

## Notes of Network Members Video-Conference Call – 4<sup>th</sup> August 2020 by MS Teams

### Network Members Attending (Alpha company name order)

Karen Friendship (Chair)	Aldermans	<a href="mailto:Karen.Friendship@aldermantooling.co.uk">Karen.Friendship@aldermantooling.co.uk</a>
Jasmine Pearse	Composite Integration	<a href="mailto:jasmine.pearse@composite-integration.co.uk">jasmine.pearse@composite-integration.co.uk</a>
Stuart Oldroyd	EMX Dynamics	<a href="mailto:Stuart.Oldroyd@luminati.co.uk">Stuart.Oldroyd@luminati.co.uk</a>
Tom McMurtrie OBE	Hymid	<a href="mailto:Tom.McMurtrie@hymid.co.uk">Tom.McMurtrie@hymid.co.uk</a>
Mark Dibbens	Meddings	<a href="mailto:mark.dibbens@meddingsgroup.co.uk">mark.dibbens@meddingsgroup.co.uk</a>
Kirsten King	Motortronics	<a href="mailto:kirsten.king@motortronics-uk.co.uk">kirsten.king@motortronics-uk.co.uk</a>
Mark Lishman	PCMC	<a href="mailto:mark.lishman@pcmc.com">mark.lishman@pcmc.com</a>
Stephen Burns	Pyropress	<a href="mailto:Stephen.Burns@pyropress.com">Stephen.Burns@pyropress.com</a>
Lee Brockway	RCR Flooring	<a href="mailto:lee.brockway@rcrflooringproducts.com">lee.brockway@rcrflooringproducts.com</a>
Steve Gerry	PMG	<a href="mailto:stevegerry@dsl.pipex.com">stevegerry@dsl.pipex.com</a>

### Larger Members Attending

Steve Crosby	Bombardier	<a href="mailto:steve.crosby@rail.bombardier.com">steve.crosby@rail.bombardier.com</a>
Andy Jameson	Bombardier	<a href="mailto:andrew.jameson@rail.bombardier.com">andrew.jameson@rail.bombardier.com</a>
Lee Crocker	Kawasaki PM	<a href="mailto:lcrocker@kpm-uk.co.uk">lcrocker@kpm-uk.co.uk</a>
Annie Murray	Kawasaki PM	<a href="mailto:amurray@kpm-uk.co.uk">amurray@kpm-uk.co.uk</a>
Tony Bent	Rittal CSM	<a href="mailto:tbent@rittal-csm.co.uk">tbent@rittal-csm.co.uk</a>
Alison McWilliams	Rittal CSM	<a href="mailto:amcwilliams@rittal-csm.co.uk">amcwilliams@rittal-csm.co.uk</a>
Alistair Crompton	Stovax & Gazco	<a href="mailto:acompton@stovax.com">acompton@stovax.com</a>
Ed Henry	Stovax & Gazco	<a href="mailto:ehenry@stovax.com">ehenry@stovax.com</a>
Pam Steer	Stovax & Gazco	<a href="mailto:psteer@stovax.com">psteer@stovax.com</a>
Paul Swan	Stovax & Gazco	<a href="mailto:pswan@stovax.com">pswan@stovax.com</a>
Nick Newns	Vispring	<a href="mailto:nnewns@vispring.com">nnewns@vispring.com</a>
Jack Hurdon	Vispring	<a href="mailto:jhurdon@vispring.com">jhurdon@vispring.com</a>

### Guests

Rohan Roy	Business West	<a href="mailto:rohan.roy@businesswest.co.uk">rohan.roy@businesswest.co.uk</a>
Karine Davies	International Trade Adviser DIT	<a href="mailto:karine.davies@mobile.trade.gov.uk">karine.davies@mobile.trade.gov.uk</a>
Paul Fairhurst	Protectology	<a href="mailto:paul@protectology-uk.com">paul@protectology-uk.com</a>

