



**AEO SURVEY IN
LATIN AMERICA
Key Findings**

Washington DC

December 2, 2013

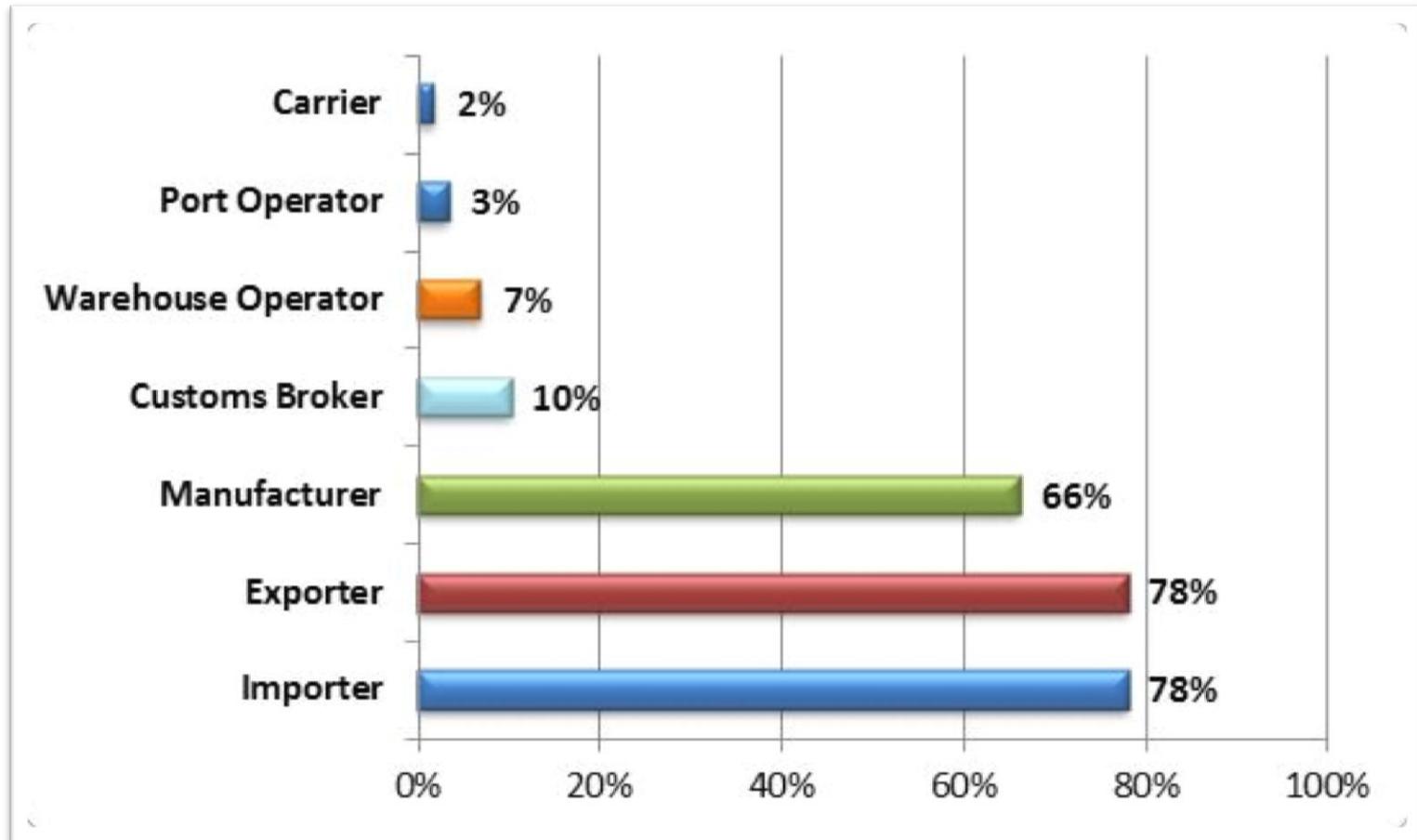
BASIC INFORMATION

- **Survey based on perceptions (non-scientific)**
- **Participating countries**
 - Argetina, Colombia, Costa Rica, Dominican Republic, Guatemala, Mexico and Peru
- **Universe: 156 companies certified in LAC at the time of the survey**
 - 59 responses (37.8%)
 - Geographical distribution:
 - **48 Mexico** (out of 140 companies at time of survey was created)
 - 4 Argentina (out of 7)
 - 3 Dominican Republic (out of 4)
 - 3 Costa Rica (out of 4)
 - 1 Guatemala (out of 1)
 - No companies certified in Peru and Colombia at the time of survey

