

A photograph of three business professionals (two men and one woman) looking at a tablet together. The man on the left is smiling. The woman in the middle is wearing glasses and a yellow cardigan. The man on the right is wearing glasses and a tan jacket. They are in a meeting setting with colorful sticky notes on the wall.

How to Facilitate Trade for Small Businesses

Mike Cherry, National Chairman

Thursday 27 June 2019

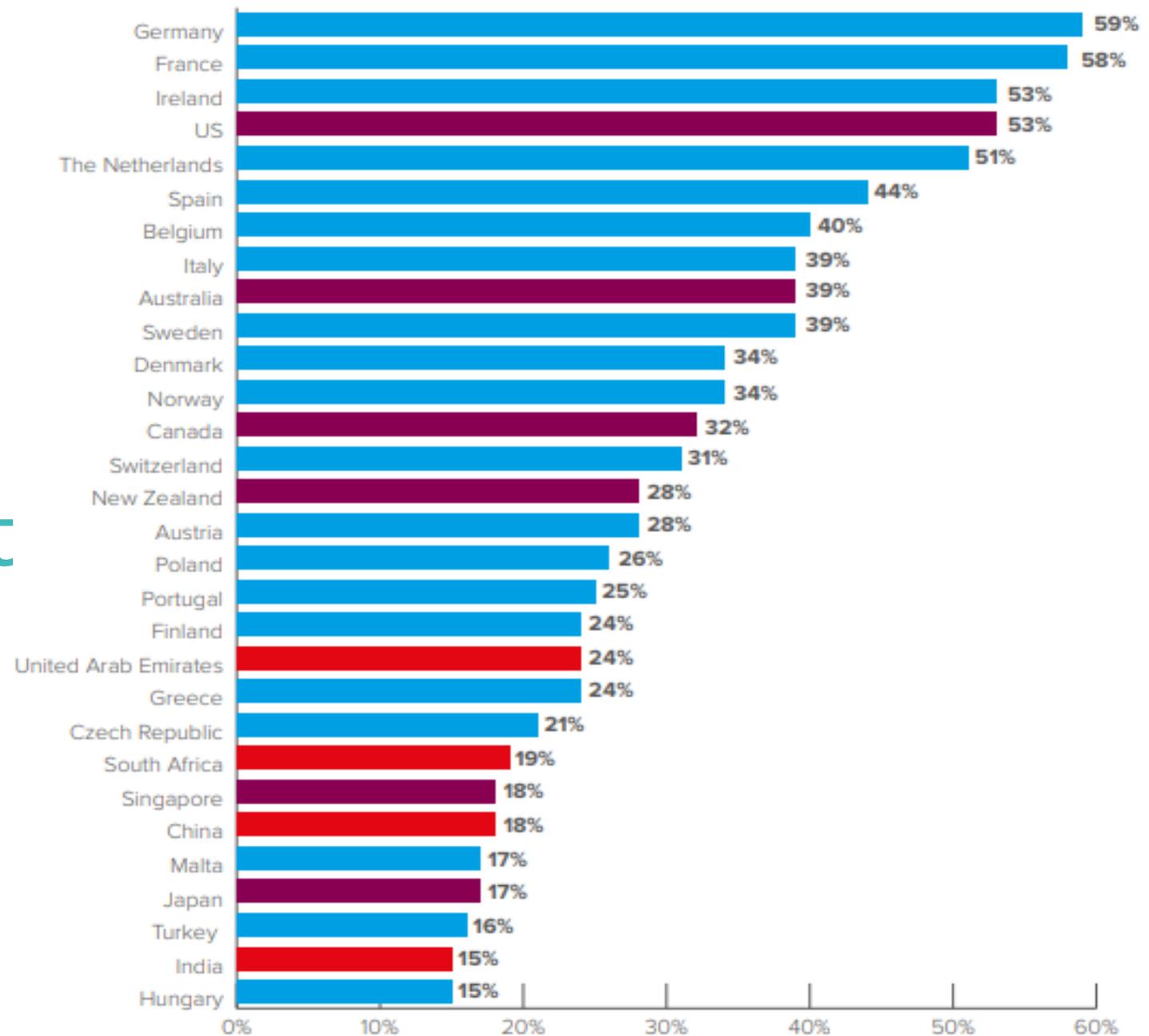




Federation of Small Businesses

- Established in 1974 to lobby on behalf of our members
- 170,000 members across the UK
- Largest sectors: retail (20%), professional services (18%), manufacturing (12%)
- Average number of employees working for member companies: seven employees
- 5.7 million SMEs in the UK

Where existing small business exporters currently export



