



SITPRO NEWS

Trade Facilitation Now!

Issue 40
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SITPRO

Simplifying International Trade

Oxford House
8th Floor
76 Oxford Street
London
W1D 1BS

Tel: +44 20 7467 7280

Fax: +44 20 7467 7295

Email: info@sitpro.org.uk

Website: www.sitpro.org.uk

WebElecTra to be Integrated with SPEX

SITPRO have announced that they are working with TradePoint Systems to integrate WebElecTra with SPEX export documentation software. SITPRO's Head of Electronic Business, Michèle Barker, said, "We are delighted that TradePoint Systems have decided to become a WebElecTra licensee. There has been much mention in the press regarding NES and scare mongering from some software providers about the effects NES will have on traders' electronic documentation systems. TradePoint's SPEX system with the addition of WebElecTra will provide traders with an effective solution."

"NES implementation is a business priority for us and the WebElecTra system offered everything we needed,"



Nigel Lothian and Michèle Barker signing the agreement

said Nigel Lothian, TradePoint's Managing Director. "By integrating WebElecTra with SPEX we can offer our customers greater flexibility with all the functionality to submit electronic customs declarations directly to CHIEF or via the Government Gateway".

The new system will give SMEs the capability and means to do business with your business partners 365 days a year and 24 hours a day.

Contacts: SITPRO or info@tradepointsys.co.uk

Customs and SITPRO set up Blueprint Taskforce



Customs and SITPRO have set up a taskforce to address the Customs Blueprint report, which was launched in May 2002.

The Blueprint outlines Customs' proposals for the modernisation of customs processes for the international trade of both imports and exports. The Blueprint was developed through close consultation with UK business, and Annex D: Commercial Perspective was actually the work of SITPRO's G7 and Long Term Task Force.

The Blueprint Taskforce held their first meeting in July and aim to provide a business perspective on the individual projects within the Blueprint; to raise awareness of the Blueprint's recommendations amongst the trading community, and identify the needs and technical requirements of business. The Task Force are considering the recommendations of the Blueprint in a number of small work shops. They will look at such subjects as the UCR and international standards; compliance plans and service options; statistical requirements; audit functions and back office services.

A copy of the Blueprint can be downloaded from the Customs website <http://www.hmce.gov.uk/>.



CEO Perspective

The first half of 2002 has been very successful and the articles in this issue demonstrate the hard work of the Board, policy group attendees and staff. However, as always, in the international

trade process, the future poses some significant challenges. Security concerns, together with those of animal health and foodstuffs, have the potential of eliminating the hard won facilitation of trade. It is a challenge that SITPRO, Government and business cannot fail to address with serious concern. This issue is the first in our bi-monthly format, supported by a new electronic bulletin service, where will be able to keep you informed about all these issues.

New Computerised Transit System

The New Computerised Transit System (NCTS) will go live in the UK in June 2003. It is a European-wide system devised to reduce fraud currently experienced using the paper based systems of Community and common transit.

NCTS is already being used by, and between, some countries such as Germany, the Netherlands and Spain. In the UK a pilot study will begin in January 2003, and will then extend to include EDI testing in April 2003. Although NCTS will link all the national customs administrations, each country will develop its own national system. The UK will use what is known as the Minimised Common Core (MCC), providing the basic data capture and messaging functions necessary for connection to the European network.

Currently the only way that traders will be able to connect with NCTS is by e-mail, using EDIFACT attachments, via EDCS. Traders will not interface directly with UK NCTS but will exchange structured EDIFACT messages with the system.

Annual Review

SITPRO's first year as a company limited by guarantee was very successful, and details of the year's work have been published in the Annual Review 2001-2002. It includes reports on the work of all SITPRO's policy groups and by the Chairman and Chief Executive. The Annual Review can be found on the SITPRO website in pdf format.

The Export Forum

The Export Forum has been running for about nine years and aims to bring together those involved in international trade who have a specific interest in trading with letters of credit.