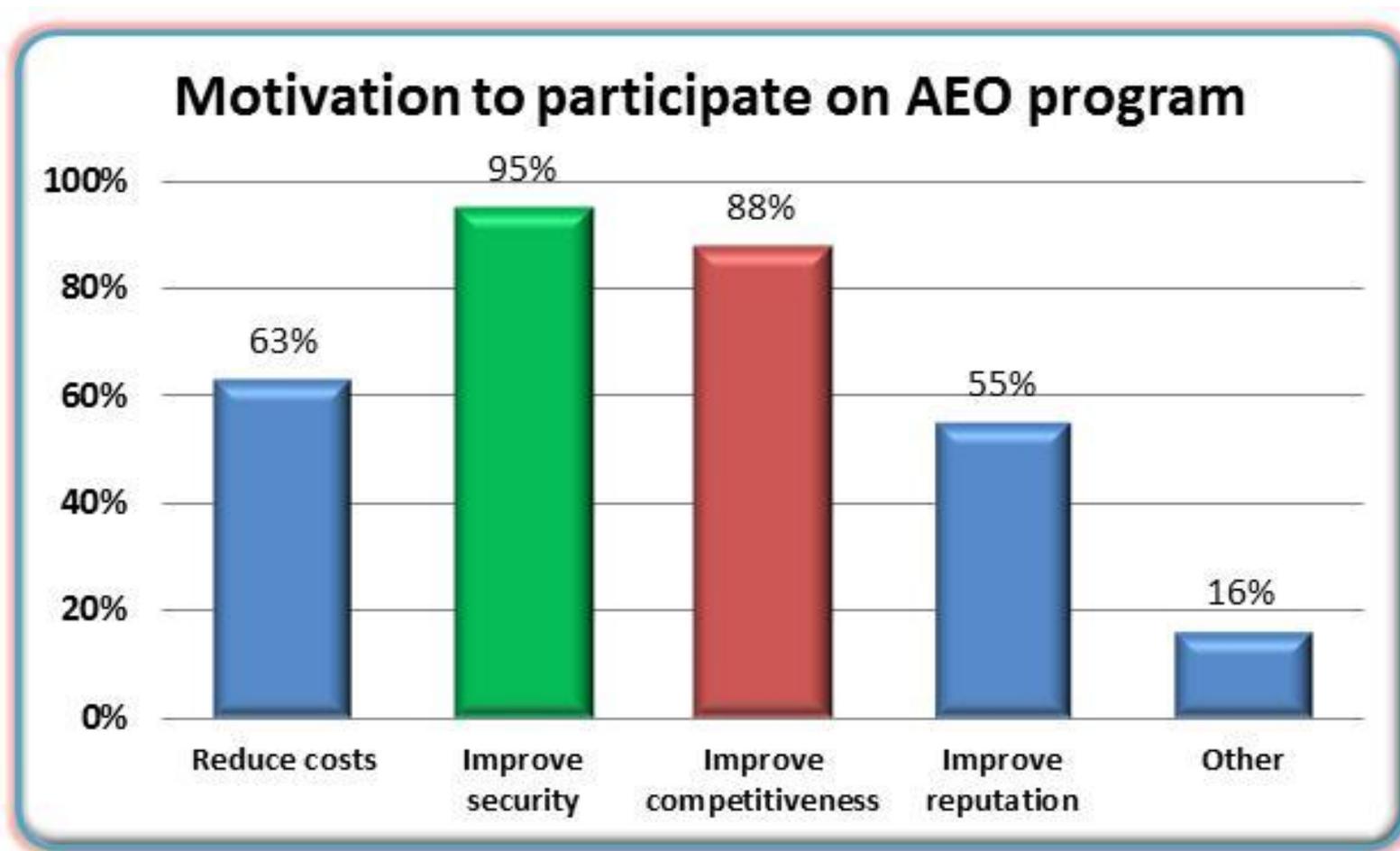
AVERAGE COMPANY PROFILE IN SURVEY

- **Manufacturer with import/export operations**
- **Revenue > \$10 million USD per year**
- **80% of revenues come from export**
- **More than 1000 employees**
- **More than 500 customs declarations per year**
- **C-TPAT and ISO9000 certified**
- **Less than 1 year operating with AEO certification**

