

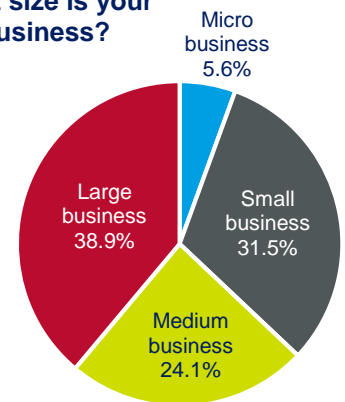
FDF End of Transition Business Readiness Survey – October 2020

FDF carried out a second member survey between 20-30 Oct to better understand readiness for the end of the transition period. Defra officials provided input into this survey. We received 54 responses, with a majority (61.1%) coming from SMEs.

Which best describes your preparations for the end of the transition period on 1 Jan 2021?

50% of businesses indicate they have done as much as they can to prepare but cannot be fully prepared for the end of the transition period. From our discussions with businesses, this is because of an ongoing lack of clarity from the Government on new requirements, with many questions remaining unanswered. More than a third have more to do but intend to be fully prepared, while only 3.7% describe themselves as being fully prepared.

What size is your business?



We have done as much as we can, but cannot be fully prepared	50.0%
We have more to do but intend to be fully prepared	37.0%
We will prepare when there is certainty about a deal with the EU	7.4%
We are fully prepared	3.7%
We don't have capacity to prepare because of Covid-19 impacts	1.9%

After the transition period ends, which best describes your plans to supply from Great Britain into Northern Ireland? [includes only businesses selling into NI]

More than one in five are planning to pause deliveries while they adapt to meet new, and often unconfirmed requirements, or while they assess the continued viability of supplying into Northern Ireland. Nearly 10% are planning to reduce the volumes of goods they sell from GB into NI, while one in eight don't yet know how it will impact on their business.

No changes – we will continue to supply from GB into NI	57.8%
We plan to pause deliveries from GB to NI while we adapt product labelling or supply chains	15.6%
Don't know	13.3%
We plan to reduce the volume of goods sold from GB to NI	8.9%
We plan to pause deliveries from GB to NI while we assess if it remains a viable market	4.4%

Based on the information on gov.uk updated on 12 October, are you clear about what your business must do to comply with labelling requirements?

Despite the publication of new Government guidance on labelling requirements, many businesses remain unclear about the changes that will be required. In many cases this is because of gaps in the guidance, particularly because of a lack of clarity around how requirements will differ between the UK, NI and EU.

Very clear	Somewhat clear	Neither clear nor unclear	Unclear	Very unclear	N/A
20.4%	40.7%	16.7%	11.1%	9.3%	1.9%

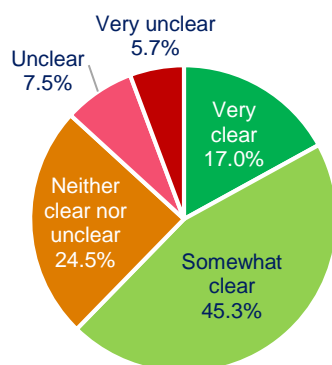
Which of these preparations have you undertaken for 1 Jan 2021?

	We have done this	We plan to do this	No plans to do this	Don't know	We don't need to do this	We don't know how to do this
Obtain a UK EORI number	90.7%	5.6%	0.0%	3.7%	0.0%	0.0%
Set up a duty deferment account	51.9%	23.1%	7.7%	13.5%	1.9%	1.9%
Expanded in-house trade administration capacity	30.8%	17.3%	38.5%	7.7%	5.8%	0.0%
Engaged an intermediary e.g. a customs agent	72.2%	13.0%	11.1%	1.9%	1.9%	0.0%
Checked all commodity codes and tariff implications	77.8%	22.2%	0.0%	0.0%	0.0%	0.0%
Stockpiled ingredients and raw materials	26.9%	42.3%	25.0%	3.9%	1.9%	0.0%
Stockpiled finished products	28.9%	28.9%	30.8%	3.9%	7.7%	0.0%
Stockpiled packaging	17.3%	36.5%	30.8%	5.8%	9.6%	0.0%
Reviewed changes to labels that may be required	66.7%	25.9%	0.0%	5.6%	1.9%	0.0%
Reviewed changes to marketing standards requirements	33.3%	17.7%	15.7%	15.7%	15.7%	2.0%

Which of these preparations have you undertaken for 1 Jan 2021?

	We have done this	We plan to do this	No plans to do this	Don't know	We don't need to do this
Engaged with EU/EEA employees on EU Settlement Scheme	50.0%	1.9%	25.9%	3.7%	18.5%
Brought forward recruitment drives in advance of end of freedom of movement	5.9%	0.0%	58.8%	7.8%	27.5%
Assessed future recruitment practice in light of changes to immigration system	32.1%	9.4%	32.1%	7.6%	18.9%
Applied for a visa sponsor licence	15.1%	5.7%	39.6%	18.9%	20.8%
Reducing staffing requirements	9.8%	3.9%	52.9%	9.8%	23.5%

Are you clear about what your business must do at each stage of the phased introduction of the UK's Border Operating Model when trading with the EU?



Are you clear about what your business must do to trade with NI?

