

# THE WORLD HAS CHANGED

## LMW 2021 STRATEGIES FOR WAREHOUSE/MANUFACTURERS



### THE WORLD HAS CHANGED

The IMPOSSIBLE Happened! A Worldwide Shutdown 2021 this CHANGES EVERYTHING in International Trade and a NEW NORMAL will emerge!

A Worldwide Recession, Business Model Change, Work from Home, Communication Delays, Reduced Investments, Compulsory Health Screening, IT Dependence, etc.

The more 'adept' companies will achieve Profits Faster. We MUST expect Supply Chain Disruptions, Vendor Financial Meltdown, Lack of Materials, Slow Operations, Unpredictable Demands and a myriad of NEW CHALLENGES, NEVER EXPECTED!

The WAREHOUSING RESET means Change in Working Styles, International Business and Mental Toughness is required to Win Favourable Export Terms with 'New' Focus, for Future Opportunities – It requires a Paradigm Shift!

### SCOTS LEARNING OBJECTIVE

#### Scots Skill ONE

Prepare Warehouse and Manufacturing LMW 2021 Proposal

#### Scots Skill TWO

Review LMW Operations GAP – Q&A Session on Do's and Don'ts!

#### Scots Skill THREE

Implement New Habits – Develop Positive LMW Health/Safety Work Culture

#### Scots Skill FOUR

Identify Customs Key Decision Influencers (PIC), Relationship and Support!

#### Scots Skill FIVE

TEN 'Common' LMW Mistakes – Pro-Active Action to Avoid Customs Investigation!

#### Scots Skill SIX

Develop Materials, Equipments, Parts Duty and Non-Duty Exempt Checklist

#### Scots Skill SEVEN

Customs Investigation and Penalties – Develop Pro-Active Customs Guidelines!

#### Scots Skill EIGHT

Develop and Implement Warehouse/Manufacturing LMW Annual Plan

### WHO SHOULD ATTEND?

**LMW Stakeholders** – Purchasers, Transport, Warehouse, Logistics, Accounts & Finance, Procurement, Supply Chain, Project Managers/Executives and People involved in LMW Implementation!



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## LMW 2020 STRATEGIES FOR WAREHOUSE/MANUFACTURERS



The World Has Changed –  
New LMW Ideas and Strategies for Exporters in Post-Covid 19

### PART A – ‘NEW’ LMW 2020 STRATEGIES – THE WORLD HAS CHANGED

1. **The World Has Changed 2020** – Trading Relationship, Limited Orders, Manage Uncertainty, Export Delays, etc.
2. **LMW 2020 Strategies for Warehouses/Exporters** – New Priorities, Delivery Failures and Fluctuating Demand!

### PART B – ‘NEW NORMAL’ CHANGES in LMW OPERATIONS SETUP

1. **WAREHOUSE/MANUFACTURER LMW APPROVAL**
    - A. **Present LMW Proposal** – % of Export, ‘Choice’ Industry, Documents, Procedures and Customs PIC!
    - B. **LMW Setup Guidelines** – Location, Compliance, Buildings, Storage Control, FG/RM/Waste, Records, etc.
  2. **LMW SYSTEMS SETUP and LMW RESPONSIBILITY**
    - A. **LMW Documentation and Procedures**
      - Stock Movement
      - 3rd Party Exports
      - Subcontract/Farming
      - Re-Import/Export
      - Material/Equip Disposal
      - Fire/Theft/Loss Remission
    - B. **LMW Management Representative (LMR)** – Investigations, Customs Approval, Documentation and Compliance!
  3. **INCORPORATE LMW WAREHOUSE SAFETY/HEALTH PROTOCOL**
    - A. **Change ‘Old Store Practices’** – Avoid ‘Shutdown’ with Staffs Temperature Checks and Safety/Health PPEs
    - B. **Set Health/Safety Housekeeping Protocols** – Social Distancing and Change Layout during Down Time!
- C. Scots Skill ONE** – Prepare Warehouse/Manufacturing LMW 2020 Proposal
- C. Scots Skill TWO** – Review LMW Operations GAP – Q&A Session on Do’s and Don’ts!
- C. Scots Skill THREE** – Implement New Habits –Develop Positive LMW Health/Safety Work Culture

### PART C – LMW WAREHOUSE/MANUFACTURING COMPLIANCE

4. **LMW LICENSEE in CUSTOMS AUDIT/INVESTIGATION**
    - A. **LMW Operations Transparency** – LMW Records, Duties Payment and Monthly Return Submissions
    - B. **Pre-Audit LMW Preparation** – Audit Protocol, Policies/Procedures, LMW/Non-LMW Store and Stock Movement
  5. **LMW CUSTOM DUTIES and EXEMPTION CLAIMS**
    - A. **LMW Custom Duties Exemption** – Manufacturing Aids, Machinery/Parts, Raw Materials and Components
    - B. **LMW Duty Exempt Application** – Exemption Claim Procedures, Forms and Formats and Procedures
  6. **LMW EQUIPMENT/PARTS and WASTE DISPOSAL CLAIMS**
    - A. **Machine/Equipment/Parts Disposal Reports** – Develop Asset Inventory Lists and Documentary Evidence!
    - B. **Raw Material Wastes/Defects/FG Reject Reports** – Establish Stock Records and Accounting Policies
  7. **LMW CUSTOMS AUDIT and INVESTIGATION**
    - A. **Customs Investigation Policy and Procedures** – Pro-Actively Preparation and Avoid Custom Penalties!
    - B. **Customs Investigation Do’s and Don’ts** – Officer In-Charge, LMR Liaison Officer and Build Trust!
- C. Scots Skill FOUR** – Identify Customs Key Decision Influencers (PIC), Relationship and Support!
- C. Scots Skill FIVE** – TEN ‘Common’ LMW Mistakes – Pro-Active Action to Avoid Customs Investigation!
- C. Scots Skill SIX** – Develop Manufacturing Materials/Equipments/Parts Duty and Non-Duty Exempt Checklist
- C. Scots Skill SEVEN** – Customs Investigation and Penalties – Develop Pro-Active Customs Guidelines!

### PART D – LMW CUSTOMS ADMINISTRATION and REPORTING

8. **LMW REFUNDS/REPORTS and ACTION PLAN 2020/2021**
    - A. **LMW Refund and Submission** – Materials/Scraps/FG, Equipment/Waste Disposal, Local Sales and Duties Paid
    - B. **Present Annual LMW Plan 2020/2021** – Cost Savings/Cash Flow Savings, NEW Strategies and Action Plan
- C. Scots Skill EIGHT** – Develop and Implement Warehouse/Manufacturing LMW Annual Plan 2020/2021