



## TRADE MANIFESTO



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# TRADE IS GOOD

At the British Chambers of Commerce, we believe that international trade can make every business a better one.

Chambers of Commerce have a long history of successful delivery of trade facilitation, trade promotion and support services, underpinned by a strong policy development capability, with expertise and knowledge both at the centre and through the whole network.



# WHY IS EXPORTING AND IMPORTING SO IMPORTANT?

We are constantly asking questions of the thousands of businesses in our Chamber Network to find out what’s happening in the world of trade. The evidence is clear. Internationally active firms are more productive and resilient.

Research by the British Chambers of Commerce has shown that exporters are more likely to undertake innovative activities, such as the introduction of new products, services, or production methods, than firms which don't.

Additionally, research undertaken throughout the pandemic, shows that these businesses, while significantly impacted, have still been more likely to report increased investment and cash flow.

As we move out of the pandemic and the UK’s trading relationships around the world change, we understand that businesses will need greater support, information and incentives to adapt and to identify opportunities to increase trade and attract investment.

Importing is also crucially important to the wider economy, providing key products and services for consumers. They also contribute to manufacturing and processing supply chains, whether in clothing or textiles, automotive or industrial production.

The world of trade is changing, fresh markets are emerging, greener, sustainable goods and services are being developed and we have an opportunity to be in the vanguard of this new wave of commerce for years to come.



# WE ARE EXPERTS IN INTERNATIONAL TRADE

When we were first set up in 1860 our aim was to help companies grow by trading overseas, and that hasn't changed. Our organisation, and our network, have always been about making other businesses a success. It isn't a coincidence that 60% of Chamber members export compared to just 10% of firms nationally.

Our 53 Chambers of Commerce, spread across the UK, know all about the nuts and bolts of how to set a business on the path to overseas trade success. Each one knows its local economy inside out and can provide the advice, training, support, documentation and all the encouragement needed by any firm new to the world of exporting.

We also have a major brokerage, training and advisory service - ChamberCustoms. It has been built on our years of experience, and the knowledge and success of our trade facilitation activities to date. ChamberCustoms' aim is to help businesses expand and diversify the number of exports from the UK across the world. Its expertise means it can save businesses large chunks of time and resources by dealing with their customs declarations; simplifying the process, filing the forms and covering all additional paperwork.

It can also provide all the training necessary for firms that want to do this work in-house. Giving traders the knowledge they need to consistently and accurately account for border clearances and make sure they pay only what they should. If businesses are just after advice on what to do, then it can offer that too. ChamberCustoms has industry experts, with decades of experience, able to provide bespoke advisory services for each individual business's unique challenges.

But our network is not just about the help we can give you in the United Kingdom. It's about the help we can offer in more than 75 different markets around the world. Over the past few years, we have steadily expanded our global network of affiliated Chambers, and it is continuing to grow. They aim to connect businesses here to their country's market - whether it's for exports or imports.

Our ambition is to use this unique global reach, alongside our wider strategic alliances (such as with the International Chambers of Commerce) and engagement with multilateral bodies at the heart of global trade including the World Trade Organisation and World Customs Organisation, to offer UK firms the best possible opportunities to start, or continue, growing their business overseas. We want to build a proper coalition of support around a strong UK trade and investment strategy, to develop shared ambitions and goals across the full network of public and private sector organisations that have a stake in our trading future.

We aim to use the power and knowledge of our network, both in the UK and beyond, to help the UK government negotiate trade agreements and treaties that open up new opportunities on digital trade, green growth, e-commerce, and services for UK exporters, especially for smaller firms.

That's why we place such a strong emphasis on our policy expertise. We know that by continually developing the knowledge and skills within our network, we can remain effective in influencing policy at all levels. It's not about shouting the loudest, but it is about talking sense. We are a reliable partner to the UK government and international trading organisations when they seek advice on developing trade policies and reaching agreements.

## OUR OFFER

EXPORT READINESS

EXPORT FINANCE

EXPORT TRADE DOCUMENTATION

GETTING GOODS TO MARKET

INTERNATIONAL MARKET ACCESS

**10%**  
OF COMPANIES IN  
THE UK EXPORT

**OVER 60%**  
OF MEMBER COMPANIES IN THE  
UK CHAMBER NETWORK EXPORT





## OUR OFFER IN MORE DETAIL

# EXPORT READINESS

## How Accredited Chambers Help



### EXPORT READINESS ASSESSMENT

Chambers will evaluate the appropriateness of a company’s products and services for export, and the infrastructure they have in place to support international trade. They will then guide companies on how to become export ready.

