SPRING 2018

CUTTING EDGE

UK GASKET & SEALING ASSOCIATION

MEMBERSHIP NEWSLETTER OF THE UK GASKET & SEALING ASSOCIATION

UKGSA Industry Day Tour of JCB Factory

UK manufacturing at its biggest and best is how JCB describe themselves during their tour and they certainly live up to the billing.

Despite a cold and rainy day, challenging traffic conditions and fickle sat nav's a slightly depleted group of hardy adventurers successfully made the journey to Rochester and what can only be described as the grand tour.

Starting in a magnificent marble lined arrivals hall, where refreshments were poured by highly trained waiters the party was divided into groups with allocated guides, all ex-employees with an encyclopaedic knowledge of the company.

The tour proper started with a walk through exhibition showing the history of JCB and timeline of key events and product developments, from the refurbishment of farm equipment and manufacture of trailers through to the innovative designs that have made JCB such a global powerhouse and name to be trusted in heavy moving and lifting equipment.

continued overleaf >



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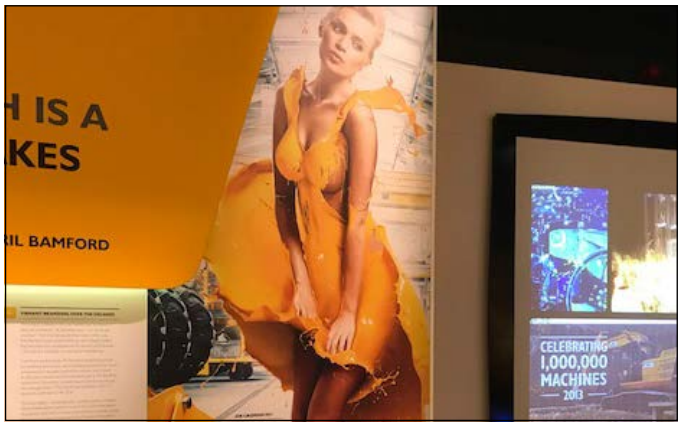
UKGSA Industry Day Tour of JCB Factory continued



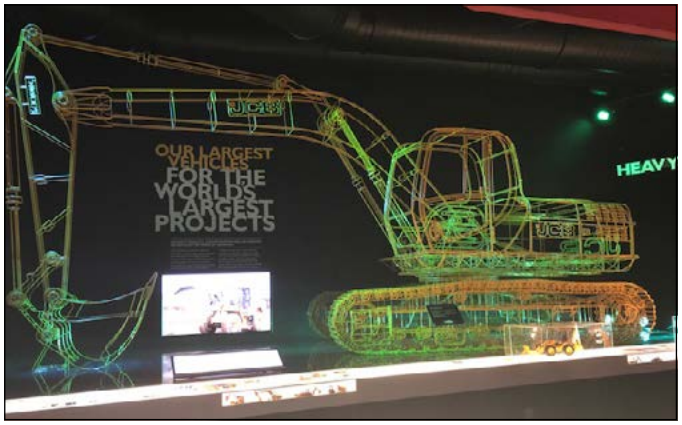


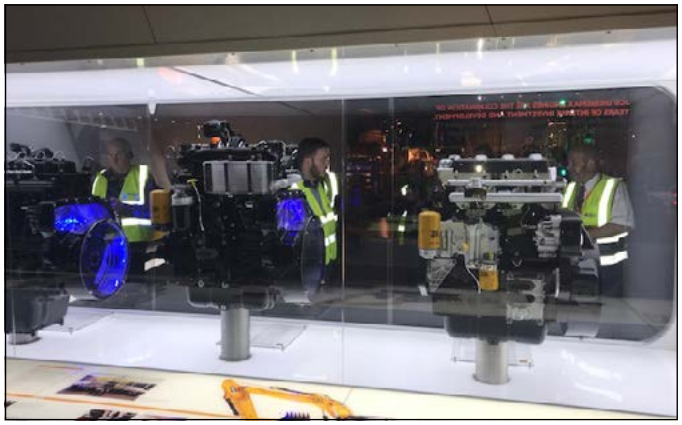
Also including some futuristic and other racy advertising through the years – different times.





After a short break in which the group were able to procure goodies for themselves, friends, colleagues and small children – we didn't believe Scot Mackie when he said they were for his kids – the tour proceeded to the main production and assembly facilities.





UKGSA Industry Day Tour of JCB Factory continued

Due to security issues we were unable to take photos from this point onward, however all were impressed by the sheer scale of the facilities – automated laser cutting of metal plate shot blast booths that were the height of two London buses – automated welding machines – painting booths – and multiple assembly lines creating the behemoth machines that JCB are so well known for. Our jaws dropped at the sight of the giant warehouse that holds only two days' worth of stock with a constant stream of vehicles unloading during our visit – easily described as a logistics nightmare

Each one made to order for the client to their unique specification.

After some 20,000 steps (it's a really big site) – gaining an insight into the JCB successful approach of talking to customers, listening to what they need and offering solutions that work – although no one was able to test drive the machines there was some wishful thinking and some opportunity to play.

Our thanks and appreciation to our guides on the day for making the tour such an enjoyable experience and to all of our members who made it on the day.

Simon Winfield
MacLellan Rubber Ltd.







Viton™ Celebrates its Diamond Jubilee

Partner of Viton,™ a Brand of The Chemours Company

Chemours, home to the Teflon™ brand, is celebrating 60 years of its renowned fluoroelastomer product this year.

In 1957, the first fluoroelastomer product, called Viton™, was launched to help reduce the failure of seals and gaskets being used in a new generation of US Air Force jets. The product, which combines the flexibility of elastomers with the chemical and thermal resistance of fluorochemistry, has become a market leader as a high performance solution.

60 years on and the Viton™ brand name continues with Chemours now a Fortune 500 company with 7,000+ employees.

In 2016 Chemours launched a Viton™ Licensee Program to officially recognise and acknowledge suppliers who are actively promoting products and material made with genuine Viton™. MacLellan Rubber is proud to be an Authorised Distributor and be able to give customers reassurance of quality compliance when buying products made with Viton™.

For more information about products made with VitonTM, visit: www.maclellanrubber.com/product/a075-chemoursreg-vitonreg-a-fkm-rubber-sheet

MacLellan rubber

Contract Renewal Is Electric!



A contract to supply electrical insulation matting and rolls worth over £30,000 has been renewed by one of MacLellan Rubber's longstanding customers.

Electrical matting is an important safety feature as it isolates the user from risk of electrical shock and is typically used by site engineers working in high voltage environments.

MacLellan supply a range of electrical rubber matting that insulates or dissipates electrical current, meeting a range of international standards including BS921, EC 61111 and ASTM D178.

Electrical resistance is a measure of the level of electrical insulation of rubber sheeting and will be reported with a recommended safe working voltage, typically from 650 volts on BS921 and up to 36,000 volts on EC 61111.

