



BEXA

NEWSLETTER Summer 2011

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

Chairman's word

Thank you for re-electing me at the AGM on 5th May as Association Chairman. I am pleased to welcome **Jon Coleman (BAE Systems plc)** on his election as Deputy Chairman. I am delighted that **Sir Richard Needham PC** agreed to serve for a 15th term as President. BEXA members are privileged to be able to share his inimitable style and humour in the speeches he gives at our annual lunch and other functions.

So, ECGD has done its first Bond Support. Scottish engineer and BEXA member **CLYDEUNION** used the facility to provide valuable bonding lines and improved costings on bonds supporting exports to China. CLYDEUNION generously acknowledges the support received from BEXA in getting the scheme launched. BEXA is producing a short paper for members about how Bond Support works.

BEXA is also monitoring the operation of the other new ECGD schemes – export credit insurance, working capital support and foreign exchange support. **Susan Ross**

Young Exporter Award 2011

Under 35 on 31st December 2010? The **GTR BEXA Young Exporter of the Year award 2011** is now open for entries: the result will be announced at the Annual Luncheon on October 26th, when the winner will receive a cheque for £1,000.

New BEXA Members

Welcome to the following new members: **Advantage Global Trade Solutions Ltd., Astrium Ltd, Atlas Risk Management Ltd., Bibby Financial Services Ltd., Gapuma (UK) Ltd., Goodwin plc, Investec Bank plc, J P Morgan, Trade Finance Partners Ltd, Mashreq Bank, Myton Law, Tait Europe Ltd.** Individual Members: **Gerard Grady and Dave Heaver.**

BEXA Interview

NIS's Group Managing Director, Chris Nicholson, agreed to be interviewed:

1) What percentage of your sales are UK exports? **As a bespoke engineering capital goods design and manufacturer, export levels swing dramatically dependant on global investment confidence. Over the last 28 years – Average 18%, Best Year 83%, Worst Year 0%. Unsurprisingly, last year – a disappointing 3%.**

2) What is the greatest issue of concern affecting your exports/sales at present?

1) Competitiveness of the total deal from the perspective of the Buyer, not only with our EU rivals but also with our non-OECD rivals in being able to compete at goods, services, risk and finance 2) For countries in the slow-lane like the UK and USA, the deferral of capital expenditure programmes.

3) What more should the government be doing to boost UK exports?

1) Bring the UK government support up to the levels in the EU and beyond. For example, in Germany SME's account for "OVER HALF of supported Hermes Cover". No surprise that the BDI say German exports will grow by 11% this year. 2) Take advantage and note of all EU initiatives such as "Thinking Big for Small Businesses" to cut red tape which is estimated to unlock and improve a GDP by 1.4%. 3) Persuade the fast-lane OECD countries to hurry and join. 4) Think Differently and Uncomplicated. The internet has moved all the goalposts in international trade competition, so the old ways of UKTI and ECGD need urgent reform. Winston Churchill as a Liberal in a coalition after the First World War formed ECGD because there was no money, no credit and no trust but believed in Free Trade. Sound familiar? Come on Vince, earn a cigar and give exporters a real chance!

4) What was your greatest export/trading success in the last couple of years?

Our greatest success has been to 'get back on the horse' of exporting after a fall in 2005 which would have busted most companies and which ECGD still refuse to talk to me about.

5) What is the main benefit of membership of BEXA?

You gain a perspective from an experienced 'team' of export traders, manufacturers, insurers, brokers, and bankers. Necessary, firstly to understand the 'battlefield' requirements for exporting, and secondly to lobby and point out to the UK Government their 'shortcomings' compared to our competitors abroad.



Capacity Attendance at Spring Reception

5th May 2011: BEXA's AGM, seminar – and Spring Reception on the Terrace of the House of Commons. Above, from right to left, Geoffrey Clifton-Brown MP, our host, Lord Selsdon, a former BEXA President, Susan Ross, Chairman, and Hugh Bailey, Director. We had a capacity attendance of 200.

Significant Dates

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| May 9 | BEXA met Lord Green, Minister for Trade |
| June 10 | BEXA joined ICAEW breakfast with Lord Green |
| July 18 | BEXA attended Federation of Small Businesses meeting , House of Commons, attended by MPs including Justine Greening, Adrian Bailey, Geoffrey Clifton-Brown. |
| July 18 | BEXA attended reception hosted by Vince Cable MP , BIS Sec. of State |
| July 21 | Industry meeting at Rolls-Royce, Derby |
| July 26 | BEXA joined the Lawyer breakfast with Lord Green |
| Sept. 20 | BEXA to speak at Assn. Of Corporate Treasurers seminar , Manchester |
| Oct. 26 | BEXA Annual Luncheon at Mansion House |

BEXA Seminar

Patrick Crawford, ECGD's Chief Executive, together with BEXA's Susan Ross, chaired a well-attended seminar on ECGD's new products in Westminster on 5th May. **Tony Shepherd of Alderley**, representing exporters, provided useful inputs as a potential user. Tony suggested that the new facilities should lead to opportunities for exporters to win new business, albeit we need to continue to work on the detail to ensure they fit the requirements of exporters.

INFORMATION FROM THE WEB

Seminar Discounts at www.bexa.co.uk

- **ACT International Trade & Export Conference**
20 September, Manchester

- **Customs Compliance Conference**
3 – 4 November, London

Market Access Database

<http://madb.europa.eu/mkaccdb2/indexPubli.htm>

Your guide to cracking world markets (European Commission)

Bribery Act 2010 (operative 1 July 2011)

<http://www.justice.gov.uk/guidance/docs/bribery-act-2010-quick-start-guide.pdf> - a quick preparatory guide