A detailed assessment includes reviews of intellectual property risks, trademarks, branding, packaging, pricing, safety certification, customs regulations and relevant legislation.



### EXPORT MARKET SEMINARS

Chambers hold regular international trade-focused seminars, open to both members and non-members, which give exporters access to a wealth of information and advice. It’s a chance to ask questions, meet fellow exporters and speak to other businesses considering a move into international trade. The peer-to-peer guidance they get at these events is really appreciated as exporters want to hear from people with expertise and practical experience of entering a new territory.



### OVERSEAS MARKET INTELLIGENCE

Market research is essential in making sure that a company’s efforts are directed towards the right export targets. Chambers help exporters find the key markets for their business by considering ease of access and the level of demand for the product. Once a market has been targeted Chambers provide specific intelligence such as customs requirements and contacts via the Global Business Network, DIT contacts and Chambers’ relationships with other ‘in market’ organisations.



### RISK MANAGEMENT

Exporters face several risks that can negatively impact a business, such as non-payment of invoices, political uncertainties, or intellectual property theft. To minimise and avoid these risks, Chambers provide businesses with market intelligence and detailed information that help them analyse their risks and opportunities, so that they can make the right export choices.

# ACCREDITED TRADE TRAINING

The BCC has eleven nationally accredited international trade courses delivered by the Accredited Chamber Network that together form an import and export curriculum giving international traders basic skills invaluable to small and large businesses alike. During each one day course the candidates must demonstrate knowledge of the subject and their performance is marked by an external assessor.

The courses are suitable for both experienced exporters and those with no previous knowledge of international trading. Since the courses began in 2013 over 17,000 candidates have attended courses. Candidates completing six or more courses are awarded the BCC Foundation Award in International Trade, with over 850 candidates now having achieved this milestone.

- The eleven courses are:
- Understanding Exporting
  - Understanding Commodity Codes
  - INCOTERMS
  - Export Documentation
  - Methods of Payments
  - Documentary Letters of Credit
  - Import Procedures
  - Custom Procedures and Documentation
  - Preferential Rules of Origin
  - Agents and Distributors
  - Inward and Outward Processing

**BCB INTERNATIONAL**  
*Supported by*  
**Chambers Wales South East, South West and Mid**

“BCB International has been working with the Chamber for over ten years and has benefited immensely from this partnership throughout the years.

During the last two years, BCB has been partaking in a range of excellent courses that have been offered, and developed our skill set to help support our team throughout the constantly changing landscape of exporting and importing.

These courses have ranged from Classification of Goods to Processing relief, as well as many on the ins and outs of exporting, and the skills learnt have benefited the entire company.”

**LISA OWENS**  
Operations Manager

**GRANTON MEDICAL LTD**  
*Supported by*  
**Sheffield Chamber Customs**

“We have been very impressed with the speed and efficiency of the import declaration service which we are currently utilising and also the help provided to us whilst we get used to new procedures and processes now in place.

Our planning benefitted immensely from the pre-Brexit training sessions, and it is reassuring to know that we have help and advice available to us when needed whilst we negotiate our way in the post-Brexit world.”

**KATIE KIRKBY**  
Director of Granton Medical





# EXPORT FINANCE

## ACCESS TO EXPORT FINANCE

When an exporter gets an order to supply goods or services to a buyer overseas, it can ask to be paid upfront. This is a safer way of exporting because the exporter knows it will get its money before delivery, but may lead to fewer orders.

As buyers often require time to pay, many exports of goods and services are sold on extended credit terms, sometimes as much as 180 days. This can have a significant impact on the exporter's cashflow and introduce an additional working capital requirement. It also exposes the exporter to the risk of non-payment by the buyer.

**Chambers can offer guidance on the different finance options available to exporters.**

## FOREIGN CURRENCY

One aspect of international trade is the exposure to fluctuations in exchange rates, which in some cases can mean the differences between profit and loss. Chambers help exporters and importers understand the importance of foreign exchange planning, along with a specialist Chamber foreign exchange service - Chamber FX. Chamber FX has so far helped hundreds of exporters and importers manage their foreign exchange needs - saving over a million pounds. Given the market fluctuations following Brexit, this service is increasing in importance to both exporters and importers.

**We work with partners to develop new finance products and services for exporters.**

## EXPORT PAYMENT METHODS

Ensuring that businesses have the right international payment structures in place is vital to a successful export business.

Chambers help exporters explore their options and offer appropriate advice and training:

- An overview of export payment methods
- Practical advice for working with payment providers
- Letters of credit and documentary collections
- Payment account opening

**FINTRU**  
*Supported by*  
**Northern Ireland Chamber of Commerce and Industry**

"The services provided by the NI Chamber have proved to be an invaluable asset in FinTrU's international growth. Brand-raising activities through previous Chamber Business Awards (Fast Growth and Employer of the Year) have added to our prestige in completing RFPs for projects with our international clients.