MacLellan's supply over 3,000 rolls and 10,000 pre-cut sheets of Electrical Insulation/Switchboard Matting per annum and is the supplier of choice for many engineers.

For more information about our range of electrical safety matting products call 01902 30 77 11 or visit: | www.maclellanrubber.com/product-type/electrical-insulative

Regional Customer Service Award



MacLellan Rubber have been presented with their certificate after winning the West Midlands Chamber of Commerce Regional Award for 'Excellence in Customer Service'.

The prestigious award was presented to MacLellan Rubber by British Chamber of Commerce Director General Dr Adam Marshall, during an event organised by the Black Country Chamber to launch their 'Manufacturing Focus Campaign' which aims to raise awareness nationally of manufacturing in the Black Country.

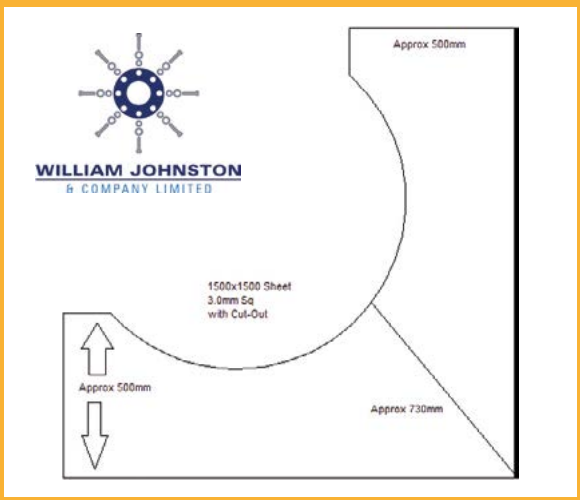
Andrew Onions, director at MacLellan Rubber, said: "I was delighted to represent the company at this event and to pick up the Regional award for Excellence in Customer Service. All staff at MacLellan Rubber work hard to put the customer first and I'm thrilled that the efforts of our staff have been recognised at a regional level."

MacLellan Rubber was short-listed for the Black Country Chamber of Commerce Awards and the British Chambers of Commerce Awards 2017 announced in November.

For more information about MacLellan Rubber visit www.maclellanrubber.com or call 01902 307711.

MacLellan rubber

Off Cuts



1. Novus 30 (Supra)
75 sheets of 3mm think Novus 30 (Supra) OFF CUTS in the shape of and with the dimensions shown opposite

2. 5mm thick Neoprene (Metroseal SM111)
59 rectangle centres of 2m x 0.875m
15 strips of 8.5m x 0.360m

Best offers secure – 50% to be donated to Macmillan Cancer Support – purchaser to collect or cover carriage.

Please send your offers to:
Robert Dawson, Commercial Director
William Johnston & Company Ltd
T: 0141 620 1666 F: 0141 620 1888 M: 07947 764 577
E: robert@williamjohnston.co.uk

William Johnston & Company Limited Celebrated 50th Anniversary





In November 2017 William Johnston & Company Limited celebrates 50 years since its incorporation and half a century of steady growth and service to a variety of industry sectors throughout the UK and overseas.

William Johnston & Company was established in the 1940s by William Johnston who operated latterly from St Vincent Street, Glasgow. In 1967 he retired and sold the business to the McKnight family who formed William Johnston & Co. (Engineers) Limited as a company on 8 November 1967. The company grew rapidly and moved to bigger premises in Glasgow. Modern machines were purchased and staff numbers increased steadily over subsequent years.

The Inverness factory was opened in 1973 and also grew quickly, moving to newly built premises in the Longman Industrial Estate in 1982 which were extended in 1985 to cope with further expansion.

In July 2004 the company changed its name to William Johnston & Company Limited and the head office and factory moved to the present location in Thornliebank Industrial Estate. At that time the McKnight family members started to withdraw from day to day involvement in the business and began the process of transferring ownership to the directors and managers who own it today.

Half a century ago the industrial landscape was quite different from today. William Johnston set up his business to manufacture and supply gaskets and joints to the traditional heavy industries which dominated the Central Belt of Scotland, ship building, steel making and the manufacture of steam locomotives.

As these and other industries faded away (as did most of the company's local competitors) the directors and management took William Johnston & Company in new directions, widening the customer base to the whole of the UK and beyond.

The company adapted to new markets in the water and gas utilities, commercial vehicle building, aftermarket automotive and light engineering sectors. New product lines were introduced, particularly a range of specialist fasteners to combine with gaskets in kits for the pipeline industry, and also valve and pump packings and snowplough blades for the highway authorities.

William Johnston & Company Limited Celebrated 50th Anniversary continued

Each decade of the company's existence has provided challenges and opportunities. For example in the 1970s the company:

- **Designed and introduced the first the 2 lug (Mickey Mouse) gaskets to the pipeline industry**
- **Opened a branch in Inverness**
- **Developed, in conjunction with the Gates Rubber Company, EPDM gasket material which is today the universally approved sealing product for drinking water applications in the UK**
- **Set up its first distributorship in Hong Kong**
- **Imported its first bulk quantities of bolts, nuts and washers direct from Taiwan**
- **Located in Tradestson, Glasgow until relocating to its current premises in Thornliebank Industrial Estate in 2004.**

Today, around 75% of the products manufactured and supplied by the Glasgow factory are delivered out with Scotland to the rest of the UK, Ireland, Europe and around the world. The company counts amongst its main customer base FTSE 100 listed corporations and multi-nationals and holds distributorship appointments for international brands such as Flexitallic, Teadit and Garlock. The company has established distributors for its products in Ireland and Hong Kong and exports to Europe and North and South America.

The Inverness factory was originally set up to support the construction of oil platforms in the inshore waters around the Highlands. As that declined, the business diversified into supplying products to the whisky distilling industry along with the local construction and engineering sectors and today is the only manufacturer of gaskets in the Highlands and Islands of Scotland. It is also a main supplier of specialist fasteners to that area.

For the last 50 years William Johnston & Company Limited's philosophy has been to invest in people, plant and a robust supply chain, to provide a quality product backed up by superior service and technical support to a loyal customer base. Hopefully this approach will sustain the company for the next half century and beyond.

Footnote

Other than the incorporation of William Johnston & Company, 1967 was notable for:

- Glasgow Celtic becoming the first UK team to win the European Cup
- The UK applying to join the EEC, which became the EU
- The Summer of Love
- Winnie Ewing winning the SNP's first Westminster seat in Hamilton
- The release of the Beatles album "Sergeant Pepper's Lonely Hearts Club Band"
- The Ford DFV engine arriving and winning in Formula 1
- The luxury liner Queen Elizabeth 2 being launched on the Clyde
- BBC radio being restructured as Radio 1,2,3 & 4 and local and regional stations
- Billy-Jean King winning the Ladies title at Wimbledon.

