

UK exports to non-EU countries continue to outstrip EU

UK exports of goods and services to the rest of the world were higher than UK exports to the EU for ninth year running, latest ONS figures confirm.

In figures released in the second calendar year after the EU referendum, exports to non-EU countries amounted to around £342bn in 2017, showing the worldwide demand for British goods and services remains.

Exports to EU countries were around £274bn in 2017.

The fastest growing export market for the UK since 2010 was Oman, with exports increasing by 354% to £3bn. This was followed by Macedonia (FYROM), with UK trade growing by 318% to £1bn and then Kazakhstan which was up by 210% to £2bn.

International Trade Secretary, Dr Liam Fox MP, said: "British goods remain in global demand as exports to non-EU countries continue to grow in markets such as Oman. It shows the confidence the world has in our goods and is important as 90% of global trade will come from outside EU.

"As an international economic department, we have a dynamic and experienced team who will negotiate free trade deals and make a success of Brexit. We're also supporting UK businesses in exporting more and talking to international businesses on why we should be the top destination for investment through our GREAT campaign."

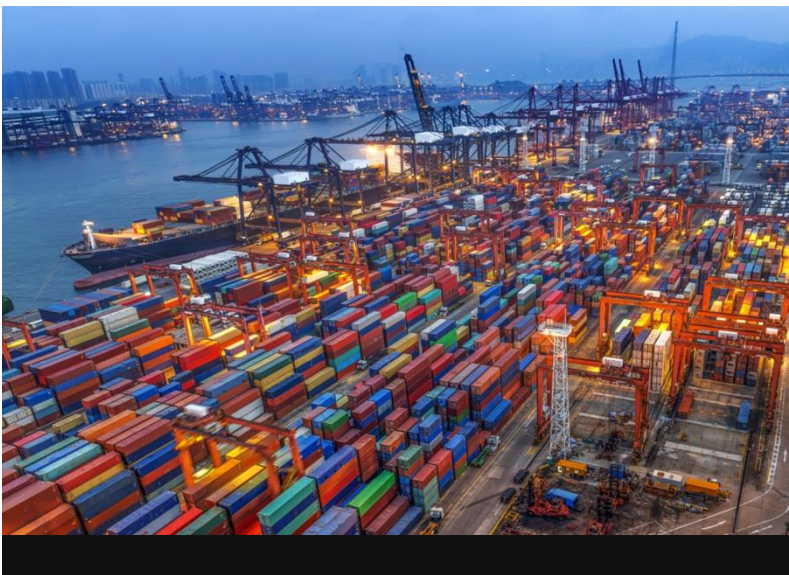
The figures also reveal in 2017:

- Overall exports of goods rose by 13% to £339bn
- Overall exports of services rose by 7% to £277bn
- The USA remains the UK's top export market, buying over £112bn worth of goods and services in 2017, an increase of 8% since 2016.

Separate ONS figures show that UK exports overall rose by 5% in the year to end May 2018.

Our world-leading services sector recorded a trade surplus of £111b in the same period, with services exports totaling £279bn in the year to May 2018.

The UK also attracted more than 2,000 foreign direct investment projects in financial year 2017 to 2018.



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BREXIT NEWS



BCC release Business BREXIT Checklist

The British Chambers of Commerce have created a checklist to help businesses consider the changes that Brexit may bring to your firm, and to help business planning at both operational and Board levels.

The UK's impending departure from the European Union will bring change for businesses of every size and sector.

While some companies are already planning for the challenges and opportunities ahead, Chambers of Commerce believe that all firms – not just those directly and immediately affected – should be undertaking a Brexit 'health check', and a broader test of existing business plans. Time spent thinking through the changes that Brexit may bring to your firm could yield real dividends in future.

While the final settlement between the UK and the European Union is still to be negotiated, there are steps that businesses of all sizes can take now to start planning ahead.

Recent Chamber surveys have asked:

- Have you / your management team devoted time to considering the potential consequences of Brexit – direct or indirect – on your businesses?
- If you have one, have you consulted with your Board of Directors on Brexit – or scheduled an opportunity to do so?
- Have you mapped your supplier and customer base – and considered how changes in the UK-EU trade relationship could affect them?

