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AEB's Dr. Mollée and Markus Meissner talk about efficient collaboration through IT: Singapore, May 26 >> [More information.](#)

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## Top News

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### March 2: Supply Chain Forum at Whittlebury Hall, Northamptonshire

AEB (International) Ltd. will showcase its comprehensive suite of supply chain management software solutions at the Supply Chain Forum at Whittlebury Hall on March 2, 2010. This prestigious event will play host to 120 of the UK's leading logistics and supply chain professionals and over 40 providers of logistics and supply chain solutions. It provides a good opportunity to keep abreast of current and future trends in the industry. The forum features a top-class conference program and first-class networking opportunities. AEB will be on hand to discuss its ASSIST4 product suite, which offers a wide range of modules, including Warehouse Management, Freight Management, Transport Management, Customs Management, Monitoring & Alerting and Compliance.

The opening address will be delivered by General Sir Mike Jackson – former Chief of the General Staff (CGS) – who will explore the tough question of what makes a good leader, including areas such as decision-making and implementing and knowing when to delegate. Come and see us at Whittlebury Hall. The Warwick team is looking forward to meeting you and learning more about your requirements in the field of logistics and foreign trade. Together we can discover where AEB solutions might help streamline and optimize your business processes.

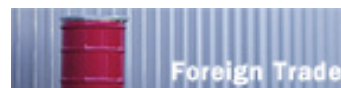
Click here for more details: [www.land.logisticsforum.co.uk](http://www.land.logisticsforum.co.uk) or contact AEB UK: [info@aeb-international.co.uk](mailto:info@aeb-international.co.uk)

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## Foreign Trade

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### **New electronic procedures for excise traders**

EMCS (Excise Movement and Control System) is a computerised system for monitoring movements of excise goods under suspension of excise duty within the EU, i.e. for which no excise duties have yet been paid. It will replace the paper document that currently must accompany such movements (the Administrative Accompanying Document or AAD) with electronic messages from the consignor to the consignee via Member State administrations.

EMCS will become operational on 1 April 2010. From this date, traders in "initial Member States" (IMS) can start submitting electronic Administrative Documents (e-ADs) for excise movements to any other Member State under EMCS. All e-ADs must be discharged electronically by the consignee in the Member State of destination. Between 1 April 2010 and 31 December 2010, all Member States and all traders will progressively join EMCS. From 1 January 2011, all movements of excise goods under suspension of excise duty shall be carried out using EMCS. For more information about the status of EMCS in the various member states, please refer to the [AEB News of February 10](#).

A full list of the statuses of the Member States can be found at the [European Commission website](#).

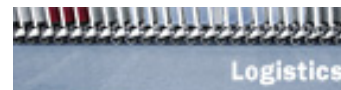
To cater for these new electronic procedures, AEB has developed software solutions for excise traders which will enable them to submit e-ADs and discharge any they receive. Please contact us for advice on how to handle the new procedures, and guidance on the software options available to you: [info@aeb-international.co.uk](mailto:info@aeb-international.co.uk)

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## **Supply Chain Management and Logistics**



### **Fresh Connection competition to commence April 12**

The Fresh Connection is an Internet-based competition for supply chain professionals launched in the UK by SCALA Consulting and sponsored by AEB. The competition has now been rescheduled from its original February start date to 12th April so there's still time to sign-up.

Current participants in the 2010 UK and Ireland competition include HJ Heinz, Cadbury, Kimberly-Clark, Wincanton, UK Ministry of Defence, Kraft Foods, Swisslog, and Bernard Matthews Farms. The role-playing simulation game is built around a virtual fruit juice producer – The Fresh Connection – that is in current financial difficulties. The challenge is to save this virtual company from its downfall and develop it into a successful company. Each team must aim to optimise the supply chain of the fruit juice company and develop strategies to deliver the highest return on investment. The teams compete over a period of six weeks using an advanced software simulation that closely monitors their performance.

You can sign-up for The Fresh Connection game at [www.thefreshconnection.co.uk](http://www.thefreshconnection.co.uk). The UK final event will be held on Thursday 8th July, 2010. Please refer to the [AEB website](#) for more information or go to the news article at [www.logisticsmanager.com](http://www.logisticsmanager.com).

## Export Controls and Compliance



### U.S. (re-)export Q&A 3: What are the similarities and differences between U.S. law (EAR) and EU law

Both the United States and the European Union are parties to various conventions and organizations dedicated to monitoring and restricting shipments of weapons, missiles and dual-use goods. This includes the Wassenaar Arrangement, the Nuclear Suppliers Group (NSG), the Australian Group (AG) and the Missile Technology Control Regime (MTCR). These groups generate and maintain lists of goods. The structure of the list of goods in Annex I of the EC Dual Use Regulation or Germany's Ausfuhrliste (AL) is therefore comparable to the U.S. Commerce Control List (CCL). Each item listed in the CCL is assigned a five-digit export control classification number (ECCN). The content of the U.S. list differs in various ways from Germany's AL, however, so list items familiar from the German or European context cannot simply be transferred to the U.S. list.

It should also be noted that U.S. law includes the general classification EAR99, which has no exact parallel in European law. EAR99 goods are items subject to the EAR but to which no ECCN can be assigned and that are not monitored by other agencies (such as ITAR goods, for example). These are usually consumables such as ballpoint pens and paper clips. But as in German and EU law, non-listed goods (EAR99) may still require a permit due to a special end use or critical end user. Numerous U.S. black lists help determine whether a ban or permit requirement is in place due to restrictions on the end user. The U.S. also has so-called license exceptions akin to our general permits.