WILLIAM JOHNSTON
& COMPANY LIMITED

J A Harrison – World Class Supplier of Gasket, Sealing, PTFE and Plastic Technologies

The J A Harrison History

J A Harrison & Company Limited boasts an enviable manufacturing heritage dating back to the foundation of the company. Founded in 1900 by James Arthur Harrison the company was originally established as metal founders and mill furnishers serving the textile industry; a sector that was enjoying significant growth and prosperity at that time.



The early J A Harrison certificate

The original premises in the Ardwick area of central Manchester was soon outgrown and the company moved in 1930 to larger premises.



Saville St, circa 1959 – J A Harrison's second factory

A few years later a compulsory purchase order saw Harrisons move to the Strangeways area of Manchester in Sherborne St. As the company continued to expand the factory was extended to cater for increased machinery and required office space.



Sherborne St, shortly after the factory extension

In 2017 the company relocated to Middleton, Manchester, into a purpose built, state of the art factory and office complex. The new premises are superbly equipped with all the facilities needed for continued growth. A training room and a testing room have increased the capabilities to supply greater service to customers.



J A Harrison's new state-of-the-art facility in Manchester

Outside of Manchester there is an additional manufacturing facility in Cardiff, providing the required service levels to the south of the country. J A Harrison had expanded rapidly, particularly since 1990, both through generic growth and strategic acquisitions. Consequently, the company now enjoys both a global presence, and an enviable range of gasket and sealing solutions. The great value of these strategic acquisitions is the provision of a vast complimentary range of gasket and associated sealing products, all within one group. The company philosophy of providing an effective 'solutions driven' approach to Gaskets and Seals has been at the heart of the company's considerable growth and success.

J A Harrison – World Class Supplier of Gasket, Sealing, PTFE and Plastic Technologies continued

In addition to the UK, J A Harrison is heavily involved in manufacturing operations in Eastern Europe, the Middle East, and more recently in Perth, western Australia. What started from humble beginnings in Ardwick, Manchester has now become a true global enterprise supplying a growing global market.

Today, J A Harrison provides world class manufacturing of gaskets, seals and sealing technology solutions to companies and OEM's worldwide; spanning many specialist industry sectors.

In line with this growing global activity, J A Harrison have now completely rebranded the company to reflect their world class status. The newly designed literature is ready for distribution and the rebranded website is currently under construction and will soon go live – the digital showroom for the outstanding J A Harrison offering.



Inside the new state-of-the-art factory

Our Mission is to provide and maintain World Class Manufacturing and Service of all Gasket and Sealing products across all industry sectors. Our goal is to establish and set the benchmark by which all other manufacturers and suppliers within our sector will be measured, in terms of Quality, Value, and Customer Service. Subsequently, creating a notable standard for the industry through research, testing and continual investment in facilities, equipment and people – providing long-term security for our highly-valued employees.



Cutting edge machinery

J A Harrison Growth and Social Responsibility Statement:
J A Harrison is committed to continual growth via a strategy of organic growth, selected acquisition, diversification into new products, and expansion into both new markets and new countries.

In addition to the World Class Manufacturing provided by J A Harrison, there is a total commitment to the philosophy of Social Responsibility and local support, evidenced by our continual investment in a number of apprentice schemes throughout Manchester, Oldham and Cardiff, in addition to the involvement and support of many local and international charities.



Elaine Shepherd raising money for charity

J A Harrison – World Class Supplier of Gasket, Sealing, PTFE and Plastic Technologies continued

J A Harrison is committed to the establishment and maintenance of best practice environmental, safety, and occupational health programs which will be designed to protect the environment and health of our employees, our customers, and the communities where we operate. JAH strives to operate in this manner, not only to comply with laws and regulations, but also to demonstrate responsible environmental stewardship and maintain a positive relationship with our community stakeholders.

JAH recognises that operational, economic, environmental, public, and social concerns are integrally linked to JAH's future mission and vision. Meeting the commitment to protect these concerns is a primary senior management objective as well as the individual and collective responsibility of all JAH employees. JAH also works to the highest environmental standards to ensure its products, processes and ethical supply chain create the smallest carbon footprint possible and minimise impact on the environment over the long-term.



Dedicated to staff training and apprentice schemes

Quality & Safety

J A Harrison operates and maintains the industry's most rigorous health and safety policies within its facilities. The strong commitment to quality has always been linked to customer demands, and these demands have been the consistent driving force behind all the strategic planning and achievements so far. By nature, the quality of all gaskets and seals have a strong link to safety and performance.

The objective continues to be both the identification and delivery of those customer requirements, and the total fulfilment of stringent quality standards – further enforced by our ISO Certifications, membership of many trade associations and additionally required industry specific Quality Standards.

Current Accreditations include ISO 9001-2015, ISO 14001-2015 and OHSAS 18001. In line with J A Harrison's commitment to excellence, we are currently working towards many other best in class Quality Standards; please visit our website for up-to-date details.





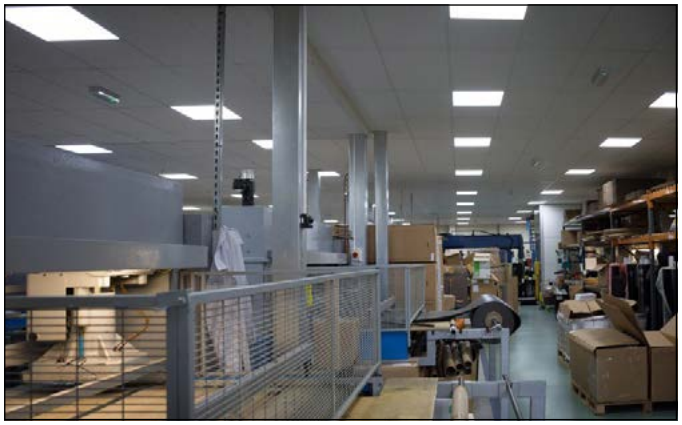
Comprehensive stock

The supply of these quality products is all underpinned by well over 100 years of manufacturing experience, high levels of technical expertise, full on-site support and customer service. High quality manufacturing is further underpinned by both a comprehensive stocking policy and a flexible and proven logistics system; all firmly in place to ensure unrivalled customer service, and a resilient delivery program, with the 'best in class' lead times.

J.A.Harrison
Complete Sealing Solutions

Alliance & Heatshield Engineering
Effective Sealing Solutions
Spira Power Gasket Manufacturing LLC

Keith Payne Products – Putting the Environment first!



Keith Payne Products fully refurbished factory with LED Lighting



New Vehicle charge point

Over the past few years the south of England's "Premier Gasket Cutter" has been heavily investing in green energy solutions.

When we moved into our new premises at the end of 2013 the building was in need of full internal restoration and an expansion with a full mezzanine flooring system.

This restoration was the perfect opportunity to convert all our lighting to full LED on both floors. Although the initial investment was substantial we are now reaping the benefits of reduced power consumption in the region of 75% over the original fluorescent lighting arrangement, together with a nice bright working environment.