TYPE OF AEO COMPANIES SURVEYED

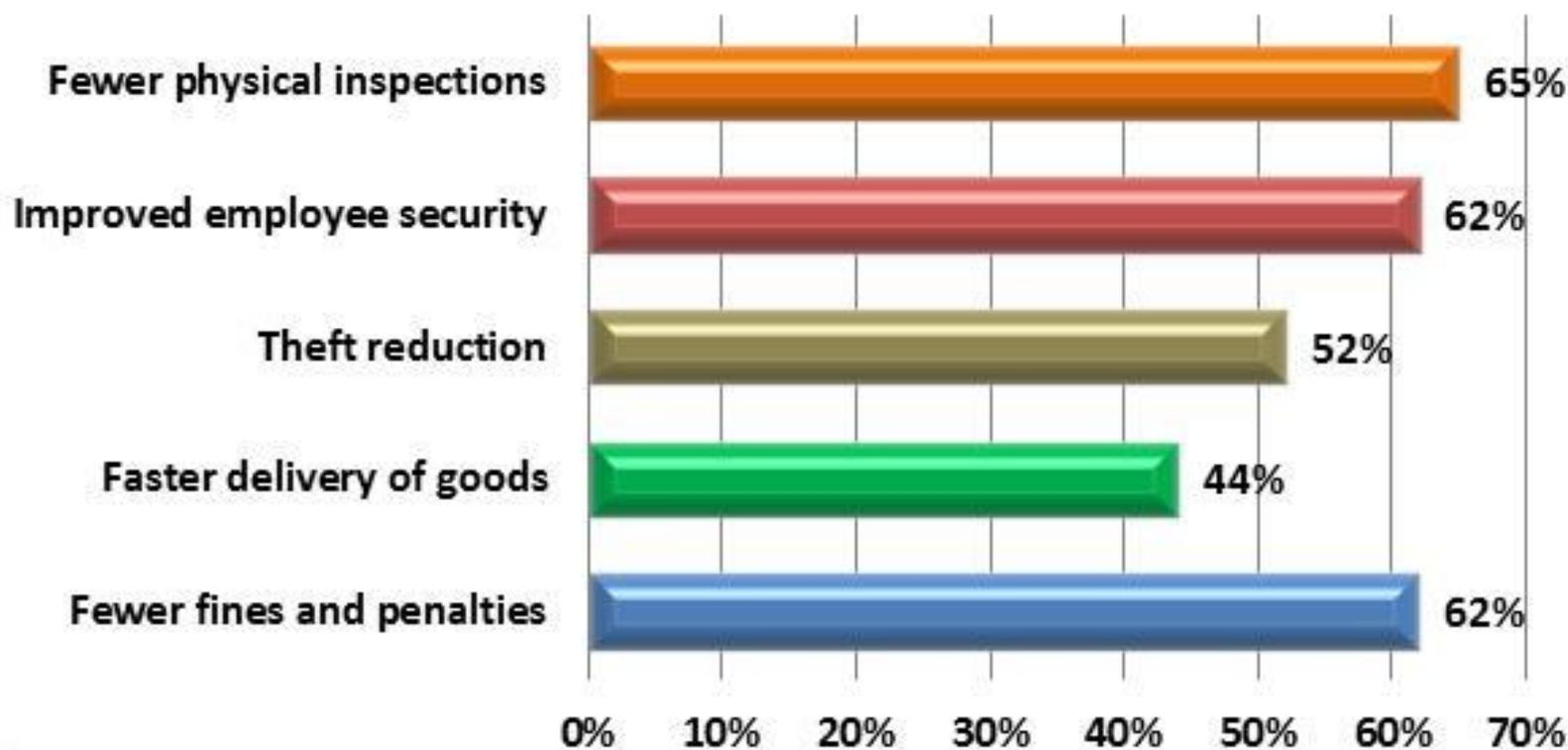


KEY FINDINGS (i)