### Apologies

Richard Bland	Composite Integration
Michael Browne	Admedsol
Mark Fowler	PCMC
Seb Soper	TR2

## Confidential

1. KF welcomed what was a record attendance at today's meeting. She also gave particular mention to our two guests: Rohan Roy from Business West in Bristol and Karine Davies, International Trade Adviser with the Department of International Trade or 'DIT'. Contact details are shown below.
2. Rohan gave a presentation entitled: '2020 - Brexit Preparedness'. A copy of Rohan's PowerPoint will accompany these notes. **Action SG**
3. He said that his talk would cover the following:
  - Introduction to Business West and Trading Through Brexit.
  - State of the Brexit negotiations.
  - Border Operating Model
  - Steps towards preparedness.
  - Q&A.

4. Key additional points made were as follows:
  - Acorn International were the second largest provider of export documentation in the country after London. They were a *'trusted partner'*.
  - RR recommended the *'Trading through Brexit'* website (slide 5).
  - RR thought that any deal between the UK and the EU was likely to be *'minimalistic'*.
  - The Border Operating Model 'BOM' will apply regardless of a deal or not.
  - Importing procedures (slide 11) – RR said that there was a lot of content contained here. He said that liability was often placed on the importer.
  - Freight Simplified Procedures (FSP) allows an agent to do checks on your behalf.
  - Exporting procedures were similar to those regarding importing. Carnets were used to allow the free flow of trade materials for shows and were a way of proving that items taken in hadn't been sold during the event.
  - The Smart Freight Service was described as a digital hub to reduce hold ups at ports such as those in Kent.
  - Re 'Certification' – slide 13, RR said that we don't know what UKCA looks like yet. The UKCA (UK Conformity Assessed) marking is a new UK product marking that will be used for certain goods being placed on the UK market.
  - RR closed with a set of *'steps towards preparedness'*.
  
5. RR moved on to address, with Karine, questions raised in advance by those attending. These were often of an esoteric nature and the record here may not accurately reflect all that was said on each subject. If in doubt, please contact either the original questioner or either/both of our two guests.
  
6. LC had asked, *We buy factored product from Japan and sell into the EU, the EU and Japan have a FTA. What do we need to do to be able to suspend, or not pay, duty on these goods?*
  - The response offered by Karine was that, *DiT confirmed yesterday that they are confident that a UK-Japan FTA will be agreed by 1st Jan 2021. This would replicate aspects of the EU/Japan deal.*
  
7. LC had also raised a specific question about *'Bonded manufacturing (inward processing relief) - components from the EU going into assembled UK product going back into the EU can be done with zero tariff/tax, how will this work in practice and what do we, or our freight companies, need to do to prove this process?'*
  - At the crux of this issue lie how much the product is transformed and whether this changes the adjudged *'country of origin'*.
  
8. Pamela Steer, Group Freight Controller at Stovax & Gazco had asked- *What is the likelihood of the EU agreeing to either waive/postpone/transition the requirements for heat treated ISPM15 compliant packaging for GB supplies to the EU and can Rohan confirm as I suspect; this would be a UK requirement for EU supplies to GB?*  
 RR said that reference to heat treated wooden pallets, that this is a requirement of goods being shipped from the EU to the UK and vice versa. He thought that haulage companies and/or freight forwarders would be able to best advise.
  
9. Stephen Burns of Pyropress said that *he would be interested to hear about the progress of the UKCA mark and its implications i.e. will the CE mark be accepted by law in the UK? Will UKCA take equivalent EU directives and standards as the starting point? I have experience*

*that the UAE have made more than one attempt to mandate ECAS approval for products in their marketplace, which, in my view, has largely been ignored and businesses continue to accept other marks as products do not exist with ECAS. Interested to anything on how and whether UKCA will be introduced.*

For RR's response see para 4 above – penultimate bullet point.

Off the record, RR felt it likely that CE would be acceptable during a period of grace while UKCA is being set up.

