



BEXA

NEWSLETTER

BEXA Seminar Issue - 22 March 2011

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

Chairman's word

The tragedy in Japan and the unrest in the Middle East and North Africa highlight the uncertainties with trade. Against this backdrop we welcome the Government's increased support, as outlined in the Trade White Paper 9th February:

- BIS Export Enterprise Finance Guarantee Scheme;
- ECGD Export Working Capital,
- Bond Support
- Foreign Exchange Credit Support Scheme
- Short-term export credit insurance.

BEXA is aware of the need to ensure there is no gulf between aspiration and implementation. We have been hard at work encouraging Government officials to ensure the detail is tangible, practical, financeable and will act as encouragement for trade for all sizes of exporters. **Susan Ross**

BEXA news

BEXA is involved with a seminar on May 5 on ECGD's new products.

BEXA's Guide to Export Compliance is launched today as a 'soft', downloadable, publication; the printed booklet will be available on May 5th.

The **BEXA GTR Young Exporter of the Year Award** will shortly be open for entries: the result will be announced at the Annual Luncheon on 26th October at the Mansion House. A circular will be issued to members.

Current topics: need for revision of **Basel III**; expansion of definition of **dual-use** in trade with Iran; ECGD treatment of the uninsured element of **old Nigerian debt**.

BEXA Interview

Allan Dowie of CLYDEUNION Pumps agreed to be interviewed:-

- 1) What percentage of your sales are UK exports? **c. 96%.**
- 2) What is the greatest issue of concern affecting your exports/sales at present?
ClydeUnion has increased its revenues over 500% since December 2007 and with the impact of the banking crisis on the economy the challenge that has affected our exports has been bonding facilities. Both the government and the UK banks need to do more to support businesses via specialised schemes. As we have experienced recently the impact this has had on our ability to win global contracts because of both the pricing of bonds e.g. it is double the price to what our European competitors are paying making Clyde-Union at times potentially uncompetitive and ensuring that UK businesses have the required level of facilities to support growth and recovery.
- 3) What more should the government be doing to boost UK exports? **To support the recovery and increase UK exports the government should take lessons from other countries by implementing schemes to support exports such as the Coface scheme in France. This scheme works in conjunction with banks and is where the government gives an underwrite of up to 85% of the value of bonds raised at appropriate pricing levels.**
- 4) What was your greatest export/trading success in the last couple of years? **As a growing business we have seen growth in all areas of our business but a strong focus for us has been further expansion into the power and renewables markets. In 2010 we won a contract to provide mission critical boiler feed pumps for the USA for a solar electric generating system, the largest project of its kind that will power more than 140,000 homes and cut carbon dioxide emissions by more than 400,000 tons per year.**
- 5) What is the main benefit of membership of BEXA? **ClydeUnion have only been members for a short time, the support from the committee/Association in helping us lobby the ECGD has been critical to get the UK government to support the backing of a bonding scheme to support UK business overseas where UK banking has failed.**

New BEXA members

Over the past year Council has welcomed the following into membership: Alderley plc, CLYDEUNION Pumps, Equinox Global Ltd, Gallagher London, ICICI Bank, Midrex UK Ltd, National Bank of Abu Dhabi, NIS Ltd, QBE European Operations, Rank Metal Co Ltd

Retirement

John Tyler (Alstom) retires this Spring. He has served on BEXA's Council since 1997 and was Chairman 2001- 2004. In this period BEXA met Trade Advisers in 10 Downing Street itself! BEXA's campaign for a government bond support facility was launched by John when Chairman. It is fitting that this goal



has reached a satisfactory conclusion before his retirement. BEXA has greatly benefited from his wise counsel and his fluency with the written word. Members will wish to join Council in wishing him a long and happy retirement.

Significant Dates in 2011

- January 17: Chairman gave oral evidence to BIS Select Committee Inquiry into trade & investment.
- February 10: Industry meeting.
- March 1: BEXA Council meeting.
- March 2: Council representatives met Susan Haird, Acting Chief Executive, UKTI
- March 22: BEXA seminar with RBS on Finding New Markets & Current Export Topics.
- May 5: Thursday, May 5: BEXA AGM** at 2.10pm, Local Government House (LGH), Smith Square, London SW1.
- May 5: BEXA ECGD seminar at LGH.
- May 5: BEXA Spring Reception at the House of Commons
- May 9: Council representatives meet Lord Green, Trade Minister.
- October 26: BEXA Annual Luncheon at Mansion House

iPhone App for International Travel Security

Aon WorldAware Solutions is a safe travel programme that protects business travellers, meets duty of carer responsibilities and safeguards brand through a robust combination of consulting, risk transfer and innovative technology. The WorldAware mobile app provides business travellers with vital risk information whilst on the move, allowing them to plan more effectively and stay safe whilst abroad. The app can be purchased via iTunes or the Android marketplace. For more information visit www.aon.com/worldaware

Strong & Herd courses

12 & 13 April on Excise Procedures and the new Excise Movement Control System.
Normal rate: £315; BEXA rate: £245 + VAT. To book: 0161 499 7000