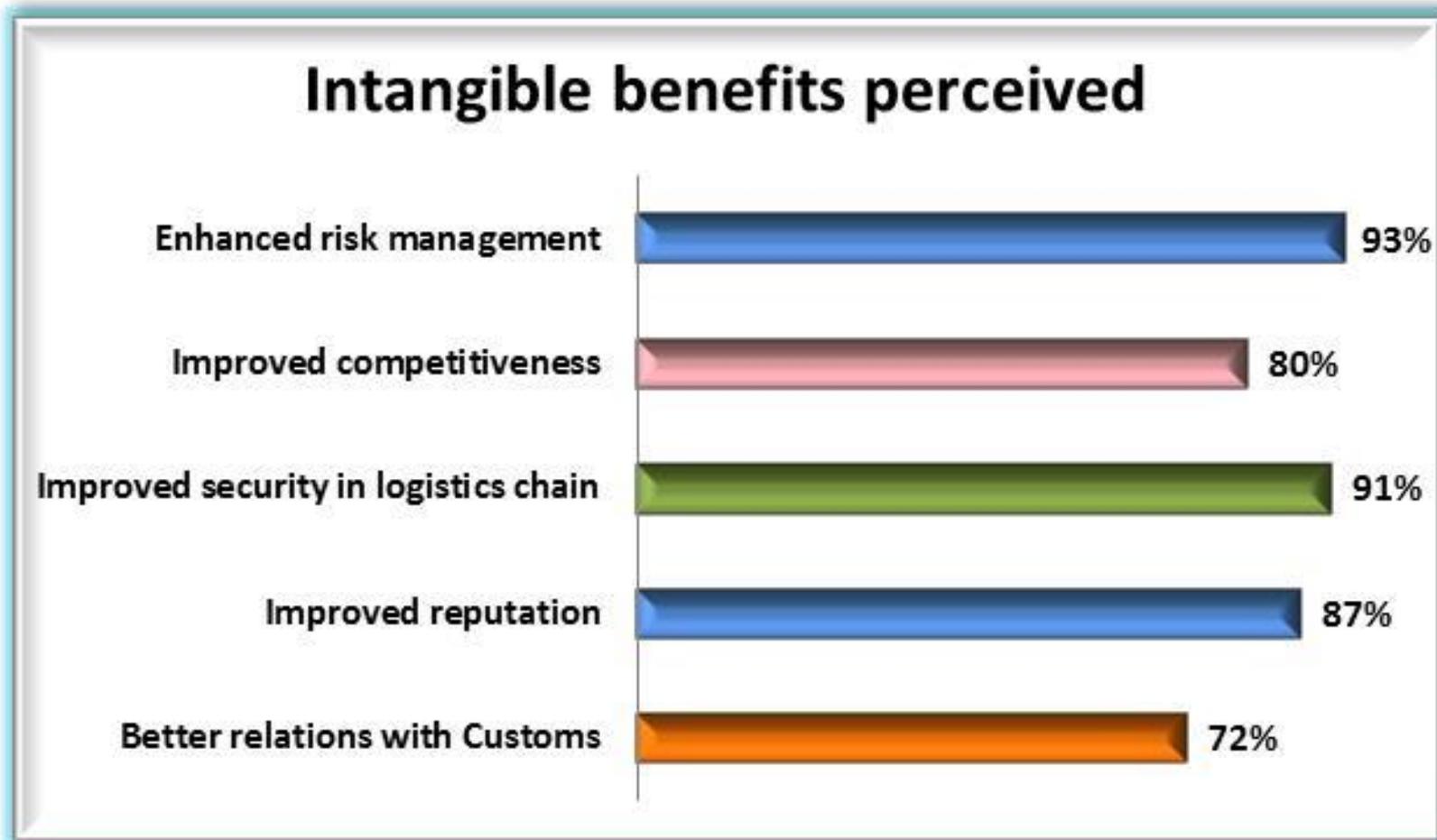


KEY FINDINGS (ii)

Tangible benefits perceived



KEY FINDINGS (iii)



KEY FINDINGS (iv)

- Overall savings per year due to AEO implementation in USD

	<u>SAVINGS</u>
Median	\$71,500
Average	\$416,750
Minimum	\$3,500
Maximum	\$2,000,000
N=	18 (30% of total)

KEY FINDINGS (v)

- Total implementation cost to obtain AEO certification in USD

	<u>Implementation Cost</u>
Median	\$45,000
Average	\$75,599
Minimum	\$3,000
Maximum	\$387,750
N=	33 (56% of total)