Whilst, closer to home, FinTrU employees have benefitted from the Chamber's training sessions and workshops. Networking sessions have helped forge relationships with other businesses and raise FinTrU's profile as the employer of choice in Northern Ireland.

FinTrU joined NI Chamber when the company had 250 employees and now has a headcount of just under 1,000 in 2021."

**DARRAGH MCCARTHY**  
Founder & CEO  
FinTrU



# EXPORT TRADE DOCUMENTATION

Chambers help exporters navigate their way through the ever-changing regulations for different countries that can be time-consuming to get right and costly to get wrong. The accurate completion and official authentication of export documentation is vital if charges and delays are to be avoided and shipments are to make deadlines. Chambers advise if exporters need a preference (an origin declaration linked to a Free Trade Agreement) or a Non-Preference Certificate of Origin requested by their customer. Chambers advise exporters of the best document to use in their circumstances. Chambers sit at the heart of the export process and are in a unique position to help and advise exporters in all aspects of international trade.

Local Chambers have over 350 trade documentation experts on hand to advise exporters which save them time, money and stress.

Brexit has resulted in many changes to export documentation requirements and customs clearance more generally. Chambers stand ready to help exporters and importers deal with and adapt to these changes to customs processes and can provide advisory and training services relevant to each business. Chambers of Commerce in the UK act as issuing bodies authorised by the Department of International Trade for the issue of all non-preference UK Certificates of Origins, and by HM Revenue & Customs (HMRC) for preference documents such as EUR1s and EUR-MEDcertificates. They also act as agents for the Arab British Chamber of Commerce for the issuing of Arab-British Certificates of Origin and are a source for all other export-related documentation.

Chambers can also:

1. Provide access to online document processing services, allowing exporters to apply for and receive certified Certificates of Origin, Movement Certificates and other export-related documentation electronically, improving speed, service, simplicity and accuracy. Applications can be made 24 hours a day, 365 days a year.
2. Arrange for legal documents to be apostilled or signed by a notary public.
3. Provide ATA Carnets which act as passports for goods, allowing temporary admission of goods avoiding the red tape and cash deposits that have to be paid otherwise.



## UK CERTIFICATES OF ORIGIN

The United Kingdom Certificate of Origin is a commercial or Customs clearance requirement in some countries to evidence the origin of the goods. A United Kingdom Certificate of Origin may be called for in any country worldwide.

## ARAB CERTIFICATES OF ORIGIN

An Arab-British Certificate of Origin is a Customs clearance requirement in some countries to evidence the origin of the goods. It may also be requested by the importing company. Arab Certificates of Origin may be used for Arab League States.

## EUR1 MOVEMENT CERTIFICATE

An EUR1 Movement Certificate is used to support claims for preferential (usually zero) rates of duty in the country of importation. To qualify the goods must 'originate' in the UK and be supported by a correctly completed and endorsed EUR1. The preference system only applies to countries where certain trade agreements exist with the UK.

### SANDON GLOBAL

*Supported by*  
**St. Helens Chamber of Commerce**

"We have been members of the St. Helens Chamber of Commerce for nearly five years and strategic partners for nearly three years. During this period, our business and in particular our export business has grown significantly, encouraged, and supported at every step by our colleagues at the Chamber.

Logistical support, creating Certificates of Origin and EORI documentation and helping us to navigate through the various export license requirements, particularly post Brexit was simply invaluable.

We consider ourselves very fortunate and proud to be members of what has to be one of the most proactive Chambers in the country."

**STEVE ELLIS**  
Group Business Director  
**Sandon Global**



## GETTING GOODS TO MARKET

### CUSTOMS CLEARANCE BY CHAMBERCUSTOMS

ChamberCustoms supports International Trade across the UK and around the world.

They are the customs clearance agent, training and advisory service delivered through Chambers of Commerce across the UK. ChamberCustoms are different from other customs broker services by harnessing the reach, expertise and knowledge of the British Chambers of Commerce network to offer a fast, reliable and compliant service.

How goods are cleared at UK borders has changed and involves more paperwork and know-how than ever before. Since January 2021, goods arriving from the EU need an import declaration, and goods going to the EU need an export declaration.

ChamberCustoms offers two Customs Brokerage Options: self-service or a fully assisted customs clearance.

We provide an efficient and compliant service with local representatives based at Chambers of Commerce across the UK - fully integrated in the local business community.

