

Scottish Borders Exporters Association

Through the Exporters Association, members and guests can meet regularly with other Borders based people in an informal atmosphere, share their experiences and learn from the many expert presenters.

All the aforementioned, including 8 buffet meals, wine, coffee & biscuits come at no additional charge.

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EXPORTERS ASSOCIATION MEMBER ON THE MOVE

Lochcarron of Scotland opened its first branded retail outlet and purpose-built visitor centre, in Selkirk Riverside.

The new outlet is just 6 miles away from the old Waverley Mill in Galashiels, where the family owned company was established in 1947, but it could not be more different.

The new premises totals 65,000 square feet and includes production facilities, a spacious design studio, administration offices and a show piece retail Visitor Centre.

Managing Director David Ogilvie said: 'Lochcarron of Scotland designs and manufactures fabric, knitwear and accessories for the world's top couture houses, with catwalk collections from Paris to New York featuring garments

using our cloth, yet few people are aware of the international impact of the high-quality products we make here in the Borders. By opening the Visitor Centre and shop next to our design and manufacturing centre of excellence, we can not only showcase and sell the fantastic range we produce, in an environment that they deserve, but can also take visitors on tours of our 21st century mill to show why our products are so sought after by major brands.'

Creating this centre has already raised the awareness of Lochcarron, attracting visits from HRH Prince Andrew and the US Ambassador Robert Tuttle and his wife Maria.



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Scottish Borders Exporters Association

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THE WORLD IS OPEN FOR BUSINESS

WHAT IS THE EXPORTERS ASSOCIATION?

A group of local firms, encouraged by Scottish Enterprise Borders, identified the need to support exporting companies and to introduce more companies to the export market. In response to this, the group set up an Export Association to stimulate and expand exports from the Scottish Borders by offering the opportunity to companies to interchange knowledge, procedures, facts and information on export trading, as well as providing the opportunity for regular informal contact with other Borders based businesses.

It gives the experienced exporter up to date information on export developments, exporting techniques and information on exporting activities. For those new to exporting, it allows them to learn from other members with 'hands on' experiences as well as giving access to vital information on export market research, financing, transport, joint ventures, etc.

Membership of the Association is open to all businesses regardless of size or industry sector. Regular meetings, workshops and seminars on specific export topics and countries are organised for members and regular Association news can be had on their own web site.

ASSOCIATION'S OBJECTIVES

To encourage Active Exporting

To stimulate Wider Interest /Activity in Export Trade

To encourage the Spread of Best Export Practice

To provide Business People with a Local Forum for the Discussion of Export Issues

To Signpost the Availability of Sources of Export Support and Advice

To Provide the Opportunity for Regular, Informal Contact with Local Colleagues

To Highlight Specific Market Opportunities

To Enable Established Exporters to Pass On Their Experience

TOPICS FOR MEETINGS

How to get started in Exporting

Sources of Help Available

How Successful Companies got Started

British Chambers of Commerce Overseas

Export Practice

Export Documentation

Financing Exports/ Factoring

Movement and Insurance of Goods/Freight Forwarders

Airlines/Shipping Companies

Joint Ventures

Appointment of Agents & Distributors

Business Travel

Exporters with Specific Knowledge of Markets Plus Many More

What do I get in return?

It is only natural when you are asked to pay a subscription to enquire 'what do I get in return?' The committee of the Scottish Borders Exporters Association have addressed this question and concluded the answer is really quite simple, great value for money!

An Average of 8 evening meetings each year

The committee puts together each year a varied programme designed to satisfy the wide range of sectors and businesses represented within the Borders. We consult the membership when compiling the annual programme to ensure the topics are relevant. The evening meetings wind up with a buffet & glass of wine and the opportunity to relax with other Borders based business people.

Afternoon Workshops

The Association run up to four afternoon workshops that tackle what might be termed serious or technical subjects e.g. Legal issues, Documentation, etc. Workshops are led by recognised experts in their particular field.

Free Website Entry

The Exporters Association has its own website to which all members get a free entry. Entries can be brief, or expansive. Links are created to Members' own websites and email addresses. The website is visited by over 20,000 people per year (70% being international) who remain on the site for an average of 8 minutes. Check it out for yourself www.borders-export.co.uk

Edinburgh International Trade

The Exporters Association members have traditionally had access to a fair level of 'free' support and advice from Edinburgh International Trade at Livingston.

Partners

The Exporters Association is a member of the Scottish Exports Club Group (SECG) and is recognised as a key Forum in the Borders for discussions between organisations involved in exporting. Through SECG we represent the Institute of Export. We have reciprocal agreements with The Middle East Association and the Arab-British Chamber of Commerce, which allow Association members access to the services, meetings and trade missions provided by these organisations. We also have a co-operation agreement with the Scottish Borders Chamber of Commerce.