



International Trade Centre



Delivering Corporate Travel Services to the Humber Region

In partnership with the International Trade Centre at the Hull & Humber Chamber of Commerce, Good Travel Management deliver a range of services to the region, including overseas market visits, trade missions and visits to exhibitions.

As a corporate client of Good Travel Management you benefit from:

- The lowest air fares worldwide with over 60 airlines
- Your own consultant to manage your travel
- No hassles and time wasted dealing with a call centre
- 24 hour emergency assistance
- Emergency travel alerts and traveller tracking
- Peace of mind that help is at hand
- Saving you and your employees time and money

Can you afford not to use us?

For more information or a quotation, please contact our sales department on:

01482 307175 or email: sales@good-travel.co.uk

Good Travel Management Hull (Head office)

Maritime House Kingston Street Hull HU1 2DB

t. **01482 325780** e. enquiries@good-travel.co.uk

Locations in Hull, Grimsby, Leeds and the West Midlands

www.good-travel.co.uk



A package of international trade services

International Trade Service

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Deliver goods at the right price, at the right time,

International Trade Service

About Us

The International Trade Centre (ITC) at the Hull & Humber Chamber of Commerce was launched in 1998 and has since been providing companies with a comprehensive package of international trade services and business opportunities. As part of the internationally recognised Chamber of Commerce movement, with links through its network of international chambers in almost every country in the World, the ITC offers access to a vast network of regional, national and international partners.

Our aim is to help companies:

- Network internationally
- Engage with customers in new markets
- Achieve error-free exporting and prompt receipt of payments
- Improve customer service

The International Trade Centre provides the following services:

- Access to the Export and Import Help Desk
- Specialist export and import advice
- Export documentation service, including online electronic exporting documentation
- Consular services
- Translation and interpretation service
- Bespoke international trade training
- Overseas trade missions and exhibitions
- Inward trade missions
- International logistics advice
- Market and Sector specific knowledge
- Access to overseas Chambers and Embassies

“Just at the end of the telephone to offer expert



in good order at the most economical cost

International Trade Service

Documentation Services

As an exporter you have already developed a successful product and now all you have to do is deliver your goods on time and ensure that you receive your payment quickly.

This can be a simple process when you know how – understanding which document is required for each shipment to each destination can be overwhelming.

What should be a very simple procedure can be very time demanding and costly if not completed accurately; the accurate completion and authentication of export documentation is vital.

To minimise exposure to documentation errors, let the Hull & Humber Chamber of Commerce handle the document process for you.



A faster service provided by the ITC means

International Trade Service

A range of documents are required when exporting your goods. Some of the documents the ITC can assist you with and process include:

- **European Community Certificate of Origin:** a commercial or customs requirement in some countries to evidence the origin of goods. An EC Certificate of Origin may be called for in any country in the world. Sometimes also needed to comply with banking requirements where trade is conducted through Letters of Credit.
- **Arab-British Certificate of Origin:** similar to an EC Certificate of Origin but used for exports to the Arab League States.
- **EUR1:** Customs Movement Certificate, issued in the country of export, to enable claims for preferential rate of import duty on goods being exported to EC preferential partner countries.
- **A.TR:** Customs Movement Certificate for goods in free circulation being exported to Turkey. A.TR allows import into Turkey without payment of Customs duty.



you can offer a better service to your customer

International Trade Service

Online Documentation

The ITC provides online documentation processing services allowing exporters to apply electronically for EC and Arab Certificates of Origin, EUR1s, A.TRs, Commercial Invoices and various other export documents.

Advantages include:

- **Speed:** documents can be forwarded to the Chamber and checked, certified and returned for printing within minutes
- **Service:** available 24 hours a day, a faster service available from the Chamber means you can offer a better service to your customers and, because the service is electronic, you can also free up staff normally used for the delivery and collection of export documents.
- **Simplicity:** Forwarding and receiving documents electronically and printing them off at your own premises is effortless, quick and easy. The online system also negates repetition – once database files have been filled in, you can just click to select, eliminating the need for repetitive typing.

As well as obtaining professional support and guidance, Hull & Humber Chamber Members can take advantage of a discounted rate on export documentation.



