

## UK Government launches new Export Strategy

The Department for International Trade (DIT) has recently launched a new Export Strategy to support British businesses looking to export to the global market. The long term ambition is to increase exports from 30 to 35% of UK GDP, strengthening the UK's position as one of the 21st century's great trading nations.

Building on the Industrial Strategy and the government's trade, foreign policy and development agenda, the strategy sets out how the government will support businesses of all sizes to make the most of export opportunities around the world.

The strategy details how government, in partnership with other providers of export support in the public and private sector, can help businesses overcome the barriers to exporting. It sets out four ways that the UK government can make a difference in partnership with other providers of export support in the public and private sector:

1. To **encourage and inspire** businesses that can export but have not started or are just beginning.
2. To **inform** businesses by providing information, advice and practical assistance on exporting.
3. To **connect** UK businesses to overseas buyers, markets and each other.
4. To put **finance** at the heart of our offer, ensure no viable UK export fails for lack of finance or insurance.

The full Export Strategy (42 pages) can be downloaded [here](#) or alternatively, a one-page overview can be downloaded [here](#).

Speaking at the launch event on 21<sup>st</sup> August 2018, Dr Adam Marshall, Director-General of the British Chambers of Commerce said

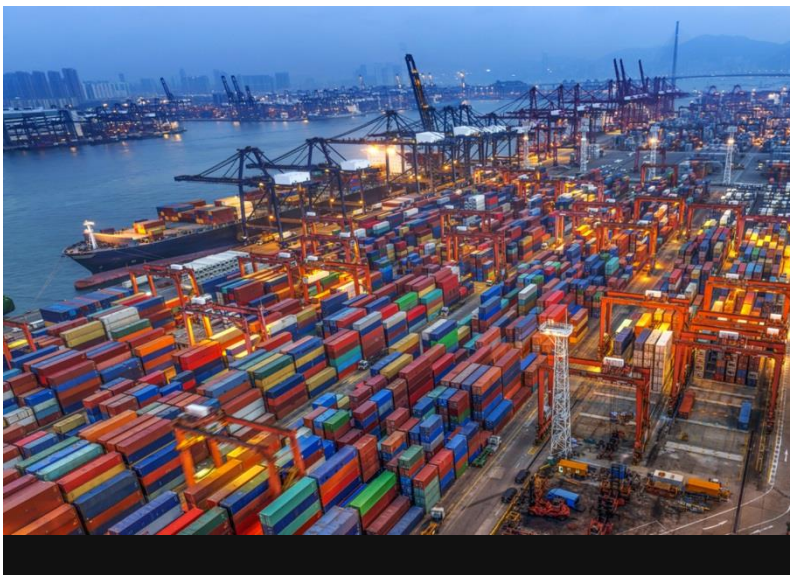


*"We warmly welcome the government's pledge in the new Export Strategy to work hand-in-hand with business to unlock opportunities for UK firms all across the globe. Working together, business and government have a real opportunity to help our fantastic firms raise their sights even higher.*

*Getting day-to-day support for exports right is as important as efforts to negotiate new trade deals.*

*Trusted, face-to-face support is key to export success. When firms get the information and connections they need to develop new markets and find new customers - that is when we see confidence, investment, and results.*

*We need a great export strategy and a good Brexit deal, but we also need to get the basics right here at home for our future trade and export success. We need airports with capacity for direct flights to link British businesspeople and goods to customers around the world, clear immigration and training policies that let UK firms secure talent from around the world, top-class digital connectivity, competitive tax rates and growth finance for ambitious firms."*



### In This Issue

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# BREXIT NEWS



## Surrey Chambers invites your feedback on BREXIT

On the 10<sup>th</sup> September, Surrey Chambers of Commerce will be joining other Chambers and businesses support organisations for a Brexit Intelligence meeting to discuss how businesses within Surrey are dealing with Brexit and the challenges that they are facing.

To help us to feed back to this working group and proactively work on possible solutions and support for businesses in Surrey, we would like to hear from you, especially from businesses who import/export majority of their goods to/from the EU.

