

L@b Brief | December 2021



AT THE UK Export Finance (UKEF) forum at the QEII conference centre in London this month, Mike Freer MP, Minister for Exports and ‘Chief salesman for UK PLC’ highlighted ‘green growth’ as an opportunity for UK businesses. Clean growth is worth £170bn to the UK economy, he said, and green exporters get an extra five years to repay loans because: “We are taking climate change seriously”.

Louise Taylor, CEO of UKEF noted that every country which made a pledge at COP26 would be looking to new technologies to reach their targets and so 50% of all the UKEF development pipeline is in ‘green growth’ areas. “We will reassess our risk appetite to support nascent industries like green hydrogen because we want manufacturers to have no reason to be timid about these developments.” One of his colleagues described Taylor as having been: ‘Dipped in sustainability at COP26 and come out born again’.

It’s obvious it would be foolish to ignore the green bandwagon. Which is why GAMBICA’s March conference will feature a range of ideas to help you get on board without reducing your profits. But while the opportunities of green growth got a big tick, last month’s new Export Strategy was described by one speaker as “66 pages thick but very thin.”

If you haven’t engaged with UKEF yet, a GAMBICA member speaking at the forum, Jeremy Simpson of Megger, said he had found working with them “A game changer, [UKEF is] far more flexible and easy to work with than their German counterparts. I can’t recommend them too highly”. So if you are planning to get into clean growth – it might well be more useful to contact UKEF.

So it sounds as if there are lots of opportunities opening up in 2022 – so it will be another exciting year. Before we get to that though, I hope that you and yours all keep well and that you have a relaxing and enjoyable break over the holidays.

**Happy Christmas
*Jacqueline***

INSIDE *this* MONTH

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UK News

GAMBICA steps up lobbying activities

AS THE unintended consequences of Brexit become clearer, members have been increasingly contacting GAMBICA's chief executive, Steve Brambley, to lobby for them with government and other stakeholders in order to try and smooth over some of the worst of the bumps. In the last five months Steve has:

July

- Written to Lord Grimstone on the importance of support for exporters to the EU.
- Participated in an All-party Manufacturing Group roundtable on Path to Net-Zero.

August

- Written to the Chancellor requesting export support in the absence of TAP funding.

September

- Participated in the BEIS Business Reference Panel – representing industry views on product regulation and compliance matters, including UKCA, market surveillance and regulatory changes.
- Met with BEIS officials to input on the proposed guidance for UKCA marking, itself a follow up to several exchanges requesting our assistance with creating guidance material.
- Addressed Cabinet Office officials at a roundtable on a National Resilience Strategy and the importance of technology companies in innovating for disruptive events (Covid, climate etc).

October

- Participated in BEIS / UKRI review of how Trade Associations can play a role in linking members to innovation delivery via Catapults and other government supported schemes.

November

- Input to All-party Manufacturing Group on trade conditions for import and export
- Co-ordinated member input to the BEIS survey of business experience of supply chain issues.
- Given the opening address to Lord Frost at the Brexit Business Taskforce meeting, addressing industry concerns on UKCA marking, regulatory divergence, market surveillance etc.
- Invited to address Minister Lee Rowley (BEIS) on the importance of industry / government partnership to ensure that the post-Brexit regulatory environment does not cause further friction through divergence.
- Invited Terry Boniface, (BEIS) to address the GAMBICA Economic Forecast webinar, giving a government update and member Q&A.
- Participated in the BEIS Business Reference Panel – to represent industry views on product regulation and compliance matters, including UKCA, market surveillance and regulatory changes.
- Participated in an All-party Manufacturing Group roundtable on Future of Manufacturing.

If you have messages you need to get across to decision-makers, do get in touch. Email me in the first instance Jacqueline.balian@gambica.org.uk and I will liaise with the GAMBICA team.

Achema postponed

ACHEMA 2022, due to take place in Frankfurt in April, has been postponed four months to 22-26 August. The organisers recognise that this 'may not be a classic trade show date' and that the chosen time window affects the school holidays of some countries but they have opted for that window as offering 'the best possible guarantee that ACHEMA 2022 can be held reliably, safely and with a good - especially international - response from attendees'.

The organisers believe that a postponement of only a few months will mean that the initial effort exhibitors have invested in the event has every chance of giving the industry a powerful forward impulse and to finally bring together all those who are eager to meet in person again.