This checklist has been prepared in response to the findings, which suggest that a significant number of firms are either watching and waiting – or taking no action at all.

Your firm doesn't have to navigate Brexit alone.

[Download the Checklist here](#)

BCC urges Government to get real

Businesses across the UK are running out of patience with politicians, at least according to the British Chambers of Commerce (BCC) which has published 23 issues where clarity is urgently needed and pointed out that the Government has made progress on just two. These are the "top real-world questions" being asked about Brexit, the BCC claims, and answers are urgently needed so that firms can plan their trade following the UK's departure from the EU. Director General Adam Marshall said: "Businesses have every right to speak out when it is abundantly clear that the practical questions affecting the competitiveness of their firms and the livelihoods of millions of people remain unanswered." With barely nine months go to until Brexit day, he points out, the country is little closer to the answers businesses need than it was the day after the referendum.

The BCC accepts that there have been assurances on the status of EU nationals in the UK workforce and on the industrial standards regime so gives these two issues amber status. However, the signal is still set on red for a range of other matters including:

- Tax: will a business need to pay VAT on goods at point of import and will services firms need to be registered in every EU Member State where it has clients?
- Tariffs: what Rules of Origin will firms have to comply with to receive preferential tariff rates?
- Customs: will goods be subject to new procedures and therefore delayed at border checkpoints?
- Regulation: will checks on goods in the UK be recognised by the EU?
- Mobility: will employers be able to transfer staff between the EU and the UK using the same processes as currently?
- R&D: will UK businesses be able to participate in EU projects after 2020?

With the time running out ahead of the UK's exit from the EU, Mr Marshall warns, business patience is reaching breaking point. Hitting back at politicians who have criticised businesses for speaking out on Brexit, he concluded: "These are not 'siren voices' or special interests. They are the practical, real-world concerns of businesses of every size and sector, in every part of the UK."



[Read the latest government white papers here](#)

CHAMBER NEWS



Complimentary Tickets to the BCC International Trade Summit

This year's British Chambers of Commerce International Trade Summit will take place at etc venues, Bishopsgate in London on Thursday 18th October 2018.

The event will give delegates practical advice, invaluable resources and the contacts needed to grow their business and begin the next step of their export journey.

Whatever stage of the export journey you are at, the BCC's International Trade Summit is the event that will help you take your business to the next level.

There will be a choice of informative workshops, lively panel discussions with businesses with export experience from a range of sectors, stimulating speeches from policy makers, successful exporters and household names. And, of course, plenty of time for networking

Confirmed Speakers include...

Gerry McGovern

Chief Design Officer, Land Rover

Dr Linda Yueh

Fellow in Economics at St Edmund Hall, University of Oxford and Adjunct Professor of Economics at London Business School

David Marks

Managing Director, Leivity Crop Science



Secure your place at the
BCC International Trade Summit 2018

Be our guest

We have 15 Complimentary tickets for Surrey Chambers members to attend this summit as guests of us. If you would like to one of these tickets, please e-mail Gary Hayes (gary.hayes@surrey-chambers.co.uk) with your name, job title and business name **before Monday 10th September 2018**.

After this date, the offer will expire and there will be a charge of £99 per ticket

Surrey Chambers passes Documents Inspection

The International Trade department at Surrey Chambers of Commerce have recently been inspected by the British Chambers of Commerce (BCC) to make sure that all export documentation they process are complying with the HM Government and BCC regulations.

The Inspection, which took place on 22nd June, found that 'standard of documents was very high' and that it 'shows that Gary and his team are meticulous in their processes.'

The inspector only found 3 issues;

- Shipping Marks not shown correctly
- Wrong or too much information in Box 4 - Transport Details
- Invoice date is missing after the wording 'as detailed on Invoice number...' after the generic descriptions on the document.

Gary Hayes, International Trade Manager at Surrey Chambers of Commerce said "It is often a stressful time when you are being inspected as so many businesses in Surrey rely on us for their export documentation to get their goods overseas, but I was confident in my teams' ability and their understanding of the regulations to be able to pass the inspection. We are also very fortunate to be working with some fantastic people within these businesses who understand these documents which make our jobs easier".

