

Institute of Export & International Trade Newsletter



In this issue

Foreword

Editorial

British Businesses 'Lack Export Ambition'

UK Manufacturing Hits 30 Month High

European Commission Publishes New Import
Dumping Proposals

Car Exports Continue To Grow

New Rules on Organic Imports

IOE&IT News

Denmark's wealth of opportunities highlighted
in our latest Doing Business Guide

Deadlines for enrolments for our
groundbreaking qualifications

Tap into a wealth of training courses this year

Coming Soon... our enhanced new membership
system

Dates for your diary - our two annual dinners

January 2017

Foreword

Welcome to the first newsletter of 2017 from the Institute of Export & International Trade.

We wish our valued members and partners continued success in what is forecast to be an interesting year for international trade prospects.

As the UK's only professional membership body supporting the interests of everyone involved in importing, exporting and international trade, the Institute is committed to supporting and guiding UK exporters from wide-ranging sectors.

Our January newsletter outlines how they can boost their knowledge by embarking on our career enhancing international trade qualifications and our packed calendar of training sessions – all of which equip students with the skills needed for international trading success.

Highlighting the latest export news, our newsletter also gives details of 'Doing Business in Denmark' - the latest in our Doing Business Guide series.

Finally, don't miss the preview of our exciting and enhanced new membership system, which is set to bring wide-ranging improvements and benefits.



Graduation & Prizegiving Ceremony, 24th May 2017

Join us for this very special occasion. The Institute holds this prestigious event in order to show our appreciation of the dedication and commitment our students have put into their studies and to give them an opportunity to meet with fellow students, employers and dignitaries involved in international trade.

The event is held at the Lord Mayor of London's residence, Mansion House, London. The perfect setting for this important event, located opposite the Bank of England the town Palace was built during the reign of George II, its grandeur was designed to reflect the City of London's position as one of the world's leading financial and trading centres.

We attract around 200 people and the Institute invites major stakeholders from the world of international trade, such as Department of International Trade and UKEF. [Find out more](#)

Editorial

British Businesses ‘Lack Export Ambition’

A leading business institute has laid down the gauntlet to British exporters, claiming that a new report shows they lack ambition in the wake of the Brexit vote in 2016.

The Institute of Chartered Accountants in England and Wales (ICAEW) has published details of its own research, showing that 96% of non-exporting companies said they had no plans to start exporting in 2017.

The finding will come as a disappointment to the government, who has invested heavily in the re-branded Department for International Trade in an attempt to raise awareness of export opportunities and get closer to its target of £1 trillion annual exports by 2020.

The research uncovered even more bad news about current exporters, finding that only 25% planned to enter new markets in 2017, down from 33% in 2014.

The ICAEW is urging the government to channel more export support spending into direct support for new and existing exporters, to help meet the cost of essential activities such as market research.

“The worry is for those companies who believe they have enough of a market in the UK, so don’t export, as weaker domestic demand is expected in 2017,” said Stephen



Ibbotson, Director of Business at the ICAEW.

UK Manufacturing Hits 30 Month High

Manufacturers have been ringing in the New Year with unexpectedly good news about output.

The Markit/CIPS survey recorded a figure of 56.1 in December, the highest figure since 2014. Any number above 50 represents growth. Economists had predicted a figure of around 53.

The same survey spooked markets in the middle of last year, when the figure fell sharply below 50 in the immediate aftermath of the Brexit vote, but bounced back strongly in response to stronger than expected demand in both domestic and export markets.

But a spokesman for Pantheon Macroeconomics warned that the surge was likely to be short-lived.

“We continue to think that domestic demand for manufactured goods will crumble as consumers experience a renewed squeeze on their real incomes, driven mainly by higher import prices. At the same time, the boost to growth from sterling’s depreciation will remain relatively modest, because exporters have raised sterling prices sharply and because uncertainty about the UK’s future trade relationships will deter exporters from investing. Accordingly, the manufacturing sector likely will struggle to maintain its current growth momentum throughout 2017.”