ChamberCustoms is directly and fully integrated with HMRC CHIEF and CDS customs clearance systems and can provide real-time clearance of your goods for export as well as direct clearance of goods at over 170 ports around the United Kingdom. With direct access from our system into all port inventory systems we can avoid delays at the port by applying a high level of scrutiny to your customs declaration before they are submitted to HMRC.

We are authorised by HMRC to offer our customers Simplified Procedures for Import or Export and can provide Transit Documents and customs guarantees for goods being transported from the UK to countries in the Common Transit Area including:

- Iceland
- Liechtenstein
- Republic of North Macedonia
- Norway
- Serbia
- Switzerland
- the EU including the EU special territories where customs rules apply
- Turkey

### LOGISTICS

Any business exporting physical products will need to carefully plan the logistics of moving them from market to market. At a basic level, Chambers can provide an overview of the key considerations in warehousing, freight-forwarding, customs requirements and distribution.

### INSURANCE

Chambers offer introductions to differing types of insurance, including trade credit insurance, marine transit insurance, and provision of discounted insurance services to exporters through national arrangements and working with local insurance brokers.

### LEGAL & ACCOUNTING SERVICES

Chambers offer introductions to legal and accounting services for international trade, including Intellectual Property protection; international licensing; distribution agreements; and discounted legal and accounting services for members.

### RW WALPOLE LTD

*Supported by*  
**Norfolk ChamberCustoms**

"R W Walpole Ltd highly recommends the Norfolk ChamberCustoms facilities. This service has been crucial to our business being able to trade post-Brexit. The staff communication is excellent.

Like most businesses we do not have the training or software facilities to complete customs declarations so working alongside the Norwich ChamberCustoms is very important to our continuation of trade and business development in the future."

# INTERNATIONAL MARKET ACCESS

## ACCESSING INTERNATIONAL MARKETS

Our research tells us that what can make the difference between success and failure for a business when trading internationally is:

- Finding a trusted local business partner/ agent/ distributor
- Understanding the market opportunities and business environment
- Accessing relevant trade shows and participating in effective trade missions

Chambers of Commerce are the number one port of call for providing access to all the help businesses need to trade successfully. They offer advice and practical assistance in identifying the different options, such as providing a detailed analysis and recommendations of an appropriate market entry or growth strategy and access to a trusted ecosystem of in-market guidance and support and contacts provided via our international British Chamber network.

## LOCAL MARKET ACCESS SUPPORT

When entering a new and potentially unfamiliar market, having a helping hand on the ground can be a comfort, as much as a practical help.

By working with Chambers, exporters can benefit from assistance with entry into a new market, including introductions to potential clients, agents, distributors, and in-market networks, as well as providing tailored training on the local business environment. The British Chambers of Commerce’s international member Chambers provide an invaluable resource in over 75 key international markets.

## YOUR TRUSTED NETWORK ON THE GROUND

- 75+ British Chambers of Commerce/ equivalent Business Groups, and direct links with hundreds of city and national Chambers of Commerce, located across the world.
- Representing approx. 18,000 companies, combining large multinational corporates and SMEs from the local economies.
- Each Chamber has a diverse membership of both services and goods companies, willing to share advice and provide trusted connections.
- Directly connected to the UK Chamber Network of 53 regional Chambers of Commerce located across every key business hub in the UK to together drive exports, imports, bilateral investment, trade promotion and support.

This means that any company that is a member of any Chamber in the BCC Chamber Network can benefit from international B2B connections, support services and solutions, practical advice about the local business environment and potential market opportunities.

## TRADE MISSIONS & TRADE SHOWS

Chambers of Commerce organise regular Trade Missions and access to Trade Shows across the world.

They are well placed to help exporters identify and prepare for relevant overseas trade shows and trade missions to make them as productive as possible. When visiting an international market for the first time, being fully prepared for an intensive few days of meetings, introductions, networking and building relationships is essential.

When exporters have researched the markets that present the biggest opportunity for their export business, Chambers can work with them to identify the local market trade shows that will be of most benefit and prepare fully for their involvement.

Planning and preparation ahead of an overseas visit can also include an introduction to Chambers in the local market, who can help ensure that exporters time on the ground is spent in the most valuable way.

Chambers can also advise on creating compelling promotional material and other collateral for the visit, including translation services where appropriate.

## OTHER SUPPORT WE OFFER

### International Trade Groups

Chambers run local trade groups across the UK to act as a catalyst for international trade activities of new and existing exporters. Exporters get real value from peer-to-peer networking.

### Marketing Overseas

B2B and B2C marketing in any new export market can be considerably different to that in the UK - from the approach, design and tone of marketing materials to nuances and potential regulation around online marketing. Chambers can provide access to discounted local marketing services, including promotional collateral creation, website design and development, product launch support, and advertising and PR services.