As response to these issues, the International Trade Team have been notifying applicants where one of the above issues have been found when they have been applying for their export documents and will be reviewing and refreshing the 'how to' user guides, to make sure that they are up-to-date and understandable to any applicant going forward. These will be launched at the end of August.



MEMBER NEWS

SGS

Product Conformity Assessments are changing

The way that SGS perform Product Conformity Assessments (PCA) is changing. By embracing new technology, SGS are moving away from traditional physical inspection procedures and offering the possibility of remote inspection, making the whole conformity assessment process much more efficient for clients.

Traditionally, inspection has always been seen by clients as the core service that we are offering, however Product conformity is much more complex than simply performing an inspection of the goods; Product conformity as a process is all about evidencing that the goods being shipped meet the required standard as defined by the principal in the country of import. This is done through a documentary review process undertaken by SGS' global certification centre who will assess product specification, test reports and any other quality documentation that is submitted to us as part of the application.

All information submitted by a customer with a request for certification (RFC) is assessed against the particular standard and documentation requirements for the products that have been identified by the government in the importing country. Once the quality documentation is accepted we would normally perform an inspection to confirm that the goods assessed are the goods being shipped, which in the past would require a site visit from one of our inspectors who would submit their inspection report to the certification centre who would issue the final Certificate of Conformity (CoC).

The speed at which we could perform the site visit would depend upon the availability of our inspectors; however, advances in technology mean that physical inspection is no longer required.

To find out more please download our white paper: <https://www.sgs.co.uk/en-gb/campaigns/remote-inspections-white-paper>

**Do you have a news story that you wish to share with us?
We want to hear from you!**

Wherever it be celebrating success story, informative piece or news that you want to share with others, please send them to gary.hayes@surrey-chambers.co.uk

Word Limit is max 300 words and please include 2 or 3 pictures.

Deadline for entries will be the last Tuesday of every month.

Applications for Queen's Awards for Enterprise 2019 are now being accepted.

We are encouraged businesses in Surrey to apply for a Queen's Award – the most prestigious business award in the country – which recognise exceptional achievements in the areas of innovation, international trade, sustainable development, and promoting opportunity through social mobility.

Winning companies receive a commemorative crystal bowl from their local Lord-Lieutenant, an invitation to a Royal reception, and can use the Queen's Awards for Enterprise emblem for five years.

This year **230 exceptional companies** had been recognised with awards including seven from Surrey.

Winners of Queens Award in International Trade were:

BECK MBI Limited based in Chessington
Interior fit-out and management specialists in museums, science and visitor centres, high-end hotels and residences
NCMT Ltd based in Thames Ditton
Supplying engineering solutions for metal cutting and grinding applications, primarily to aero engine and land turbine industries
The Company of Animals Ltd based in Chertsey
Design, manufacture and marketing of Pet training and behaviour products across the world
Tiffany Rose Ltd based in Chessington
Designers of premium maternity occasion wear and bridal dresses. Made in Britain
Zone3 Ltd based in Guildford
Design and manufacture of performance sportswear with a focus on triathlon (swimming-cycling-running)

Winners of Queens Award in Innovation were:

Harvey Water Softeners Limited based in Woking
World's first compact, non-electric, twin-cylinder water softener to protect homes and skin from hard water
Opus 2 International based in Esher
Cloud-based technology revolutionising litigation globally by replacing vast paper bundles with secure, collaborative on-screen workspaces

To find out more about the Queen's Awards for Enterprise and to apply, see the [Queen's Awards website](#).

Applications must be submitted by midday on 12th September 2018



THE QUEEN'S AWARDS
FOR ENTERPRISE
2018



Department for
International Trade

**EXPORTING
IS
GREAT**
BRITAIN & NORTHERN IRELAND



Trade Mission to Best of British Show Shanghai

The Department for International Trade (DIT) South East and the European Regional Development Fund are partnering with China Britain Business Council (CBBC) to bring you an exclusive opportunity to showcase your products at the Best of British Show in Shanghai in October 2018.

The Best of British Show is a four-day live event celebrating British lifestyle, innovation & excellence. It is the second edition of the show and is the largest ever dedicated exhibition of British Brands in China. Other brands that will be at the show include Barbour, Brompton Bikes, Fulton Umbrellas, GHD, STORM London and Whitehouse Cox. You will be able to showcase your products on a shared exhibition stand to gain maximum exposure to potential buyers and strategic partners.