10. Regarding castings from Europe that are subject to process in Plymouth prior to being returned to Europe, LC asked what needed to be done now in practical terms? RR said that he would check and get back to LC direct. **Action RR**

11. LC said that he understood the importing procedures but questioned exporting procedure relief. Again, RR offered to look into this on LC's behalf. **Action RR**

12. KD said that HMRC were regularly issuing updates. Post meeting, she provided the following links. (The supporting comments in italics are Karine's).

A few pages/resources worth viewing/using:

- <https://www.export.org.uk/page/BorderOperatingModel> *For those having a spare hour (and who enjoy the details), the IoE's webinar (link on that page) will be interesting.*
- *To better understand the requirements and how to apply to be set up for temporary storage – this enables businesses to store goods temporarily and defer duties and taxes.*  
<https://www.gov.uk/guidance/temporary-storage#NFAU-cont>
- *From there, you can find the telephone number of the Border Force National Frontier Approval unit.*  
*As mentioned, there are many recent updates on these HMRC pages and probably a lot more to come, so it's worth visiting them on a regular basis.*
- *Grants for export procedure training: <https://www.gov.uk/guidance/grants-for-businesses-that-complete-customs-declarations> It seems that businesses can use the training (up to £3,000) for any kind of export documentation training, so training on Incoterms, intro to export docs, IPR and OPR, seem to be covered at the moment.* (TM said that Hymid had made use of this offer through Make UK).
- *Please, do let your members know that there is currently a public consultation which "seeks the views and expertise of stakeholders to help develop the 2025 UK Border Strategy and ensure that the Government and industry are able to work in partnership together to deliver a world class border." It stops in 3 weeks times (28th August 2020) so get involved now:*  
<https://www.gov.uk/government/consultations/2025-uk-border-strategy-public-consultation/2025-uk-border-strategy-public-consultation>

13. Karen F. thanked both our guests Rohan and Karine.

*Rohan Roy*

*Senior Policy Analyst*

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[karine.davies@mobile.trade.gov.uk](mailto:karine.davies@mobile.trade.gov.uk)

14. Other discussion points: SG reported that Cornwall College is to open a new Engineering Apprenticeship Academy to be delivered at Cornwall College Sisna Park Engineering Centre. Details attached (Appendix 1) courtesy of Luke Bazeley, Head of Sisna, Cornwall College Plymouth Engineering Skills Centre. For further details please contact Luke direct.

**Action ALL**

*Luke Bazeley*

*Head of Sisna*

*Cornwall College Plymouth*

*Engineering Skills Centre*

*Unit 24/25, Sisna Park,*

*43 Sisna Park Rd,*

*Estover,*

*Plymouth PL6 7AE*

*07929 756 209*

[luke.bazeley@cornwall.ac.uk](mailto:luke.bazeley@cornwall.ac.uk)

15. SG said that the PMG's main website was being redesigned over coming months. He asked members to please consult the current site to check that we are using your most up to date logo and description of your business. <http://www.mypmg.co.uk/> If you require changes, please contact Gemma Selley [gemma@linkandblue.com](mailto:gemma@linkandblue.com) who is leading on this project on behalf of the PMG.

**Action ALL**

16. SG reminded members that employees who are an EU, EEA or Swiss citizen, should apply to the EU Settlement Scheme to continue living in the UK after 30 June 2021. If their application is successful, they'll get either settled or pre-settled status. SG said that the deadline for applying EU Settlement Scheme is 30 June 2021. They should apply now if they meet the criteria. SG had been approached by Tom Godwin, Director of External Affairs, Citizens Advice Plymouth who was offering to provide assistance to liaise with individuals who might be experiencing difficulties or who just hadn't gotten around to doing anything so far.

