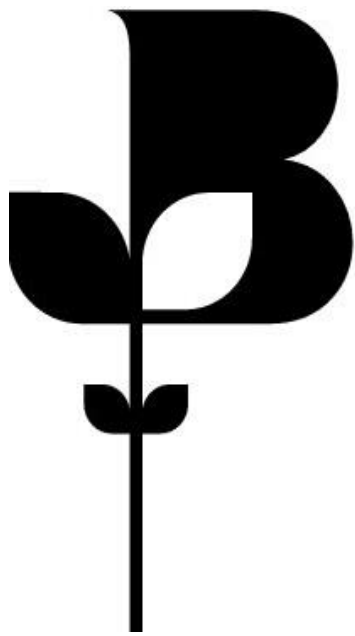


# Internationalise your Business

Your export journey  
with



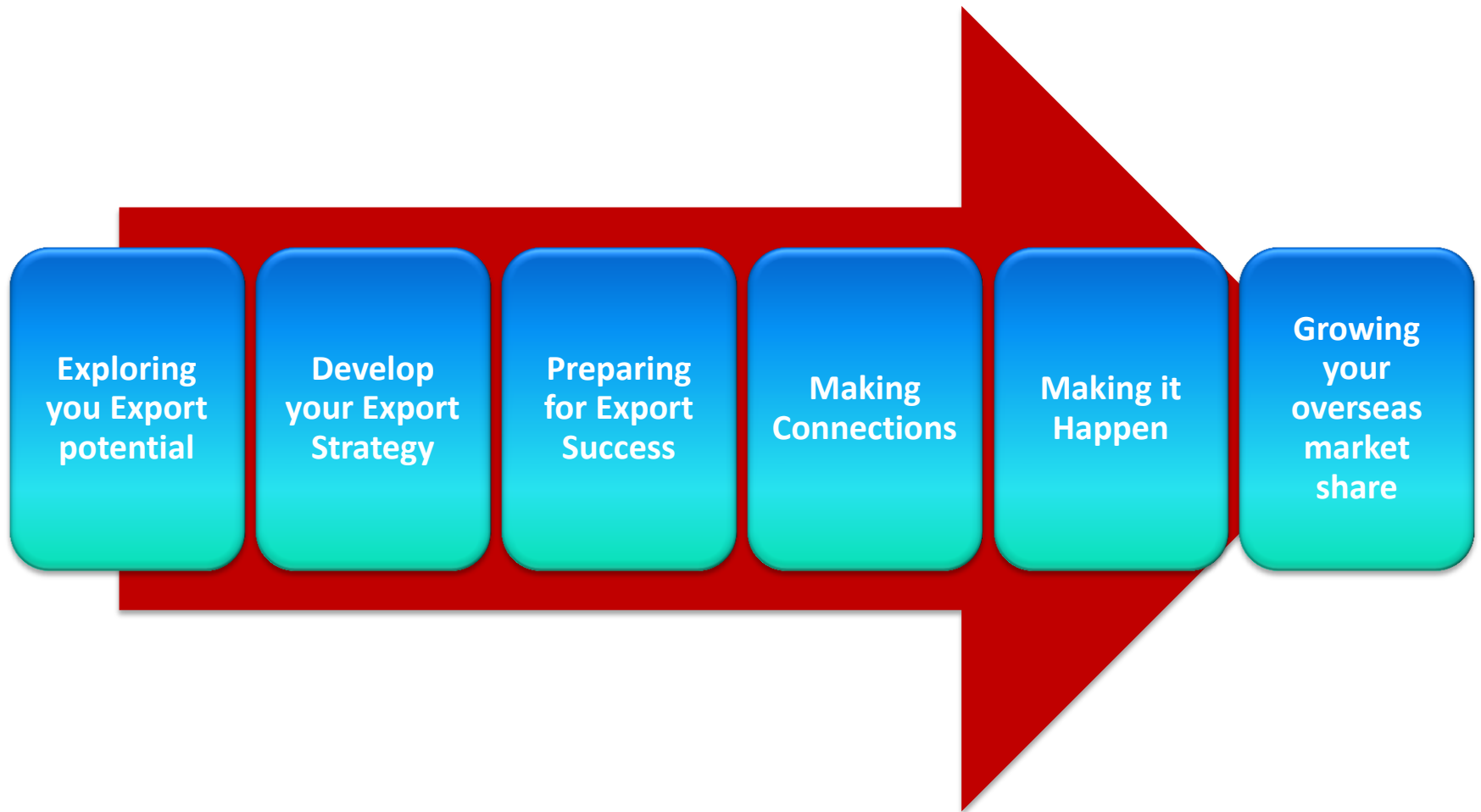
Liverpool & Sefton  
Chambers of  
Commerce

**The Ultimate Business Network**

# International Trade Objectives

- 1 Increase the number of companies new to export**
  - 2 Increase the confidence, competence and capability of all companies to trade overseas**
- Are you considering export and you are an SME?**

# How to start exporting



# Key company concerns

Documentation required

Lack of knowledge regarding export procedures

Finding new distributors / customers

Brand protection

# LCC Certification and Documentation

- Accredited certification body: Around 25,000 certificates issued per year
- EU, Arab and Egyptian Certificates of Origin
- ATA Carnet, EUR1 and ATR documents.
- Moving with technology: 60 % of our documents are processed online with a target of 80% in the next year.

