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FOR IMMEDIATE RELEASE

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Gardenex and PetQuip produce updated A-Z Guide to Exporting, exclusively for members

The Gardenex and PetQuip associations have published the latest edition of their invaluable A-Z Guide to Exporting, which is now available exclusively for members.

The A-Z Guide to Exporting 2020-21 is a comprehensive resource of exporting information, advice and practical tips, and is one of the key exclusive benefits of membership.

The latest edition provides advice on finding export customers, on working with distributors and international customers generally and explains the main kinds of export documentation and payment and shipping terms required in international trade.

Ryan Foster from PetQuip member firm Eden Holistic Pet Foods Ltd said: "The new guide is full of essential and useful information that thoroughly covers the minefield that is export. The guide has both the high level of expertise and also the clarity that we have come to expect from Gardenex and PetQuip."

Martin Breen from Group55, suppliers of the popular Animology brand of petcare products, commented: "We have long been members of PetQuip and really value their help and guidance, particularly with regard to export matters. These can sometimes present unexpected complications and procedures that can be tricky to navigate, particularly for the uninitiated. The A- Z Guide To Exporting is an invaluable tool that will be of use and benefit to any company that currently sells their products beyond our shores, or aspires to. Many thanks to PetQuip for compiling such a comprehensive 'Bible' for exporters, we will certainly be making good use of our copy."

The newly published 95-page guide contains over 400 links to websites which provide detailed information and advice on all aspects of exporting.

The guide also provides a snapshot of 10 key international markets for the garden and pet product sectors, along with a glossary of exporting and marketing terms.

It features useful checklists on providing export quotations, export invoicing and booking export freight plus a list of VAT rates across the EU.

There are sections on shipping, getting paid, legal and technical issues, intellectual property advice and on making the most of exhibiting at international trade shows.

Endorsing the associations' valuable services, Steve Riley from Gardenex member company Haws Watering Cans said: "The Gardenex and PetQuip team has done its utmost to keep member companies informed during the Brexit changes, the run-up to the UK's exit from the EU and the coronavirus pandemic. Who knows what Brexit will bring or what a second wave will bring but rest assured, whatever your company faces, the association team is your first port of call for any export question or query that arises. If this dedicated group don't know the answer, they will do what it takes to find out! And whenever exhibitions take place again, then you can always trust them to look after all your needs and requirements for successful exporting."

Amanda Sizer Barrett, Director General of Gardenex and PetQuip said: "The A-Z Guide to Exporting is essential reading for UK exporters, especially in the run-up to the end of the Transition period following the UK's departure from the EU.

"There is plenty of support available from Gardenex and PetQuip to help you export, in the guide itself and via our export email helpline, technical advice and international research and through the initiatives and events we organise throughout the year to provide members with new export leads, contacts and events.

"The last couple of years have seen huge challenges for UK businesses with the uncertainties of Brexit and the current coronavirus pandemic but Gardenex and PetQuip are here to help.

"As a member of our associations, companies can benefit from our help and support on all aspects of current and future exporting and we look forward to continuing to work with businesses to help them increase international sales."

Gardenex & PetQuip are also holding a series of 'virtual' Meet the International Buyer events in 2020. These events bring buyers and suppliers together to create new business opportunities for both via video conference calls. Contact katie-mai@petquip.com for more information.

To find out more about the benefits of membership to Gardenex or PetQuip, including the A-Z Guide to Export 2020-21, email info@gardenex.com or info@petquip.com

Websites: www.gardenex.com or www.petquip.com

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