



## INTERNATIONAL TRADE SERVICES

HELPING YOUR BUSINESS TO TRADE OVERSEAS

### PLANNING FOR SUCCESS

As with any aspect of business, planning is everything. The right support and advice can reduce risk and save you valuable time and money.



**EXPORT SUPPORT & ADVICE:** We work closely with UK Trade and Investment (UKTI) in the North West, which has over 30 highly experienced International Trade Advisors. They are well placed to help you with developing a successful exporting strategy.



**INTERNATIONAL TRADE TRAINING COURSES:** International trade can be complex with many different terms, procedures and regulations to follow. Our courses offer a basic understanding of the main topics around international trade ranging from Export Documentation, Letters of Credit, Export Procedures and Incoterms. The courses are accredited by the British Chambers of Commerce and could help lead your employees to obtain a Foundation Award in International Trade. As a member, you get preferential prices.



**INTERNATIONAL TRADE LINKEDIN GROUP:** Sharing and exchanging international trade best practice and knowledge is vital for success. Join our Online LinkedIn Group to stay up to date with the latest events, news and business opportunities from around the world.

### GETTING STARTED

Thinking about exporting or importing? Have you received orders from overseas and are not sure how to deal with them? Let us help you get started.



**INTERNATIONAL TRADE INFORMATION HUB:** The Chamber provides general information and advice to exporters and importers, whether you are new or experienced. Let us connect you with the right expert advice to develop a successful internationalisation strategy.



**INTERNATIONAL TRADE READINESS ASSESSMENT:** Free assessment for companies considering trading overseas for the first time or developing their current trade strategy. Whether you are a new or experienced exporter or importer, we can help you understand how to get your strategy off the ground.



**INTERNATIONAL EVENTS:** Take advantage of a wide range of events to understand the business opportunities foreign markets offer, meet with market experts from around the world and network with like-minded businesses. As a member you will be able to attend events for free or at discounted rates.



**EXPORT BRITAIN:** The online resource from British Chambers of Commerce which features business opportunities, events, case studies, key market information and connections to a global network to help you prepare for your export journey.

### MAKING CONNECTIONS

Building a strong network of contacts and partners is critical to ensure commercial success. Greater Manchester Chamber has a number of partnerships here in the UK and overseas to make it easier for you to access in-market knowledge and support.



**OVERSEAS BUSINESS NETWORK INITIATIVE:** Tap into the Chamber's Global Business Network to access expert advice and a wide range of market entry support services ranging from market insight and market research to soft landing and international marketing.



**OVERSEAS PARTNER SEARCH FACILITY:** Are you a UK company looking for partners overseas? Buyers, distributors, agents, suppliers or more? Through our overseas business networks we can help you find trustworthy partners.



**UK PARTNER SEARCH FACILITY:** Are you a non-UK based company looking to do business in the UK and need help finding suitable partners? We can help you reach them by promoting your partner request through our marketing channels, including our fortnightly newsletter to over 8,000 business subscribers across the North West of England.



**INTERNATIONAL BUSINESS OPPORTUNITIES:** We work closely with partners overseas and UKTI to bring to you export and import leads from around the world. Look at our website to find out about the latest international sales and purchasing leads, or let us help you access UKTI's free Business Opportunities Alert Service.



**TRADE SHOWS AND MISSIONS:** Working closely with UKTI and global partners, we bring you a wide range of opportunities to participate in Trade Missions and exhibiting at International Trade Shows, where you can meet potential clients or suppliers from all over the world.



**CHAMBER INTERNATIONAL GATEWAY:** We recognise that building relationships in overseas markets can sometimes result in a number of trips overseas. Working in partnership with global travel management company, The Appointment Group, we offer cost-effective and comprehensive stress-free business travel services which cover both international travel from the UK and in-bound business trips and missions.





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## FINANCING AND GETTING PAID

Getting paid on time is the most important financial consideration when trading internationally. Here's how we can help:



**LETTERS OF CREDIT:** Letters of Credit (LC's) can save you time, reduce risk and accelerate payment. No matter what experience you have of exporting, we can either check your documents to ensure you don't waste valuable time or remove all the hassle with a full package service, so you can focus on running your business.



**CHAMBER EXPORTSURE:** Are you worried about not getting paid or seeing your goods lost or damaged during transportation? In partnership with Bridge, we have developed a competitive and innovative credit export insurance scheme exclusive for Chamber members designed to cover many of the concerns associated with international trade. Exportsure gives you a free consultation, five free credit opinions and a unique credit insurance package not available anywhere else.