When choosing a company vehicle we were keen to achieve a balance between fuel economy, environmental sustainability and of course value for money! HMRC offered £2000 cashback on plug-in Hybrid electric cars and there was 5% BIK (Benefit in Kind) for the company car driver. This however has now risen to 9% with recent changes. This was at the time the obvious choice over and above the now disgraced diesel option and if for some crazy reason you decided you wanted to drive into central London then you could do that for free, with no congestion charge applicable. Ooohh!

So why are we rambling on about all this? Well we have now installed our very own EV (Electric vehicle) charge point at Keith Payne Products and we would like to offer Free! Yes, that's free electric charging for all customers and suppliers whilst visiting K.P.P

So as long as, like us you are considering the environment when making vehicle choice then please feel free to drop by and buy us lunch. Lunch, because that is how long it will take to put enough charge in your car to continue your journey to your next customer.

Keith Payne Products

UKGSA Member Benefits – Joined Up Thinking

We have added even more benefits to being a UKGSA Member

We have teamed up with the nice people at Joined Up Thinking and launched our very own 'Buying Group' to make available cost savings to all UKGSA members. They have a database of hundreds of suppliers and thousands of products and services and constantly benchmark deals to make sure our members will always receive the very best value for money.

They can help with just about everything you purchase, from fuel cards, stationery, utilities, insurance, pest control and coffee machines – and everything in between!

Most (if not all!) of the deals sourced for you are exclusively available to our association members, and are not available to single stand-alone businesses. Also, they will be very soon adding more new products and services just for our members, so please keep checking back!

As a member of UKGSA you can list free of charge on the portal your company should you so wish. If so, just drop us an email.

What's more, they have agreed that you can use their 'Invoice Watch' service free of charge as many times as you like. All you have to do is send them a copy invoice for a recent product or service you have purchased, and they will check to make sure you received the best value for money.

At the very least, the research they carry out for you will show if you currently buy at the right price, and if you should consider changing suppliers!

They are also happy to help source any products or services for us that may not already be listed – just drop them a note at any time.

Full details can be found on our new secure portal at **ukgsportal.co.uk**. It is password protected, but just click the link in the homepage to order yours now.

Their services are 100% free of charge to our members and 100% secure, and you only have to take their recommendations should you wish to do so. Think of the UKGSPortal as your very own company buyer!

UK GASKET & SEALING ASSOCIATION

Joined Up Thinking

New UKGSA Member Benefits
Unlock a Cash Injection for Your Business

Up to 33% of your development costs back in a month

The UKGSA have recently partnered with Government Grant and Tax Consultants that have helped many businesses make successful Research & Development tax credit claims. **R&D tax credits** form a key part of **Government strategy to boost Innovation in business**, delivered by way of a Corporation Tax reduction or cash credit. Many Industries qualify for the scheme for example IT, Manufacturing, Lifesciences; whilst the IT/Communications Industry accounts for a quarter of all claims. However, many eligible companies have not yet claimed their entitlement, missing out on tens of thousands of pounds every year.

You may or may not be familiar with the R&D tax credits scheme. In basic terms it is an HRMC initiative that is aimed at rewarding those companies that are involved in product development, software development or made internal process improvements. The scheme enables you to reduce your corporation tax bill or if your company is loss making you can claim cash back from HMRC for these activities. The scheme enables **SMEs to claim back up to 33% of their R&D expenditure** so it is something not to be missed out on. According to the HMRC statistics, an **average SME claim is £55K per annum**.

If you are interested in finding out more and to help you make a claim we can introduce you to **Government Grant & Tax Consultants Ltd (GGTC)**, which is a **specialist R&D Tax Credits company** who has helped companies like yourself maximise their R&D claim. Even if you already claim, it may be the case that you are not receiving your full entitlement; A successful claim is based on its technological or scientific merits and cannot be fully handled by tax personnel alone. On average, **GGTC can increase a company's historic R&D claim by over 200%**. They do the work so that you receive a maximised credit.

GGTC is the **UK's leading R&D tax relief specialists** and with a **100% claim success record**, they can define your claim opportunities quickly and maximise your potential claim benefit.

You potentially qualify if you do **any** of the following:

- Design and produce new products.
- Regularly change the way you make your products.
- Develop or improve manufacturing processes or services.
- Develop or appreciably improve materials or devices.
- Develop samples, prototypes or undertake testing.
- Develop software, IT solutions or products in-house.
- Invested in failed projects or developed products not launched.
- Employ any staff with a technical or scientific background.

If the answer is yes, **then as members of the UKGSA we can introduce you to GGTC for a free non-obligatory assessment** – just send us an email at **info@ukgsassociation.org.uk** and we will put you in touch.

UK GASKET & SEALING ASSOCIATION

Guide to Understanding the Implications of a 'Hard Brexit'

Theresa May has stated that she wants the forth-coming exit from the EU to place the UK in a beneficial position such that British companies have the maximum freedom to trade with and operate in the single market. But, at the same time, the Prime Minister has insisted that Britain, after Brexit, would become a fully independent, sovereign country, able to make its own decisions on all issues.

For the UK to be able to negotiate its exit from the EU requires the remaining 27 Member States being able to agree a common position for their side. If they cannot arrive at a united position, then the UK may be forced to walk away with no agreed exits terms. This would be the hardest of a 'hard Brexit' with the UK having to trade initially under the rules set by the World Trade Organisation.

Such a scenario would see the UK in the position of being a completely free agent with a clean sheet from which to initiate a fresh approach to its economic future. While it is highly uncertain what the UK's future will look like following a hard Brexit, this information paper attempts to examine the potential hard Brexit landscape following the UK's leap into the unknown.

What has the Government stated it wants from Brexit?

- There will be no "half-in, half-out of the EU or hold onto bits of membership as we leave" – Theresa May.
- Mrs May has stated that she wants the UK to reach a new customs union deal with the EU while still allowing other trade deals to be negotiated.
- The UK does not want an "off the shelf deal" – Theresa May.
- Immigration curbs will be an essential part of the Brexit package.
- We want to be free to sign our own trade deals – Liam Fox.
- "We are not leaving the European Union only to give up control of immigration again. And we are not leaving only to return to the jurisdiction of the European Court of Justice" – Theresa May.

Bearing in mind what the UK government has stated it wants from Brexit and the fact that the government White Paper on Brexit makes it clear that the UK is seeking some form of hard Brexit, the question of the transition to this new trading regime becomes highly significant for the UK.

However as the UK moves from its present arrangement to the new trading relationship after its withdrawal from the EU, it is imperative for both sides that a smooth and orderly transition takes place.

