

## Essential Resources for UK Exporters

We are often told by UK based clients that they have difficulty in locating tangible support which will help to develop export markets and / or meet international trade regulatory requirements. With this in mind, this article focuses on providing you with our

### Top 6 Essential Export Resources:

1. **Department for International Trade** (<https://www.gov.uk/government/organisations/department-for-international-trade>): government organization assisting UK companies to develop export business worldwide. They have representation in all major markets and have a range of schemes (some partly or fully government funded) to help you research new markets, meet and check out new buyers etc. The website contains thousands of pages of useful country information and it is free to register. Your local **Chamber of Commerce** will have access to regionally or sector based UKTI advisers who will be happy to help further.
2. **Export Guides**. The two most commonly used are:
  - i. [Croner-i International Trade](#)
  - ii. [Tates Export Guide](#).

Taking out a subscription to one of these guides will enable you to keep abreast of country regulations and associated documentation at a glance.
3. **INCOTERMS® 2010** Every export sales, purchasing or shipping department should have a copy of the full **ICC publication 715** in order that you can familiarise yourself with the most common **international delivery terms** applicable to your contracts. Each term clearly states the risks and costs to be borne by seller and buyer and where delivery is deemed to be effected and responsibility ends / begins. The publication is available from the ICC UK Bookstore ( <http://www.iccwbo.uk/collections/view-all-books> ), at a cost of £45.00.
4. **The British Exporters Association** ([www.bexa.co.uk](http://www.bexa.co.uk)) is an independent national trade association representing the interests of the exporting community. The BExA website provides regular news updates on topics affecting UK exporters as well as a number of very useful free guides.
5. **B.I.F.A.** The British International Freight Association ([www.bifa.org](http://www.bifa.org)) is the leading UK body representing the UK international freight services industry. The website contains a directory of members, helping you to find a freight forwarder who will provide the range of services appropriate to your needs.
6. **The GOV.uk website** has a range of excellent resources for exporters and importers to ensure that you are equipped with the tools and knowledge to meet international trade regulatory requirements. The **'Tariff'** provides information in three volumes relating to tariff requirements, codes, duties and associated documentation. This is now available free of charge on GOV.uk. Further information can be obtained from:  
<https://www.gov.uk/browse/business/exports>

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