More details can be found [here](#)



Trade Mission to the Big 5 International Building & Construction Show - Dubai

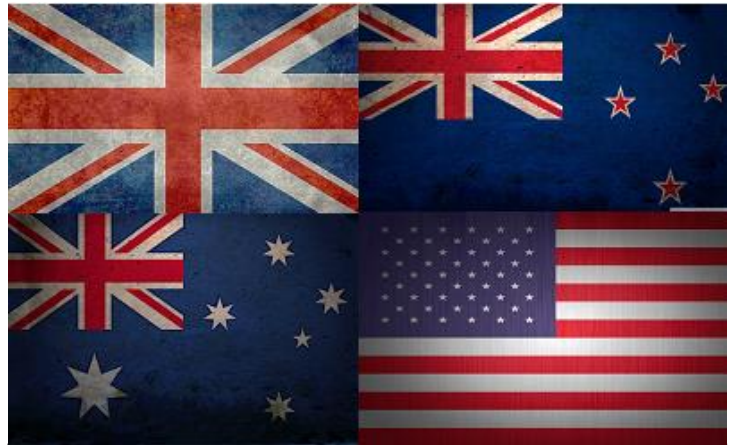
The Department for International Trade (DIT) London & South East region and the European Regional Development Fund, are running a Trade Mission to the Big 5 International Building & Construction Show in Dubai taking place from 26-29 November 2018.

In 2017, The Big 5 Dubai attracted over 65,000 participants from over 137 countries. This is set to be even bigger in 2018, with new elements added to the event to help you get more value from your visit.

The exhibition caters to a wide audience within the building and construction sectors including civil engineers, architects, technology integrators, policy makers, contractors, developers, consultants, facilities managers, planners and much more.

More details can be found [here](#)

PARTNER NEWS



Public Consultation on trade deals with US, Australia and New Zealand

The Department of International Trade has launched public consultations to seek views on potential free trade agreements with the United States, Australia and New Zealand, as well as on its intention to potentially seek accession to the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). These four consultations, announced by the Secretary of State at the Royal Society last week, have now been **launched and are available online**. They will remain open for 14 weeks and close on 26 October.

The United States, Australia and New Zealand are some of the UK's closest strategic allies with whom we have no existing trade agreements. The US is the UK's largest single national export market. Australia and NZ have a commitment to modern, high quality trade agreements. Whilst there are many other markets the UK will look to for new agreements in the future, agreements with these three countries can provide a strong start to delivery of the UK's independent trade policy. The Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) is an ambitious and deep trade deal with a bloc of countries representing 13-14% of global GDP and covering 500m people.

The consultations are a great opportunity for all stakeholders – individuals, businesses and business organisations, civil society and public-sector bodies - to share their views on the objectives and impacts of these potential agreements.

● RIGHT NOW

**THE WORLD
WANTS QUALITY UK
GOODS AND SERVICES**

There are millions of people across the world looking for your skills, expertise, goods and services.

The demand is out there.
You should be too.



PARTNER NEWS



Opportunity Arabia – Oil and Beyond' conference

Opportunity Arabia – Oil and Beyond, a key conference on Saudi Arabia, now in its 14th year, is returning under the patronage of Pathfinder Trade and Invest, with David Lloyd OBE instrumental in ensuring the high calibre of the event.

The conference focuses on the current developments and opportunities taking place in the Kingdom and brings together leaders and experts in both business and government to share their insights and offer invaluable advice on how best to succeed in the Saudi market.

Participants will also have the opportunity to listen to experts who have considerable experience in assisting companies in the Saudi market and they will be there to offer up-to-date advice on how best to navigate the Saudi market and answer any questions you may have.

The conference is relevant to participants who are both new to the Saudi market and those who are experienced and is a great chance for you to learn more about how to successfully do business in the Kingdom, engage with the experts and key decision-makers and embrace the numerous business opportunities the Kingdom currently has to offer.

Surrey Chambers members are able to take advantage of a preferential rate of £95 + VAT as opposed to the standard rate which is £145 + VAT.

