



BEXA

NEWSLETTER Annual Luncheon 2010

British Exporters Association
(est. 1940)

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

Chairman's word

BEXA runs half day seminars and networking events such as the Annual Luncheon. It also feeds topical export information back to members and writes practical Guides. The Association's primary role is "representing exporters", i.e. lobbying. This can be a bit difficult to pin down. However, here's an idea about what we do: BEXA Council sets the strategy, and then various groups of BEXA members meet together and correspond and/or meet with government ministers, civil servants, organisations such as the British Chambers of Commerce, EU, CBI, ICC and others. Amongst other things, in February we produced a Manifesto for Exporting, and we were pleased to see it brought to meetings by MPs.

BEXA also responds to the public consultations that are used to set government policy. This year we have responded to consultations on ECGD Business Principles (March 2010), EU - trade policy (EC, July 2010), Financing a Private Sector Recovery (BIS, September 2010), Government Assistance to Industry (BIS Select Committee, September 2010), "Cape Town Convention" on financing mobile equipment (BIS, October 2010) and 'A new approach to financial regulation' (Treasury, October 2010). A good summary of our work over the past year appears in the new Annual Review, which is being tabled at the Annual Lunch on 18th October.



Adrian Bailey MP, Chair,
BIS Select Committee and
Chief Guest at today's Lunch.

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

ECO lays on whole-day and half-day courses (beginners, intermediate and others) in Newcastle, Cambridge and London on a regular basis
<http://www.bis.gov.uk/policies/export-control-organisation/eco-training-skills-academy/events-calendar-export-control-academy>

Recent & Forthcoming Events

July 27th—The Executive Committee met Edward Davey MP, the minister responsible for ECGD. His title is Minister for Employment Relations, Consumer & Postal Affairs.

September 9th—The chairman and director met Adrian Bailey MP, chair of the House of Commons Select Committee on Business Innovation and Skills.

September 22nd—A BEXA party visited Corus, Port Talbot. (Since end September Corus has changed its name to Tata Steel).

October 18th—BEXA's Annual Luncheon, sponsored by Standard Chartered, with Adrian Bailey MP as guest speaker.

BEXA News

BEXA will be bringing out its Export Compliance guide early next year.

BEXA's Annual Review will be launched at its Annual Luncheon on October 18th.

BEXA will be holding its next seminar in Q1 of 2010. Richard Hill, past-BEXA chairman, retired last month from BAE Systems and stood down as a Vice-President and member of the BEXA Executive Committee.

Snippets

With effect from January 2011, the new Minister of Trade will be Stephen Green, formerly Chairman of HSBC.

Israel was admitted to membership of the OECD on 7/9/10.

INCOTERMS 2010 will become operative from January 2011. Copies are available from BEXA at a special rate.

Have you considered entering the prestigious Queen's Award for Enterprise (Innovation, International Trade and Sustainable Development)? October 29th is the deadline for applications. www.businesslink.gov.uk/queensawards.

US Congress has ratified the US-UK Defence Trade Co-operation Treaty. It facilitates co-operation between the two governments by removing the need for US ITAR export licences for less sensitive categories of technology destined for UK or US government end-use.

Quiz

What is the name and population of the administrative area of China's largest municipality?

First correct answer drawn from a hat wins a bottle of organic gin, thanks to BEXA member, London & Scottish International. Answers by October 31st to hughbailey@bexa.co.uk. The last winner was Nick Kincaid of Aon.



APPLICATION FOR MEMBERSHIP

We wish to become members of **The British Exporters Association**

1. Name of Company: _____
2. Address: _____

- Tel.: _____ FAX: _____

e-mail address (of representative named below) _____

3. Year of Establishment: _____

4. **ACCOUNTS: Last available audited accounts to be submitted**

5. Description of Export Business (eg: Service provided; main markets; products)

Please attach a company annual report or promotional leaflet if available.

Is your company: an 'Export House' ____; a Manufacturer ____; a bank: ____;
if other please specify _____

6. Information circulars: are you interested in receiving email circulars on ECGD? ____

7. Reference: *The Association may approach your bank for a status report.
Please complete the Bank Authorisation Slip at the foot of this form.*

8. Size of Company* *Please specify:* Sole Trader: _____
1 - 25 employees: ____; Over 25 employees: ____

*Council reserves the right to call for an audited statement of the number of employees engaged in export

9. Signed by Representative _____ (Name in Capitals) _____

Position in Company: _____ Date: _____

Annual Subscription 2010

a) Sole Trader: £120 + VAT; b) 1 - 25 employees: £235 + VAT; c) Over 25 employees: £780 + VAT

Please return to: The Director, British Exporters Association, Broadway House, Tothill Street,
London SW1H 9NQ

----- PLEASE COMPLETE do not detach -----

BANK AUTHORISATION SLIP

Note: Banks require authorisation before issuing status reports. To this end, please complete the following slip:

To: The Manager, (Bank's Name & Address): _____

From: Company Name & Address _____

We have applied for membership of the **British Exporters Association**, Broadway House, Tothill Street, London SW1H 9NQ and, in this connection, hereby authorise you to provide the Association with a status report. Please debit our account with any costs incurred.

Signed: _____ (Name in Capitals: _____)