We have put together a survey for businesses to complete. This survey, which will take around 10 minutes to complete, is completely anonymous and will only be used to share data with the working group at the meeting.

To take part, please click on the link below.

The survey closing date will be 9<sup>th</sup> September.

[CLICK HERE TO COMPLETE SURVEY](#)



**Have you downloaded the BREXIT Checklist yet?**

[Download the Checklist here](#)

Your firm doesn't have to navigate Brexit alone.

## Government release 'No-deal' Brexit notices

The UK government recently published the first tranche of UK Government technical notices aimed at giving businesses and consumers advice on the implications of a 'no deal' exit from the European Union.

Covering a range of areas, these notices give an overview of what the UK government have already put into place and their plans to minimise disruption to businesses and consumers should negotiations between the UK and the EU fail.

Some of the notices include;

- [Trade Remedies if there's no Brexit deal](#)
- [Trading with the EU if there's no Brexit deal](#)
- [Classifying your goods if there's no Brexit deal](#)
- [Exporting Controlled goods if there's no Brexit deal](#)
- [VAT for business if there is no Brexit deal](#)

The full range of notices can be viewed [here](#)

Commenting on the release of these notices, Dr Adam Marshall, Director-General of the British Chambers of Commerce, said: "Public preparations for all eventualities – and clear, crisp communication with affected businesses – are long past due.

"The technical notices being published by the UK government are a good start, but businesses still need more detailed information to trade as smoothly as possible across borders if there is no UK-EU deal on March 30<sup>th</sup> next year.

"Ministers say they will take unilateral steps to keep trade moving freely but must demonstrate what they will concretely do to limit the impact of delays, inspections and red tape.

"It is unfortunate that businesses face several weeks wait for further information and clarification. Every additional delay means less time for businesses to prepare ahead of the UK's fast-approaching exit from the EU."



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

## LATEST QUARTERLY INTERNATIONAL TRADE OUTLOOK

### Sterling volatility major ongoing concern for exporters

The British Chambers of Commerce, in partnership with DHL, today (Friday) publishes its latest Quarterly International Trade Outlook, based on survey and documentation data from UK exporters. The Outlook indicates that many exporters are performing well but economic and political factors are weighing on them.

The survey, of over 2,600 exporters, found that confidence in future operations remains strong, but external economic and political factors are having an impact. The results show 60% of exporting manufacturers were more concerned about exchange rates in the second quarter of the year than in the previous three months. There was also increased concern among 43% of service exporters, highlighting the broad impact of the weakness of the pound.

The findings indicate that price pressures eased slightly on exporters during the second quarter of the year. However, those manufacturers under pressure to raise prices report the cost of raw materials as the leading factor (81%). Service firms believe the cost of raw materials (39%) and other overheads (51%) are the leading sources of cost pressure.

The escalating labour shortage in the UK is also having a serious impact on exporters, with a staggering 69% of recruiting manufacturers struggling to find staff.

Elsewhere, the BCC/DHL Trade Confidence Index, which measures the volume of trade documents issued by accredited Chambers of Commerce for goods shipments, decreased slightly on the quarter (-1.34%), but still stands higher than at the same quarter in the previous year.

The Outlook indicates that many UK exporters are maintaining their competitiveness in foreign markets with healthy sales and order books, but the weakness of the pound is increasing the cost of raw materials imported from abroad. With growing tension around the nature of the future UK-EU trading relationship and escalating trade disputes with key partners such as the US, the government must do all it can to maintain confidence and take unilateral action to improve the domestic business environment wherever possible.

[CLICK HERE TO DOWNLOAD THE QUARTERLY INTERNATIONAL TRADE OUTLOOK REPORT](#)

#### QUARTERLY INTERNATIONAL TRADE OUTLOOK Q2 2018

BRITISH CHAMBERS OF COMMERCE  
IN PARTNERSHIP WITH DHL

**Commenting on the findings, Dr Adam Marshall, Director General of the British Chambers of Commerce (BCC), said:**

“These are unusual times, and the escalating political and economic turbulence doesn’t go unnoticed by business. It’s been a summer of trade tensions and endless Brexit bickering, and exporters are particularly exposed to the consequences of that turmoil.

