

Freight Forwarders Forum 2018

*“FUTURE PROOFING THE CUSTOMS PROFESSION:
Education in customs and trade compliance”*

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Italian Freight Forwarders' Association

WHO WE ARE

- We represent **90% OF ITALIAN FREIGHT FORWARDING COMPANIES** (13 billion €/y overall turnover and more than 30,000 operators).
- We have more than **70 YEARS OF HISTORY AND EXPERIENCE** supporting freight forwarders.
- We have a **NETWORK** of more than **30 LOCAL ASSOCIATIONS** and we are **ACTIVE MEMBERS** of **CLECAT** in Europe and of **FIATA** worldwide.

OUR INSTITUTIONAL ACKNOWLEDGEMENT

- **NATIONAL CUSTOMS ADMINISTRATION** (e-Customs Committee)
- **Ministry of ECONOMIC DEVELOPMENT** (Trade Facilitation Committee)
- **Ministry of INFRASTRUCTURES and TRANSPORT** (Logistics and Transport Partnership Committee)
- **ICC Italy** (Customs and Trade Facilitation Committee)

OUR CHALLENGES

- **NEW PROTECTIONISM** and **CUSTOMS BARRIERS** (Nafta, Brexit, etc.)
- **REGULATORY** and **CUSTOMS COMPLIANCE** (10 years of AEO, UCC, etc.)
- **DIGITAL INNOVATION, HUMAN RESOURCES MANAGEMENT, ENVIRONMENTAL SUSTAINABILITY, etc.**

Our mission is to create a stronger culture around people that work in the logistics sector



❖ Freight forwarders have a **STRATEGIC ROLE** within the logistics sector as **INTERNATIONAL TRADE FACILITATORS**



❖ The high level of competition and growing integration of logistics and trade require **SPECIALIZED KNOWLEDGE** and **QUALIFYING COMPETENCES**



❖ **PEOPLE** - and their **KNOWLEDGE** and **EXPERIENCE** - are a freight forwarding company's **MOST VALUABLE ASSET**

What we ask education and training institutions and universities for

1) Teaching CUSTOMS, SUPPLY CHAIN MGMT, TRADE AND COMMUNITY LAW in SCHOOLS



WHAT WE DID

We edited a textbook on logistics and transports for secondary schools with our Lombardy association

2) Providing GRADUATE and POSTGRADUATE PROGRAMMES in UNIVERSITIES



WHAT WE DID

We sponsored University of Genoa's postgraduate Master in Marine and Transport Insurance.

3) Setting up PARTNERSHIPS with PUBLIC AND PRIVATE RESEARCH ORGANIZATIONS



WHAT WE DID

Thanks to our national Confederation, we made agreements with the Italian Ministry of Education and national Agency Invitalia on industrial research and innovation.

The value we give to our members



*The goal is to **BOOST** our companies' **COMPETITIVENESS** on the market*

A SUCCESS STORY 

AEO Competence Criteria - FEDESPEDI Training Course

30% of all Italian AEOs are members of Fedespedi

2 annual editions

400 of our members certified in 10 years

80 qualified Customs Responsible persons

In EU, and in Italy as well, 81% of import and 72% of export customs declarations are managed by AEOs

Conclusions

OUR NEXT STEPS:

1. To enhance **CUSTOMS & TRADE TRAINING** in **SECONDARY AND ACADEMIC EDUCATION**
2. To implement **OUR CERTIFICATION PROGRAMMES** to **VALIDATE** freight forwarding companies' **PROFICIENCY AND EXPERTISE**
3. To implement **DIGITAL AND FLEXIBLE TRAINING TOOLS** to fit operators' working time needs

OUR VISION:

To focus on **PROFESSIONAL TRAINING and QUALIFICATION**

To create a **STRONG PARTNERSHIP** among **INTERNATIONAL TRADE STAKEHOLDERS**

To **ENSURE REGULATORY COMPLIANCE, EFFICIENCY AND DEVELOPEMENT**

**THANK YOU
and keep in touch!**

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