

# BREXIT

## Points to consider

As a result of the United Kingdom's decision to leave the European Union, exporters will be anxious to respond to the implications of departure as quickly as possible. Departure raises the spectre of a number of threats, possible restraints on trade with the EU and the imposition of customs duties being of particular note.

In most companies, minds will be concentrated on the immediate need to upgrade the priority given to developing business in the world outside the EU. With very few exceptions, exporting to countries elsewhere involves:

- Far greater quantity and complexity of export documents
- Proliferation of complex procedures to be followed
- More complicated pricing decisions
- Convoluted landed-cost calculations
- Shipping administration requiring multiple approaches

In the absence of a suitable system, these requirements can cause substantial problems to the exporter.

As regards Britain's export trade with the remaining members of the EU, nobody seriously expects it to drop catastrophically or even to cease altogether (contrary to what some campaigners appear to be suggesting). What changes there will actually be cannot be known until the deal is done. However, there will almost certainly be some negative effect on volumes and values and a greater administrative burden because of:

- Administrative barriers
- Possible customs duties
- Compliance issues
- More complicated documentation
- Need to certify origin of goods
- Probable need to make a customs declaration for each shipment

Thanks to its range of software packages and modules, Exportmaster is ideally placed to handle any or all these problems, both for Rest-of-World business and for continuing trade with the European Union. So, for any company confronted with the implications of Brexit, it can only make sense to take a look at how Exportmaster might help.