“Companies will always find a way to trade with each other, but messy negotiations and the threat of higher tariffs have implications, and can hit confidence and firms’ bottom lines. While many exporters are making the most of their competitive advantage in foreign markets, the fall of sterling also puts considerable pressure on the cost of imports and the volatility can make it difficult to plan.

“The UK government can’t control currency or the actions of trading partners, but it can take steps to mitigate the level of uncertainty at home. Reaching a pragmatic and business-focused Brexit deal with the EU this autumn would go a long way to reassure markets and business communities. Addressing issues in the domestic environment – most importantly the shortage of skills in the UK – should also be top of the agenda when parliament returns next week.”

#### Key findings from the report:

- 39% of exporting manufacturers saw an increase in export orders over the last three months, 30% of exporting service firms report an increase
- 60% of manufacturing exporters are more concerned about exchange rates than three months ago (up from 56% in the previous quarter)
- 26% of manufacturing exporters and 25% of service firm exporters are more concerned about inflation than three months ago
- 35% of exporting manufacturers and 32% of exporting service firms expect the price of their goods/services to increase
- For those manufacturing exporters under pressure to increase prices, 81% report the cost of raw materials as the leading source of pressure
- 77% of exporting manufacturers and 67% of services firms attempted to recruit in the last three months, however, of those, 69% and 60% respectively reported difficulties finding the right staff
- The BCC/DHL Trade Confidence Index, a measure of the volume of trade documentation issued nationally, fell by 1.34% on the quarter. The Index now stands at 125.26 – the fifth highest level since records began in 2004.

# FEATURE - DOING BUSINESS WITH THE USA



## USA - How attractive you are!

Currently 20% of UK exports go to the USA. 70% of Americans say free trade is good for the USA, with more than half seeing the UK as their number one ally and 67% of Americans wanting a Free Trade Agreement with the UK. Most importantly the USA is the largest investor in the UK reflecting the bond between the two countries.

With our economy strong, the FTSE is close to a record high and our currency at a low point – the world is coming to the UK to buy British goods. We need to proactively take our goods and services to the world! That is why now is the ideal time to take your British products to the world and export them to the world.

So how do you export to the US successfully?

## One big country or lots of smaller “countries” ...

For a UK SME looking to export to the USA, you should not be overwhelmed by its size. It is important to remember that the USA is made up of different States; each one of the 50 should be treated like a different country – California alone has a larger GDP than the UK. Like most of the world, cultures and how business is conducted varies state to state – Texans are not like New Yorkers, who are not like people from Hawaii. Pick the right entry state for you but be aware that you may need different dealers, perhaps product entry method and distribution for each state you decide to enter.



## What is important to think about...

- Which states are your right target markets? **TIP** - Many American companies only sell in one or more states, few grow to go ‘coast to coast’ so choose your entry state, then grow.
- Ensure that you have your IP covered – **TIP** - unlike in the EU you can get your IP registered for the whole USA
- Is your labelling/ packaging compliant and correct for your chosen market? **TIP** - Americans use imperial measures!
- Options; have an agent or distributor or to open your own office? **TIP** - have a manufacturers sales agent in each state
- Do you have the right finance and have you covered your Foreign exchange? **TIP** – sell with finance of 1 year, draw down on sight with a very limited FOREX exposure. \$=£ trading range 2018 was 1.43 in April to now 1.26 = 13% drop
- Do your goods comply with local and national regulations? **TIP** – visit and understand fully what is needed in each state.
- What documentation do you require to make sure your customers receive the goods? **TIP** – Seek your local chambers advice.



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<http://A-R-C.London>



Alan is an award winning, professionally qualified from the Institute of Export International trade consultant. He is the lead for the West London Export Club, which provides a platform for West London, and Surrey SME's to launch a proactive export drive through market and sector specific advice, conferences and trade missions.

