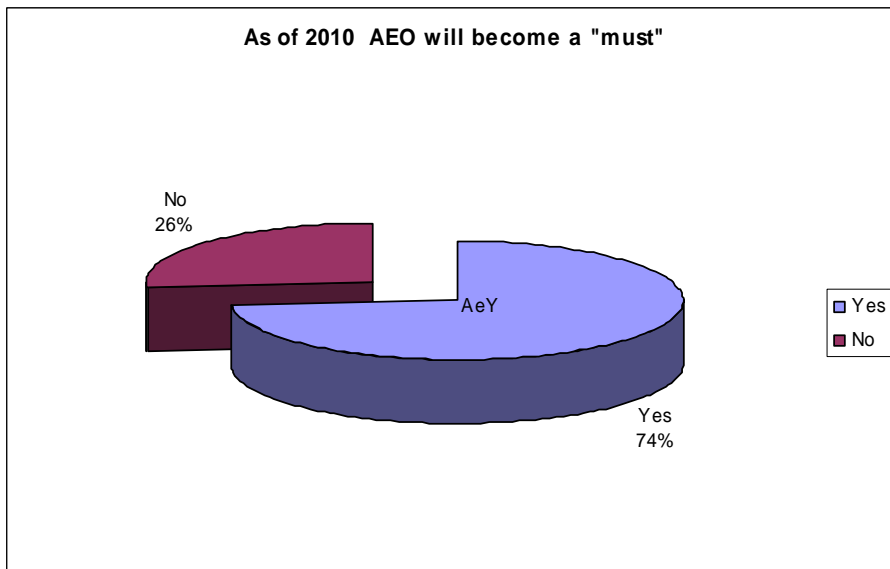
Question 8: Becoming an AEO requires a lot of organizational effort.



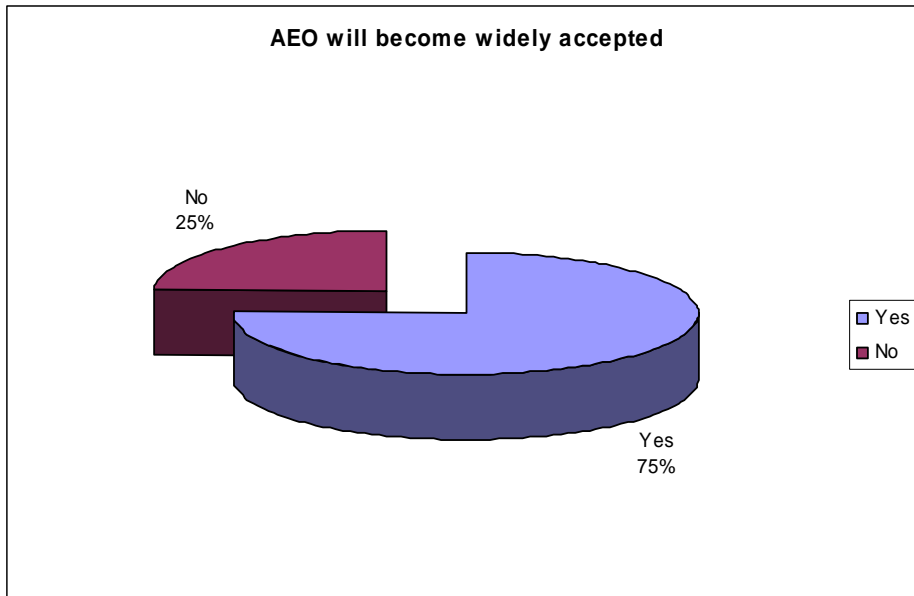
Question 9: AEO status will help to make the international supply chain more secure