European Commission Publishes New Import Dumping Proposals

The European Commission has published proposals for new rules on import dumping, which are designed to comply with WTO rules. The new approach would be country neutral and would not grant “market economy status” to any country.

Car Exports Continue to Grow

The British car manufacturing industry continued to benefit from strong growth in exports, according to new figures from the Society for Motor Manufacturers and Traders (SMMT). Exports grew by more than 12% in September year-on-year, bringing the year to date figures to one million vehicles in the first nine months of the year, a new record for British car exports.



Chief Executive, Mike Hawes, welcomed the figures, but warned that future growth would depend on international competitiveness and barrier-free access to major markets. In 2015, more than half of British exports of cars were to other EU countries.

New Rules on Organic Imports

The European Commission has published new rules introducing a system of electronic certification for imported organic products. The rules, which come into force in April, address concerns about monitoring the movement of organic products and the consistency of import checks.





International Trade Events

Our roundup of what's on in the coming months.



[Graduation & Prizegiving Ceremony – 24 May, Mansion House, London](#)



[The Queen's Awards Winners Annual Dinner – 27 September, Royal Horseguard Hotel, London](#)



[Members' Dinner 2017 – 8 November, One Great George Street, London](#)

Forthcoming Training Courses

No matter what level you are at, our courses will give you the skills and expertise you need to gain a competitive advantage in the challenging and complex world of international trade.

27/01/2017 [An Introduction to Exporting – Physical Goods](#) – London

01/02/2017 [An Introduction to Exporting Physical Goods](#) – Birmingham

21/02/2017 [Post Brexit Planning Workshop](#) – London

23/02/2017 [Effective Incoterms](#) – London

28/02/2017 [International Documentation and Customs Compliance](#) - Birmingham

22/03/2017 [An Introduction to Importing](#) - London

INSTITUTE OF EXPORT & INTERNATIONAL TRADE

ALBION OVERSEAS LTD
Making Russia Easy

Making Russia Easy Workshop
23rd March 2017
Peterborough Marriott Hotel

Coming Soon... our enhanced new membership system



It's an exciting time for the Institute of Export & International Trade. Last year, more than ever, we were able to make inroads to professionalise international trade, bringing our work to the attention of both Government and industry leaders alike.

Building on this success, we're now investing for the future growth of the Institute. As part of this commitment, we're currently working on a new membership system, which will enable both members and non-members to better connect, share and learn.

We'll be contacting members soon to give more details of the new system and, in the meantime, here are the answers to some FAQs:

What's changing?

We're launching a new membership system, which will bring together all our existing systems, enabling us to work smarter and offer a better service to members.

Why is it changing?

We're investing in the systems needed to take the Institute forward for the future, grow our membership base and better support existing members. The new system will help members connect, share and learn.

Do I need to do anything?

We'll be contacting all members with more details in the lead-up to launch and we'll let them know when the new system is live. You won't need to do anything and your membership will continue as usual. However, it is worth logging on to the site once it's live to take a look at the new features and update your profile.

Will my log in details change?

Members will continue to use their membership number to log in, your password will remain the same (your date of birth).

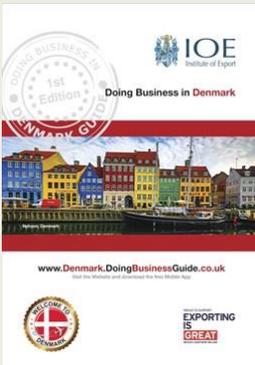
Need more details? Please call +44 (0)1733 404 400 or email institute@export.org.uk

IOE&IT News

Denmark's wealth of opportunities highlighted in our latest Doing Business Guide

The Institute has followed up the recent launch of three additional titles to its vibrant [Doing Business Guide series](#) - covering Romania, Spain and Thailand – with a new edition on Denmark.