Previously, Alan was an International Trade Advisor for the Department of International Trade, in the London trade team, taking the lead in MENA and Iran where he can offer specialist market advice from the perspective of a former exporter and someone who lived in this region. Alan has also worked for a Texas-based company plus has owned and run a Florida-based business for the last 10 years. This gives him a unique hands-on insight into the USA – He welcomes the opportunity to be of assistance in helping you develop a proactive export plan for this market.

Havev Exporting!

# NEWS



## South East Business backs Government's new export strategy

Following the launch of the UK's new export strategy by Secretary of State for International Trade, Dr Liam Fox MP, Tunbridge Wells based business, Pathfinder Trade and Invest, have confirmed the benefits of exporting into overseas markets and viewing 'Brexit' as an opportunity.

Lyndsay Snowden, Manager at Pathfinder Trade and Invest, says:

"We have been helping UK businesses expand and export into overseas markets for over 10 years. Our aim is to fly the British flag overseas and help businesses put their products and services in front of key decision-makers. The government's pledge today to increase UK exports to 35% of GDP can only be achieved through support and collaboration, enabling those businesses to succeed. We are uniquely placed to do this as an autonomous, non-government related business."

Baroness Fairhead CBE, the Minister of State for Trade and Export Promotion at the Department for International Trade (DIT) was interviewed on BBC's Today Programme stating, "Businesses that export are healthier, make more profit, employ more people and are more sustainable in the long term."

Research and insight into exporting is often undertaken via a Trade Mission to the country concerned. The Confederation of British Industry (CBI) has recently published a document in which it promotes and recommends an increase in international Trade Missions, a key strength and role of Pathfinder Trade and Invest. In their words, 'As Ministers cannot devote as much of their schedule to this as they would like, this does not need to be solely a government responsibility.' Their recommendation that 'there must be a significant increase in the number of Trade Missions organised by government and business organisations, with a focus on single-sectors and micro markets' highlights the importance of the role of Pathfinder Trade and Invest and its Trade Mission programme.

One overseas market which is offering significant opportunities to UK exporters is the Kingdom of Saudi Arabia where some UK businesses are experiencing major growth. Pathfinder Trade and Invest are holding a London conference in September with a high-calibre line up of speakers who all have first-hand knowledge of this market and how the changing face of Saudi Arabia is unlocking new opportunities for UK businesses.

Further information on all Pathfinder Trade and Invest events and Trade Missions can be found via their website at [www.pathfindertradeandinvest.com](http://www.pathfindertradeandinvest.com)

**RUSSO-BRITISH**  
CHAMBER OF COMMERCE



## UK- Russia Trade Relations Seminar

The RBCC London is pleased to invite you to a Morning Seminar: 'UK- Russia Trade Relations – Perspectives Post- Brexit' presented by Ulf Schneider, founder and Managing Partner of SCHNEIDER GROUP

With years of experience in global business, Ulf Schneider's perspective on post-Brexit Russo-British business relations will be relevant and valuable to all and will surely give us a chance to think about the future. Whether we are 'Remainers' or 'Leavers', we have to be adaptable and as prepared as can be for the changes that will take place.

### Key points to be addressed:

- Potential Trade deal between the UK & Eurasian Economic Union (EEU).
- The UK as the potential European base for US-Russia business.
- Technical regulations: What can the UK do to lower non-tariff barriers with EEU.
- The possible direction of the UK's sanction regime on Russia.

### Speaker:

Ulf is the founder and Managing Partner of SCHNEIDER GROUP, as well as Managing Director and Publisher of the owc Foreign Trade Publishing House. Before setting up his company, Ulf worked as CFO in Allianz's Moscow office and at Procter & Gamble in financial management and corporate taxation in Germany and in Brussels. He studied economics at the University of Kiel and at the University of Illinois.

This event is kindly being held at Rossotrudnichestvo, 37 Kensington High St, Kensington, London W8 5ED

### Programme

9.00 am- Registration  
9.30 am- Seminar begins  
10.30 am- Q&A  
10.45 am- Carriages

Members of the RBCC have free entry for up to two delegates, any additional delegate from a member company will be £5.00 +VAT.