There appear to be three possible interpretations of what a "transitional arrangement" means in practice. There are some who think of transitional arrangements as a deliberate way for the UK to delay leaving the EU. There are those who believe that two years will not be sufficient time for officials to conclude the full range of issues for the UK to exit the EU and the CPA's construction industry forecasts assume that there will be a five-year transition agreement on this basis.

However, Theresa May and the Chancellor, Philip Hammond, are both of the view that the UK will have completed negotiations by March 2019, but to avoid the "cliff edge" for the British economy, it will be necessary for the UK to conclude some form of transitional arrangement with the EU to allow businesses in the UK adequate time to adjust and for implementation of the practical changes required.

While this information paper answers the question of what a hard Brexit may look like, we also need to recognise that some form of transitional arrangements could materialise.

Facts to be borne in mind

1. Proximity to new markets?

- International trade and investment falls substantially with distance, so proximity to markets has a positive effect on economic performance.
- Thus, it is geography rather than purely policy that has traditionally made the EU the UK's most important economic partner and simply reorienting the focus of the UK's trade policy away from Europe will not change this underlying reality.
- Whatever agreements are reached with countries outside Europe, the most important decision facing the UK government following Brexit will still be the future of the UK's relationship with the EU.

2. Parity of new markets to that offered by the EU

- Will new overseas markets offer the UK the same potential for the variety and volume of exports that the EU does?

3. Re-negotiation Facts

- During negotiations the UK faces an unavoidable trade-off between economic benefits and political sovereignty.
- The UK has benefited from closer economic integration with the EU, however, the price for this continued integration is allowing the EU control over some areas of policy.

Guide to Understanding the Implications of a 'Hard Brexit' continued

Potential landscape after a Hard Brexit

1. UK leaves the Single Market

This would result in:

- An end to the "four freedoms" – free movement of people, goods, services and capital – between the EU and UK.
- The introduction of the "common external tariff" by the EU on UK exports.
- The introduction by the UK of reciprocal import tariffs for EU goods which would raise the landed cost of goods in the UK.
- Potentially, a reciprocal agreement with the EU on import tariffs may cancel each other out?
- There will be a time lag while UK industry gears up production to eliminate the need for imported products
- The availability of skilled immigrants for the work force would be affected due to the UK introducing of some form of quota or points system.
- There is the likelihood that there will be a divergence between economic regulations in the UK and the EU which will increase non-tariff barriers to trade between the UK and the EU.

2. UK leaves the EU Customs Union

This would result in:

- An end to the benefits arising from the common tariff system – EU imports from the UK will be subject to the "common external tariff". Similarly, EU exports to the UK will also be subject to import tariffs set by the Westminster government. Parity between these two sets on tariffs could be maintained by mutual agreement.
- The UK could theoretically unilaterally scrap import tariffs which would reduce the cost of products on the market, however, this could lead to job losses in UK industry if imported products ended up at a lower cost than those manufactured in the UK.
- The UK will be forced to re-establish independent membership of the World Trade Organisation as a first step to agreeing a trade deal with the EU.
- There will be physical delays at sea ports and air terminals for customs clearance to take place.
- The UK is the largest single customer for exports from the remaining EU's 27 members. It would not, therefore, be in anyone's short-term economic interest to re-impose tariffs. German cars, French wine and Italian shoes are all pushing the UK trading deficit on goods with the EU to record levels – some £30bn per quarter. However, long-term political interests may override this. For instance, the EU may choose to prioritise ensuring that other countries do not also have an incentive to leave the EU by ensuring that the UK does not have a good deal even where there are also adverse economic impacts for the EU.

3. UK having to initially fall back on the World Trade Organisation (WTO) option

- If the UK fails to reach a trade deal with the EU after Brexit, it would have to trade solely under rules set by the WTO which govern tariffs and quotas. Although the UK is already a member of the WTO it would no longer be subject to deals operated through the EU and would have to establish its own set of schedules for tariffs and quotas that would apply to other countries.
- These new UK schedules could be exactly the same as the old EU schedules, however, this does not offer enough flexibility for changing the schedules as future policy may require. Any modification to theses schedules would require lengthy negotiations and while these were underway, the UK's status within the WTO would be in legal limbo.
- It has been suggested that the UK will keep its schedules precisely as they are under the EU including maintaining the EU's "common external tariff". Current WTO trade agreements assume that the EU is a coherent economic block and that goods are moved freely across national borders. After Brexit, if the UK kept the external tariff in place, then a company moving products between the EU and UK could potentially face a tariff charge every time a border was crossed. EU Member States whose manufacturers were hit by this development could make life difficult elsewhere for the UK negotiators.
- As a WTO member, the UK's exports to the EU and other WTO members would be subject to the importing country's "Most Favoured Nation" tariff. Compared with EU or EFTA membership this would raise the cost of exporting to the EU for UK firms.
- The UK's service trade would also be subject to WTO rules and since the WTO has made less progress than the EU in liberalising trade in services, this would mean reduced access to EU markets for UK service providers.

Guide to Understanding the Implications of a 'Hard Brexit' continued

- The UK government is going out of its way to ensure that the country's large exporters do not suffer from Brexit (e.g. assurances given to Nissan that it will not suffer). However, if the UK were to agree bilaterally with the EU not to apply tariffs to a particular product, the WTO "most favoured nation" principle might force the UK to offer tariff-free access to other countries as well. Also, the channelling of government money to boost exports is something the WTO would disapprove.
- While the WTO agreements uphold the principles of "Most Favoured Nation" status, it does permit exceptions – anti-dumping, anti-subsidy and safeguards to limit imports. The UK will have to develop its own trade defence policy which is an opportunity to design a regime that supports domestic producers, reduces prices for consumers or makes the UK a more attractive country with which to trade.
- The free movement of labour between the UK and the EU would cease as there is no provision for this under WTO rules.
- The free movement of capital between the UK and the EU would probably continue as the EU prohibits restrictions on capital mobility not only within the EU but also with countries outside the EU.
- The WTO option is not straight forward. The EU treats non-members as a third country. As such, the UK would have to negotiate being listed as a country permitted to export into the EU. Individual companies would then have to be approved and individual consignments of goods will have to be cleared before they are allowed on the EU market. If these areas are not agreed then we fall into a legal void. No major player trades with the EU on pure WTO-only terms, they all strike preferential agreements. In addition, they also strike more minor equivalence agreements e.g. financial services equivalence.
- Would having to resort to WTO rules lead to less trade and therefore a fall in national income with the knock on effects for the general economy and house building in particular?
- In short, if the UK did not agree a withdrawal agreement from the EU, the UK and the EU would still have an automatic deal under the all-embracing WTO rules. With both being members of the WTO in their own right, they must offer each other "Most Favoured Nation" terms. While this would cost both sides in tariffs, even with this worst case scenario, the UK would still be financially better off.
- Working to the WTO rules will almost certainly lead to additional inflationary pressure.

