



TRADE CONSULTANCY

KUEHNE+NAGEL



Trade Consultancy

In Australia, most companies pay too much duty due to a lack of understanding about the complex regulatory international trade environment, and they are unaware of how much money they could be saving.

Kuehne + Nagel are experts in Australian trade. Our trade consultancy service has benefitted companies of all sizes who are looking to optimise their financial operations by reducing import costs.

Navigating free trade agreements, understanding the application of GST, and knowing which tax concessions are available to your business are just some of the areas where Kuehne + Nagel's in-depth knowledge and expertise can benefit the financial position of your company.



Our trade consultants can analyse your cargo, apply the correct tariff classifications, evaluate country of origin, seek out free trade agreements, and help determine a variety of trade factors that can be legally used to your company's advantage.

**MORE THAN 80% OF
AUSTRALIAN COMPANIES
DO NOT USE FREE TRADE
AGREEMENTS DUE TO A LACK
OF UNDERSTANDING**

-HSBC APAC FTA STUDY

TRADE CONSULTANCY SOLUTIONS

- Free customs audits for selected companies
- Tariff Concession Orders
- Enhanced Project By Law Scheme
- Free Trade Agreement (FTA) assessment
- Reviews and appeals to customs decisions
- Valuation
- Tariff classification advice
- GST enquiries
- AQIS issues
- Tradex Scheme
- All other trade issues

WHEN SHOULD YOU MEET WITH A TRADE CONSULTANT?

- If your products are high value
- If your customs duty charges are high
- If your cargo is manufactured outside of Australia
- If you have major AQIS issues, delays, or costs
- If your company has begun - or supplies - projects in excess of \$10,000,000
- If your tariffs and duty rates have not been audited for accuracy



Services

Kuehne + Nagel's Trade Consultancy service allows clients to leverage our expert knowledge, customs brokerage resources, and industry know-how in order to maximise your company's operations through reduced duty costs.

CUSTOMS ENTRY REVIEW

Our Customs Entry Review service can recover significant amounts of overpaid duty by importers across a range of industries. Too often, companies do not fully understand the intricate details involved in duty applications, FTAs, and tax exemptions, and as a result, will overpay.

We can provide importers with qualified and experienced Trade Consultants who will take the time to establish the minimum amount of duty applicable to the importer's product range. The outcome of a Customs Entry Review can be a recovery of overpaid duty, identification of strategies to reduce future duty exposures, identification of any potential duty liabilities, or an assurance that the importer's Customs Broker is accurately entering the imported goods with Customs.

3 STAGE PROCESS

STEP 1
TRADE CONSULTANT REVIEWS PRODUCT RANGE

STEP 2
60 MONTH ANALYSIS OF IMPORT DOCUMENTATION AND CUSTOMS ENTRIES

STEP 3
FINDINGS REPORT AND RECOMMENDED ACTIONS PROVIDED TO CLIENT

BENEFITS

Importers have nothing to lose and everything to gain by engaging a Kuehne + Nagel Trade Consultant for a Customs Entry Review, as our fee is based on a percentage of the recovered duties only.

Therefore, if no duties are recovered, no fee is payable.

TARIFF CONCESSION ORDERS (TCO)

Customs and Border Protection manages a range of programs to support local industries. One of these, the Tariff Concession System, will affect your business if you are an Australian importer or manufacturer. A TCO can be granted to allow the duty-free entry of goods into Australia, saving your company money

HOW IT WORKS

A Tariff Concession Order (TCO) will be granted for imported goods if substitutable goods are not produced in Australia. Certain classes of goods, including foodstuffs, cosmetics, clothing and passenger motor vehicles are on the Excluded Goods Schedule and are ineligible for a TCO.

Our Trade Consultancy Department specialises in the facilitation of tariff concessions, from initial database research to final concession approval on your products. Not only can we eliminate the tariffs you are currently paying, but we can retrieve excess duty that has been paid in the past.

**KUEHNE + NAGEL HAS
A 95% SUCCESS RATE ON
ALL TAX CONCESSION ORDER
APPLICATIONS, SAVING OUR
CLIENTS A SIGNIFICANT SUM OF
MONEY IN THE PROCESS**

KUEHNE + NAGEL

Our support network of 69,000 employees extends to over 1,200 locations in more than 100 countries, making us one of the world's largest logistics companies.

SERVICES

- Seafreight
- Airfreight
- Contract Logistics
- Customs Clearance & Trade Consultation
- Insurance

INDUSTRY SOLUTIONS

- Pharma & Healthcare Logistics
- Drinks Logistics
- Reefer & Perishable Logistics
- Project, Oil & Gas, and Marine Logistics

