



BEXA

NEWSLETTER Summer 2010

British Exporters Association
(est. 1940)

Broadway House,
Tothill Street,
London SW1H 9NQ

Tel.: 020 7222 5419
FAX: 020 7799 2468
Email: hughbailey@bexa.co.uk
Website: www.bexa.co.uk
Director: Hugh Bailey

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

Chairman's word

I was delighted to see so many members at our 70th anniversary Spring Reception at the House of Commons at the end of May. As you can see from the photos on our website, we were hosted by Geoffrey Clifton-Brown MP (Conservative) and joined by Edward Davey MP (Liberal Democrat). Both were in the receiving line, and both gave short addresses. Mr Davey is the minister responsible for ECGD, whilst Mark Prisk MP is the interim trade minister. (In the photo from the left you have Messrs Clifton-Brown and Davey - cutting our anniversary cake - followed by BExA Chairman, Director and President). My speech concentrated on the potential for exports to sustain and create jobs. The coalition is taking action to reduce government spending. The Regional Development Agencies are to be phased out by Spring 2012, to be replaced by Local Economic Partnerships between local authorities and local businesses. SITPRO is going at the end of September. A White Paper is expected before the summer recess on the landscape for business, and we will be seeking your views on how to respond (we also need your feed-back on the cost of borrowing: are your limits still restrictive and is the cost still many times higher than before the recession?).

Wishing you success in your export campaigns. **Susan Ross**



BExA Interview

Terry Partridge of R A Watts Ltd, BExA member and chairman of the SME/Traders Committee, agreed to be interviewed:

- 1) What percentage of your sales are UK exports? **98%**.
- 2) What is the greatest issue of concern affecting your exports/sales at present? **(a) Financing our exports. (b) The prohibitive cost of setting up and renewing (excluding premiums) short term credit insurance policies with the consequence that we do not insure.**
- 3) What more should the government be doing to boost UK exports? **Although we do not use their services (we used to have a short term policy with them), we believe that the Government should ensure that ECGD offers competitive cover not just to a few large customers but to a large swathe of exporting companies.**
- 4) What was your greatest export/trading success in the last couple of years? **Brokering a transaction for British equipment worth £3.4 million to be installed in Nigeria's oldest oil refinery for the first time since the 1960's. We are making a pittance on the transaction but the satisfaction is great!**
- 5) What is the main benefit of membership of BExA? **As a small exporter, we have no contacts with Government and effectively no voice! BExA provides us with that voice.**

New Rules

New rules on **intra-EU VAT** and **URDG 758** came into force on July 1st. The main provisions of the **Bribery Act 2010** are due to come into force in April 2011. See <http://www.hfw.com/commodities-bulletin-june-2010-companies-must-prepare-for-the-new-bribery-act/>
Revised **Incoterms 2010** are due out in January 2011. **New OECD rules on minimum export credit premia** come into force in September 2011.

Recent & Forthcoming Events

July 15th - meeting of BExA Industry Committee
July 16th - British Iranian Chamber of Commerce presentation by Tom Smith of ECO
July 29th - BExA chairman meets Edward Davey MP, Minister responsible for ECGD
October 18th - BExA's Annual Luncheon at the Mansion House

BExA Guides

BExA has published the following guides, which can be downloaded from the BExA website or supplied free from the BExA office:

- Successful Exporting,
- Financing Exports,
- Letters of Credit,
- Contract Bonds,
- Export Credit Insurance
- Retention of Title.

Hay Festival

In a review of Britain's maritime culture, Lord Selsdon, a past BExA President, spoke on defence and trade at Hay Festival 2010. Lord Selsdon has hosted BExA's Spring Reception at the House of Lords for many years.

Quiz

What is the UK's busiest port in terms of tonnage?

First correct answer drawn from a hat wins a bottle of organic gin, thanks to BExA member, London & Scottish International.

Answers by July 31st to hughbailey@bexa.co.uk
The last winner was Keith Johnson.