### Translation Services

Chambers can provide business translation services, including legal, commercial, and technical material.

A manufacturer of alloys in the Midlands leveraged expert advice from the Black Country Chamber of Commerce to grow their export businesses away from the EU and towards Asia and the Far East. The support they received enabled them to attend exhibitions, agree new agents and understand and clear all customs documentation.

*Supported by*  
**West Midlands Region Chambers (Greater Birmingham Chamber of Commerce, Coventry & Warwickshire Chamber of Commerce & Black Country Chamber of Commerce)**

The Chamber supported a Coventry-based entrepreneur to develop an export plan to ensure his spice business can continue to export to Belgium, Canada, Italy, Kuwait, Netherlands and the United Arab Emirates, as well as supporting him in developing his ‘Creative Locals’ website to attract overseas businesses.

*Supported by*  
**Greater Birmingham Chambers of Commerce**


The expertise and network of the Chamber enabled a UK importer to establish an exclusive agreement with the Myanmar Avocado Producer and Exporter Association, to trial, develop and import avocados which had previously only been sold on the domestic market.


*Supported by*  
**British Chambers of Commerce in Myanmar**





# WHAT WE WANT TO SEE


There are a number of things that we think should be at the top of the UK government’s list when it comes to negotiating trade deals and developing trade policy. It should:


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Bring down the costs of exporting goods and services to some of the UK’s most significant markets in Asia, Europe, the Indo-Pacific, Africa, and the Americas.
- 

Expand market access in areas around digital trade, services, and technical barriers to trade (TBT) in new free trade agreements the UK is negotiating and in multi-party international agreements where appropriate.
- 

Generate new opportunities for cross-border data flows, labour mobility, business travel, the delivery of UK professional services overseas and mutual recognition of professional qualifications so that companies can operate in a range of countries.
- 

Encourage the best outcomes for UK traders from the UK’s accession to the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) particularly on rules of origin and digital trade. Manufacturers need better options on sourcing materials and components and business also needs new provisions to boost e-commerce.
- 

Make the most of opportunities presented by the transition to net zero in trade discussions and set policies and rules on trade and sustainability that support the future exports of environmental goods and services which will follow.
- 

Secure real benefits for importers and manufacturers in the UK from tariff reductions and the most modern rules of origin in new and upgraded UK trade deals and advising Government where changes would deliver the biggest boost to the economy.
- 

Create the best opportunities for foreign direct investment across the nations and regions of the United Kingdom from new trade agreements, multilateral agreements and strong co-operation between business, government, and existing and new investors.

- 

Set up a Business and Trade Enforcement Office within the Department of International Trade to help smaller businesses get involved in exporting, in order to maximise the value of new and future overseas trade deals.
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Encourage the Trade Remedies Authority and UK government to listen to the voice of our network so that a wider range of economic data inform the decisions they make that impact manufacturing supply chains.
- 

Fully engage with the work of the World Trade Organisation (WTO) and other international organisations like the World Customs Organisation (WCO). A rules based global trade system is a vital framework for business. The WTO needs a strong Appellate Body to underpin this rules-based order as well as driving forward multilateral or plurilateral agreements on e-commerce, domestic regulation in services, and subsidies.
- 

Support resolution of outstanding disputes with the US over tariffs. Issues on Digital Services Taxes need to be implemented by the UK and the others through an agreement at the Office of Economic Co-operation and Development by the end of 2023 to match the agreement on corporate taxes.
- 

Advocate for the role of the Chambers Network in being a trusted delivery partner in trade facilitation and any reforms of trade documentation pursued in line with the recent G7 Trade Ministers principles on digital trade.

## WHAT NEEDS TO BE DONE

ENGAGE WITH US TO DELIVER TRADE AGREEMENTS WHICH PROVIDE MAXIMUM GAINS FOR SMES

WORK WITH THE CHAMBER NETWORK ON THE EXPORT STRATEGY TO ROCKET-BOOST THE UK’S EXPORTS TO THE WORLD



# WHAT NEEDS TO HAPPEN WITH THE EU

**There is no getting away from the fact that trade with the EU is no longer as straightforward as it once was. The UK’s exit from the EU Single Market means that exporting to the EU currently takes longer and requires much more administration.**

Every survey we’ve carried out since Brexit has seen historically high numbers of businesses reporting reduced sales to the EU in both services and manufacturing.

The good news is that we have a whole range of advisors and experts in the Chamber Network and our ChamberCustoms teams that can help firms get to grips with the changes that have taken place.