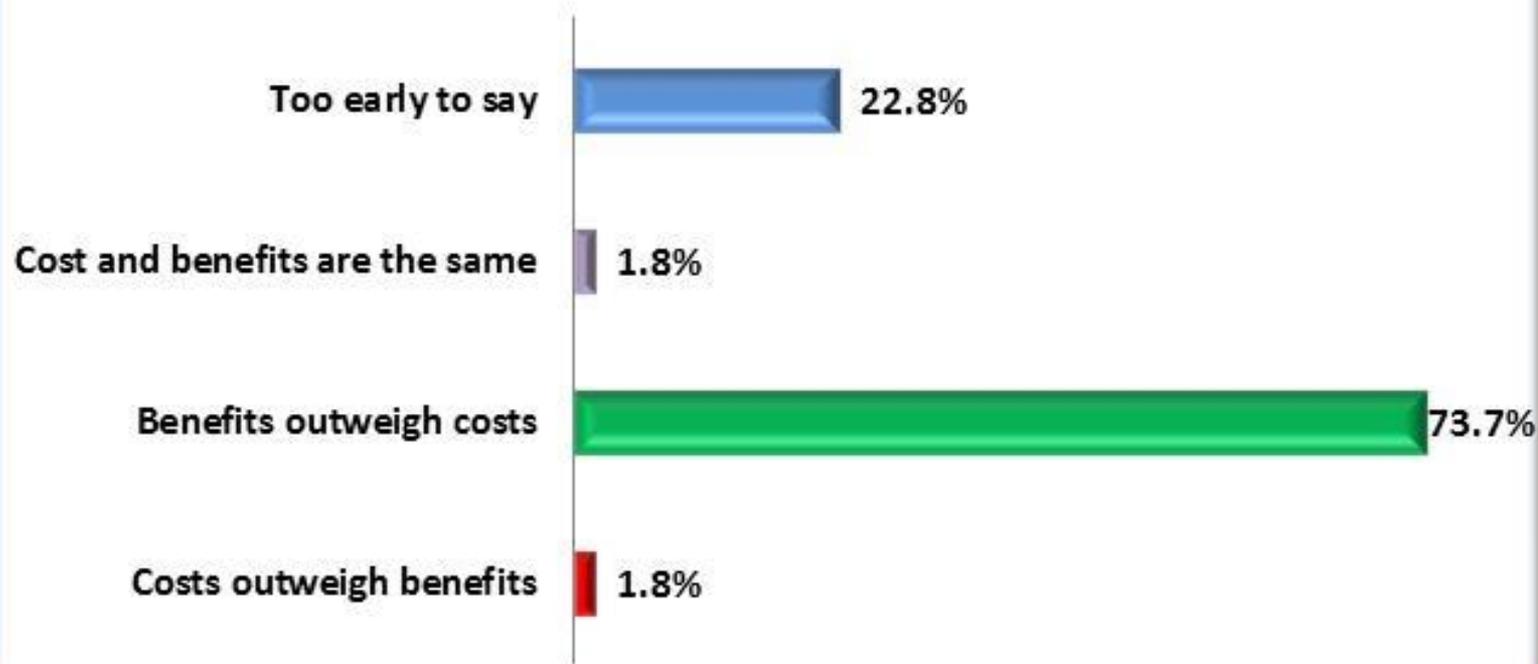
KEY FINDINGS (vi)