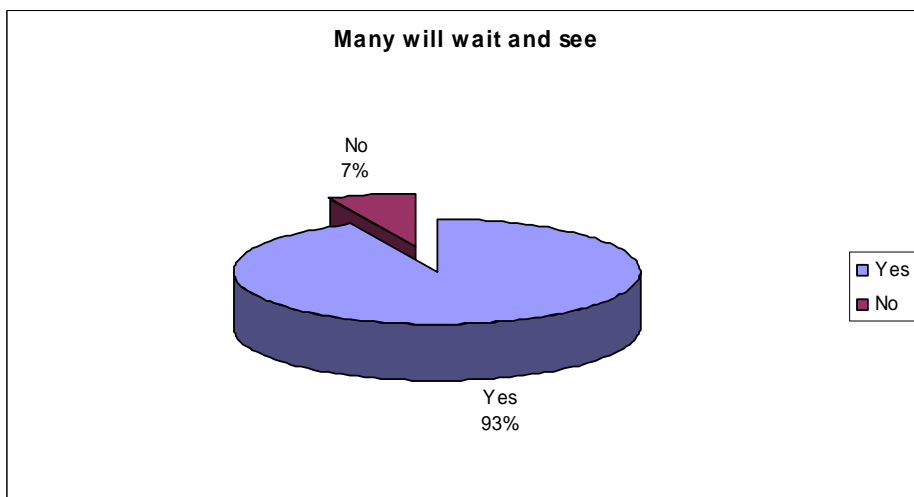
Question 10: I think that a company must become an AEO by 2010 at the latest to be able to remain competitive in the international market place.



Question 11: I think that AEO status will become more widely accepted in the future



Question 12: I think that many companies will wait and see before taking any action on this.



Question 13: International recognition of AEO status is a pre-requisite for it to become more widely accepted.



Question 14: What are your thoughts on AEO status?

Opinions are very divided about the AEO status. The skeptical voices and those who take a critical view of AEO are in the slight majority. Complaints typically focus on the amount of red tape, the paltry customs benefits and the pressure exerted by the authorities on the business sector. Most respondents feel that the AEO status will not prevail as a result of the benefits it confers but because non-AEOs will be at a disadvantage and risk losing customers.

A selection of opinions:

AEO status will be necessary to maintain relatively smooth import and export processes. The controls will increase for those without the AEO status.

I'm curious to see what will happen. AEO will be a basic requirement for companies to handle their import and export business.

It will make the entire supply chain more secure, help the customs office focus on sensitive goods and provide clear time-saving benefits in customs clearance overall.

AEO will not prevail based on the customs benefits; the benefits are too slight for that. But it is a sign of quality for business partners and could also result in cost savings (freight costs, insurance premiums, etc.). These unintended benefits will probably tip the scales toward AEO's acceptance.

We'll wait and see how the customs authorities respond during screening. The AEO application is very lengthy and requires an appropriate investment of time.

Far too few incentives, far too much new bureaucracy.

I think that for businesses of a certain size, there's no way around AEO.

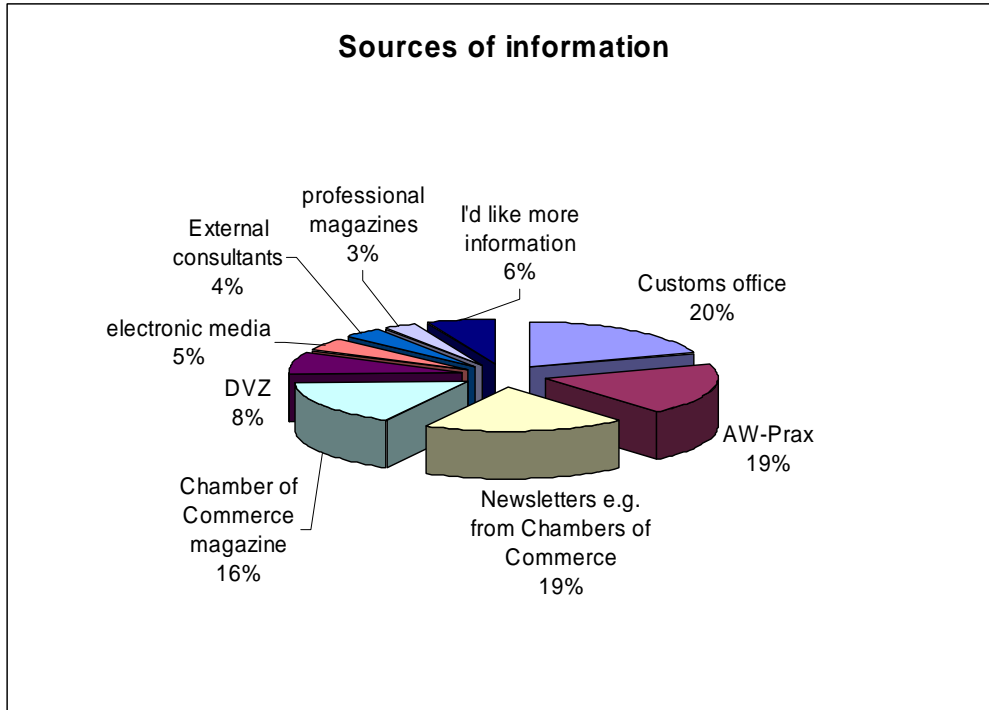
A lot of red tape and no way of knowing whether it will really do any good. Totally unnecessary in our opinion.