And there are some encouraging signs that more businesses are looking to seize these opportunities. UK Export Finance has risen to new heights of £12.3bn in the last year.

The number of companies exporting is also increasing but at the moment this growth is being off-set by the reduced volume of overall trade.

So, the question remains as to how we make our new relationship with the EU, our biggest overseas trading partner, work after almost 50 years of free access.

Part of the answer is the creation of partnership bodies with the EU to look at how the Trade Co-operation Agreement, that sets the rules on exports from and imports to the UK, is operating in practice against what it was meant to do.

**Steps can then be taken to find ways to make it work better in the real world. We think there are already some key areas where the UK and the EU need to be focussing. These include:**

**Streamlining the new customs and trade processes to reduce the burden of paperwork and prevent delays.**

Immediate attention must be given to the impact of easements on proof of origin ending in January 2022, when many SMEs in the UK will be forced to pay duty unless they have the documentation to prove the qualifying origin of parts, ingredients or components to retain their tariff free goods status.

**Ensuring the introduction of inbound border and customs controls in Great Britain works smoothly at ports and border inspection points, prioritising the flow of goods.**

Items selected for inspection are currently taking up to five weeks to clear inland border inspection posts, creating huge disruption to supply chains and production lines.

**Seeking agreements on conformity assessments (and markings) of industrial goods and the rules surrounding plant and animal products.**

**Producing more integrated guidance to help SMEs find more workable solutions on re-exporting goods to the EU tariff free, if they were originally imported into Great Britain from the EU.**

**Developing more business-friendly rules on cross-border VAT to ensure UK companies have similar facilitations as others in the European neighbourhood when trading with customers in the EU.**

**Reaching an agreement on implementation of the Protocol on Ireland/NI which provides stability and clarity for businesses and creates a platform for strengthening the UK-EU trade relationship.**

**Helping firms adapt by bringing back the UK government’s SME Brexit Support Fund –increasing the payments available to more than £2,000 and extending the scheme.**

**Advocating and producing clearer, simpler guidance for SMEs on exporting goods and services to individual EU member states, while ensuring they have the information they need to avoid duplication of costs in areas such as VAT registration in the EU.**

**Working on providing flexibility to deal with current, and future, skills and labour shortages.**

There are restrictions on providing services, mutual recognition of professional qualifications, length of stay in the other market, and carrying out client-facing work that need addressing as our economy reopens.



# A UNIQUE GLOBAL NETWORK

## UK CHAMBER NETWORK

**Aberdeen and Grampian** Chamber of Commerce  
**Ayrshire** Chamber of Commerce  
**Barnsley & Rotherham** Chamber of Commerce  
**Bedfordshire** Chamber of Commerce  
**Black Country** Chamber of Commerce  
**Business West** Chambers of Commerce  
**Cambridgeshire** Chambers of Commerce  
**Cornwall** Chamber of Commerce  
**Coventry & Warwickshire** Chamber of Commerce  
**Cumbria** Chamber of Commerce and Industry  
**Devon & Plymouth** Chamber of Commerce  
**Doncaster** Chamber of Commerce  
**Dorset** Chamber of Commerce and Industry  
**Dundee and Angus** Chamber of Commerce  
**East Lancashire** Chamber of Commerce  
**East Midlands** Chamber - Derbyshire, Nottinghamshire and Leicestershire  
**Edinburgh** Chamber of Commerce  
**Essex** Chambers of Commerce  
**Fife** Chamber of Commerce  
**Glasgow** Chamber of Commerce  
**Greater Birmingham** Chambers of Commerce Group  
**Greater Manchester** Chamber of Commerce  
**Hampshire** Chamber of Commerce  
**Herefordshire and Worcestershire** Chamber of Commerce  
**Hertfordshire** Chamber of Commerce  
**Hull & Humber** Chamber of Commerce  
**Inverness** Chamber of Commerce

**Isle of Wight** Chamber of Commerce  
**Kent Invicta** Chamber of Commerce  
**Lincolnshire** Chamber of Commerce  
**Liverpool** Chamber of Commerce  
**London** Chamber of Commerce and Industry  
**Mid Yorkshire** Chamber of Commerce  
**Norfolk** Chambers of Commerce  
**North & Western Lancashire** Chamber of Commerce  
**North East England** Chamber of Commerce  
**Northamptonshire** Chamber of Commerce (incorporating Milton Keynes Chamber of Commerce)  
**Northern Ireland** Chamber of Commerce and Industry  
**Renfrewshire** Chamber of Commerce  
**Sheffield** Chamber of Commerce and Industry  
**Shropshire** Chamber of Commerce  
**Somerset** Chamber of Commerce  
**South Cheshire** Chamber of Commerce and Industry  
**St Helens** Chamber  
**Staffordshire** Chambers of Commerce  
**Suffolk** Chamber of Commerce  
**Surrey** Chambers of Commerce  
**Sussex** Chamber of Commerce  
**Thames Valley** Chamber of Commerce Group  
**Chambers Wales** South East, South Wales and Mid  
**West & North Yorkshire** Chamber of Commerce  
**West Cheshire & North Wales** Chamber of Commerce  
**Wirral** Chamber of Commerce  
**Crown Dependencies Chambers** Jersey, Guernsey, Isle of Man