- AEO maintenance cost per year in USD

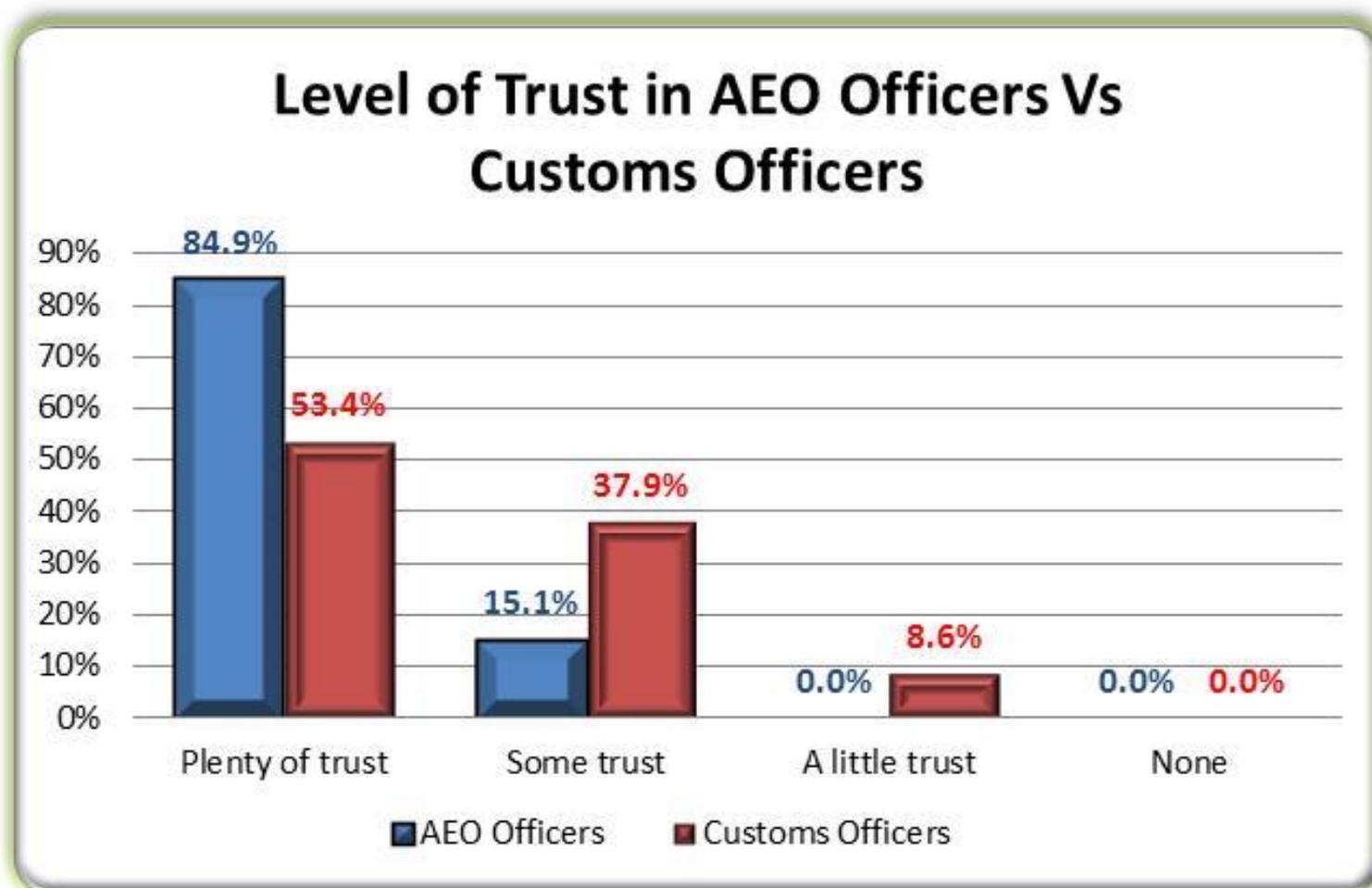
	<u>Maintenance Cost</u>
Median	\$20,000
Average	\$47,281
Minimum	\$1,817
Maximum	\$300,000
N=	26 (44% of total)

KEY FINDINGS (vii)

Overall Cost-Benefit Perception



KEY FINDINGS (viii)