**CHAMBER FOREIGN EXCHANGE:** Currency fluctuations can have a negative effect on companies when trading overseas. This money-saving foreign exchange service, provided in partnership with MoneyCorp, can help you protect your business against adverse rate fluctuations and make the most of your transaction by offering highly competitive exchange rates.



**EXPORT FINANCE:** Trading abroad requires several financial considerations. If you need advice and support on financial aspects such as export payment methods, or how to access export finance, we can introduce you to trusted partners.



## DELIVERY AND DOCUMENTATION

Now you've assessed your readiness for exporting or importing, researched the international markets with the biggest opportunities, prepared yourself and your employees through training, and established local market relationships, it is time to make your business happen. This is how we can help you:



**EXPORT DOCUMENTATION:** Greater Manchester Chamber is the leading provider of Export Documentation services in the North West, processing over 35,000 documents per year. As a Chamber member, you can get up to 50% off, so whether you need Certificates of Origin, EUR's, ATR's or ATA Carnets, our experienced team is here to help you.



**EXPORT SHIPMENTS:** We want to help you hit the ground running when it comes to exporting, and as one of fifty three Accredited Chambers of Commerce, we can offer our members an exclusive 50% off from DHL when sending shipments overseas during your first year of exporting.



**ACCESS TO LOCAL BUSINESS SERVICES PROVIDERS:** This is a member to member introduction service where we connect you to members who provide key services in crucial areas of your international trade journey: Logistics, Insurance, Risk Management and Legal & Accounting Services.



**TRANSLATION & INTERPRETING SERVICES:** We have access to a global network of translators who can help you with translating and/or proofreading websites, technical manuals, business cards or commercial documents, ensuring these reflect the requirements of the local market. We can also assist you with interpreters to help you conduct successful business meetings and events overseas.



**FOR MORE DETAILED INFORMATION ON ANY OF OUR SERVICES:**  
Visit our website <http://www.gmchamber.co.uk/services/international-trade-services>

**CONTACT OUR INTERNATIONAL TRADE TEAM:**  
[exportbritain@gmchamber.co.uk](mailto:exportbritain@gmchamber.co.uk)  
0161 393 4368 / 4369

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### BUSINESSES TELL US THEY EXPORT BECAUSE:

- I want to increase my sales and profit
- It increases my ability to compete domestically
- It allows me to diversify my markets and overcome low growth in my home market
- It reduces risk and balances growth
- It can help us achieve economies in scale, keeping costs down and becoming more efficient
- It helps me minimise the effect of seasonal fluctuations in sales
- It makes my business more innovative as it encourages us to tailor our services and products for new markets

### WORLD TRADE FACTS

DID YOU KNOW THAT:

- ☀ E-commerce could be a cost-efficient way to test your products in export markets?
- ☀ Over 95 % of the World's purchasing power is outside the UK?
- ☀ In 2013, the top 500 retailers earned US\$2.69bn from social media shopping?
- ☀ The EU is the biggest player on the global trading scene with 500 million consumers looking for quality products?
- ☀ World travel is expected to reach 1.8 bn by 2030, with emerging economies accounting for 45% in 2014 and expecting to reach 57% by 2030 – equivalent to 1 bn international tourist arrivals?
- ☀ Asia Pacific is the fastest growing e-commerce region in the world, with China taking the lead spot on the e-commerce top markets?
- ☀ Emerging and developing countries are the recipients of major aid and guidance from international donor agencies?
- ☀ By the end of 2015, the e-commerce market in Poland is going to be worth £5 billion, which means a 15% growth since last year?
- ☀ Turkey is one of the fastest growing energy markets in the world?
- ☀ Almost 90% of those aged under 30, live in emerging and developing countries?
- ☀ Sao Paulo & Bogota are the largest markets of high end luxury goods in South America, with average growth of 16% over the last five years and the increasing presence of UK brands such as SuperDry, Burberry, Barbour, Hunter, Hackett to mention but a few?
- ☀ Africa is called the 'mobile continent', with researchers predicting internet use on mobile phones will increase 20-fold in the next five years?
- ☀ Emerging market economies are expected to contribute up to 70% of GDP growth between now and 2025?
- ☀ Industry analysts predict that by 2017, there will be 1.7bn new mobile users across the globe, most of them in emerging markets?
- ☀ Singapore is Asia's fastest growing biocluster?
- ☀ Developing economies are implementing economic reforms and making huge investments in their infrastructure opening a world of opportunities for British expertise and innovative products?