*Tom Godwin*

*Director of External Affairs*

*Leadership*

*Citizens Advice Plymouth*

[Tom.Godwin@CitizensAdvicePlymouth.org.uk](mailto:Tom.Godwin@CitizensAdvicePlymouth.org.uk)

*07720 660 944*

*Cobourg House 32 Mayflower Street, Plymouth PL1 1QX*

**Action ALL**

17. KF said that she had been approached by Lyndsey Connor from Euler Hermes (trade credit insurance provider) for a recommendation or potential testimonial. SG explained that this was in connection with the PMG's proposed supplier directory which would feature as part of its new website (para 15 above). In order to qualify for inclusion on the site, service providers must already be contracted by at least two other PMG members and each of those members must be prepared to provide a positive statement for inclusion on the website. SG said that this was important to the PMG because, aside from offering an additional benefit to members, it was also the source of an additional income stream. KF said that she would recommend Euler Hermes to other members and provided Lyndsey's contact details:

*Lyndsey Connor*

*Business Development Manager*

*MMCD Capital Tower, Greyfriars Road, Cardiff CF10 3AG*

*07799 863694*

[Lyndsey.Connor@eulerhermes.com](mailto:Lyndsey.Connor@eulerhermes.com)

[www.eulerhermes.co.uk](http://www.eulerhermes.co.uk)

18. KF enquired how businesses were performing generally. There was little time to contribute to this discussion which was confidential and not recorded in detail here.  
TM said that sales were holding up; 20% of staff had been furloughed of which half had been made redundant. A further review of the situation would be held next month.  
ML said that PCMC were doing well and were currently employing the services of Oakmount Control Systems.
19. Finally, KF questioned whether the Corona virus bonus scheme payment of £1k was payable to anyone who had been furloughed for any length of time and who was still employed at the end of January 2021. This was the general understanding of those present.

Steve Gerry 04 08 20

## Engineering Apprenticeship Academy Sisna Park



### THE CORNWALL COLLEGE GROUP

#### Course aim

To offer learners a unique experience driven by industry need, enabling learners to gain experience in a variety of sectors within Engineering. The course will be endorsed by local employers with whom we currently deliver apprenticeship programs offering plenty of opportunity for the individual to gain a better understanding of apprenticeships and the Engineering workplace. The course will not only develop the learners Engineering knowledge but its aim is to create a more work ready individual who throughout the duration of the course finds a sector they are best suited to with the view of ensuring a progression to an even more successful Apprenticeship program on completion.

#### Course pros

A number of the employers we currently work with have agreed to endorse the program and have given great feedback. Some of the positive points raised were that it gave the employer an extended period to review potential apprentices and for the potential apprentice to ensure they enjoy that specific sector of Engineering. This is a more positive model of ensuring both learner and company are matched prior to starting their Apprenticeship journey.

The learner's time at College will be spent undertaking the following qualification:

BTEC Level 3 Certificate in Advanced Manufacturing Engineering

This Qualification is closely aligned with the manufacturing industry and covers all areas that are required and desired locally and we are currently delivering the BTEC Level 3 Diploma in Advanced Manufacturing.

The course will not only enable the learner to achieve a qualification but it will develop personal skills and behaviours that are desired within the workplace and this will be achieved in the form of Tutorials and EEP where we will program in the additional activities:

- **Fit for Work** using Evolve at Duchy Stoke to enable learners to undertake physical activity preparing them for the workplace and enabling them to build confidence and personal self-esteem which will in turn contribute to their Health and Wellbeing.
- **Team Outdoor Activities** again using the facilities at Duchy Stoke to develop Team building skills with an aim of helping the learners get outside of their comfort zone in a controlled environment.
- **Tutorials** Covering the core PPD whilst putting key emphasis on CV building and progression sessions helping the learner develop a professional portfolio showcasing their achievements prior to and whilst in attendance on the course.
- **Apprenticeship Academy Certificate** on completion of their studies with us the learner will receive a Cornwall College produced Certificate reflecting their achievements with us both academically and personally. This will include the attendance within local industry and a brief reference from each employer.