In my view, the de facto pressure from customers will lead many suppliers and service providers to apply for the AEO status for the sole reason of not wanting to lose customers or end up someday without any customers at all.

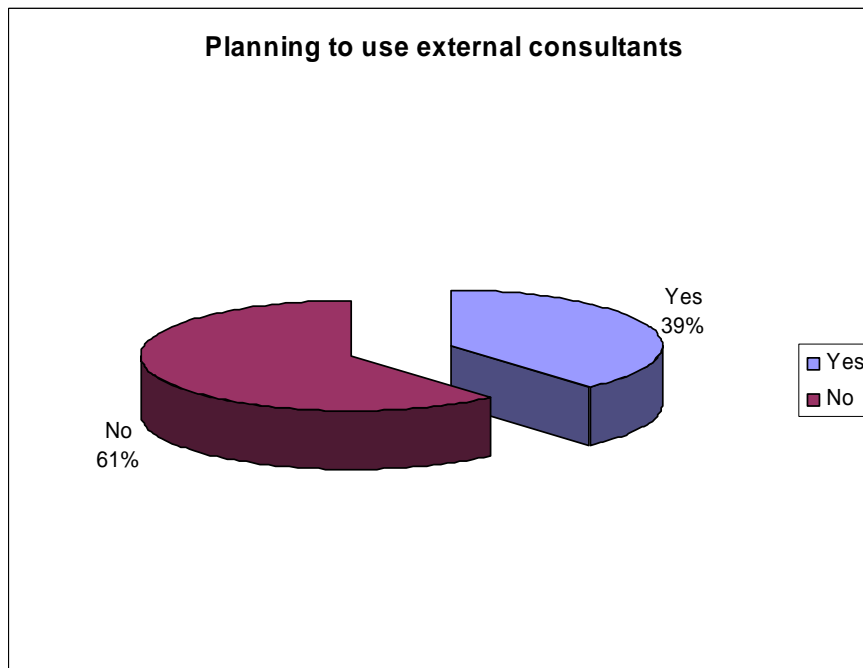
Question 15: How do companies inform themselves about AEO?

I use the following sources of information to find information on AEO regulations:

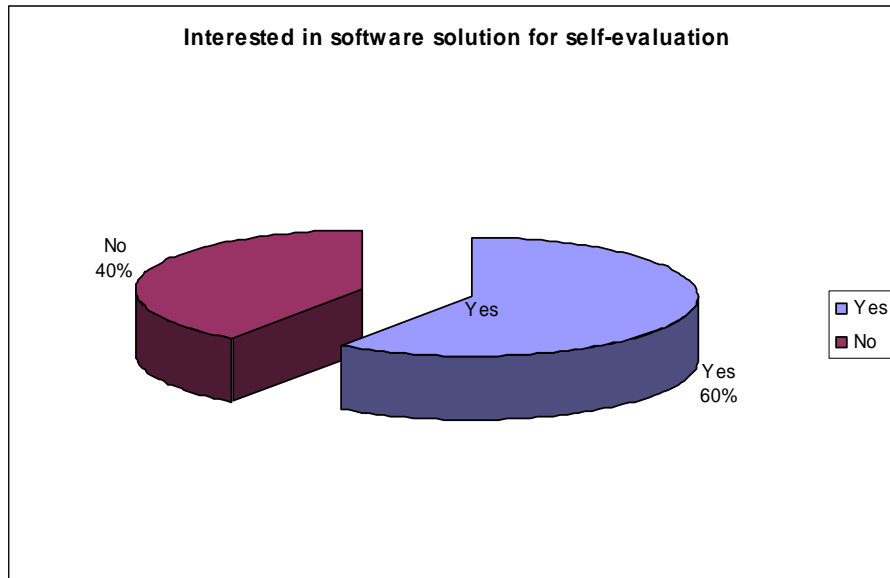
Note: The majority of those who filled out the survey were from German companies. Therefore, the magazines listed are those well-known in Germany