The forum was established after the introduction of UCP500 (the Uniform Rules for Documentary Credits) to share experiences in using letters of credit, seek expert opinion on problems encountered and also to update attendees on recent ICC (the International Chamber of Commerce, who publish UCP500) developments, including the latest opinions published by the ICC. Over recent years the agenda has widened to cover more general export matters such as insurance, customs issues and export marketing. Meetings are held 4-6 times per year, usually attracting about 60 attendees and are hosted by a number of organisations including SITPRO.

If you are a company involved in international trade and are interested in attending Export Forum meetings please e-mail michelle.walden@sitpro.org.uk and you will be added to the mailing list to receive notification of future meetings.

International Trade Forum 2002

SITPRO were among over thirty exhibitors at ITF 2002, which took place over two days at Olympia. Our e-business and trade procedures teams were on hand to answer questions about trade facilitation and demonstrate WebElecTra.

SITPRO was also represented at the seminars that took place during the event. Gordon Cragge, David Wakeford, Keith White and Nicola Robinson were among those speaking on the subjects of the New Export System, the WTO and Community Transit.



Demonstrating WebElecTra



SITPRO at International Trade Forum 2002

Security Initiatives on International Trade

by David Wakeford, Chief Executive of SITPRO

World Trade is currently facing a severe threat through faltering global economic activity, but there is a longer-term threat growing. The mistrust and insecurity engendered by the tragic events of 11th September 2001 is resulting in draconian moves to control the movement of international trade. These controls will distort trade flows, the sourcing and manufacture of goods and there is a high probability that the countries that will suffer most will be the poorest, who are in most need of the export-led growth through international trade.

Over some considerable time international trade growth has been encouraged though progressive facilitation achieved through simplifying procedures, increased use of information technology and electronic communication, together with the use of sophisticated risk management. This has been achieved without sacrificing control or security.

We are now faced with the ascendancy of control over facilitation. There is an ambition to achieve total security through increased information requirements and the control of all goods. We are suffering from a lack of confidence in the use and enhancement of risk management techniques to improve control and thereby security.

The United States Container Security Initiative is one of the greatest threats to international trade in the future. Last year the United States processed 5.7m, containers. In order to improve the control and security related to movements, they have identified 20 ports where containers destined for the United States will be scrutinised. Felixstowe is the only UK port authorised by the United States. All other container traffic destined for the United States will be subject to rigorous control and inspection before it enters the United States, and this will significantly increase delay and thereby costs. Already the US Customs Service are saying that they need increased resources.

Besides the increased control of international trade, action is also being taken to greatly increase the information requirements for international transactions, and a range of different government departments are pursuing their own objectives independently. If a significant number of the major trading countries take the same action as the United States, then international trade will be significantly inhibited.

Facilitation is in danger of being ignored, despite it being the only way in which improved security can be

effectively managed in a scenario of global economic wealth generated through international trade. Risk management is key! At least 80% of international trade is between related parties and multinational companies that have excellent track records related to trade. A proportion of the remaining 20% of international trade is between unrelated multinational companies having excellent credentials. These facts cannot be ignored and must be used effectively to enhance the control and security of higher risk transactions. Nobody disputes that a legitimate reaction to the events of last year is the need for higher security, but the only way of achieving this, without bringing the world economy and developing countries to their knees, is the rapid introduction of modern trade practices. Risk management in combination with authorisation of traders and supply chain integrity has to be the way forward.

To influence the crucial developments related to increased security requirements, SITPRO is working actively with businesses and authorities. On the 2nd October we have arranged a Forum to raise key business concerns with government and we are involved in a number of key meetings in the World Customs Organisation, focussing on the issue of security and facilitation.



About the author

David Wakeford is Chief Executive of SITPRO. Prior to this he managed his own company, Global Trade Knowledge Ltd.

