



## International Trade Committee

14 Tothill Street, London SW1H 9NB  
Tel.: 020 7219 1318 E-mail: [tradecom@parliament.uk](mailto:tradecom@parliament.uk)  
Web: [www.parliament.uk/tradecom](http://www.parliament.uk/tradecom)

Rt Hon Elizabeth Truss MP  
Secretary of State  
Department for International Trade  
King Charles Street  
Whitehall  
London  
SW1A 2AH

31 July 2019

Dear Elizabeth,

On Wednesday 24 July, my Committee held an evidence session on the implications of a 'no-deal' Brexit for trade with non-EU countries. During the session, we took evidence from a panel of international trade experts, before hearing from Stephen Phipson CBE, CEO of MakeUK, Mike Hawes, CEO of the Society of Motor Manufacturers & Traders, and Ian Wright CBE, CEO of the Food and Drink Federation. We questioned these witnesses on the advice being provided by your Department on the impacts of a no-deal Brexit, particularly through the guides entitled "Exporting after Brexit if there's no deal - country by country".

Stephen Phipson stated that, while a significant amount of work has gone into producing these guides, many businesses seeking practical advice on trading with non-EU countries after Brexit find them hard to use. This is because the guides detail various policy issues that may impact trade with third-countries, but do not provide clear advice on the steps businesses should take to prepare for any changes to their specific trading arrangements in the case of a no-deal Brexit. We were informed that short bullet-point guides, containing targeted calls to action, would be highly useful to UK exporters and importers of goods and services. We also heard that Government should take a more proactive approach to informing businesses that the terms on which they trade with third countries may change in the case of a no-deal Brexit. This is because many smaller businesses are unaware that they are currently trading under the terms of EU free trade agreements which may not be replicated in time for 31 October.

I am writing to you, therefore, to request that further consideration is given to the nature of the guidance being provided to UK businesses on trading with third countries in the case of a no-deal Brexit. With the prospect of a no-deal scenario becoming more likely, it is crucial that businesses receive the best advice as soon as possible.

Yours sincerely,

Angus Brendan MacNeil  
Chair of the International Trade Committee