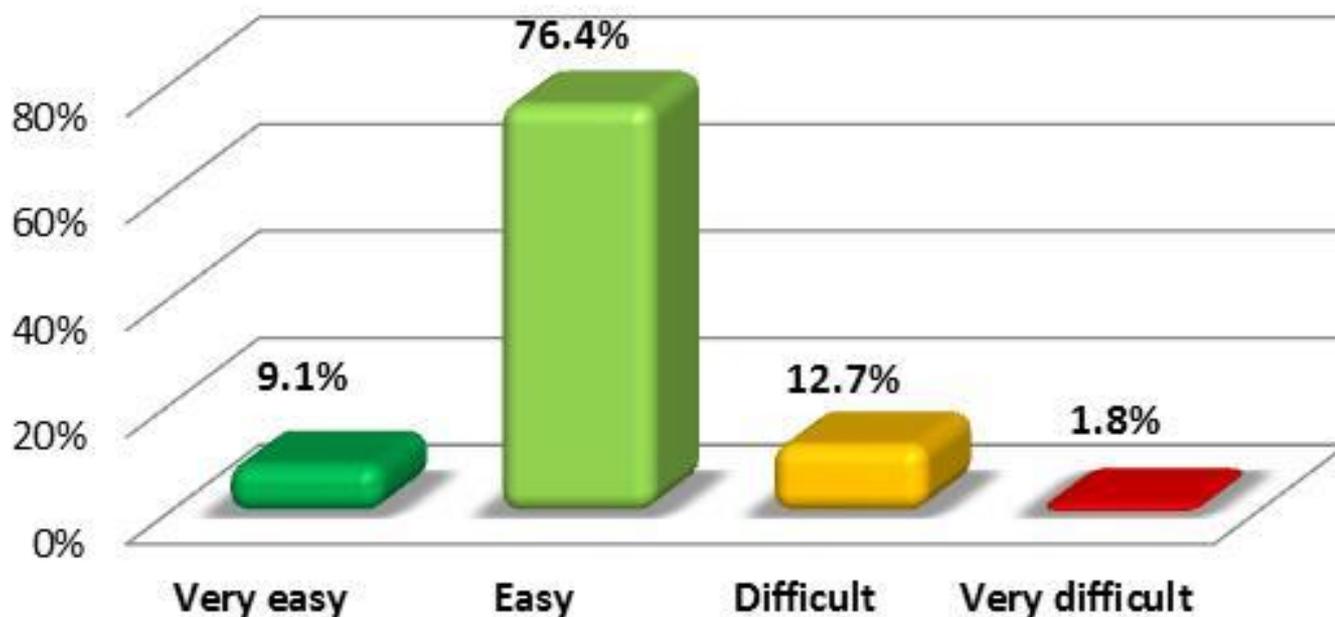


KEY FINDINGS (ix)

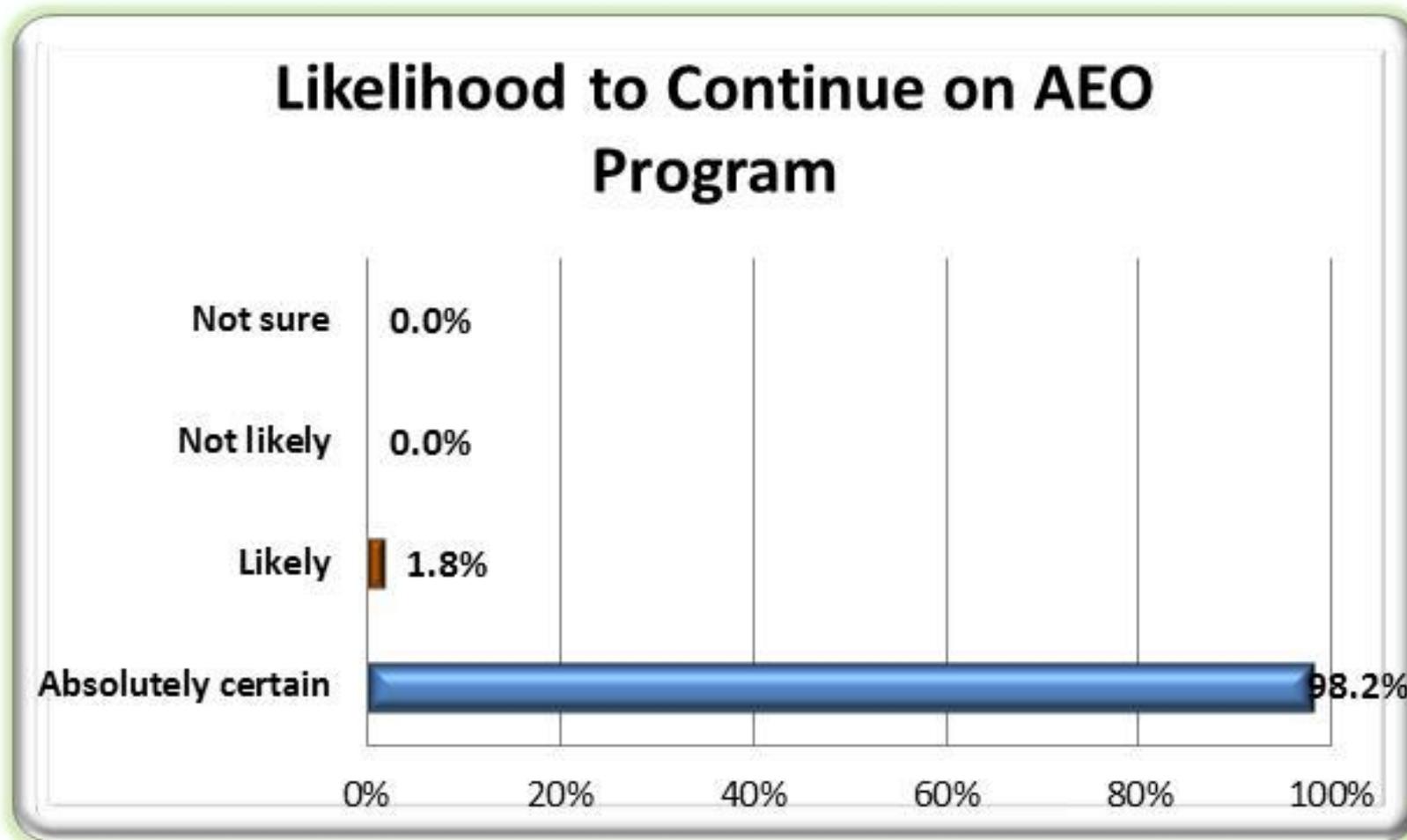


KEY FINDINGS (x)

