



## DATA FLOWS

Export · Import · Borders · GVMS



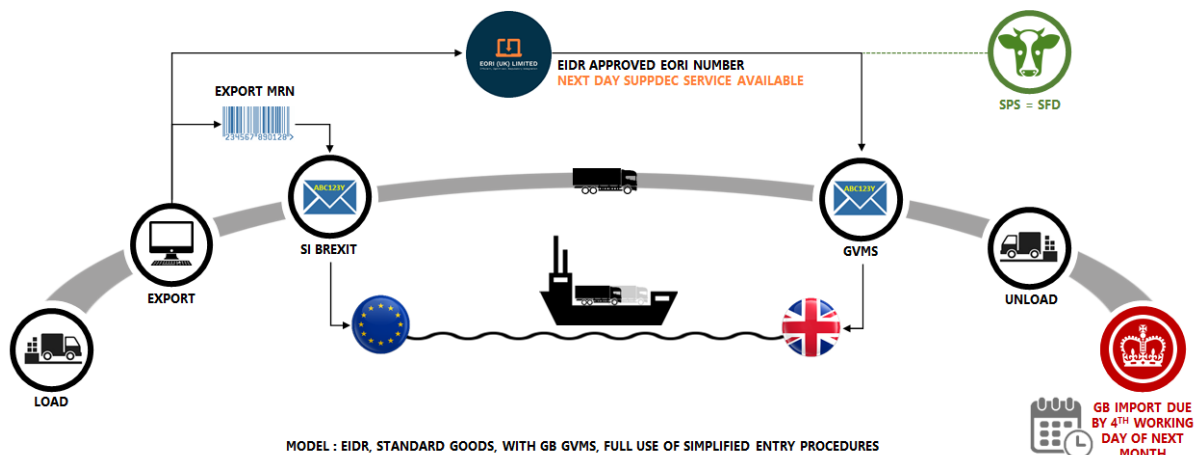
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| Subject :              | Data flows – particularly EU to GB             |
| Version and date :     | v.1.0 January 2022                             |

## THE WHEELS ON THE TRUCK...

With European road freight it is vital that data flows smoothly. It costs circa £1 per minute to delay a heavy goods vehicle, let alone the knock-on effects of late deliveries and broken promises.

Between goods despatch and ultimate delivery there are a number of customs and border processes that need to be navigated. The sequencing of these processes is as important as the process itself; get it wrong and the truck could be stuck until you get it right.

We make full use of customs simplifications and are authorised to do so, but still, things need to happen in a certain order and be in the right place at the right time.



This was less of an issue in 2021 as the GB frontier process (GVMS or inventory linking) was (mostly) not live. It is now fully live and the need to hit timelines is vital. Each process relies on the previous one being completed. As the diagram shows, the flow is left to right. Data needs to travel in the same direction whenever practical or it is almost impossible to control or reconcile.

We appreciate that building Eurotunnel involved tunnelling from both ends and meeting in the middle but the truck queues today are largely due to traders trying to do the same thing and failing. The exporter pushes the goods to the exit port and the importer pulls them from there. It does not work, the process needs to either be push or pull, but rarely works when you try and do both!

## **NO GMR – NO GO!**

Taking EU to GB flows as an example, the process is actually quite simple:-

1. Export declaration is raised in EU and creates an MRN (Movement Reference Number)
2. Haulier needs to lodge the export MRN on the exit port system (known as SI Brexit) before arriving at the port.
3. When the vehicle checks-in (using SI Brexit) the MRN is retrieved and flagged as having left the EU. The export process is complete.
4. At the same time, the driver needs a GMR (Goods Movement Reference) to be allowed to travel to GB.
5. To obtain a GMR (in simple terms) the haulier must lodge the import declaration MRN on GVMS (Goods Vehicle Movement Service).
6. Once the GMR is assigned to a departure, the ship sails and the import entries start to 'arrive' on the GB customs system and are cleared or called for further action.
7. GMR initiates the GB import process – without a GMR the driver will not be allowed to leave the EU heading for GB.

The GVMS/GMR process works very well – but get it wrong and it is a devil to put right.

## **INCOTERMS® DON'T HELP!**

The incoterm can complicate the process. For example; you are a GB importer buying products from a French supplier on delivered (DAP) terms. The exporter will arrange the export declaration and arrange the transport – you are not involved. The transporter will arrange SI Brexit (see above), however they need you to complete the import so they can get a GMR. The transporter does not know you or have a commercial relationship with you. And you might not even know the transporter either. The goods are supplied on a delivered basis but you can't receive them unless you do something about it...or they might not ever get to the UK!

