

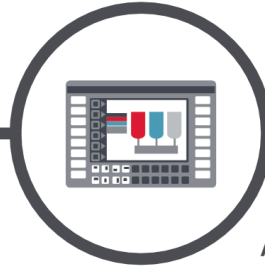
GAMBICA PARTNERSHIP WITH UKWF



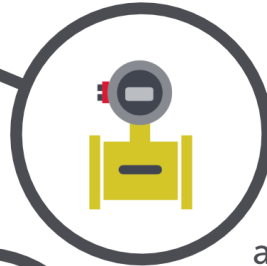
ABOUT GAMBICA

GAMBICA is the Trade Association for Instrumentation, Control, Automation and Laboratory Technology in the UK.

Our insight and influence help our members to be more competitive by increasing their knowledge and impact. Together we remove barriers and maximise the market potential in our industry



Industrial Automation



Process Instrumentation and Control



Laboratory Technology



Test and Measurement



University Engagement

BENEFITS OF MEMBERSHIP

KNOWLEDGE



Regular briefings and updates on relevant industry issues, future opportunities and topical news

Market data and trend reporting, economic forecasts and opinion surveys to help plan strategies and budgets

Tracking and advising on the impact of changes in standards and regulation to stay informed

Access to GAMBICA Business Support Helpline and Technical Consulting service

INFLUENCE



Influencing Government policy and lobbying on behalf of our sector, directly and as part of collaborative groups

Developing technical standards that affect product compliance and acceptance worldwide

Shaping opinion through press campaigns, conferences, exhibitions, online and social media

Promoting the benefits and breaking down barriers to adoption of technology in our customer sectors

COMMUNITY



Creating networks of members, academia, government, media, associations and other related stakeholders

Development of International business through exhibitions, trade missions and promotional initiatives

Member events, seminars, consultations and training sessions across sectors and industries

Excellent meeting facilities and hot desking in London for members to use

THE GAMBICA TEAM



Steve Brambley
Chief Executive

TECHINCAL



Andrew Evans
Technical Director

SECTOR HEADS



Scott Pepper
Process
Instrumentation
and Control



Jacqueline Balian
Laboratory Technology,
Test & Measurement



Nikesh Mistry
Industrial Automation



Sally Edgington
Axrem
(Medical imaging)

ADMIN



Sarah Wicks
Office Manager



Sonia Dougall
Association Group
Co-ordinator

STATISTICS



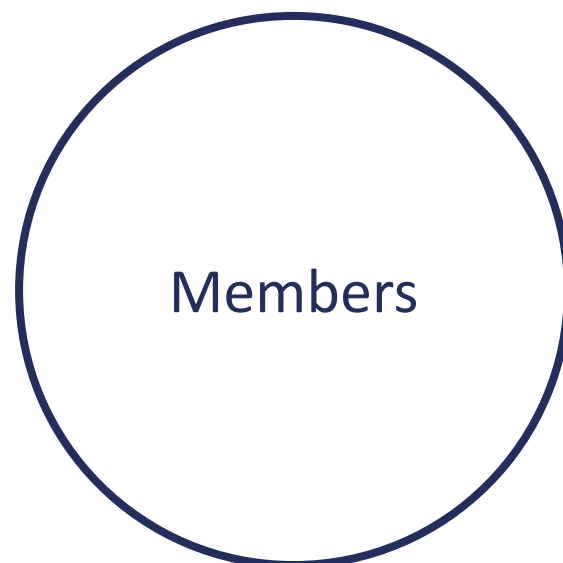
Helena Robinson
Statistics Manager

EVENTS



Kirsty Roberts
International Events
Manager

GAMBICA PARTNERSHIP WITH UKWF



Information services

Regular bulletins shared with UKWF on:

- COVID-19, government changes and industry responses
- BREXIT – and its aftermath
- Standards – you have Ian doing this for you
- Laboratory news – including feedback on funding opportunities, international exhibitions, conferences, tenders and innovations

What members say about the information service

- I'd like to reiterate my thanks to Gambica for the exceptionally lucid and detailed information you are sending through. The format of the emails, the updates, and the signposts to the on-line information is an absolute masterclass in clear communication to your target audience at a time of such turmoil.

GAMBICA have been amazing during this period, the information and help they have supplied have been invaluable!!