## INTERNATIONAL CHAMBER NETWORK

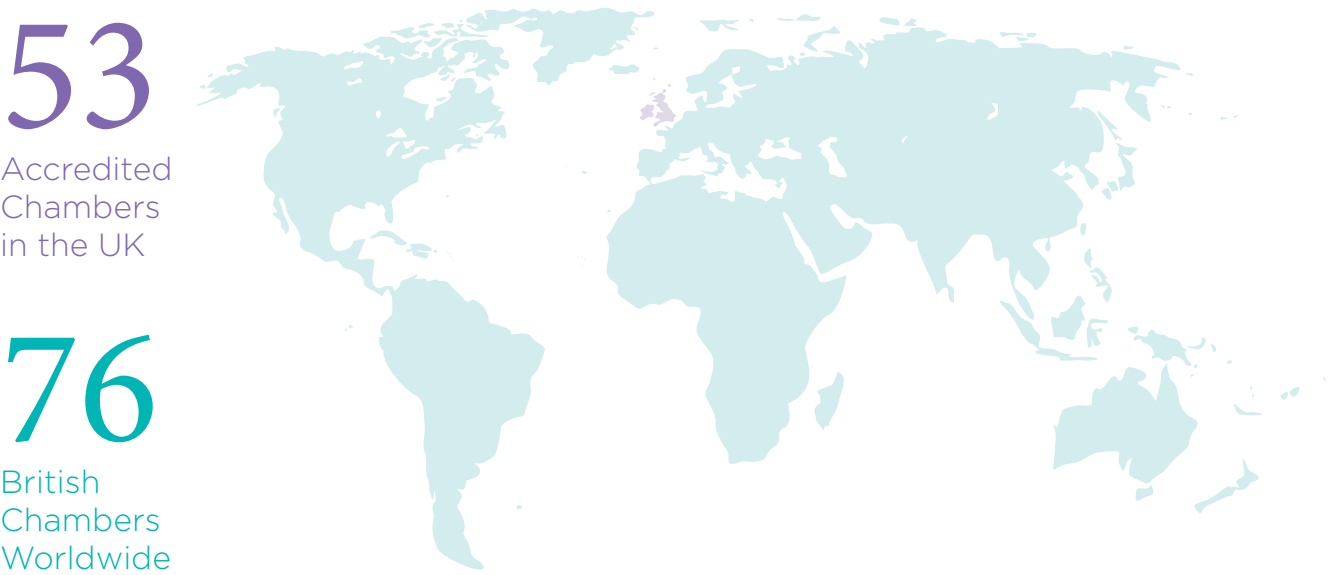
**AFRICA**  
**Egypt** Egyptian British Chamber of Commerce  
**Ghana** UK-Ghana Chamber of Commerce  
**Kenya** British Chamber of Commerce Kenya  
**Liberia** UK Liberia Chamber of Commerce  
**Morocco** British Chamber of Commerce in Morocco  
**Nigeria** Nigerian-British Chamber of Commerce  
**South Africa** British Chamber of Business in South Africa

**MIDDLE EAST**  
**Abu Dhabi** British Business Group Abu Dhabi  
**Dubai & Northern Emirates** British Business Group in Dubai & Northern Emirates  
**Iraq** Britain Business Council  
**Qatar** British Business Forum  
**Saudi Arabia** British-Saudi Joint Business Council

**ASIA/PACIFIC**  
**Australia** Australian-British Chamber of Commerce  
**Bangladesh** British Bangladesh Chamber of Commerce  
**Cambodia** British Chamber of Commerce Cambodia  
**China** British Chambers of Commerce in China  
**China** British Chamber of Commerce in Shanghai  
**Hong Kong** British Chamber of Commerce in Hong Kong  
**India** UK India Business Council  
**Indonesia** British Chamber of Commerce Indonesia  
**Macao** British Chamber of Commerce in Macao  
**Malaysian** British Malaysian Chamber of Commerce  
**Myanmar** British Chamber of Commerce Myanmar  
**New Zealand** British New Zealand Business Association  
**Philippines** British Chamber of Commerce of the Philippines  
**Singapore** British Chamber of Commerce Singapore  
**Sri Lanka** Council of British Business Sri Lanka  
**Korea** British Chamber of Commerce in Korea  
**Thailand** British Chamber of Commerce Thailand  
**Vietnam** British Business Group Vietnam

