



BEXA

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British Exporters Association

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Season's Greetings!

TO SUPPORT, REPRESENT AND PROMOTE THE INTERESTS OF THE UK EXPORTING COMMUNITY

Chairman's word **ECGD Consultation on its Business Principles**

ECGD's Christmas present to exporters is a demonstration that it is listening! As anyone who has tried to do business with ECGD will know, since 2000 – when Stephen Byers brought in ECGD's Business Principles – restrictions and excessive form filling have been the norm. Consequently, with the exception of the aerospace industry (for which ECGD provides excellent medium term cover and finance) and a handful of other contracts, ECGD's "support" has too frequently put British exporters at a disadvantage when compared with overseas suppliers supported by more commercial national Export Credit Agencies (ECAs).

BEXA, the CBI and others have been pointing this out to ECGD. The new consultation is, therefore, most welcome. Refreshingly, in the consultation document the proposed first aim of ECGD is shown as "serving exporters and investors". This is in marked contrast to the current, convoluted, primary Business Principle (lack of space prohibits its inclusion here!)

BEXA will draft a response in the New Year; members will be encouraged to make their own submissions. If we want ECGD to operate, also, as an insurer of last resort for short term export credit risks, as is the case for other countries' ECAs, it will need to be unhampered by the need for lengthy consultation and its other unilateral restrictions. The hoped-for improvement in its Business Principles will be a major step in allowing ECGD to become more responsive and accessible.

I'd like to wish you a Happy Christmas and Best Wishes for a busy 2010 for exporting.

Susan Ross

BEXA Annual Luncheon on 12 October 2009

Geoffrey Clifton-Brown MP, Shadow Minister for International Trade & Development, was the chief guest at BEXA's Annual Lunch at Mansion House. The Lord Mayor, Ian Luder, hosted the event. BEXA's Guide to Financing Exports was launched at the lunch.

<http://www.bexa.co.uk/docs/BEXA%20Guide%20to%20Financing%20Exports.pdf>



BEXA Annual Lunch - from left to right: Alderman & Sheriff David Wootton, Hugh Bailey, Susan Ross, The Lord Mayor Alderman Ian Luder, Geoffrey Clifton-Brown MP, Sir Richard Needham PC

Export Controls

BEXA is represented on the Export Control Advisory Committee at BIS. Amongst issues covered at their October meeting were the 40% increase in licence applications since the introduction of on-line procedures; the launching of a UK Export Controls Training & Skills Academy; and the completion of a Dual-Use Compliance Study. 107 Authorised Economic Operators have been appointed in the UK, compared to 1,479 in the whole of the EU.

BEXA in the News

A number of comments by the Chairman appeared in articles appearing in the Daily Telegraph in their (October) Trade Month series. See <http://www.telegraph.co.uk/finance/yourbusiness/uk-trade-investment/6374147/Trade-month-will-British-banks-finance-companies-that-want-to-export.html>

Bond Support

The ECAs in Austria, Belgium, Netherlands, Germany, France, Portugal, Spain, Italy, Switzerland, Sweden, Finland and Norway are providing this crucial support for exports (particularly valuable in the light of the credit crunch). UK is conspicuous by its absence from this list, despite BEXA's frequent representations.

BEXA Interview ... with Chris Parker of London & Scottish International Ltd

Chris Parker, who generously donates a case of Juniper Green Organic Gin as the raffle prize at BEXA's Annual Lunch, has agreed to launch this series:

- 1), What percentage of your sales are UK exports? **67%**
- 2), What is the greatest issue of concern affecting your exports/ sales at present?
Finance
- 3), What more should the government be doing to boost UK exports?
Genuine help with export insurance for export customers – which would allow us to factor invoices and thereby finance credit.
- 4), What was your greatest export/trading success in the last couple of years?
Register products in China under new organic regulations and ship an order equal to 20% company budget.
- 5), What is the main benefit of membership of BEXA? **Advice when required.**

Last but not Least

- BEXA's Spring Reception will be held at the House of Commons on May 26th, 2010. It will be preceded by the AGM (at 2.00pm) and a seminar (from 3.00pm) at a nearby venue.
- ECGD has extended FREF (Fixed Rate Export Finance) to March 31st, 2011.
- The deadline for responses to ECGD's Business Principles Consultation (to which reference is made in the Chairman's Word) is March 3rd, 2010.
- On 1st February 2010 the All-Party Parliamentary Export Group is holding an all-day seminar. BEXA's Chairman, Susan Ross, will be speaking at this event.
- Finally, Season's Greetings to all members from the BEXA secretariat – Hugh Bailey, Malcolm Booth and Robert Scallon.