

Newsletter

Hurricane and ELI sign up first Chinese customers

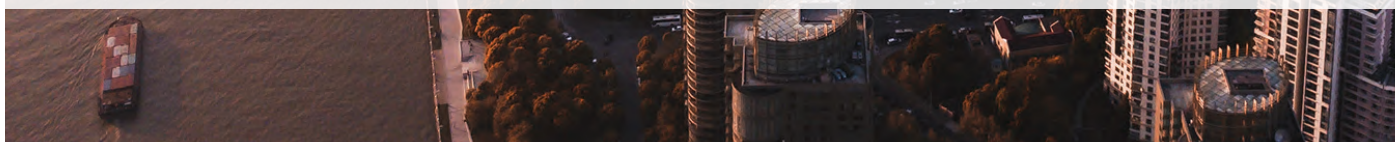
Welcome to the second edition of our newsletter.

The Hurricane / ELI partnership has been busy over the last month, continuing to promote our solutions and also integrating some exciting new customers.

They include some of the leading supply chain management providers, global eCommerce platforms and online retailers.

Word is spreading quickly about the services we are able to provide to customers to enable them to achieve seamless cross-border eCommerce trade.

We look forward to sharing more details about our valued customers in future newsletters.



eCommerce accounts for over 50% of China retail sales

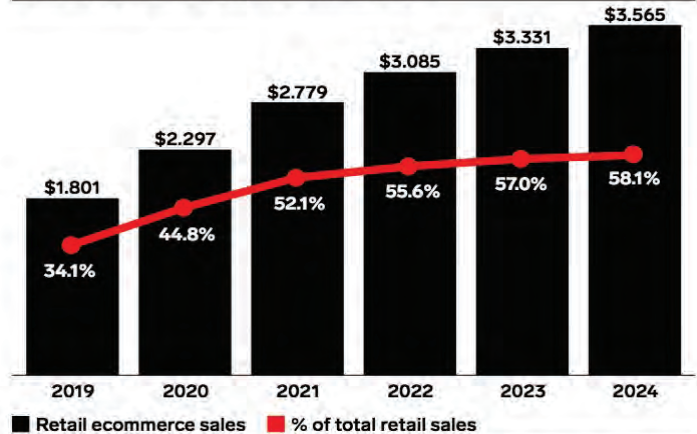
China has achieved yet another world first with the news that 52.1% of its retail sales will come from eCommerce in 2021 – up from 44.8% last year.

It is a highly symbolic milestone as it marks the first time that online sales have accounted for more than half of a country's total retail sales.

This remarkable statistic contrasts with just 10 years ago when a mere 5% of China's retail sales were online transactions.

eMarketer, which produced the report, attributed the huge growth in eCommerce to a number of factors including the emergence of marketplaces like Alibaba and JD.com, innovative digital payment systems and a smartphone driven mobile-commerce culture.

Retail Ecommerce Sales in China, 2019-2024
trillions and % of total retail sales



Note: includes products or services ordered using the internet via any device, regardless of the method of payment or fulfillment; excludes travel and event tickets, payments such as bill pay, taxes or money transfers, food services and drinking place sales, gambling and other vice good sales; excludes Hong Kong
Source: eMarketer, Dec 2020

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eMarketer | InsiderIntelligence.com

Postal operators gear up for March 15

The Hurricane / ELI partnership has been busy speaking with postal operators preparing for major regulatory change taking place on March 15.

This is the date when the US STOP Act and the EU's Import Control System (ICS2) come into effect.

From March 15 onwards, postal operators will have to meet a far higher data threshold on parcels including product descriptions, HS codes and country of origin.

Hurricane has estimated that several hundred million mail parcels into the US could be refused entry by customs due to incomplete data. Similar challenges are anticipated into the EU.

Hurricane's Zephyr and Aura solutions provide data enhancement, duty and tax calculation and screening for prohibited and restricted goods and denied parties.



Lenton Group signs partnership

Hong Kong-headquartered Lenton Group, the global logistics and transport provider, has announced a partnership with Hurricane Commerce.

Lenton Group has selected Hurricane's Duty and Tax calculator to support the launch of its Delivered Duty Paid (DDP) solution and its commitment to a seamless cross-border trade experience for its eCommerce customers.

The Duty and Tax calculator is available through Lenton Group's Hub-Ez, a one-stop logistics platform for online sellers, marketplaces and others involved in cross-border eCommerce.

Establishing the partnership with Lenton Group will form an integral part of Hurricane's expansion into Asia Pacific.

Lenton Group's Alex Langslow said: "We are pleased to announce our new partnership with Hurricane Commerce, allowing all our customers access to a leading platform for calculating duties and taxes for international shipments around the world.

"The Duty and Tax calculator is available on our online portal, Hub-Ez, and will be integrated into many of our upcoming products.

"eCommerce is a fast-growing and rapidly evolving part of the Lenton Group business and partnering with best-in-class technology companies like Hurricane is an important part of our strategy."

ALEX LANGSLOW / LENTON GROUP



The story featured in lots of media including <https://postandparcel.info/134254/news/e-commerce/lenton-group-and-hurricane-sign-a-cross-border-e-commerce-partnership/>

Zephyr Bulk Upload Solution Launched



Hurricane has launched its Bulk Upload solution which is enabling cross-border retailers to ensure their shipments can pass smoothly through customs and on to their consumers.

We can take .csv files with up to 5000 lines of product data and return complete and valid data

including product descriptions, HS6 codes and import and export codes.

We are currently trialling the new solution with a couple of key customers with a full roll-out planned over the coming weeks.

Please contact us if you would like to arrange a demo.

Direct Insert grows in popularity

During the 2019 Universal Postal Union (UPU) congress, the US sought to change the Terminal Dues system resulting in self-declared rates on letter mail packets up to 2kg.

From July 2020, a designated postal operator may ask for a self-declared rate for letter mail packets.

Forecasts are that the Terminal Dues will increase between 20% and 30% in 2020/21. Expectations for 2025 are for increases between 165% and 300% depending on the country of origin.

Most postal operators are responding to the huge price increases by finding more cost-effective solutions. The most popular solution is direct insert or direct entry.

These solutions consist of commercial (freight) clearance and the handover of mail parcels after clearance to destination posts or private delivery companies.

Large mailers have substantial rebates that are based on pre-sortation, pre-advising and downstream access.

Domestic tariffs for larger mailings are therefore much lower for all posts (and private delivery companies) than their standard public offering.

Hurricane's Zephyr data enhancement solution and Aura solution (for duty & tax calculation, prohibited & restricted goods screening and denied parties screening) is supporting posts opting for direct insert.

CEELC to meet in April

We are delighted with the response we have received to the launch of the China Europe eCommerce and Logistics Club (CEELC)..

We are working on plans to grow the club over the coming months and will soon be announcing our exclusive membership programme.

We are also aiming to hold our first meeting at The Swan in Tetworth, Oxfordshire, on Thursday, April 22, including a special guest speaker.

The club is all about senior leaders sharing knowledge and making business connections, enabling each other to capitalise on the huge opportunities in global cross-border eCommerce.

The Swan is co-owned by ELI Chairman James Wang and business partner Tom Keane and is available to CEELC members to use for business and pleasure.



www.hurricanecommerce.com www.hurricanecommerce.cn www.eliholdings.com