Webinars attended by UKWF members include:

- Funding to grow exports
- The WEEE Directive is changing
- Your Chinese partners, how to work with them and how to secure compliant supplies
- BREXIT resilience meetings
- CRM systems – how to buy one, which one to go for and avoiding the pitfalls
- The benefit of digital initiatives for lab, test and measurement companies
- Building the blueprint – GAMBICA University and Industry workshop
- Additive manufacturing
- Find the funding which will grow your business

Upcoming webinars / conferences include:

Plastic packaging tax update – 1 April

Working effectively with distribution partners – 14 April

Preparing your equipment for green lab purchasing – 28 April

Export licences – what does and what doesn't require a licence – 11 May

F-Gas – the basics – TBC

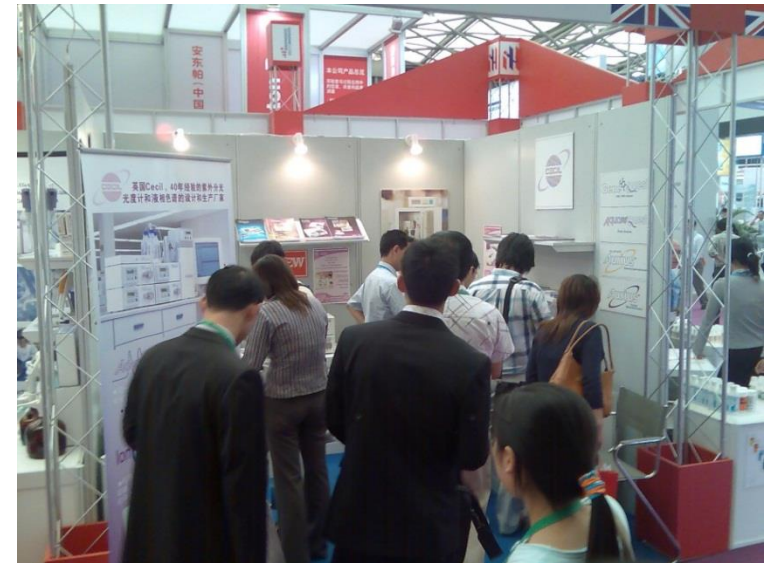
GAMBICA annual conference (this year March, usually January)

Oxford Economics forecast reports every 6 months £125 (Non-member - £280)

Value: £13,500 if report is bought individually

GAMBICA export support

- Excellent contacts with DIT
- Trade Missions
- Exhibition/Trade Show support
- UK pavilion organisation – we run pavilions at Medica, Medlab, Achema and Analytica and we are open to ideas about new shows which may be of interest



Other business services

- GAMBICA set up B2B compliance as a service for its members.
- They provide expert, well connected advice.
- B2B compliance focusses on business compliance which has fewer reporting requirements than consumer schemes and so is much lower cost.

GAMBICA groups

- Export
- After-sales
- Environmental Regulatory Group (ERG)
- Flammable Atmospheres Group
- Refrigeration Group
- Inward and Outward Processing Group
- VAT Group

UKWF members are not eligible to attend meetings as individuals, but Ian can attend and provide feed back, which might be particularly useful on the ERG

The ERG gives access to an environmental regulatory consultancy

Meetings provide the opportunity to discuss implications which can highlight potential impacts which may not be immediately obvious

The ERG also formulates responses from UK industry to consultations on environmental regulations

By finding areas of agreement with fellow companies it is possible to develop arguments which will be very compelling for Ministers and standards committees

Representation and Advocacy

What's currently bothering members?

- UKCA marking – and all the mixed messages
- Export licences – delays are getting longer and the our EU competitors are not similarly affected
- Trade with Ukraine, Belarus and Russia
- The Make in India and Make in China policies
- Inward and outward processing issues – and the David and Goliath situation with the Fast Parcel Operators
- How best to organise sales and service to Northern Ireland

GAMBICA facilitates members' influence on policy decisions via All Party Parliamentary Groups and where appropriate, GAMBICA can put members in direct touch with the individual decision-makers in departments such as BEIS, Home Office, DIT and Export Control. We also use our membership of Make UK to amplify members' voices.

GAMBICA is a member of a number of European level organisations including Orgalim a body consulted by the European Commission by which we influence European legislation and Eurom II.

Zero rating for VAT

- Labs which are carrying out medical or veterinary research are entitled to purchase equipment and some consumables without paying VAT.
- The guidance on which purchases are eligible is confusing and contradictory.
- A GAMBICA working group has achieved a consensus of all laboratory equipment providers and their customers as to what should and should not be zero rated for VAT.
- This has provided a level playing field for the industry and should help prevent future disputes with HMRC.
- This is such a complex area that one supplier alone has had four members of staff trying to decide which items are eligible.
- GAMBICA has met with HMRC's zero-rating policy team in order to gain their agreement to proposed changes to their guidance.
- HMRC has agreed to amend its guidance in line with many of GAMBICA's suggestions.

GAMBICA



KNOWLEDGE



INFLUENCE



COMMUNITY