4. If the UK re-joins EFTA?

- The question has to be asked whether the UK would be allowed to re-join EFTA. If so, it will re-join EFTA and benefit from its large network of free trade agreements working to WTO rules. However, the UK would need to remain outside the EEA to avoid still being subject to the rules of the Single Market to facilitate the free movement of people, goods, services and capital.
- As the UK wishes to remain outside of the Single market, by re-joining EFTA this would probably result in a gradual divergence between economic regulations in the UK and the EU. This would increase non-tariff barriers to trade between the two market areas.
- There is a view that the costs of Brexit to the UK economy would come primarily from increases in non-tariff barriers between the UK and the EU and not from changes in tariffs. This suggests there would be an economic price to pay for joining EFTA.
- The success of the WTO, the EU and other regional and bilateral trade agreements in lowering tariffs has shifted the focus on current trade negotiations from lowering tariffs towards non-tariff barriers and trade in services and capital. EFTA is not designed to promote integration in these areas.
- The UK re-joining EFTA is not a standalone solution of what should follow Brexit.

5. Labour/Migration

- By gaining control of immigration, the UK would still need to satisfy the shortage of skilled labour required by the construction industry, in particular, and the economy at large so it would be forced to introduce an immigration system that would not impede this necessary flow of human resources in addition to improving training skills within the UK.
- The UK would largely need to retain those immigrants who are already employed in the UK. If they were forced to return home, then the UK economy would be likely to suffer for several years until such time as UK citizens were trained up in adequate numbers and possessed equal or better skills.
- It also raises the issue of UK citizens living and working inside the EU.
- It is assumed that the mutual recognition of each other's nationals would be beneficial to both sides and will, therefore, be concluded to avoid significant economic consequences.

Guide to Understanding the Implications of a 'Hard Brexit' continued

- On 28 February 2017 Theresa May announced that EU citizens arriving after the 15 March 2017 will not be entitled to live permanently in the UK, but the 3.6 million EU citizens already in Britain and others who come before this cut of date would have their rights protected, provided the same was true for UK citizens living in the EU.
- Any changes to the immigration rules will add significantly to the administrative burden of satisfying visa requirements. This would slow the recruitment process, and increase costs for construction employers, potentially seeing further time lags in construction and infrastructure.
- It must also be recognised that the there is also a large number of UK-born workers in construction which will be retiring in the next decade and will need replacing (500,000 – 750,000 workers) – loss of experienced personnel. Immigrants help mitigate this negative effect of an aging workforce.
- If immigrant labour in the UK was repatriated then the exchequer would suffer due to reduced income tax and national insurance contributions.
- A persistent shortage of skilled labour would necessitate a change to the current building process used on site, potentially in favour of off-site manufacturing.
- Labour shortages would also lead to an upward pressure on wages which in turn will push up the overall cost of projects before changes in the construction process are put in place.

6. EU legislation

- The Great Repeal Bill will rescind the European Communities Act and enshrine all existing EU legislation into UK law thus maintaining the status quo.
- This would allow Government to examine overtime any necessary changes deemed beneficial to the UK.
- All EU Directives are already transposed into UK law either through primary or secondary legislation which can be at a more stringent level than the EU's original Directive.

All EU Regulations which automatically became applicable in the UK by 2020 will be covered by the Great Repeal Bill.

7. EU Funded Programmes

- It is assumed that there will be an impact on the international cooperation between industry, research institutes and government on innovation, R&D and new technologies.
- We understand the following situations exist regarding the funding programmes listed below:
- EU structural and investment fund projects signed before the 2016 Autumn Statement and the Horizon 2020 research funding granted before the UK leaves the EU will all be guaranteed by the UK government even when projects continue post Brexit.
- The European Investment Bank does lend outside of EU members states so, theoretically, new funding may still be available following the UK leaving the EU. However, EIB non-member state lending must be 'in the interests of EU member states'.
- We await a decision on the future of the £5.3bn in EU regeneration funding promised to local areas by 2020?
- EU regional development funding will no longer be available to the UK.

8. State Aid/Control of Subsidies

- State Aid will still be subject to some form of controlling influence in the UK.
- The concept of State Aid is enshrined in World Trade Organisation (WTO) policies and agreements aimed at encouraging the free flow of goods between countries through the prevention of subsidies. Specifically this would come under the WTO's Agreement on Subsidies and Countervailing Measures.
- Under this WTO Agreement on Subsidies and Countervailing Measures, EU State aid rules would no longer apply to the UK. Thus, it would still be possible for the UK to make a complaint about State Aid granted by EU member states, but EU companies would not have a similar mechanism for UK government subsidies.
- Under WTO rules there is no procedure under which subsidies or other forms of state support have to be notified and approved.
- Under the WTO regime, only member states are responsible for enforcement – private parties are not able to take action against measures that harm them.

9. Borders & Customs Control

- The UK opt-out from the main Schengen Agreement coupled with the Republic of Ireland having not joined, raises the question whether this is legally sufficient for no physical border control between the Republic and Northern Ireland, or more likely there will have to be a physical border at all points between UK and EU member states.
- This issue also holds true for shipments and flights taking place directly from the Republic to Wales, Scotland and England.

Guide to Understanding the Implications of a 'Hard Brexit' continued

- It is the wish of both the Irish and UK governments to maintain the Common Travel Area without border controls.
- The likelihood that the UK border will have to be moved back from Calais to Dover.
- Customs clearance of UK exports would take longer as they pass through numerous border controls across Europe.
- Customs clearance of UK imports will take longer as goods form the EU are added to the HMRC work load.
- Delays at immigration desks at air, sea ports and the channel tunnel would similarly increase as fresh controls would be introduced.
- WTO members have agreed a new trade facilitation agreement that seeks to speed up border crossings by publishing fees and charges online, introducing a fast-track scheme for perishable goods, processing of documents before goods arrive at the border and the right to appeal against customs decisions. This would considerably help UK exports and imports to reach their destination as quickly as possible.

10. EU Trademarks/European Patents and Copyright

- Brexit may mean that EU registered trademarks may no longer be recognised in the UK and vice versa.
- UK based companies that own EU trademarks will probably have to register those rights with the relevant national registry offices across Europe.
- Existing International Registrations (IR) designating EU trademarks will more than likely require a separate UK designation.
- New International Registrations (IR) will need to designate both the EU and the UK in the IR in order to obtain full protection in these countries.
- UK based companies filing a new IR based on EU Trademarks will be required to prove that they have a "real and effective commercial establishment" in an EU member state in order to rely on the EU trademark as a base mark for the IR.
- A European Patent is really a bundle of national patents accessed through a central application process.
- The UK is a member of the European Patent Convention which is not linked to EU member status so it will continue as normal whatever the outcome of Brexit.
- The UK will continue to protect copyright in accordance with the Berne Convention. Copyright in general is not subject to EU harmonisation, however, EU competition law impacts on how copyright works are licensed within the EU so some changes may occur to the UK system once Brexit is complete.
- It is not known whether the Great Repeal Bill will also cover Intellectual Property Rights.