Accurate completion & authentication

International Trade Service

Other documentation that the ITC is able to assist you with include:

- Letters of Credit
- Incoterms
- ATA Carnets
- Standard Shipping Notes
- Health Certificates
- Certificates of Conformity
- Free Sales Certificates
- Analysis Certificates
- Preparation of various export related certificates

Our Export Documentation Offices are located at:

Head Office
34 – 38 Beverley Road
Hull
HU3 1YE

Tel: 01482 324976
Fax: 01482 611864

North Lincolnshire Office
Port Offices
Cleethorpe Road
Grimsby
DN31 3LL

Tel: 01472 342981
Fax: 01472 349524

Email: itc@hull-humber-chamber.co.uk



of export documentation is vital

International Trade Service

Events

The ITC organises and runs a successful programme of international trade related events throughout the year. Events can be market specific or deal with particular aspects of exporting or importing, providing up-to-date information on different aspects of international trade.

World Trade @ 1

The ITC runs the regional international trade club World Trade @ 1 (WT@1), which provides informal yet informative networking events for international traders. WT@1 meets bi-monthly with a presentation on issues of interest to international traders followed by a light lunch and the opportunity to network. Our aim is to help companies develop their export performance by providing a forum which enables them to assist each other, access relevant support services and make their views known on issues affecting international trade.

Benefits: opportunities to expand your network of contacts and obtain specialist information and knowledge in particular industry sectors.



Access a wealth of knowledge

International Trade Service

Helpdesk

The Helpdesk has been established to advise companies on any technical or regulatory questions that they may have. We can help you to deliver goods at the right place, at the right time, in good order and condition at the most economic cost. The following are some of the topics where we can provide assistance:

Preparation

- Shipping arrangements and freight costs
- Customs procedures and Overseas import restrictions
- UK Regulations
- Trading terms (Incoterms)

Supply

- UK Shipping documentation
- UK haulage/port documentation
- Carriage of dangerous goods (IMDG.IATA.ADR.IDR)
- Insurance

Payment

- Payment terms / Pro Forma & Commercial invoices
- Documentation completion/Bank requirements
- Certification / Legalisation / Consular
- Letter of Credit advisory service

Overseas Requirements

- Pre-shipment inspection
- Import Licences
- Import restrictions / Special certificates / Invoices
- Packing materials / samples



Sell to your customer in their language

International Trade Service

Language Services

Language Services

The ITC provides a complete language service to meet all of your business needs. Covering over 200 languages, our services include:

- Translating
- Website translation
- Software translation
- Interpreting
- Telephone interpreting
- Conference/simultaneous interpreting

Gone are the days of thinking everyone in the world would speak English. It is very important that if you want to sell a product or service to somebody, you should be selling in their language.

Flight	Gate	Remarks
FR3916	42	Final Call
FR2372	41	Final Call
FR3002	54	Final Call
FR232	53	Final Call
FR901	58	Final Call
FR434	45	Go To Gate
FR034	55	Go To Gate
FR2314	48	Go To Gate
FR203	44	Go To Gate
FR554		



Networking enables you to learn about the markets

International Trade Service

Market and Sectoral Knowledge

Market Knowledge

The ITC has, over the years, developed exceptional links and networks in the following markets and can assist companies with market entry into these markets:

- India
- China
- Brazil
- Uruguay
- Argentina
- Paraguay
- Thailand
- Europe
- Australia
- Chile
- Caribbean
- Mauritius
- South Africa
- Russia

Sectoral Knowledge

The ITC can provide information to assist companies in the following sectors:

- Food and Drink
- Ports and Logistics
- Agribusiness
- Oil and Gas
- Chemicals
- Education
- Renewables

"Without this trip, the growth opportunity



& ensure opportunities are right for your business

International Trade Service

Market Visits

Market Visits

Entering an overseas market can be daunting. You may have the same product or service, but different markets operate in different ways and building a trusted network of contacts is essential to enable your business to learn about the market and ensure opportunities are right for your business.

Trade missions and overseas exhibitions enable groups of business people to visit, evaluate, research and make contacts in overseas markets. These are open to new and established exporters looking to enter new markets and are particularly good for Small and Medium Enterprises (SMEs).

The ITC can connect you to a cross-section of players, helping your business to research a new market, make overseas contacts, find suppliers and partners, and network and learn from experienced exporters.

Benefits: gain from the experience of seasoned exporters and make use of financial assistance, which is available for many overseas trade missions and exhibitions.



Help at your fingertips

International Trade Service

Middle East & North African Markets

Given the rapid speed at which the Middle East and North African Markets are developing, the Chamber has appointed a Middle East and North African Advisor who is able to offer a comprehensive support service to companies wanting to do business in these markets, or to companies who have previously done business in the Middle East and North African but require advice. A range of services are available from market intelligence to market development and through its partners Good Travel Management a business travel and visa service.