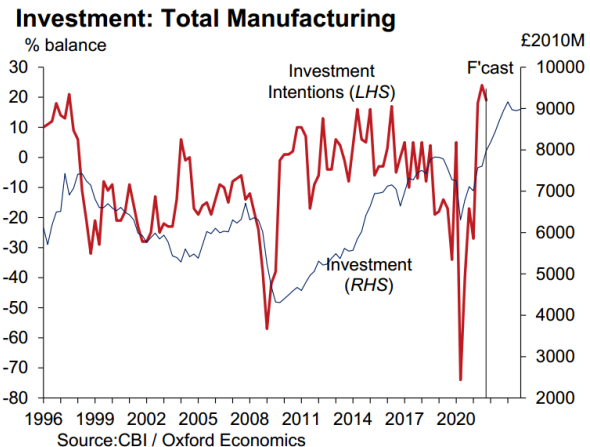
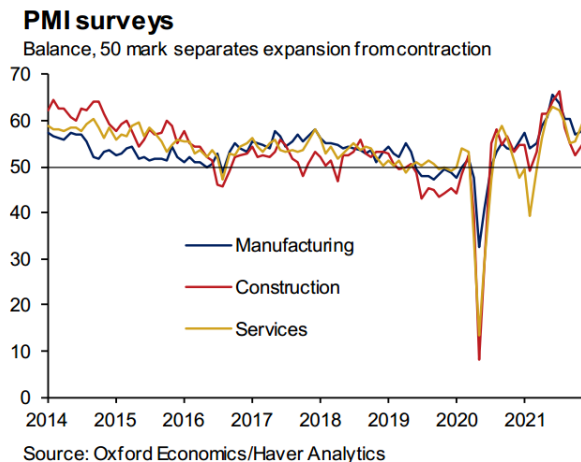
Those exhibitors who do not wish to take part on the new dates are invited to contact the organisers by 14 January 2022 at the latest. In this case, you will receive a refund of the instalment rates paid for your stand rental as well as the visitor flat-rate fee.

If you wish to cancel your space and you are part of the GAMBICA pavilion, please contact Kirsty at Kirsty.roberts@gambica.org.uk or, if you are exhibiting separately, email the organisers on: exhibition@dechema.de

Economic forecast downgraded but business investment still robust

ONE OF GAMBICA's twice yearly Economic Forecasts was held in December, where members gained valuable insight from expert speakers, all packed into a 2.5 hour webinar.

Terry Boniface from the Department for Business, Energy and Industrial Strategy opened the webinar with a candid update on topics from Covid-19 to HGV driver shortages, via import changes, export support, Northern Ireland, UKCA marking, conformity assessment, and climate change. He also expressed thanks to GAMBICA and its members for putting forward positions, views and your input to consultations and surveys.



To accompany the economic forecast detailed report, there were two in-depth presentations giving the narrative around the analysis covering the impact of Brexit and the Omicron variant, inflation, interest rates, debt, cash and more. A detailed look at markets covered manufacturing growth, capacity, supply chain issues, logistics issues, oil production, supply v demand and more detail on R&D / Laboratory investment.

Overall the forecast summary is that the recent recovery will soften, with pressures from inflation and reduction in government support, but business investment is still set to be robust as capacity is stretched and larger companies are sitting on cash.

We also had two interesting guest speakers; the first from Green Angel Syndicate who challenged members to put climate change at the top of their agenda and the second from GAMBICA member Publitek, giving analysis and advice on how digital marketing has evolved post-pandemic and IS aimed at younger generations of buyer.

Our next forecast will take place around April/May 2022. Details in a future newsletter!

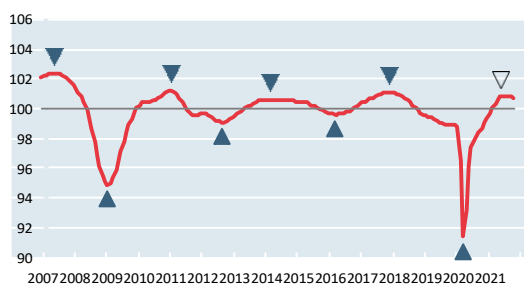
Peak growth may be imminent

THE OECD Composite leading indicators (CLIs), designed to anticipate turning points in economic activity, suggest that economic growth in the OECD area as a whole may reach a peak in the coming months. The latest CLIs reveal signs of a possible upcoming peak in the growth of economic activity in the United States, Japan, Germany and the United Kingdom. Similar signals have now emerged in Canada and the euro area as a whole, including Italy. However, France seems set for a continuation in growth, albeit at a moderating pace.

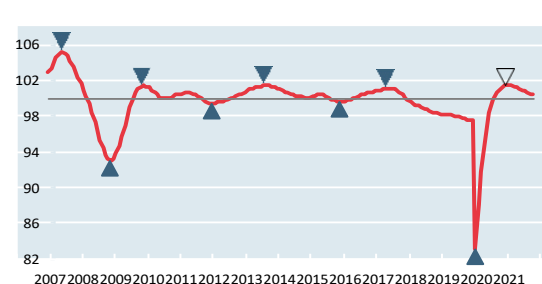
The CLIs continue to anticipate growth losing momentum in China (industrial sector), stable growth in India and in Brazil a deteriorating outlook with the CLIs contracting to below trend levels. By contrast, the CLI for Russia continues to point to a steady increase in growth above long-term trends. The CLIs include order books, building permits, confidence indicators, long-term interest rates, new car registrations etc.

CLI data for 34 OECD member countries and 6 OECD non-member economies are available [here](#).