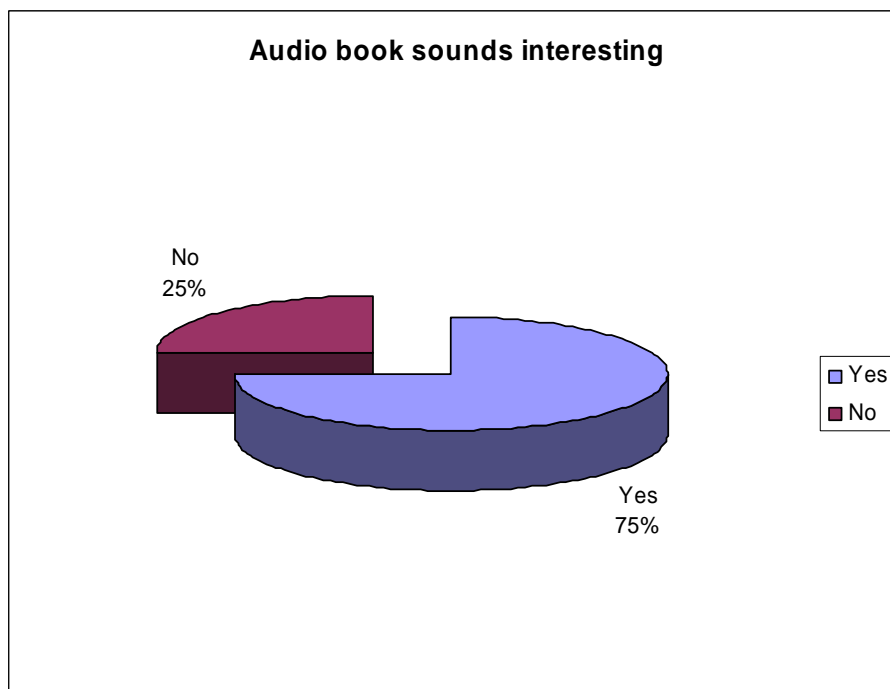
Question 16: We are planning to use external consultants for self-assessment and assistance in applying for AEO status.



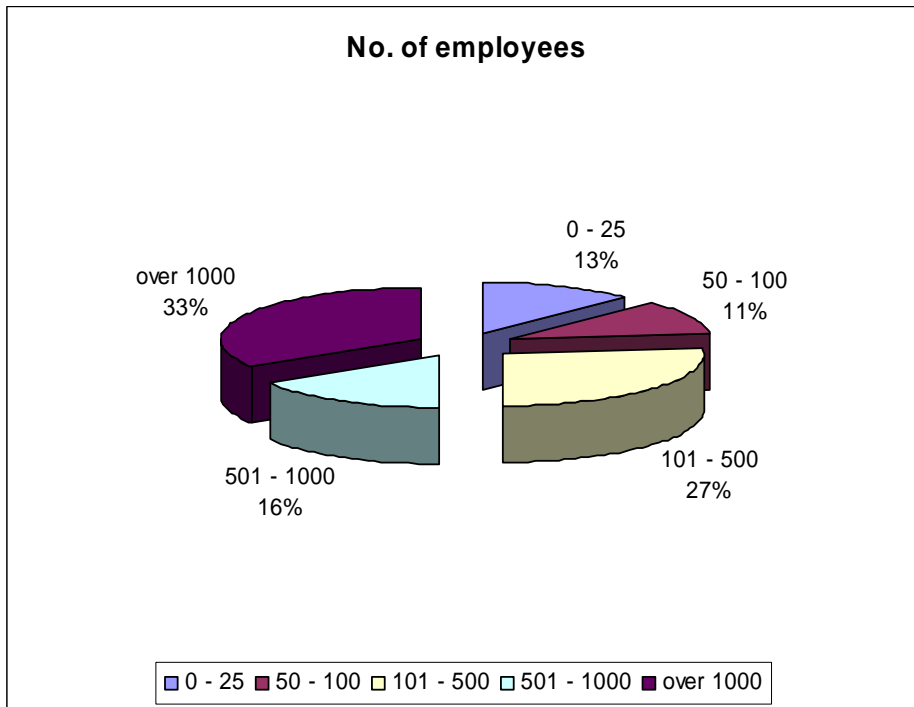
Question 17: I can imagine using a software solution to support us with self-assessment.



Question 18: I would be interested in receiving a copy of an audio book on the topic of AEO.



Question 19: How many employees work for your company?



Question 20: Which industry does your company operate in?