Reasons Why Current Exporters First Exported



Figure 26: Reasons why Current Exporters first exported to the EU
Source: FSB future trade with the EU and non-EU markets survey⁹⁴

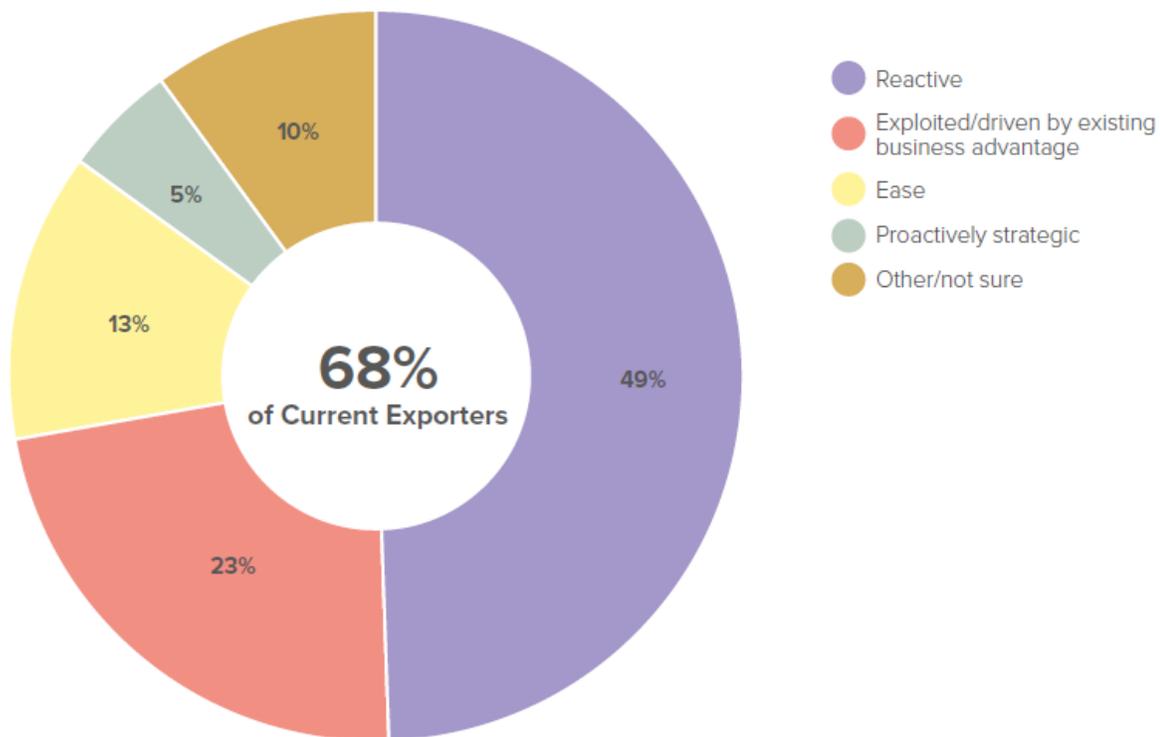
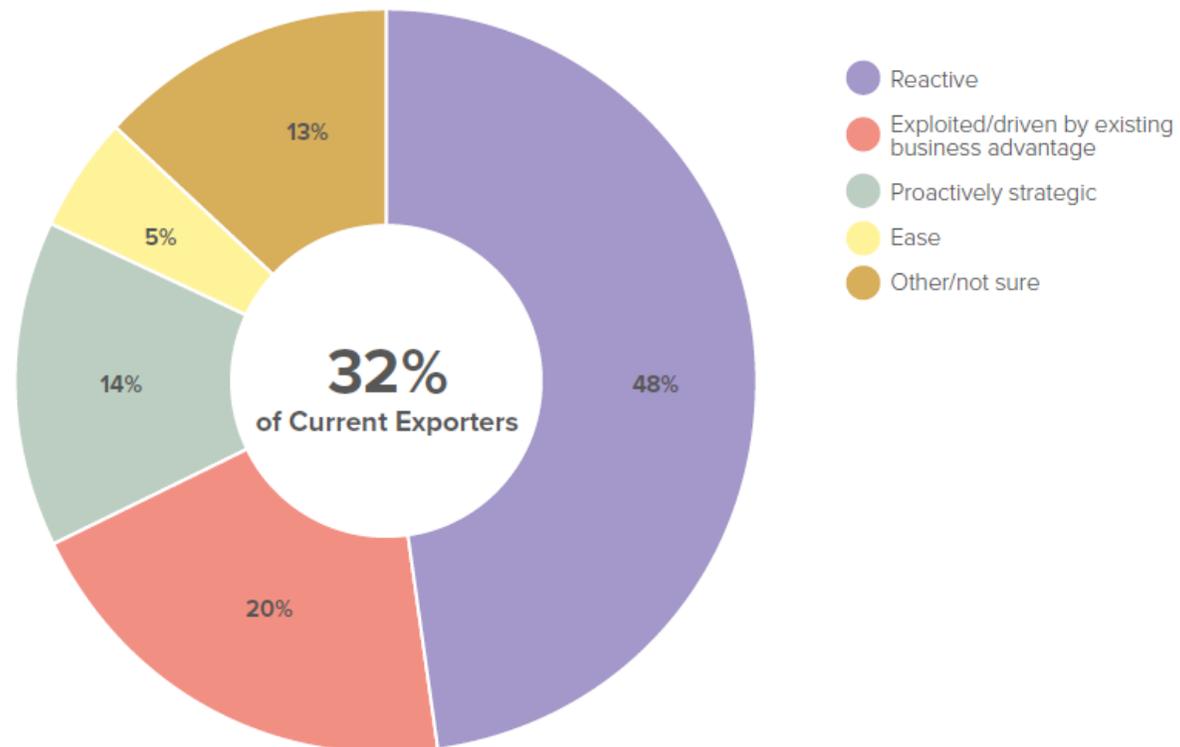


Figure 27: Reasons why Current Exporters first exported to a non-EU market
Source: FSB future trade with the EU and non-EU markets survey⁹⁵



Key Non-Tariff Barriers (Customs)



- Compliance with Rules of Origin
- Administrative Burdens/Paperwork
- Additional Requirements/Delays at Customs
- Sanitary & Phytosanitary Measures
- Sudden Changes to Import Regulations in Export Destination

"Our goods are sensitive to time, so, if they are held up at customs then they degrade and we have to try again. This is a major issue when exporting outside the EU. In addition, these hold ups are rather arbitrary. –FSB Member (Current Exporter)"

"We have little resources for anything other than selling, buying and making. Any extra laws or requirement, the harder that makes our jobs." – FSB Member (Current Exporter)



Recommendations

1. Reduce the administrative burden & document overload
2. Improve customs capacity for SMEs
3. Overhaul the procedure and system to certify origin
4. Make trusted trader schemes accessible for micro-small business exporters
5. Make information accessible

A photograph of three business professionals (two men and one woman) looking at a tablet together in an office setting. The image is overlaid with a semi-transparent dark blue filter.

Thank you

EU@fsb.org.uk

 @fsb_policy

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Experts in Business