

International Trade Financial Solutions Newsletter

'Minimising Commercial Risks When Trading Abroad'

Issue 6

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Hello. I hope everyone has had a good Easter break - now all we want is a decent Summer. I'm just about to take a few days off, but I had to ensure this was sent out first; I'm sure you were all eagerly awaiting the next edition!!

A slight change of tack this month - yes, there's still an International Trade themed article, but the other 2 are a little different; the first giving more details of the Savvy Business Community launch, which is now scheduled, whilst the 2nd gives details of a forthcoming social event from Drinks of France - a local business in which I have had some involvement. Don't worry, though, the newsletter is not going to change into a monthly promotional sheet, but I may feature a selected business each month if there's something newsworthy that I think would be of interest.

As always, though, please provide any feedback on contents, format, etc. I can't always promise to adopt them, but they will help to shape future issues.

Ray Stannard
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International Trade Single Window.

Known as 'ITSW' for short, it's a recent development by various parties, including Business Link, HMRC, UKTI and others. It's been set up to try to simplify and standardise much of what has been written about international trade. However, what is relatively new is that it looks not only at UK exports, but also imports, so it's one of the few Governmental websites that acknowledges the importance importers play in the overall wheels of commerce. There are various links to it, but a simple Google of 'ITSW' will throw up several links on the 1st page. Don't be put off by the top link ITSW2009 - International Test Synthesis Workshop - this is something entirely unrelated!. The Business Link page is probably the most relevant - <http://www.businesslink.gov.uk/internationaltrade>. ITSW is essentially a web based information service that allows anyone, regardless of previous

international trade experience, to access basic information to get them started and also to drill down to specific industries, trade associations, etc., as well as looking at tariff duties. What's more, it's free to interrogate.

It doesn't quite do away with me [phew!] but it can answer many questions that importers and exporters have and/or allow them to ask more specific questions relevant to their particular industry/shipment. Currently, it is still being completed - 2011 is the expected completion date, but don't let that put you off: there is already a significant amount of information and links to related pages available.

Get Business Savvy - "The People Business" Launch Event, May 2009.

On 11th May 2009, Savvy Business Ltd will officially launch the Savvy Business Community. Come and help them celebrate!

When? Monday, 11th May at 6:00 pm.

Where? At The Wine Tun, 2-6 Cannon Street, London, EC4M 6XX
- by St Pauls' Cathedral. <http://www.davy.co.uk/winetun>

Why? You will be able to:

- See presentations by the core team behind the Community
- Get a guided tour of the new website
- Meet founder members
- Find out how the Community could help your business
- Network with business people from across the South-East region and beyond
- and.....
- Have a drink on Savvy.

To celebrate the upcoming launch of the new website and of the Community, between now and 18th May, Savvy is reducing the cost of both professional and commercial membership by 25%. Anyone joining by the end of April will be promoted as part of the launch marketing as well as the event itself.

For full details, please contact Sherie Griffiths at Savvy Business
Tel. 0844 371 2941
Email. sherie@savvybc.com

As a founder member [almost!], I shall be there, and I hope to see many of you as well. Please note that, as space is limited, you do need to reserve your place, so please let Sherie know as soon as possible

Wine Tasting Week-ends.

And, while we're on the promotion theme, I'd also like to let everyone know about a couple of forthcoming wine tasting week-ends. Drinks of France - <http://www.drinks offrance.co.uk> - is a Brentwood based independent wine merchant who focuses solely on wine, spirit and aperitif imports from France, selling to individuals, restaurants, hotels, etc. All their wines are unique inasmuch

as they are only sourced from local growers who both grow the raw materials [the grapes] and then vinify, so they are very much 'hands on'. In my humble opinion, quality is great and assured and Drinks of France offer periodic *free wine tasting* week-ends to allow anyone to taste for themselves [and, yes, hopefully buy!]. With Spring now firmly on the way, there are a couple being held in May - over the week-end 9th - 10th at their warehouse in Pilgrims Hatch [between Brentwood and Ongar] and again at the Essex Food Show on 16th - 17th at Cressing Temple Barns in Cressing [between Braintree and Witham]. So, go on, if the weather's fine, why not visit and be surprised at some of the quality that is available - but just not from most Supermarkets in the UK.

If you know of any other business to whom this ezine may be of interest, why don't you forward it on to them and encourage them to sign up for future issues?

The next issue will be out on 15th May, in the middle of the Bank Holiday season, or so May always seems.