

EDUCATION IN CUSTOMS AND TRADE COMPLIANCE



Lars Karlsson
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CUSTOMS, TRADE & SKILLS What's the Deal?

BORDER

**CLECAT Freight Forwarders
Forum 2018 6 November 2018**

**Lars Karlsson
CEO & MD
KGH Global Consulting**



WE LIVE IN A STORMY WORLD AND SAIL IN STORMY WATERS...

CHALLENGES WORLD TRADE 2018-2019

- Trade Wars?
- Brexit?
- No traction for WTO Trade Facilitation Agreement?



SAILING IN STORMY WATERS

GLOBAL TRADE

DRIVERS FOR THE NEED OF CUSTOMS SKILLS

WHY WE NEED PROFESSIONALISM & EDUCATION

The background of the slide is an aerial view of a city at sunset, with a network diagram overlay consisting of white lines and glowing nodes connecting various points across the city. The text is overlaid on this background.

TRUSTED TRADE LANES

SECURITY

SYSTEM INTEGRATION

COMPLIANCE

NEW GLOBAL VALUE CHAINS

ADVANCED SUPPLY CHAINS

STREAMLINED REPORTING

AUTHORIZED ECONOMIC OPERATORS AND TRUSTED TRADERS

WHY CUSTOMS SKILLS ARE SO IMPORTANT



145.000 UK companies have never done import/export before
200 million new customs declarations (17-20 Billion GBP/year)
+60 free trade agreements and technical agreements lost

134
DAYS



THE UK
WILL LEAVE
THE EU ON
29TH MARCH
2019

KGH TRADE AND CUSTOMS ACADEMY

LIFE IS LEARNING, LEARNING IS LIFE



KGH DIGITAL ACADEMY

This is one of the most user-friendly products I have come across. It makes the job of locating legal provisions so easy. Having tried UCC Navigator, using pdf and hard copy legislation is a thing of the past.

Marc Wouters
Customs and Excise Manager
Total Belgium



The process of locating relevant customs legislation is now so much easier with UCC Navigator. It is an invaluable tool which significantly reduces the time needed to clarify our regulatory obligations.

Small text describing the tool's benefits.



Finally, there is a central place where customs professionals can find their information, a place where ALL information related to customs is centralised. This should become the standard tool for all European companies - it is user-friendly - it is made in such an intelligent way. KGH should be proud about what they have produced!



NEW DIGITAL TRAINING

- ✓ BREXIT for EU to UK Trade
- ✓ BREXIT for UK to EU Trade
- ✓ AEO for Everybody
- ✓ UCLAT
- ✓ BASIC INTRODUCTORY CUSTOMS

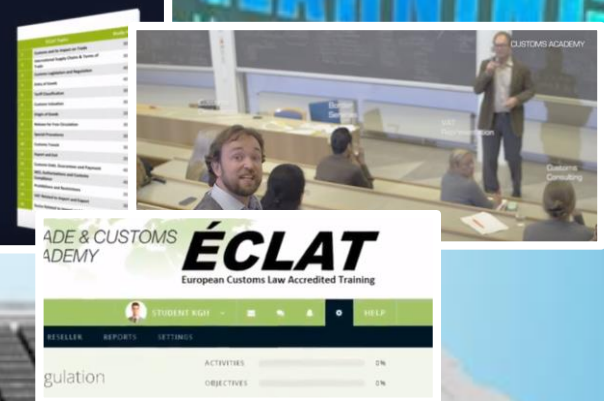
UCC NAVIGATOR – THE LEGISLATION AT YOUR FINGERTIPS

– Our online tool that navigates you through EU customs law with ease

ECLAT – TRAINING PROGRAM

– Improve your skills while saving time and costs

- 1 Customs and its Impact on Trade
- 2 International Supply Chains & Terms of Trade
- 3 Customs Legislation and Regulation
- 4 Entry of Goods
- 5 Tariff Classification
- 6 Customs Valuation
- 7 Origin of Goods
- 8 Release for Free Circulation
- 9 Special Procedures
- 10 Customs Transit
- 11 Export and Exit
- 12 Customs Debt, Guarantees and Payment
- 13 AEO, Authorisations and Customs Compliance
- 14 Prohibitions and Restrictions
- 15 VAT Related to Import and Export
- 16 Excise Related to Import and Export



AEO & CUSTOMS ACADEMY

ECLAT

European Customs Law Accredited Training

STUDENT KGH

ACTIVITIES 0%

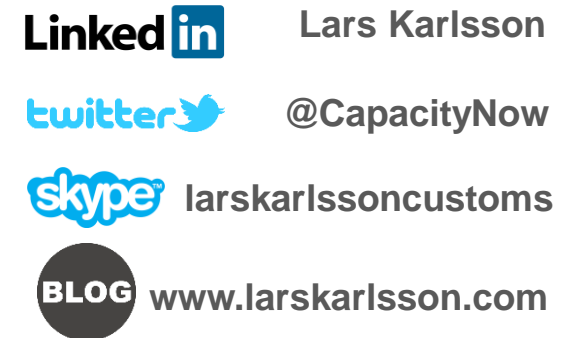
OBJECTIVES 0%

WHATEVER WE DO.... THIS IS NOT THE RIGHT STRATEGY



THANK YOU!
ANY QUESTIONS?

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