Help at your fingertips

International Trade Service

Food and Drink Sector

The ITC provides help to companies to internationalise in the food and drink sector. The following are some of the topics we can assist with :

- To engage with international customers and win business
- Cost saving systems and management information systems
- Explore export opportunities with multinationals
- Win supply chain business in the food and drink sector
- Managing all aspects of sourcing, procurement, logistics, compliance through to final delivery.
- Management information systems and operational cost savings
- International standards and documentation for the food and drink sector.



Help at your fingertips

International Trade Service

Training

Training

The Hull & Humber Chamber of Commerce provides a wide range of highly acclaimed accredited and non-accredited training courses/seminars and consultancy for international traders. Our wealth of knowledge and experience allows us to provide you with a professional and in-depth learning experience and help you develop and grow your export business.

Training in all key areas of International Trade

We can provide training and/or consultancy in all areas of International Trade, from key topics such as export documentation, letters of credit and Customs procedures right through to researching export markets, managing overseas agents and distributors, strategy, negotiation, selling and many more.

Benefits: equips export personnel with the skills and knowledge to service existing customers and develop new markets.

CHAMBER FOREIGN EXCHANGE

Helping Chamber Members

grow their international business.

Currency fluctuations can have a significant impact on companies engaged in international trade and hinder ambitions for growth. Chamber Foreign Exchange, provided by currency specialists Moneycorp, can help you to protect your business against adverse rate fluctuations and make the most of any positive movements, whilst giving you access to exclusive offers and highly competitive rates of exchange.

MEMBER BENEFITS

Competitive exchange rates

SAVE

up to



**compared to
leading banks**

Expert market guidance

Automatic rate alerts and market updates from your personal qualified Dealer, helping you **trade** at the **right time** at the **right rate**



Peace of mind

Provider of the service, Moneycorp is regulated and authorised by the FSA

Fast, secure online transactions

Make payments and trade foreign exchange using our web-based system Chamber Foreign Exchange Online



EXCLUSIVE MEMBER OFFERS

Reduced transfer fees

Exclusively for you **fees of just £5** compared to up to £30 with high street banks

**FREE
CURRENCY
ACCOUNTS**

Currency accounts can cost up to £20 a month with high street banks

Free foreign exchange health check

With practical steps to improve bottom line

worth
£250!†



Provided by

MONEYCORP

Trusted foreign exchange since 1979



Customised contacts between Britain & the Caribbean

International Trade Service

British Caribbean Chamber of Commerce (BCC)

BCCC is the first stop for any British or Caribbean company wanting to do business in the Caribbean. We will:

- Listen to your requirements
- Advise on the first steps
- Introduce potential partners
- Inform of developments through our publications
- Enable a better business climate through events
- Support Member companies as their business develops
- Propose innovative ideas to help businesses grow

Trade links between Britain and the Caribbean are centuries old and, whilst relationships have changed over the years, the same mutual interests and opportunities for bilateral trade are as strong today as they have always been.

BCCC helps British firms play a part in the Caribbean economy, and assists Caribbean companies find their place in the UK market.

We have offices in Port of Spain, Trinidad and Hull, United Kingdom, and experienced staff in each location.

The British Caribbean Chamber of Commerce is a sister Chamber of the Hull & Humber Chamber of Commerce

Breaking the language barrier...



AA Global Language Services are the appointed translation services provider to the Hull & Humber Chamber of Commerce. We have over 25 years of experience in helping UK firms gain advantage over their competitors in international trade.

With over **4,000** highly qualified and experienced linguists, we translate more than **250** languages.

**Make the best
impression...
First time...
In any language...**



TECHNICAL,
COMMERCIAL, LEGAL
AND MEDICAL
TRANSLATIONS &
INTERPRETING SERVICES
IN ALL LANGUAGES AND
ALL SUBJECTS



**Please contact us to find out how we can help
break the language barrier for you.**

www.aaglobal.co.uk

info@aaglobal.co.uk

Freephone 0800 0273 777

Global House, 5 Humber Place, Hull HU1 1UD



International Trade Centre

Hull & Humber Chamber of Commerce
34 – 38 Beverley Road
Hull
East Yorkshire
HU3 1YE
United Kingdom

Tel: +44 (0) 1482 324976

Fax: +44 (0) 1482 213962

Email: itc@hull-humber-chamber.co.uk

Website: www.hull-humber-chamber.co.uk



British
Chambers of
Commerce