All guides advise and assist UK companies who are looking to trade and invest in opportunity-rich overseas markets. [Doing Business in Denmark](#) offers businesses working in international trade an insight into a highly developed nation that will help them begin exporting their goods and services there.



The publication includes an overview of Denmark's economy, business culture and potential opportunities - and identifies the main issues associated with initial research, market entry, risk management, culture and language.

Denmark's business community is affluent and educated with a strong reputation for paying suppliers on time and its open economy is receptive to UK products and investments. Among the information presented by the guide are six key facts about doing business there:

1. The World Bank's 'Ease of Doing Business' report ranks Denmark third in the world and the top location in Europe.
2. With bribery practically unknown, Denmark has held top rankings in the international Corruptions Perceptions Index for many years.
3. Annual trade between Denmark and the UK is valued at £5.7 billion - the UK exported £2.5 billion in goods there in 2013. Main exports are food, beverages, animal products, energy, fuels and related minerals, machinery, manufactured goods and pharmaceuticals.
4. Denmark currently has extensive opportunities within construction, engineering and transportation. This includes one of the largest rail renovation projects in Europe, running until 2025.
5. The Danish workforce is among the most productive in Europe and there are no restrictions on overtime work, allowing companies to operate 24 hours a day, 365 days a year.
6. It takes only 24 hours to establish a Danish company online.

The guide is available to download on the website www.denmark.doingbusinessguide.co.uk/ or you can download an app (from both the Apple App Store and Google Play Store).

Alternatively, you can order a free full colour hard copy brochure [here](#).

Institute of Export & International Trade Director General, Lesley Batchelor OBE, said: "Our series of

Doing Business guides covers countries as diverse as Kazakhstan, Germany, India and Angola - and has been universally praised by UK exporters operating in these markets.

"Denmark's economy presents UK exporters with huge opportunities and I am sure our latest publication will prove just as useful to those who want to build long-term partnerships there."

All titles can be downloaded at <http://www.doingbusinessguide.co.uk/the-guides/>

A reminder that enrolments for our groundbreaking qualifications are underway

The Institute of Export & International Trade – the only professional body in the UK providing recognised, formal qualifications in International Trade – offers a series of career enhancing educational courses

Providing a viable, cost effective and flexible opportunity for higher education study, our wide-ranging qualifications are designed to meet the needs of all students, regardless of age or experience.

There is still time to enrol on the Institute's Foundation Degree, Bachelor's Degree and Masters courses:

- [Foundation Degree - Professional Practice in International Trade](#)
- [BSc \(Hons\) Management Practice - International Trade](#)
- [MSc in International Trade, Strategy and Operations](#)

For more information, visit our website at <http://www.export.org.uk/professional-qualifications> or call +44 (0)1733 404400.

Tap into a wealth of training courses this year

We continue to complement our range of [professional qualifications](#) with a dynamic series of training courses across 2017 - all delivered by our team of experienced, accredited and specialist trainers. Whatever your experience, the sessions offer you the skills to succeed in the world of export, import and international trade.

They include:

[An Introduction to Exporting – Physical Goods](#)

Covering all the basic aspects of exporting, this course is designed for those new to exporting and experienced business people who may need to keep up with industry updates. Live online examples are used to explain export procedures and how to complete export documentation.

[An Introduction to Importing](#)

This one-day seminar offers practical guidance to prospective and existing importers by considering the basic procedures, terminology and documentation involved in importing. The course gives an overview of the entire importing process including supplier selection, evaluation of risks, supply chain, terms of delivery, methods of payment, selection of clearing agent, duty and excise and the role of UK customs.

[International Documentation & Customs Compliance](#)

This course examines many aspects of international documentation and explains how an understanding of regulations and related compliance is essential to generating and retaining profits. It also addresses how documentation should be prepared, along with when and where it should be presented.

[International Business Essentials](#)

A two-day course designed for those with some knowledge of exporting and who have regular customer contact - particularly those in administration and commercial departments. It takes an in-depth look at export documents and procedures, international commercial issues such as being competitive overseas and the importance of cultural understanding.