This is where the push/pull comes in. The exporter is 'pushing' the goods to you, but you need to 'pull' them from the port of EU exit. The poor old haulier is stuck in the middle, dependent on both parties to do the right thing – only they might not even know one of them....you!

## SWIMMING UP STREAM

Remember how important it is that the data flows in the same direction as the goods? In the example above we often see GB importers correctly arranging import declarations but unsure who to share the import MRN with, particularly if the vehicle has already set off. If a haulier you didn't know called and asked for an import MRN, how can you be sure they are legitimate? Give it to the wrong caller and it could be blocked. Remember, transport is often sub-contracted according to haulage availability.



The flow of data is clearly important and so too is timing. We operate two clear models depending on whether we are working on behalf of the freight forwarder or the GB importer. Both are similarly quick and efficient but the flow is different:-

## WORKING FOR THE FREIGHT FORWARDER

The freight forwarder (FF) gathers the data and choreographs events, liaising with exporter and importer accordingly:-

1. FF arranges the export declaration and MRN (or receives it from the exporter)
2. FF passes all load data to EORI, including sufficient import data to enable EORI to create simplified frontier processes (and full frontier entries if necessary)
3. FF arranges the SI Brexit lodgement so all export MRN's are pre-lodged
4. EORI pre-lodge the simplified import entries and pass import MRN's to the FF
5. FF arranges a GMR to enable travel to UK (or EORI arrange for FF according to agreement)
6. Vehicle ships, arrives and delivers goods to GB importer/consignee
7. EORI finalise the import declaration and share details with the GB importer, having been authorised by them to act on their behalf

Nice and simple. Not much for the GB importer to do and, in many ways, is even easier than the 2021 deferred entry process.

By lodging the simplified process at the frontier and following it up with the full import declaration a few days later, EORI have enough time to raise any queries (such as proof of origin) without impeding the vehicle or flow of goods.

## WORKING FOR THE GB IMPORTER

The GB importer knows the goods are coming and needs to pass the import MRN back down the line to avoid delays. NB : we do NOT need the import vehicle number (if using a GVMS port such as Dover or Eurotunnel) so don't worry if you don't know it.

- a. Importer collates import information
- b. Completes EORI RPA form (available here : [https://www.eori.uk/Customs\\_Entry](https://www.eori.uk/Customs_Entry)) and sends to EORI for the simplified process to be completed
- c. EORI complete simplified import process and receive an import MRN from HMRC
- d. EORI pass the import MRN to the GB importer (or it can be shared with the exporter or nominated carrier if EORI are advised of the email address to send info to)
- e. Importer passes import MRN number to exporter or their nominated carrier (if not already done by EORI)
- f. Transporter arranges SI Brexit and GMR
- g. EORI are open 24hours a day should the transporter have a problem
- h. Vehicle ships to UK and goods are delivered
- i. EORI finalise import declaration a few days later and send details to the GB importer

This model seems equally smooth on the surface. However, the big difference is that the carrier might have 10+ consignments on board and not all traders will be as organised as you and us. The haulier will be getting data from all manner of sources and may struggle to correlate. This is why the FF model works so well as EORI receive a packet of data (whole trailer, multiple consignments) and return a packet of MRN's to the FF. In the GB importer model the haulier is tasked with trying to complete the GMR when some of the MRN's might be missing, particularly if the other agents are not fully 24hours (as we are).

## ROOTED TO THE SPOT

The GB importer model is why many carriers will not leave the EU loading point unless and until they have all of the import MRN's so they can create a GMR before they set-off. This is overly cautious but we understand their concerns – it only takes one shipment to hold up the entire trailer.

The transporter needs to be convinced that things will get done whilst the vehicle is in transit. No point holding the vehicle in Poland until the GB import documentation is done when the 40 hour transit can provide ample time to complete the required processes before the vehicle gets to Calais. This is particularly so when using customs simplifications (as we do) so that paperwork is turned around quickly and efficiently. Transporter confidence will come but in the early stages expect delays at the loading point whilst nervous hauliers get acclimatised.



This overly-cautious approach creates false pressure on the documentation process as entries have to be done earlier than required. We operate a 2 hour SLA providing the vehicle is shipping within 24hours of the data being received, other than that the SLA is 12 hours. We operate this way otherwise we can easily find ourselves prioritising a vehicle loading in Gdansk over one approaching Calais and that is not the best use of resources. There are 160 of us in the team but nobody wins the game if all of the players chase the ball!

We hope you have found this information useful and would urge you to also download our SMART pack which contains full terms and conditions. We look forward to working with you in the near future.

Kind regards



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