

Getting Logistics Ready for Brexit

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London



Sponsor

 **Santander** Corporate & Commercial

Welcome to FTA's Getting Logistics Ready for Brexit



James Hookham
Deputy Chief Executive
Freight Transport Association

Whatever your personal views on Brexit, if you are in the business of moving goods between the UK and Europe you could have a big job on your hands if the UK leaves without a deal to preserve the frictionless trade conditions we currently enjoy. Whatever your thoughts on how the current political intrigues will play out, the risk of a 'No deal' Brexit remains a real possibility that logistics and supply chain managers should not ignore in their planning for 2019.

Although FTA takes no view on the merits of Brexit, and we fully accept and hope that other outcomes are achievable, the biggest impact on the interests of FTA's members would come from the re-introduction of Customs controls, haulage permits and Border checks on goods, not to mention

the changed status of employees holding EU citizenship from outside the UK.

So you are in the right place and the right company. You will be hearing from the FTA team that has been monitoring and influencing the Brexit negotiations and preparations, both in the UK and in the EU, for the past two years. They will take you through what has happened and could yet occur, how it could affect UK-EU logistics and what they know is being planned to minimise the impact of a 'No deal' scenario, both in the UK and the rest of the EU.

We look forward to your active participation in the discussions and responding to your questions to the team. I hope you enjoy your day with us.



Brexit Information Service

From day one, FTA has acted as the voice of logistics on Brexit, whether talking to the UK Government, EU negotiators, or offering robust and well-informed advice to its members.

This puts us in a unique position of being able to help you:

- understand the implications of political decisions related to Brexit for your operations
- prepare for a range of scenarios
- develop adapted contingency plans and solutions tailored to your needs.

Our range of solutions are tailored to the specific needs of anyone in the logistics industry, from transport operators to 3PLs, retailers to manufacturers.

**ESSENTIAL
INFORMATION SERVICE**
(FREE for existing members)

**EXPERT SUBSCRIPTION
SERVICE**

**BESPOKE CONSULTANCY
SERVICE**

Whether you trade with the EU, operate in the EU or rely on companies based there, our **Brexit Information Service** should be a solution of choice to keep you updated with all Brexit-related developments in the logistics industry and to make your operations as Brexit-proof as possible.

fta.co.uk/brexit-service
memberservices@fta.co.uk
0371 711 2222*

*Calls may be recorded for training purposes



John Simkins

Head of Transport & Logistics
Santander Corporate & Commercial
Banking

Santander is delighted to be associated with the FTA and its Brexit preparedness guide. We are at a delicate moment in the UK's economic cycle. With Brexit on the near horizon, the UK's Transport and Logistics industry will be vital in helping UK business succeed both domestically and internationally.

The last six months have seen a number of challenges for those operating in the T&L industry. There's been a slower than expected start to the year, which in some way can be attributed to some of the worst weather conditions to hit the UK in a number of years. However, in both Q2 and the three months to the end of July the economy grew more than expected, driven by a pick-up in retail sales and growth in construction. Despite this retail growth, we have seen a number of retailers run into

difficulties as consumers opt for alternative omni-channel retailing solutions.

Growth in online sales continues. Consumers want flexible delivery options and retailers will look to T&L operators to build efficiency within their supply chains with value add solutions. As well as domestic growth, cross-border e-commerce continues to grow at pace as emerging middle class markets around the globe look to purchase UK-branded goods.

UK exports have grown to their highest recorded levels, with UK manufacturers providing high quality goods around the world. UK manufacturers will rely on the knowledge and skills that UK T&L operators provide to open up these opportunities and build efficient supply chain ecosystems.



Trade Barometer

There is no doubt the ongoing uncertainty about the outcome of the Brexit negotiations makes life more complicated for both British companies already trading internationally and those with aspirations to begin exporting. But while the latest edition of the Santander Trade Barometer confirms such businesses are anxious about Brexit, it also suggests many are planning ahead to mitigate risk. Currency volatility, for example, is a significant concern for businesses trading internationally; the Trade Barometer suggests this is an issue for businesses in every sector of the economy. But while fluctuations in the value of sterling can damage exporters' profit margins – and the ups and downs of the Brexit negotiations have the potential to exacerbate volatility – there are financial products and services that can provide valuable protection, lessening the impact on margins even for businesses locked into longer-term contracts with their customers.

Similarly, the Trade Barometer reveals exporters' concerns about the potential for delays at UK borders if the UK and the EU are unable to agree a deal before Brexit takes place on 29 March 2019. In particular, customs delays at key cross-channel transit points have the potential to cause real headaches for businesses operating with 'just-in-time' supply chains. One remedy could be to hold more stock to be sure of meeting contractual commitments to customers; in which case, businesses will need to think carefully about whether their current levels of working capital are sufficient to manage the increased pressure on their cash flows, particularly given that the UK's limited warehousing capacity may increase their costs. If not, the Brexit planning process should include an action plan for improving liquidity.