11. Environmental Legislation

- It is assumed that the UK will, at some time in the future, still want access to EU markets so it will still need to meet EU environmental standards and, therefore, will initially maintain the status quo.
- Please see the CPA's EU Regulations and Directives Guidance Document for greater detail on individual pieces of legislation.

12. Value Added Tax (VAT)

- EU VAT law would cease to apply in the UK.
- The Supreme Court would supplant the European Court of Justice for VAT matters.
- Intrastat, the EU's system for collecting statistics on the trade in goods between EU member states, would no longer apply to arrivals of goods in and the despatch of goods from the UK, thus simplifying VAT returns for many VAT registered businesses.
- The requirement to submit EC Sales Lists (VAT101) to HMRC would be abolished. These lists provide information about supplies of goods and services to VAT registered customers in EU member states.
- New complexities for UK businesses trading with Europe would arise with the introduction of new import and export rules. These would apply to the supply of goods and services between the UK and EU member states, together with changes to the duty deferment facility to cover import VAT on goods from EU states.
- UK businesses required to register for VAT in EU member states would have to appoint fiscal representative locally to deal with VAT returns.
- The recovery in the UK of overseas input VAT incurred in EU member states would become more onerous.
- EU constraints applied to the UK concerning VAT would no longer apply so will this lead to:
  - The UK government removing the EU minimum 5% VAT on all energy bills?
  - Similarly, will the UK remove the 20% VAT rate for energy saving measures?

Guide to Understanding the Implications of a 'Hard Brexit' continued

13. Exit Charge & EU Assets

- The UK has already signed long term commitments to EU funded programmes which will remain legally binding for some years post Brexit.
- The figures quoted range from €25bn to €73bn.
- Gaps between payments made in the EU's annual budget and their larger commitments made under its seven year budgetary framework could be around €29bn.
- The current budget cohesive funding for poorer countries which the UK signed does not expire until 2020 with the UK's share being some €17bn.
- The EU has an unfunded pension scheme for its officials with liabilities of €60bn+. This is the joint responsibility of all Member States not their national governments. What will be the UK's share?
- The UK would no longer be a shareholder in the European Investment Bank – Britain's share amounts to 16% (approximately €39.2 million) which would have to be withdrawn.

Three points worth consideration are:

- The UK may be helped with respect to exit charges as Article 50 states that a departing country's withdrawal agreement shall take account of "the framework for its future relationship with the EU".
- Existing EU assets are estimated to be in the region of €154bn of which the UK share has yet to be determined. This amount could be offset against any exit charge.
- An assessment by UK government lawyers concludes that Brussels has no legal basis to make a claim for financial liabilities for commitments made by the UK while part of the EU. This is based on the wording of Article 50 – "The Treaties [of the EU] shall cease to apply to the State in question from the date of entry into force of the withdrawal agreement or, failing that, two years after the notification."

14. UK courts have the supremacy

- The supremacy of the Court of Justice of the European Union (CJEU) will cease.
- However, in practice, given the extent of the task of unpicking existing EU influenced law, the UK courts are likely to continue to have regard to the rulings of the CJEU for some time into the future.
- If the UK re-joined EFTA it would become subject to the EFTA Court whose jurisdiction is very similar to that of the CJEU.

15. BSI & CEN & ISO Codes and Standards

- While the European Standardisation Committees – CEN, CENELEC and ETSI – are not EU institutions, membership of these organisations is subject to countries being member states of the EU.
- The UK's future influence over the development of new European standards will depend largely on a range of political choices made by the UK government.
- Assuming the UK commits to the continued use of European standards and the withdrawal of conflicting national standards, it is likely that BSI's membership of CEN and CENELEC will not be affected.
- If the UK refused to commit to the adoption of European standards then its membership of CEN/CENELEC would be in question.
- With the UK outside of the EEA and EFTA, then BSI would have to make a separate application to CEN/CENELEC to remain as a full contributing member of both organisations. Such a move would necessitate changes to the Articles of Association of these standardisation bodies.
- Assuming this went well, then there will be no change to the UK's involvement in the writing of new European standards nor the reviewing of existing European standards.
- At the ISO level, there would be no change to the status quo.

16. UK's Future Influence?

- The EU is the UK's largest export market so EU laws will continue to be of fundamental importance to UK industry.
- Every alternative to membership of the EU involves the UK losing its vote (and vetoes) over how EU laws are written. The UK had a significant voice in how these rules were written due to the weighted voting system.
- This loss of influence means that we shall no longer be able to protect and promote the interests of UK companies.
- This is particularly important in preventing the creation of non-tariff barriers that would cause issues for the UK service sector and manufactures dependent on cross-border supply chains.

Guide to Understanding the Implications of a 'Hard Brexit' continued

17. Capital investment

- Most of the major UK manufactures of construction products are global multi-nationals that will now be making capital investment decisions based on the best rate of return.
- The UK is a small market compared to the EU as a whole so will this colour their decision?
- Establishing new factories to cover modern methods of construction will require capital investment to establish with a long term rate of return. Will the UK be attractive enough for investment rather than the EU?

18. Health and Safety

- The Construction (Design and Management) Regulations 2015 have their origin in EU Construction Site Directive 92/57/EEC – It is highly unlikely that these would be abolished
- Basic Safety Standards Directive 2013 – the UK has until 2018 to transpose this into UK legislation
- Working Time Regulations (origin Working Time Directive) and Agency Worker Regulations (origin Agency Workers Directive) are possible candidates for review by the UK government.
- REACH – we cannot see this being changed

19. Conflict of laws/Jurisdiction

- The EU has in place a comprehensive body of law addressing conflicts of law, jurisdiction and the recognition and enforcement of judgements in civil and commercial matters. The application of this legislation in the UK after Brexit needs to be settled.

20. Sustainability

- Brexit may lead to a divergence in approach between the EU and UK in relation to sustainability goals and related regulatory regimes.
- It is not expected that the majority of these measures will be reversed as they are seen to have wider benefits in terms of environmental improvements.

21. Devolved administrations

- Will the Scottish government be inclined to enact and/or retain EU compliant legislation in the spheres it has jurisdiction over?
- If the UK government takes a different path this could give rise to more internal differences within the UK leading to an additional and unwelcome layer of complexity to the construction industry and its supply chain.

22. Non-tariff barriers

- There are views that the costs of Brexit to the UK would come primarily from increases in non-tariff barriers between the UK and the EU and not from changes in tariffs.

Please note that this article previous appeared in a CPA update to industry

UK GASKET & SEALING ASSOCIATION

Leading Gasket Maker Opens £2.8m Hi-tech Facility to Supply World's Most Regulated Inustries



J A Harrison's new state-of-the-art facility in Manchester



Shepherd Family: Elaine, Alan, Keith and Martin with Oldham Mayor

A leading UK gasket manufacturer has unveiled new hi-tech production facilities designed to earn it accreditation to work with the world's most heavily regulated industries.