Non-members are welcome to attend at a cost of £20.00+ VAT.

Teas, Coffees and light breakfast snacks will be provided.

With a limited space of 30 people, if you would like to register to attend this event please do so as soon as possible to avoid disappointment.

To register or for additional information please contact [Alison.smythe@rbcc.com](mailto:Alison.smythe@rbcc.com) specifying your name, company and contact details.



HM Revenue  
& Customs

## Customs Declaration Service (CDS) Update

Do you import goods from countries outside the EU?

If you currently use the UK Trade Tariff to make customs declarations, you will need to be aware of upcoming changes – now available for you to see on [GOV.UK](http://gov.uk) for **imports**. The changes for **exports** will be available later in the year.

If your agent or courier completes your declarations on your behalf, you may wish to share this information with them.

Why is the Tariff changing?

HMRC is phasing in the new [Customs Declaration Service \(CDS\)](#) from August to replace the current Customs Handling of Import and Export Freight (CHIEF) system. As well as being a modern, digital declaration service, CDS will accommodate new legislative requirements under the [Union Customs Code \(UCC\)](#). In order to comply with the UCC, you will need to provide extra information for your declarations which can be found in the tariff.

When will I need to use the new Tariff?

The majority of importers will start using CDS after November 2018, once their software provider or in-house software team has developed a CDS compatible software package. Some importers will start making declarations on CDS before this, but there is no action for you to take unless you have been contacted by HMRC to be part of this group.

For more information on the new Customs Declaration Service and how it may affect your business, please visit the CDS page on [GOV.UK](http://gov.uk).

## Coming soon...

New guides from Surrey Chambers for exporting businesses



Covering EC Certificates of Origin, Arab Certificate of Origin, Preferential Certificates, Understanding International Trade Documents and International Trade Glossary.



## COBCOE's 45<sup>th</sup> Anniversary Awards and Dinner

COBCOE invite you to join them for the highlight of their anniversary celebration events on 9th October at The Brewery, an elegant, 18th-century brewery recast as an events venue; an ideal setting to celebrate the 45th anniversary of our organisation, whilst recognising the hard work and dedication of our members, and highlighting successful businesses across the European market.

Guest Speaker: **Miriam González Durántez, Lady Clegg**

Miriam, Partner at Dechert LLP, is a leading international trade lawyer, and co-chair of their International Trade and Government Regulation practice, advising clients on Brexit, trade policy and agreements, amongst other things.



Miriam is a member of the European Council on Foreign Relations, a non-executive member of the Board and Chair of the Audit and Risk Committees of UBS Limited, and a member of the International Advisory Board of the Instituto de Empresa in Spain.

Miriam is also the Founder and Chair of Inspiring Girls, a charity dedicated to raising the aspirations of young girls around world by connecting school girls and female role models.

EVENT DETAILS - [Further information here](#)

Tuesday 9 October 2018  
6.45pm (for dinner 7.30pm). Dancing until late. Carriages - late

The Brewery, 52 Chiswell St, London EC1Y 4SD

Dress code: Black tie

Tickets: £180 + VAT per person,  
Tables of 10 £1600 + VAT

Registration can be done via Eventbrite [here](#).

# NEWS



## Fundraising support required for local exporter

Loma Systems, a Farnborough-based company that designs and manufactures inspection equipment used to identify contaminants and product defects within the food, packaging and pharmaceutical industries, principally offering Metal Detectors and X-Ray Inspection systems, are holding our charity event on the Thursday 13th September with all proceeds going to the Juvenile Diabetes Research Foundation (JDRF).

The charity is close to the team at Loma as one of their employee's six-year-old daughter was diagnosed with Type 1 Diabetes in 2017 and the support that JDRF have provided has been a great help to the family.

The team at Loma Systems are currently looking for raffle prizes to raise funds for the charity and would kindly welcome donations from the business community in Surrey and Hampshire.

The team at Surrey Chambers have donated a prize and delighted to be supporting one of our members and their worthy charity.