Level of Difficulty to Obtain AEO Certification

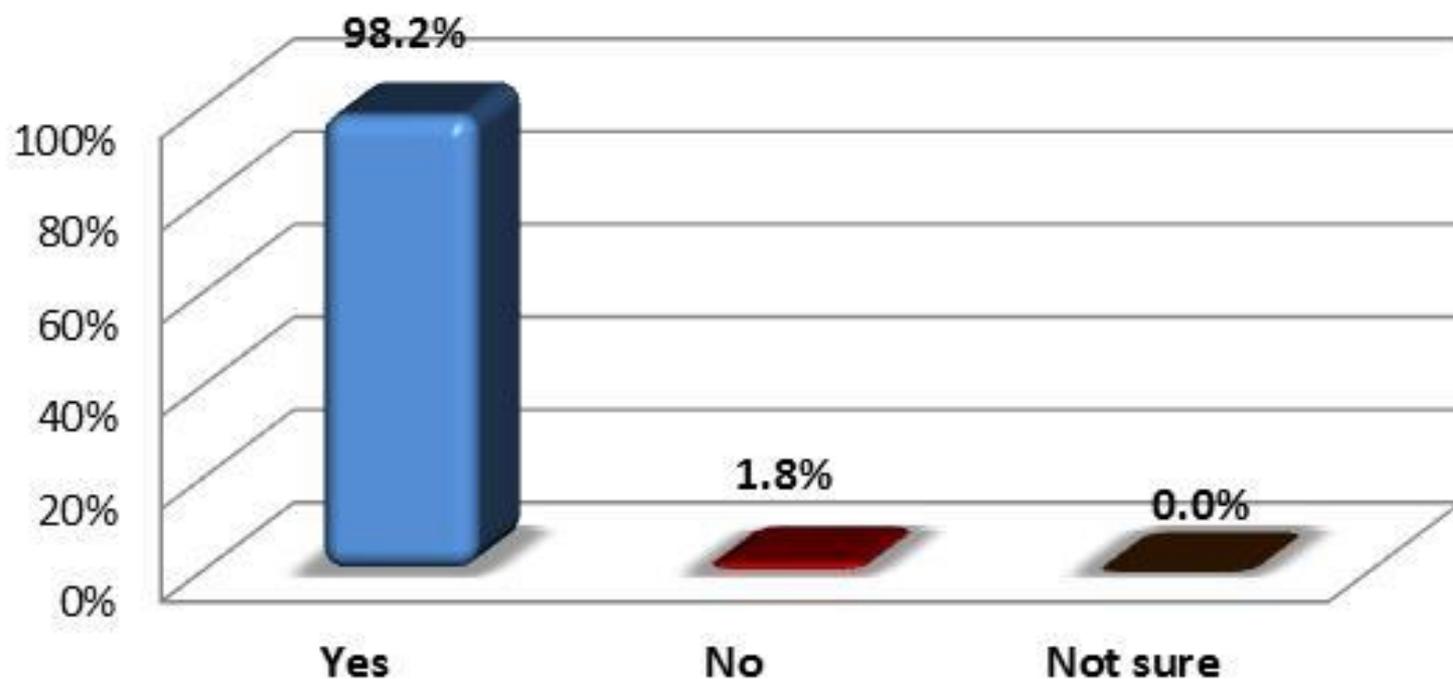


KEY FINDINGS (xi)



KEY FINDINGS (xii)

Would you recommend AEO program to others?



WHAT COULD BE IMPROVED?

- **Capacity building**
- **Simplified procedures:**
 - AEO Website
 - More use of electronic documents
- **Promotion of the program**
- **Industry specific AEO officers**
- **Mutual Recognition Agreements**

CONCLUSIONS

- **Large international companies are majority of current AEO companies**
- **Overall satisfaction**
- **Trust in AEO Officers**
- **Beginning of a new Customs-Trade relationship**
- **More training and dissemination needed**



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