**AMERICAS**  
**Argentina** British Chamber of Commerce in Argentina  
**Chile** British Chamber of Commerce in Chile  
**Costa Rica** British Chamber of Commerce Costa Rica  
**Dominican Republic** British Chamber of Commerce in Dominican Republic

**Ecuador** British Chamber of Commerce in Ecuador  
**North America** British American Business  
**EUROPE**  
**Belgium** British Chamber of Commerce in Belgium  
**Bosnia and Herzegovina** British Bosnian and Herzegovinian Chamber of Commerce  
**Bulgaria** British Bulgarian Business Association  
**Cyprus** UK Business Association  
**Czech Republic** British Chamber of Commerce in Czech Republic  
**Denmark** British Chamber of Commerce in Denmark  
**Estonia** British-Estonian Chamber of Commerce  
**Finland** British Commonwealth Chamber of Commerce in Finland.  
**Finland** Finnish British Trade Association  
**Franco** British Chamber of Commerce  
**Germany** British Chamber of Commerce in Germany  
**Greece** British Hellenic Chamber of Commerce  
**Guernsey** Guernsey Chamber of Commerce  
**Isle of Man** Isle of Man Chamber of Commerce  
**Iceland** British Icelandic Chamber of Commerce  
**Ireland** British Irish Chamber of Commerce  
**Israel** British Chamber of Commerce  
**Italy** British Chamber of Commerce for Italy  
**Jersey** Jersey Chamber of Commerce  
**Kazakhstan** British Chamber of Commerce in Kazakhstan  
**Kosovo** British Chamber of Commerce in Kosovo  
**Latvia** British Chamber of Commerce in Latvia  
**Lithuania** British Chamber of Commerce in Lithuania  
**Luxembourg** British Chamber of Commerce in Luxembourg  
**Netherlands** British Chamber of Commerce  
**Norway** British Norwegian Chamber of Commerce  
**Poland** British Polish Chamber of Commerce  
**Portugal** British Portugese Chamber of Commerce  
**Russia** Russo-British Chamber of Commerce  
**Romania** British Romanian Chamber of Commerce  
**Serbia** British-Serbian Chamber of Commerce  
**Slovakia** British Chamber of Commerce in Slovakia  
**Slovenia** British-Slovenian Chamber of Commerce  
**Spain** British Chamber of Commerce in Spain  
**Sweden** British Swedish Chamber of Commerce  
**Switzerland** British Swiss Chamber of Commerce  
**Turkey** British Chamber of Commerce of Turkey  
**Ukraine** British Ukrainian Chamber of Commerce





# ABOUT OUR NETWORK

**The Chamber of Commerce Network comprises 53 Accredited Chambers in every region of the UK and Chambers in over 75 markets across the world.**

The Network, alongside ChamberCustoms, have all the expertise needed to guide businesses through the steps they need to take.

With our direct connections to more than 75 markets around the world, we can make this easier.



With more than 160 years of experience in the world of trade we know that once you open the door to overseas exports then the possibilities for expansion are endless.



Our Chamber Network already does that, and we want to help thousands more do it too.



That's why we want to build a business community across the world.



### 350 EXPERTS

Trade documentation services across the UK provided by over 350 trade facilitation experts based in UK Chambers.



### SERVING OVER 1,000 TRADERS

A brand new, growing customs brokerage, training and advisory business.



### 75+ MARKETS

Global reach and connections in over 75 markets worldwide via our international Network and strategic global alliances.







## TAKING THE PLUNGE

**We have always been champions of international trade and there is no doubt in our minds that businesses that embrace exporting to overseas markets will be better off for it. But the combined impacts of Covid-19 and Brexit mean the challenges in exporting are the most significant in decades.**

Yet we believe that the businesspeople of the UK have the drive, the resilience, the adaptability and the ingenuity to take this challenge and turn it to their advantage.

The business that sees a gap opening in the market, the firm that invents a new energy-saving technology, the start-up that develops a service to help other companies become greener and more sustainable, they will all prosper in a world of international trade.

**All it takes is the willingness to try; the BCC Chamber Network and ChamberCustoms have all the expertise needed to then guide them through the steps they need to take.**

**And with our direct connections to more than 75 markets around the world, we also have the ability to make it all that bit easier to happen.**

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