[Effective Incoterms®](#)

Incoterms® comprise some of the most widely used, but most misunderstood aspects within international trade and can impact on a number of areas of a company's operations. Our half-day session provides a comprehensive overview of the purposes, meaning and correct use of Incoterms® 2010, to avoid uncertainty, minimise delays and achieve smooth operations, transport and payment.

[Post Brexit Planning Workshop](#)

This workshop examines the immediate and longer term impact of leaving the EU on your existing exports and imports - and where to go from here to spread your risks. With about half of all British exported goods going to the EU, this is a vital learning opportunity.

[Letters of Credit](#)

Learn about reducing the risks of importing and exporting at this informative and practical session which explains the different letters of credit that ensure

exporters are paid and importers' payments are protected.

[UK & US Export Controls: A Basic Understanding](#)

Delegates gain a basic understanding of UK Export Controls and the implications of non-compliance. The course also reviews the US Export Controls and international regulations that may be imposed on UK companies.

[Advanced Financing of International Trade](#)

This course looks at how the instruments of trade and payment performance, such as letters of credit, insurance and Bonds & Guarantees, ensure prompt payment and efficient operations.

You can check all the available dates for any of these sessions on our [Course calendar](#), where you can also book your places.

Alternatively, many companies are taking advantage of the Institute's [in-house training](#) offer. Provided at your premises or a venue of choice and attended by your staff, these sessions are more economical, convenient and flexible.

As well as presenting any of our set training courses, we can tailor or create one on any international trade topic to suit your organisation's exact needs.



We're pleased to announce the dates for our 2017 dinners...



The Queen's Awards Winners Gala Dinner

A Queen's Award for Enterprise is probably the most prestigious accolade that a UK business can earn and each year we are honoured to be able to host a celebratory dinner for the winners of the International Trade category.

This year the prestigious event will be set in the majestic surroundings of the Royal Horseguards Hotel. From glittering chandeliers to contemporary design, this landmark Victorian building reflects a proud heritage. Join us for drinks in the Reading & Writing Room and then enjoy dinner in the Gladstone Library - although the 30,000 volumes that line the shelves today are faithful replicas, the room is otherwise just as William Gladstone, four times British Prime Minister, would have known it.

When: 27th September 2017

Where: The Royal Horseguards Hotel

Annual Members' Dinner

The Annual Members' Dinner is a chance to kick back and celebrate all the year's great achievements and hard work with many companies using it as a way to say 'thank you' to their staff for their efforts.

This event will highlight the success of the Institute and is both a celebration and a way to recognise its members' dedication to professionalism in international trade.

A magnificent Grade II listed, four-domed, Edwardian building with rich neo-Palladian and Baroque interior, One Great George Street is the setting for this year's celebrations.

Member tickets just £80 inc VAT

When: 8th November 2017

Where: One Great George Street

Enjoy an exclusive relationship with the IOE&IT and give your brand exposure to the audiences that you want to do business with by sponsoring our events.

Find out more [here](#) or speak to the team to discuss your requirements on +44 (0)1733 404400

And finally

Fun Facts! Did you know.....?

- “Facebook Addiction Disorder” is a mental disorder identified by psychologists
- Bubble wrap was originally intended to be used as wallpaper
- There are about 1 million ants for every person in the world
- Nepal is the only country that doesn't have a rectangular flag
- Paper currency isn't made of paper; it's actually a blend of cotton and linen
- Antarctica is the only continent without reptiles
- Banging your head against a wall burns 150 calories an hour

More Next Month!

Doing Business Guides



The IOE 'Doing Business Guides' are designed to advise and assist UK companies when looking to trade with and invest in opportunity-rich overseas markets.

Download the FREE Mobile-App!

Simply search 'Doing Business Guides' to download!

Available on the iTunes App Store and Google play