Contact us: [certificates@liverpoolchamber.org.uk](mailto:certificates@liverpoolchamber.org.uk)



# Your export documents: HELP!

- **Tates** - essential requirements for documentation and procedures involved in exporting to over 240 countries of the world. [http://www.tatefreightforms.co.uk/export\\_guide\\_2.asp](http://www.tatefreightforms.co.uk/export_guide_2.asp)
- **HMRC:** <https://www.gov.uk/government/organisations/hm-revenue-customs/contact/customs-international-trade-and-excise-enquiries>  
Downloadable guides, helpline: 0300 200 3700
- **UKTI** – <https://www.gov.uk/government/world>

# NETWORKS YOU CAN REACH WITH LCC

As an accredited Chamber we are part of an international network seeking to develop and strengthen international trade links:

**BCC International division**  
**Eurochambres- HQ Brussels**  
**International Chambers of Commerce-HQ Paris**

We work in partnership with :

**UKTI**

**CBBG**

**UKIndia Business Council**

**OBNs -To get in touch with the Overseas British Chambers of Commerce and/or British Business Centres, please visit:**

[www.exportortobritain.org.uk/internationaldirectory](http://www.exportortobritain.org.uk/internationaldirectory)

In partnership with:



UK Trade  
& Investment



British  
Chambers of  
Commerce

**UK INDIA**  
BUSINESS COUNCIL



China-Britain  
Business Council  
英中贸易协会

# OVERSEAS BRITISH CHAMBERS & BRITISH BUSINESS CENTRES – SERVICES OVERVIEW

- **Comprehensive Suite of Services**

Market Promotion | Market Entry | Market Development |  
Regional Expansion

- **Close collaboration with local UKTI**

- Trade advisory, country analysis and focused opportunities
- Assistance identifying routes to CEE markets
- Start-up support and long-term guidance
- State of the art local facilities to meet local business & launch your product or service
- Introductions to local Business Networks and business support services (e.g. legal, accountancy, logistics, etc)





In line with BCC and UKTI priority markets, LCC's key markets are:



The Ultimate Business Network

# How did we help companies to meet their global partners in 2014?

- Video Conferencing with Emerging Markets
- The Power of the Chamber Global Network  
15<sup>th</sup> and 16<sup>th</sup> July
- Organised Trade Missions to China, Dubai and Slovenia and support to individual companies travelling to specific markets

# Overseas represented at the Power of the Chamber Global Network

## **North America**

USA

## **Latin America**

Mexico

Chile

Colombia

## **Europe**

Belgium

Poland

Romania

Slovenia

Slovakia

Hungary

Czech Republic

Turkey

Macedonia

## **Middle East**

Israel

Saudi Arabia

United Arab Emirates

## **China**

## **India**

## **South East Asia**

Hong Kong

Thailand

Singapore

Malaysia

Philippines

Indonesia

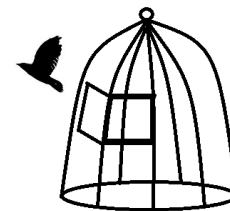
Vietnam

**We are keen supporters of IFB 2016, 13 June to 1 July 2016 at the Exhibition Centre in Liverpool: Week 1: Manufacturing**

**Week 2: Energy & Environment**

**Week 3: Digital and Creative**

## START YOUR EXPORT JOURNEY TODAY... With the New Markets and Export Growth Programme for SMEs in Merseyside



### Is it for you?

- Is your business new to exporting and needs support to start?
- Are you an experienced exporter, but need some help to enter unexplored markets?

### If yes- this programme offers you..

- 12 hour business assist in a form of workshops and consultations with Chamber's partners
- + 35% financial support towards the export growth costs:
- Overseas trips,
- Exhibitions,
- Trade Missions
- Website development,
- Promotional material,
- And more...

### Eligibility

- The company is active and eager to grow;
- Headquarters are in Merseyside
- SME (less than 250 employees)
- B2B type of business (or sales via partners)
- Not more than £170,980 public funding received in the last 3 years.



# Still thinking about international trade?

## Attend workshops and events :

30.4.15	09:30 – 16:30	BCC Accredited letters of credit training day
14.5.15	11:30 - 13:00	Doing Business in Egypt
03.06.15	09:30- 11:00	International Digital Marketing: SEO & Social Media
11.06.15	09;30 – 16:00	International Marketing Strategy: from investigation to routes to market

## Come to our offices to discuss:

- Export Documentation
- International Trade Training
- Foreign Exchange
- How to access advice regarding:  
Specific markets: China & India
- Finance
- Letters of Credit Service
- Overseas business Networks

**We are your first stop shop for international trade !**



EUROPEAN UNION  
Investing in Your Future  
European Regional  
Development Fund 2007-13

# LIVERPOOL CHAMBER CONTACT DETAILS

## Team

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Elena Enciso, International Trade Executive  
Julie Sankey, International Trade Executive  
Simona Grusaite, Export Adviser



**T:** 0151 227 1234

**E-mail:** [export@liverpoolchamber.org.uk](mailto:export@liverpoolchamber.org.uk).

**URL:** [www.liverpoolchamber.org.uk](http://www.liverpoolchamber.org.uk)

## Social Media

### Twitter

[@exportliverpool](https://twitter.com/exportliverpool)

[@Lpoolchamber](https://twitter.com/Lpoolchamber)

### Facebook

<https://www.facebook.com/LiverpoolChamber?fref=ts>

### Linkedin Group

Liverpool & Sefton Chamber Members



UK Trade & Investment



Foreign &  
Commonwealth  
Office