If you are able to donate a prize, please contact Christy Boswell on 01252 893316

## 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](mailto: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.

## It's time to have your say in our Quarterly Economic Survey. We want to hear from YOU.

The BCC's Quarterly Economic Survey is the largest independent business survey in the UK and a significant economic indicator.

Participating in the survey takes only a few minutes, and your responses help the British Chambers of Commerce to collate all the information in order to compile a greater understanding of the economy. The report that they publish could even provide valuable insights into how you develop your business going forward.

We look forward to hearing from you!

To take part in the survey, please click on the link below in order to complete the form. When you're happy with your responses, click submit. All data is treated as strictly confidential and will not be passed on to a third party.

[CLICK HERE TO COMPLETE THE SURVEY](#)

**Heathrow**  
Making every journey better

## Update on Heathrow expansion

On 25 June 2018, Parliament formally backed Heathrow expansion, with MPs voting in support of the Government's Airports National Policy Statement (Airports NPS).

The Airports NPS sets out Government policy for new airport infrastructure including support for a new North West runway at Heathrow.

This is an important milestone and it means Heathrow will continue to proceed with its application for development consent. Throughout the planning process there will be opportunities for local communities and stakeholders to continue to influence and shape our proposals. This will include a public consultation in 2019.

Heathrow have produced a document that sets out more information about the Airports NPS and the process now that it has been approved. It also provides an update on airspace change developments and how they will be engaging and consulting on their plans.

For those who stand to be most impacted by the development proposals, Heathrow is committed to treating them fairly and have included more information about their compensation proposals within the document.

The document can be downloaded [here](#)

Further information about the expansion can be found at <https://www.heathrowexpansion.com/>





Department for  
International Trade



## 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



UK Export  
Finance



## UK Export Finance (UKEF) publishes annual report

UK Export Finance (UKEF) has published its [annual report and accounts](#), revealing it provided £2.5 billion in support for UK exports in 2017 to 2018.

The report revealed UKEF has supported £4.1 billion in export contracts through its trade finance products since 2011, which were introduced to help give smaller businesses an exporting edge.

During 2017 to 2018, UKEF was also awarded 'best export credit agency 2017' by Global Trade Review magazine and Euromoney's Trade Finance.

Baroness Fairhead, Minister of State for Trade and Export Promotion, said: "UKEF's results for 2017 to 2018 once again show that when companies take advantage of its support, the effects on their business can be transformative. By providing innovative and flexible finance and insurance, the government is helping British businesses, big and small, realise the value they bring to the international marketplace. The range of exports supported by UKEF demonstrates that the UK's exporters have a truly world-class export credit agency behind them - and that's why the government's forthcoming Export Strategy will deliver on our commitment to put UKEF at the heart of trade promotion."

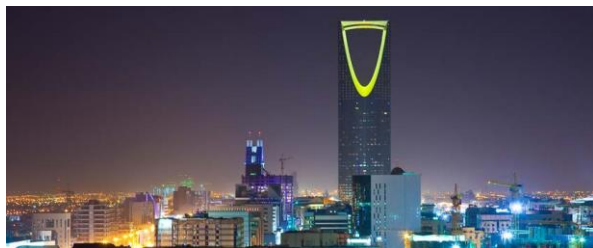
UKEF's other business highlights included:

- UKEF confirmed increases in, and in many cases doubled, its capacity to support UK exports to over 100 markets worldwide.
- UKEF added 22 new currencies to its list of pre-approved local currencies in which UKEF can lend or guarantee loans to overseas buyers of UK goods - taking the total to a world-leading 62 among its international counterparts.
- UKEF expanded eligibility for its short-term trade finance to include UK suppliers of exporters, enabling even more countries to benefit from UKEF support even if they're not yet themselves directly exporting.

To find out more about UK Export Finance, [click here](#)



# PARTNER NEWS



## Opportunity Arabia – Oil and Beyond' conference

Opportunity Arabia – Oil and Beyond, a key conference on Saudi Arabia, now in its 14<sup>th</sup> 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 - STAINES  
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 - WOKING  
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 - GUILDFORD  
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](http://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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