

# Managing North-South Supply Chains

**Robert McConnell**

[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)



**PINNACLE**  
**GROWTHGROUP**  
Enabling business growth

# Robert McConnell

- Co-Founder and Director of Pinnacle Growth Group
- Investor, Entrepreneur and Boards member
- 15+ years experience in International Business
- Chartered Engineer, Chartered Director, IoD Fellow
- Active Trade Advisor: Provider on InterTradeIreland schemes, retained brexit consultant with NI Chamber, advised over 300 SME's across Ireland since 2018



[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)





# UK/EU Trade and Continuity Agreement

- Import Declarations required on GB to NI and GB to RoI movements.
- Export Declarations on goods moving from RoI to GB.
- No Tariffs will be applicable on goods which meet the Origin requirements of the Trade Agreement.
- Cross Border regulatory alignment on many product specific regulations such as Reach Regulations
- **Additional requirements on the import of goods of Animal or Plant Origin.**



# Moving Goods GB - NI: The Process

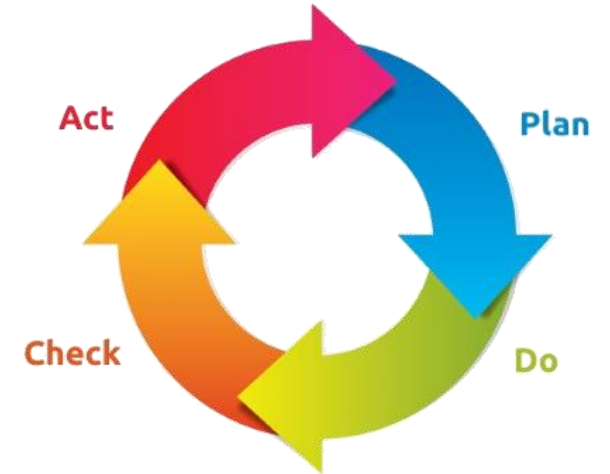


# Moving Goods GB - Ireland: The Process



# Moving Goods NI - Ireland

- Northern Ireland will continue to form part of EU Single Market for Goods.
- **No Customs requirements when moving goods cross border.**
- Biggest change when goods are imported from GB.
- So far a brexit impact has been **the drive to replace GB supply chains with NI or RoI supply chains** (not always practicable given scale and variety of industries and maturity of current supply chains)
- “At risk goods” not fully clarified / tested

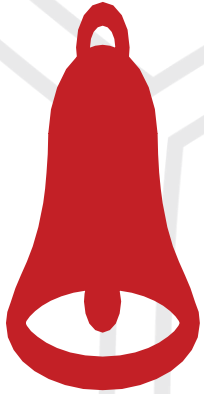


Plan	Do	Check	Act
Research and communicate	Test, trial and risk assess	Evaluate performance	Implement changes and second streams

# Scenario 1: Standard Goods GB-NI/Ireland.

- Transport Company completes Entry Safety and Security.
- Exporter completes Export Declaration (if goods entering Ireland.)
- Goods enter Northern Ireland / Ireland.
- Import Declaration completed on Automated Import System/ Supplementary Declaration completed on Trader Support Service.
- **Payment of Tariffs if applicable.**

# Scenario 2: SPS Goods GB-NI



- Pre-Notification via TRACES NT.
- Enter via a Designated Point of Entry.
- Be accompanied by Health/Phytosanitary Certificate.
- Supplementary Declaration on Trader Support Service.

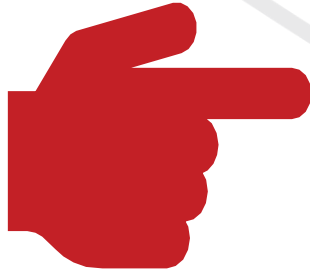
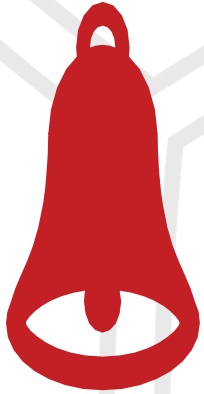
[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)



**PINNACLE**  
**GROWTHGROUP**  
Enabling business growth



# Scenario 3: SPS Goods GB- Ireland



- Pre-Notification via TRACES NT.
- UK Export Declaration.
- Enter via a Designated Point of Entry.
- Be accompanied by Health/Phytosanitary Certificate.
- Import Declaration on Automated Import System.

[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)



**PINNACLE  
GROWTHGROUP**  
Enabling business growth

# Tariffs

## No Tariffs if:

1. The EU Common External Tariff Zero.
2. The goods can be declared “Not At Risk” via The UK Trader Scheme.
3. If the goods meet the Preferential Origin Requirements set out in the UK/EU Trade and Cooperation Agreement.

[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)



**PINNACLE  
GROWTHGROUP**

Enabling business growth

# Steps Businesses can take Now

- Identify Supply Chain Efficiencies.
- Engage with suppliers and customers.
- Agree an appropriate Incoterm with suppliers.
- Identify the Origin of each product.
- Ensure that they are complying with all product specific requirements.
- Take good advice!

[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)



# Useful Links

- **Trader Support Service:**  
<https://www.tradersupportservice.co.uk/tss>
- **Automated Import System (AIS):**  
<https://www.revenue.ie/en/customs-traders-and-agents/customs-electronic-systems/ais/what-is-ais/index.aspx>
- **TRACES NT:**  
<https://webgate.ec.europa.eu/tracesnt/login>
- **Trade Tariff:**  
<https://www.trade-tariff.service.gov.uk/sections>



# THANK YOU

## **Pinnacle Growth Group**

42 Bachelors Walk  
Lisburn, BT28 1XN

NI +44 (0) 28926 36713

GB +44 (0) 12179 48282

RoI +353 (0) 1247 5293

[info@pinnaclegrowth.group](mailto:info@pinnaclegrowth.group)

[www.pinnaclegrowth.group](http://www.pinnaclegrowth.group)



**PINNACLE  
GROWTHGROUP**

Enabling business growth