Numerous regulations do not necessarily constitute a ban or permit requirement. Some regulations (red flag indicators, deemed export rule, etc.) simply require that a transaction be reported.

All the question and answers can be found on the AEB website under [>> Products >> ATC :: Series >> ATC :: Export Controls >> U.S. \(re-\)export Q&A.](#)

## News and Events



### **AEB draws a crowd at Logistics Link South**

AEB's appearance at Logistics Link South in Esher, Surrey, on February 2 and 3 proved to be very successful and popular. This important event in the logistics calendar, designed especially for logistics and warehouse solutions, is held annually at Sandown Park – a horseracing and leisure venue in the outer suburbs of London. This year, about 1,500 visitors attended Logistics Link South over the two-day event. There they had the opportunity to meet with over 70 suppliers to discuss business opportunities and requirements face to face, pick up new ideas and develop relationships with key players in the market. Many people visited the AEB booth during the two-day event to learn more about the supply chain management and execution solution suite ASSIST4 and try their luck at winning a Flip Video camera in the business card raffle. AEB's Warehouse Management System attracted the most attention over the two days – not surprising, given the focus of this particular logistics event on stock management and material handling. There was also considerable interest from companies looking for a broader range of functionality, including AEB's Customs Management, Freight and Transport solutions. Mark Brannan, General Manager of AEB International, felt that it was a very successful show and a major step forward in promoting the AEB brand in the UK: "Given the success of this year's event, we have already booked a booth for Logistics Link South 2011!"

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### **Review: Quick Wins event by SAP Consulting**

On February 3, as part of the AEB SAP Packaged Services initiative, AEB International Ltd. participated in the Quick Wins Event run by SAP Consulting. The event took place at SAP Headquarters in Feltham, Middlesex, and focused on Packaged Services offered by both SAP and partners such as AEB International. It was a "day of presentations" to advise and update existing SAP clients on currently available products within SAP Packaged Services and introduce the participating software partners. Steve Peirce, Sales Manager at AEB UK, introduced AEB International's portfolio within SAP Packaged Services and held a 20-minute presentation on export and denied-party address screening. "By participating in more and more industry-relevant events such as this, AEB International continues to increase its local market presence," notes Peirce.

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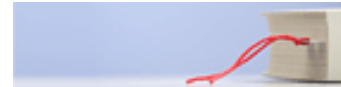
### **AEB computer center obtains ISO 27001 certification**

DEKRA Certification GmbH has recognized AEB for its data security. Certification was obtained on the first attempt thanks to AEB's well-established and conscientious information security processes. AEB has long put IT security front and center. This is true both of the IT products AEB offers to support its customers in areas such as export and compliance and of AEB's own in-house processes. Now this standard has been officially recognized in the form of ISO 27001 certification for the AEB computer center. The ISO 27001 standard defines the requirements of a documented information security management system (ISMS). "DEKRA analyzed and assessed all the process steps, from planning and implementation to operation and enhancement of the ISMS. We are grateful for this validation that our information security standards are not only defined on paper but also practiced in house," says Volker Wegst, data privacy officer at AEB. Over 4,000 customers benefit from the AEB computer center solutions. CEO Jochen Günzel is pleased that the DEKRA auditors, after meeting with AEB staff, were able to see for themselves how important data security is here: "With ISO 27001 certification, we wish to send a signal to all our customers that their data is in good hands at AEB."

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### **Publications**



### **ON TRACK FOR 2010: AEB manager's review and preview in *Logistics Insight Asia***

While the logistics sector was not spared the effects of the economic turbulence of 2009, Asia appears to have weathered the storm better than most, and industry leaders are looking forward to a much smoother – and rewarding – ride in 2010. "Despite a perceived hesitation in the industry's willingness to invest in IT, it was a tremendous year for AEB worldwide. We managed to win some 4,600 new clients for our logistics software solutions and reach our ambitious 2009 economic targets by September", says Dr. Torsten Mallée, General Manager of AEB Asia Pacific Ltd.

Dr. Mallée was among the managers asked by the editors of *Logistics Inside Asia* to comment on the past year and offer an outlook on the upcoming year. His opinion on AEB's recent performance and goals for 2010 can be read at: [www.logasiamag.com](http://www.logasiamag.com)

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### **Logistics Insight Asia: AEB freight invoice verification service**

Among its value-added services AEB provides an Auto-Audit system for checking freight invoices. The software lets customers simplify and automate the invoice verification process by eliminating manual calculation and automating data collection. Precise costs can be calculated in advance. Users in Singapore can use customs permit data as a basis for calculating actual freight costs thanks to a G2B connection arrangement with the authorities. Other features include cost reallocation, freight cost simulation and a handy freight cost calculator. This solution is available as a standard software purchase or as an outsourced service from AEB.

*Logistics Insight Asia* published an announcement of this AEB service in January.

More information about AEB's Invoice Auto-Audit solution is also available at: [www.aeb.com.sg](http://www.aeb.com.sg)

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### **January expert tip in Procurement Asia: SaaS in a nutshell**

The January 2010 helpline turns to the topic of software as a service (SaaS). Dr. Torsten Mallée explains what to keep in mind if you wish to use an SaaS solution. SaaS solutions will become increasingly common in areas where Excel spreadsheets are still in use today (such as freight cost control). Mallée cites three keywords – convenience, precision and trust – to underscore the benefit of SaaS.

*>> PDF helpline: Tips from the Expert*

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