To take advantage of this preferential rate, please contact the team on 01483 901814 who will give you the discount code to use on the 'Eventbrite' page which can be found [here](#)

UPCOMING TRADE MISSIONS



[Tatarstan October 2018](#)

Pathfinder Trade & Invest are delighted to be organising a Trade Mission to Kazan, Tatarstan in October 2018....

7th Oct 2018

[View Mission >>>](#)



[Vietnam October 2018](#)

Pathfinder Trade and Invest are delighted to be organising a Trade Mission to Hanoi, Vietnam, in October 2018. Participants on this Mission will benefit from...

8th Oct 2018

[View Mission >>>](#)



[Kuwait October 2018](#)

Following the success of our September 2017 Trade Mission to Kuwait, we are delighted to return, with the support and assistance of the British Embassy, in October...

28th Oct 2018

[View Mission >>>](#)



[Saudi Arabia November 2018](#)

Visiting Riyadh and offering delegates the chance to take advantage of bespoke arrangements and confirmed individual meetings, we are delighted to work with our...

25th Nov 2018

[View Mission >>>](#)

FARNHAM CASTLE INTERCULTURAL TRAINING



[Open Workshop: Global Mindset & Cultural Intelligence](#)

Thursday, November 15 2018
10:00 AM until 4:00 PM

Our Global Mindset & Cultural Intelligence workshop is designed to enhance your cultural awareness and efficacy when working with international colleagues, clients and partners. It will give you the relevant frameworks and real life business scenarios to develop practical tools and strategies that can produce immediate results in the workplace.



[Open Webinar: International Team Working](#)

Thursday, September 27 2018
2:30 PM until 3:15 PM
Delivered as part of the Farnham Castle Intercultural Training 2018 Webinar Series.



[Open Workshop: International Team Working](#)

Thursday, October 25 2018
10:00 AM until 4:00 PM



[Open Webinar: Working in the ASEAN Region](#)

Thursday, November 1 2018
2:30 PM until 3:15 PM
Delivered as part of the Farnham Castle Intercultural Training 2018 Webinar Series.

EVENTS & EXPORTER UPDATE



EVENTS & TRAINING COURSES

[Introduction to Export Operations](#)

Tuesday, September 29 2018
09:00 AM until 4:30 PM

This export training course is designed to provide an overview of the terminology, procedures and documentation used in the export process and to promote awareness of the responsibilities and obligations of all parties. Attendees should gain an overview of the export process from first enquiry to arrival of the goods at destination and the course will highlight the possible pitfalls that can await the unwary. It will include a summary of Incoterms®2010 Rules.

[Understanding Letters of Credit, Drafts & Bills](#)

Monday, October 29 2018
09:00 AM until 4:30 PM

The use of Letters of Credit has increased significantly by UK exporters and importers because of the global economic situation, political insecurity in some markets and the withdrawal of credit insurance cover. Major international banks report that between 60% and 70% of documentary submissions by exporters are rejected on first presentation because of non compliance with the conditions of the credit.

One of the main causes of rejection are a lack of understanding of the underlying principles of a documentary letter of credit and a failure to construct a workable credit that directly relates to the sales or purchasing contract. These failures can lead to increased costs for all parties, loss of goodwill, delayed payment and possible default

[Access to Business Funding](#)

Wednesday, October 17 2018
5:30 PM until 9:30 PM

Funding Journey for Growth Companies

Join Surrey Chambers of Commerce and Surrey Business School, University of Surrey for our interactive forum to inform you on the latest products to help point you towards business growth.

Back for its fourth year, come and hear from a panel of speakers on how you can grow your business and succeed.

For other fantastic events please visit our website www.surrey-chambers.co.uk



EXPORTER NOTICES



31.05.18 – [Update of Egyptian Regulation – Bank to Bank document transfer](#)



16.04.18 – [Additional requirement for Legalisation of Arab Certificate of Origin for Iraq](#)



30.03.18 – [Requests to Stamp Algerian Certificates of Free Marketing – Procedure](#)



13.03.18 – [Important Information for all Exporters applying for ATRs / shipping to Turkey](#)

Past updates can be found [here](#).



Surrey
Chambers of
Commerce
The Ultimate Business Network

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