For the majority of his career he worked for ICI, starting as a research chemist, he then moved into an international commercial role as Purchasing Manager for ICI Plastics Division. His final position in ICI was as the International Trade Manager where his responsibilities covered trade policy issues, commercial regulatory issues and customs management. He chaired a number of international committees and in 1992 was honoured in the United Kingdom with an MBE for services to the chemical industry in the area of trade policy.

When he is not at work, David is an avid sailor.

Diary & Events

17 September	SITPRO Board Meeting	House of Lords
17 September	New Export System Roadshow	Stansted
19 September	(see below)	Stoke-on-Trent
19 September	UKP.eb Website Launch (see below)	DTI Conference Centre
20 September	Export Forum (see page 2)	London
23 September	EUOPRO meeting	Brussels
24 September	Ports Procedures Policy Group Meeting	Southampton
2 October	Forum on Security Controls and International Trade	SITPRO, London
14-15 October	WCO Symposium on Supply Chain Security in Trade Facilitation	WCO, Brussels
16 October	WCO Forum on Valuation and Facilitation including Capacity Building	
16 October	SITPRO CSG Meeting	London
22 October	SITPRO & Customs Blueprint Plenary (see page 1)	Custom House, London
28-29 October	Optimising Trade Facilitation through Online Customs Procedures	Radisson Hotel, Brussels
30 October	Post-conference workshops (see below)	

New Export System Roadshow Series Extended



Gordon Cragge

17 & 19 September:

Following the tremendous success of the SITPRO / FTA NES roadshows that have been taking place

around the country over the last few months, two extra dates have been added, 17th September in Stansted and 19th September in Stoke on Trent.

The day's seminar presentations have made attendees understand exactly what steps they should take to prepare

their export processes in readiness for NES going live, in the maritime environment, on October 28th 2002. The September seminars will provide an urgent reminder to traders that they only have a strictly limited time to act, and that the time for consideration is long gone!

Contact: Dave Green, FTA, tel: 01892 786 000, email: dwgreen@fta.co.uk

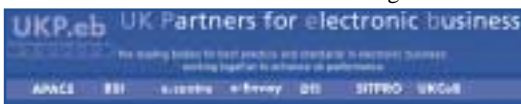


NES Roadshow in Reading

UKP.eb launch e-business website

19 September: UK Partners for electronic business are launching their new website, www.ukpeb.org, which is intended to introduce people to the e-business resources that are currently available or being developed. It will also contain links to the partners, including SITPRO, who provide those solutions. UKP.eb have also produced two publications on e-business written by its chair, Professor Tom McGuffog.

Contacts: SITPRO or Jan.sellars@bsi-global.com



IQPC Online Customs Summit

28-29 October: Gordon Cragge and Michèle Barker will be among the speakers at this year's event, entitled 'Optimising Trade Facilitation through Online Customs Procedures'. The conference, which is targeted at senior representatives from Customs Authorities, Freight Forwarders, International Traders, Brokers and Carriers, will discuss solutions to the problems involved with the transit of goods across international borders.

Contact: Tel: 0207 368 9300, enquire@iqpc.co.uk



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paul.hiscock@sitpro.org.uk
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With assistance from:
The SITPRO staff and CSG
Croner CCH
Export Buyers Guide



SITPRO

Simplifying International Trade

The Staff

David Wakeford
Chief Executive

David Arathoon
Director, Internal Affairs
and Company Secretary

Gordon Cragge
Director, Trade Procedures

Michelle Walden
Deputy Director,
Trade Procedures

Nicola Robinson
Assistant Director,
Trade Procedures

Andrew Grainger
Assistant Director,
Trade Procedures

Michèle Barker
Head of E-Business

Sue Bravery
Technical Support Manager

Sanjay Sharma
Accountant

Paul Hiscock
Communications &
Marketing Co-ordinator

Paola De Pascali
PA to Chief Executive

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