Equally, Brexit will create opportunities as well as challenges. The Trade Barometer suggests international companies – and those planning to internationalise – tend to be more optimistic about growth than their domestic counterparts. Many will want to look at how to seize the initiative: the UK's freight and logistics sector, in particular, has a real opportunity to lead its customers through the headwinds of Brexit as they continue trading internationally, both in the EU and with the rest of the world. As Brexit draws ever closer, there are bound to be bumps in the road. And the final outcome next March will not necessarily be complete continuity or a no-deal 'cliff-edge' Brexit; there is plenty of scope for all sorts of variations in between these two extremes. The evidence of the Trade Barometer is that smart businesses are planning accordingly – focusing on the potential risks of Brexit and plotting a path through the uncertainty.

For more information about the Santander Trade Barometer please visit www.santandercb.co.uk

09.30 - 09.45	<p>Chairman's Welcome and introductions: No deal is still a risk James Hookham <i>Deputy Chief Executive, FTA</i></p>	12.30 - 13.00	<p>'No deal' planning for air, sea and rail transport Pauline Bastidon Alex Veitch</p>
09.40 - 09.45	<p>Sponsor's Welcome John Simkins <i>Head of Transport & Logistics, Santander Corporate & Commercial Banking</i></p>	13.00 - 14.00	<p>Lunch</p>
09.45 - 10.15	<p>Overview and conference structure Pauline Bastidon <i>Head of European Policy and Brexit, FTA</i></p>	14.00 - 14.30	<p>'No deal' trade and transport with, and on, the island of Ireland Aidan Flynn <i>General Manager, FTA Ireland</i> Sally Gilson <i>Head of Skills, FTA</i> Seamus Leheny John Lucy</p>
10.15 - 10.45	<p>'No deal' planning for UK-EU imports and exports: customs procedures Pauline Bastidon Sarah Laouadi <i>European Policy Manager, FTA</i> John Lucy <i>Manager, International Transport & Trade Procedures, FTA</i> Alex Veitch <i>Head of Global Policy, FTA</i></p>	14.30 - 15.00	<p>The UK's future immigration policy Sally Gilson</p>
10.45 - 11.15	<p>'No deal' planning for UK-EU imports and exports: conformity checks and inspections Sarah Laouadi John Lucy Alex Veitch Pauline Bastidon</p>	15.00 - 15.45	<p>People issues: status of EU employees under 'No deal' Pauline Bastidon Aidan Flynn Sally Gilson David Yazdi <i>Director, Solicitor and Co-founder, HY</i></p>
11.15 - 11.45	<p>Coffee</p>	15.45 - 16.15	<p>10 things you can do now to de-risk Brexit FTA Brexit Team FTA Speakers nominate their best advice to Members to de-risk Brexit, given the current situation.</p>
11.45 - 12.30	<p>'No deal' planning for international goods vehicle operators and drivers Ian Gallagher <i>Head of Compliance Information, FTA</i> Sarah Laouadi Seamus Leheny <i>Policy Manager - Northern Ireland, FTA</i> John Lucy Heidi Skinner <i>Policy and Public Affairs Manager, FTA</i></p>	16.15 - 16.30	<p>Chairman's closing session James Hookham</p>

Speaker biographies

James Hookham *Deputy Chief Executive, FTA*



James has worked at FTA for over 25 years and has served as its Policy Director for most of that time, leading the FTA response on issues such as fuel duty, operator licensing and social legislation and the development of many new initiatives at FTA, including the popular Transport Manager conferences and FTA's certification marques, Van and Truck Excellence. James is currently responsible for FTA's

Global and European policy team, leading FTA's response to Brexit and establishing new networks for FTA members through the creation of the Global Shippers' Forum and its membership of the European Shippers' Council. He is FTA's chief spokesperson and is a frequent commentator on TV and radio and in press coverage.

Pauline Bastidon *Head of European Policy and Brexit, FTA*



Pauline manages the Brussels office of FTA and represents the interests of FTA members towards EU institutions. She also oversees FTA's Brexit activities from the Brussels end, providing FTA and its members with an informed and factual view of implications of exit from the EU.

Prior to joining FTA, Pauline worked as Policy Advisor for the Community of European Railways and Infrastructure

Companies (CER) in Brussels for over three years. She was responsible for digital and freight policy at CER.

Prior to this, Pauline held several policy and public affairs positions in trade associations in London and Brussels, primarily in the biopharmaceutical sector.

