

Trelawny SPT Ltd  
Trelawny House  
13 Highdown Road  
Sydenham Industrial Estate  
Leamington Spa, Warwickshire  
CV31 1XT  
United Kingdom

Ref: **BREXIT Information & Global Shipping Costs**

Date: 3<sup>rd</sup> December 2020.

Dear Trelawny Customer,

As you will appreciate, Trelawny SPT is a major exporter of surface preparation equipment globally with 30% of our sales entering the EU territories annually. As we near the end of 2020 I feel that a brief update on our circumstances anticipating a “Hard” BREXIT would be welcome.

In brief, we see the following issues:

- Potential delays in exporting of goods due to port delays.
- The additional workload of customs clearance and importation paperwork.
- The potential addition of WTO equivalent tariffs on our products.
- The implication on the CE mark certification and UKCA equivalent mark within the UK.
- There remains the risk on currency, but we feel this will not be outside of normal scope.

In simple terms, Trelawny is well placed regarding exporting our products into Europe with the processes that is expected to be adopted mirroring the same procedure we use for 50% of our total international sales.

This is a well-established procedure based around each exporter / importer having an **EORI number**.

See the link: <https://www.gov.uk/eori>

If you are an EU importer of our product you will require an EORI number to continue. Please share this with us as soon as it is available.

If you need help or advice on importing goods from the UK including goods from Trelawny please ask and we will be happy to share our expertise for your benefit.

The logistical delays are out of our hands to some extent, but we should all assume longer delivery times that can be managed in part by safety stock levels and good forecasting visibility. This will allow us to work with you on minimising any potential risk of delays.

VAT No. GB831868896

Registered in England No.4943839

Registered Office: Trelawny SPT Ltd, Trelawny House, 13 Highdown Road, Sydenham Industrial Estate, Leamington Spa, Warwickshire, CV31 1XT, United Kingdom

There remains the risk of tariffs being applied to our products and spares under a hard BREXIT scenario. Trelawny cannot propose to absorb any additional tariff charges we will work with you to mitigate this cost in any way possible. We will take note of the tariffs on spares which may be more adversely impacted.

Finally, you will be aware that the CE certification mark has been present on all our tools and machines. The activity around this standard is as follows:

1. Any machine manufactured before the end of 2020, will be covered by the Pre-Brexit CE certification in full. This covers any stock you may hold in your business from Trelawny with a production date preceding Jan 1<sup>st</sup> 2021. Therefore, no impact.
2. We have taken steps to ensure our current CE mark procedures will continue to be recognised as valid by the EU within the deadline set out by the UK government. (July 16<sup>th</sup> 2021 Deadline). Therefore in 2021 our current CE mark remains valid.
3. Our products sold in the UK will carry a UKCA logo from the 1<sup>st</sup> Jan 2021 as the CE mark will only remain valid in the UK until Jan 2022. NO impact on our EU customers
4. Through our discussions with our EU suppliers of motors and spares, they are taking the same steps to ensure all our components also will be covered for CE certification in a seamless way. Again, no impact.

We cannot anticipate all the implications on trade between our markets, but rest assured that Trelawny will continue to be at the forefront of the situation and will remain available for all our customers to support you in importation procedures, certification standards and technical support as and where necessary.

In closing, and more as a result of COVID-19 you may be aware that global shipping costs are being adversely impacted as we move into 2021. This has the potential to impact our landed, delivered cost for all our global customers. Again, I'm afraid that Trelawny will not be in a position to absorb any additional costs incurred, however we feel that with good discussion on order size, frequency and stock levels a large proportion of any cost increase could be mitigated by efficient supply chain management.

If you have any further questions, please don't hesitate to ask.

Best Regards



Adam Dickinson

Managing Director

Trelawny SPT