

The top 10 challenges to look out for when exporting

Export by Vets, part of VetPartners, are at the forefront of global export health certification. This dedicated veterinary business supports the UK food export industry nationwide ensuring manufacturers and exporters receive the highest quality certification and experience on site, on time and on demand.

But what challenges can arise, when looking to export your goods? Jim Morris, business development director at VetPartners and Exports by Vets lead, shares with us his top 10 challenges to look out for.

1. **Communication and time** - All too often, time is of the essence when exporting goods. But the time it can take to certify goods needs to be taken into account at the planning stages. It is initially wise to think a few weeks ahead, identifying what certification and support documents you will need. If the exports become regular this preparation time will shorten.
2. **Who needs to sign your certificates** – Most export health certificates need to be signed off by a vet who has taken the extra training to become an Official Veterinarian (OV) approved by DEFRA. There are exceptions to this, for example, the USA will only receive goods that have been signed off by the Animal and Plant Health Agency (APHA). Export by Vets are able to sign off pre-certification, but the final signatures are required from the governmental body. For China, your goods require certification from an approved vet, signed off by the Chinese government.
3. **What a vet requires for certification** – Depending on the certificate, we require two main elements to enable certification. Firstly, information surrounding what your products origins are; what it is or what is in it and where it is from, in as much detail as possible. The second element is production records showing how it has been processed and often includes post-production testing such as microbiology records. In both cases, the more detail the better, so any pitfalls can be identified early.
4. **Communication with logistics companies** – Often our vets sign off goods when they are packed and ready to go, which can present challenges of their

own, if plans are not confirmed with logistics companies prior to execution. To speed up the process, and ensure correct and valid certification, keep all parties in the communication loop.

5. **Pallets and packaging** – The certifying vet will check that all your packaging and pallets are clean and tidy, to help ensure your goods get to where they need to go. Your help in this is paramount, especially when load sizes are changed at the last minute.
6. **Not knowing who to contact in your locality** – Are you new to exporting and unsure who to contact? Our OV's practice across the UK and can help you with your specific requirements or put you in contact with the correct individual.
7. **Cultural importance** – Certification is dependent on the importer's regulations and can often be culturally led. This is important to bear in mind when creating and preparing your goods for export.
8. **Understanding the rules of charging for certification** – When looking for certification it is important to understand the process. The cost will be dependent on the type of load, the length of time it will take to certify and what is actually required for certification. At Exports by Vets, we make the process as transparent as possible, working together with our clients.
9. **The post-certification process** – When exporting outside to the EU, following certification by Exports by Vets, copies of the certificates will be made and sent to the APHA, whilst the actual certificate will go back to the exporter. If exporting to the EU, the certificate will need to go with load to the Authorised Border Point, which means when certifying goods, a vet will require access to a printer at loading. This process can be especially difficult during night shifts, so this needs to be taken into consideration.
10. **It's as simple as one, two, three** – One, be clear on what documentation you need to supply as an exporter to enable a quick and seamless process. Two, be clear on the certification you require for the importing nation and three, ensure clear communication channels with the logistics company for all parties involved.

With these simple steps, exporting can be a seamless process, but for more information or any enquiries, please visit exportsbyvets.com