Sarah Laouadi *European Policy Manager, FTA*



As FTA's European Policy Manager, Sarah plays an instrumental role in defending FTA members' interests in relation to European legislation affecting the transport and logistics industry. She also supports FTA Brexit campaigns, leading on aspects impacting road operators. Acting as a contact point with European decision-makers and sister associations in other countries, she is responsible

for informing FTA members – in particular European road freight operators – of regulatory changes affecting their operations in Europe.

John Lucy *MBA, FCILT Manager – International Transport & Trade Procedures, FTA*



John has over thirty years' experience in the UK and International road freight, starting out when permits and customs documents were required for Europe, then working through the changes in international sector when it became borderless and then specialised in overland trailer services to North African countries. Recently joined FTA as Manager – International

Transport & Trade Procedures, supporting members involved in road transport to Europe and beyond.

Alex Veitch *Head of Global Policy, FTA*



Alex is Head of Global Policy for the Freight Transport Association, leading on Multi Modal policy (air, sea and rail) as well as Customs.

Alex was the only business representative to have been invited on a secondment placement to HMRC Customs Brexit Policy team, a position that lasted 12 months, which gave him a unique insight into how Brexit Customs and

Trade policy was made.

Alex has both an environmental and a logistics background, and has held project management, advocacy and management roles in the environmental non-profit, government agency, and railway sectors during his career in the UK and overseas.

Ian Gallagher *Head of Compliance Information, FTA*



Ian has been with FTA since 2001, joining initially as a Transport Advisor in the association's Member Advice Centre. After 4 years he moved into FTA's Policy team, with responsibility as Head of Policy for Wales and the Southwest of England. In addition, Ian is FTA lead with the Driver and Vehicle Licensing Agency, handling all aspects of driver and vehicle licensing and registration.

In 2018 his role changed to become responsible for the FTA Member Advice Centre as Head of Compliance Information.

Seamus Leheny *Policy Manager - Northern Ireland, FTA*



Seamus Leheny works as the Northern Ireland Policy Manager and continually strives to inform the Government, authorities, wider industry and the public via media about the challenges the logistics industry faces as well as promoting its good work.

His role also involves keeping members advised of legislative and best practice matters likely to affect the industry both in Great Britain and specifically in Northern Ireland.

Prior to working at FTA, Seamus worked in the shipping industry representing European and deep sea shipping lines at Belfast Port.

Heidi Skinner *Policy and Public Affairs Manager, FTA*



Heidi is FTA's Policy and Public Affairs Manager supporting members interests in the South East and working with political decision makers and opinion formers in Westminster to ensure the industry's challenges are communicated to Government. As the South East policy lead Heidi engages with, and campaigns on behalf of, members on all the regional issues and ensures they are

advised of key legislative and policy changes.

Prior to joining FTA Heidi was a political consultant for a number of the UK's leading public affairs agencies advising on political communications for transport clients.

Aidan Flynn *General Manager, FTA Ireland*



Aidan Flynn, who was previously Business Services Manager, took up the post of General Manager in January 2017.

Mr Flynn said: "I am honoured and extremely proud to be chosen to lead the FTA Ireland team. I have worked with FTAI since the formative years of the association in Ireland and together we have established a viable trade association in the midst of the worst economic recession in our country's recent history, and have done so by promoting safety and compliance requirements to fleet operators."

Sally Gilson *Head of Skills and Welsh Policy, FTA*



Sally has worked for FTA for 6 years, focusing on skills, apprenticeships and raising the profile of the logistics sector. Sally has been busy with FTA colleagues creating new qualifications and helped develop the Trailblazer Apprenticeships for LGV drivers and Transport Managers. Sally is keen to promote the logistics sector to all ages as an exciting career choice, through the work FTA does

with Think Logistics, DWP and at the Skills Show. Highlighting the talent we already have working within logistics is a great way to show those interested in a career just how dynamic logistics can be.

David Yazdi *Solicitor and Co-founder, HY*



David is Director, Solicitor and Co-founder of HY, a business whose ethos is to challenge the practices typically adopted by the traditional law firm with the aim of delivering a modern and original brand of legal and professional services.

As an accomplished HR practitioner, David has a strong commercial background and has worked extensively as a strategic partner to business leaders. Building on a successful career in HR, David became dual qualified practicing as a solicitor.

Overview and conference structure

'No deal' planning for UK-EU imports and exports: customs procedures

'No deal' planning for UK-EU imports and exports: conformity checks and inspections

'No deal' planning for international goods vehicle operators and drivers

'No deal' planning for air, sea and rail transport

'No deal' trade and transport with, and on, the island of ireland

The UK's future immigration policy

People issues: status of EU employees under 'No deal'

10 things you can do now to de-risk Brexit

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