J. A. Harrison's £2.8m benchmark installation houses advanced technology, machinery and manufacturing processes needed to assure defence, aerospace, automotive, rail, pharmaceutical and food processing companies that its specialised sealing products and supply chain meet their industries' stringent safety and quality requirements. The new scientific facility in Middleton, Oldham – backed by the Dept. For International Trade through Business Growth Hub was opened on November 10 – It was conceived to create the world's most advanced-design gaskets and seals. The 38,000sqft design incorporates state-of-the-art computerised industrial presses, lathes, ovens and cyber-safe security systems. Enhanced handling, packaging, storage, cleaning, waste control and review processes ensure a supply of uncontaminated products. It also offers efficiencies that will cut lead times and down-time in industry and allow J. A. Harrison to compete on price with gasket manufacturers in China and India and beyond. The company, already a supplier of bespoke and standard-dimension gaskets to prominent energy and petrochemical businesses including Siemens and Total has begun application processes for AS9100D and AS9120B (2016) accreditations to work with international aerospace companies, space agencies and satellite manufacturers, and for IATF 16949 accreditation to supply the automotive sector. Its facility recently obtained ISO 9001-2015, ISO 14001, OHSAS 18001 and Cyber Essentials Plus certifications.

J. A. Harrison's managing director Keith Shepherd said: "Safety of products, security of systems and contamination are big issues for customers in these industries. This facility addresses them all, and many more. We must be compliant with a wide range of industries so we can satisfy the tough auditing required of their suppliers. Our sealing products have always been the highest quality available and we have a track record in creating innovative products, which many companies in these industries seek. But we needed to refine our processes and this facility has more than done that for us. It is a flagship facility for our industry and gives us the scope to produce gasket and seals for some of the most tightly controlled businesses around the world. We're delighted it is now operational."

J. A. Harrison uses a range of materials to produce millions of gaskets and sealing products in sizes from 3mm to 3 metres in diameter each year. They are regarded by users as a benchmark standard in industry, and by competitors that use J. A. Harrison to fulfil their orders and buy 'Harrison' products to brand and sell as their own. They're supplied directly and indirectly to prestige brands including Rolls Royce, Vauxhall, Siemens, British Gas, Sainsbury's and Morrison's among others, to power stations, gas pipelines, oil rigs, manufacturing plants, cargo and cruise ships. J. A. Harrison supplied all gaskets and seals used to construct the City of Manchester stadium, now home to Manchester City FC. J. A. Harrison products are also found on the shelves of hardware chain stores around the world. In particular, the company is a world-leading producer of PTFE (Polytetrafluoroethylene) products.

Leading Gasket Maker Opens £2.8m Hi-tech Facility to Supply World's Most Regulated Inustries cont.



J A Harrison's facility tour



PTFE Gasket

History

- **1900** – Began as mill furnishers serving North West's textile and paper industries with belting, hose, gaskets and power transmission components.
- **1940** – Bought by Shepherd family who had worked within the company for two decades.
- **1940-45** – Manufactured essential machinery components for war effort's munitions factories in North West England, ensuring ongoing manufacture of Lancaster Bombers.
- **1960** – Relocated to central Manchester.
- **1967** – Constructed purpose-built facility in Strangeways area of city, adds automatic press to meet industry demand for moulded rubber and plastic soft gasket products.
- **Late 1970s** – Three generations of Shepherd family work in company.
- **1989** – Acquires Radcliffe, Lancashire hard gasket specialists Corrugated Joint Ring Co. Ltd. to supply combined product range.
- **1999** – Bought Cardiff-based Alliance & Heat Shield Engineering Ltd. to serve Wales and southern England.
- **2002** – Begins manufacture of Polytetrafluoroethylene (PTFE) products.
- **2017** – Opens £2.8m facility in Shepherd family's home town of Middleton, Oldham.



J A Harrison's technology

J.A.Harrison

Complete Sealing Solutions

UKGSA to Enter Macmillan Supported Team in Prudential Ride London-Surrey 100 in 2018



Celebrating the legacy for cycling created by the London 2012 Olympic and Paralympic Games, Prudential Ride London-Surrey 100 starts in Queen Elizabeth Olympic Park, then follows a 100-mile route on closed roads through the capital and into Surrey's stunning countryside. With leg-testing climbs and a route made famous by the world's best cyclists at the London 2012 Olympics, it's a truly spectacular event for all involved. The event finishes on The Mall in central London so it's an ideal opportunity to ride the streets of London, around all the famous landmarks, traffic free.

The Prudential Ride London-Surrey 100 is on 29 July 2018 and the UKGSA intend to enter a team led by Flexitallic's Sam Bradley supported by Sandy and Fiona McEwen of William Johnston & Company. The team which will ride in UKGSA-Macmillan colours.

All UKGSA cyclists and their relatives and friends who can commit to an individual or collective training programme ahead of the event and raise a minimum £600 for Macmillan Cancer Support are invited to join this fund raising effort.

It is not intended that the team will ride the entire event together as each team member will be able to participate at their own pace.

Please contact Sam Bradley at: sbradley@flexitallic.eu for more information.

WE ARE MACMILLAN. CANCER SUPPORT

Flexitallic®

3 Days, 3 Mountains, Lots of Fun – and Funds!



Fiona & Sandy on the summit of Ben Nevis

The William Johnston & Company Limited team of Sandy & Fiona McEwen raised almost £2,000 from 36 donors for the UKGSA's nominated charity, Macmillan Cancer Support over the weekend of 8/9/10 September undertaking the 3 Peaks Challenge. Their Challenge featured on the Macmillan page in the last edition of Cutting Edge.

Sandy said:

"Ben Nevis was wet and misty, the Lake District was glorious and sunny while Snowdonia gave us driving rain, mist and gales gusting up to 80 mph – they closed the mountain after we set off! Overall it was a great experience. Thank you very much to all who generously donated to Macmillan."

WE ARE MACMILLAN. CANCER SUPPORT

WILLIAM JOHNSTON & COMPANY LIMITED

UK Gasket & Sealing Association

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Dates for your Diary

Race Day – 28th June 2018



Please note this popular event is being held at Leicester Racecourse. We will keep you advised on further details including when bookings for the event are open.

Golf Day



In 2018 this event is being held in September as opposed to the usual June date. We are currently selecting the best venue for the day and will keep everyone advised on the final decision.

Look out for news of forthcoming meetings and events on the website at:

www.ukgsassociation.co.uk

And finally

Remember, UKGSA members can advertise off-cuts for free in the Cutting Edge. This is a first come, first served basis, so send details now!

If you would like further information about anything in this 'Cutting Edge' or, you would like to book advertising space in the next issue, please contact us.

If you are interested in joining the UKGSA and would like more information, please contact us or take a look at our website which has full details.

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