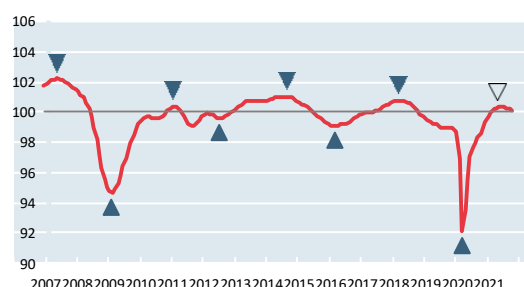
OECD area: Possible peak



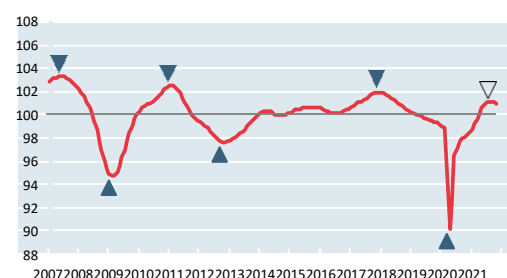
China: Growth losing momentum



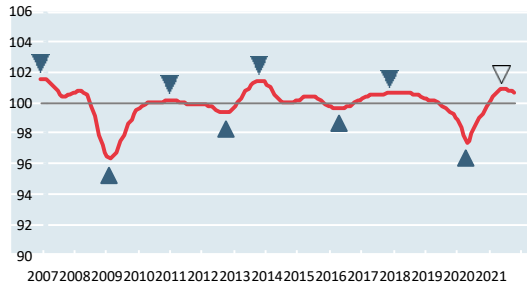
United States: Possible peak



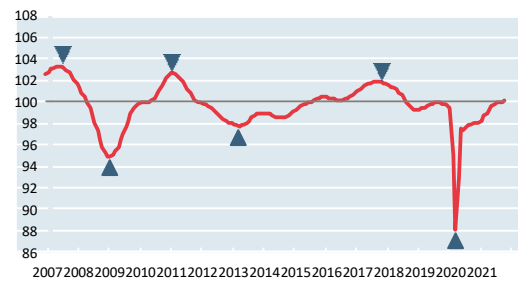
euro area: Possible peak



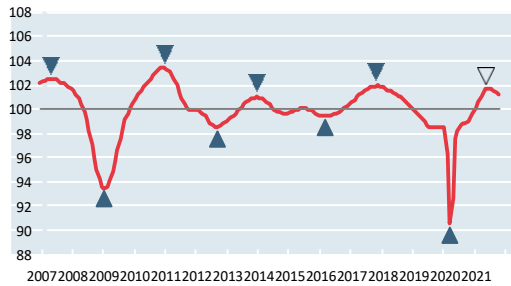
Japan: Possible peak



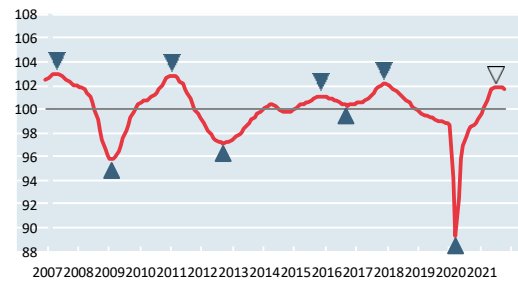
France: Moderating growth



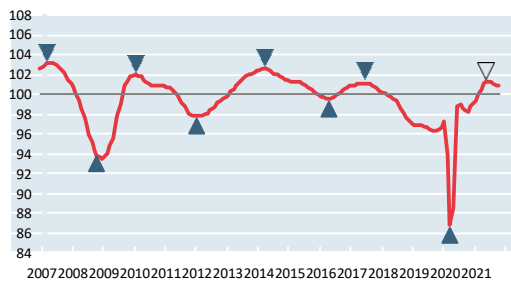
Germany: Possible peak



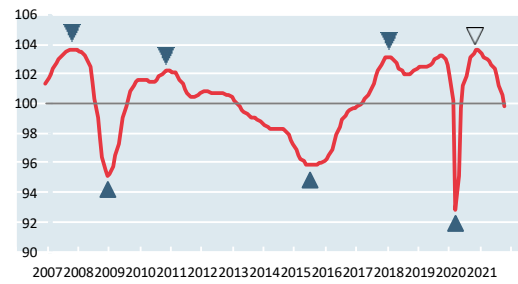
Italy: Possible peak



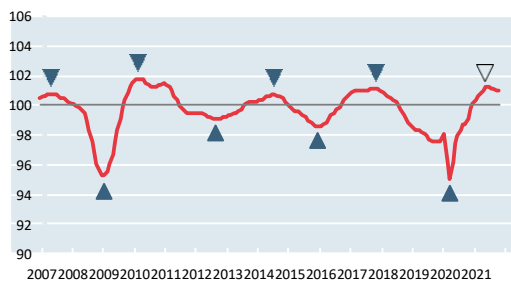
United Kingdom: Possible peak



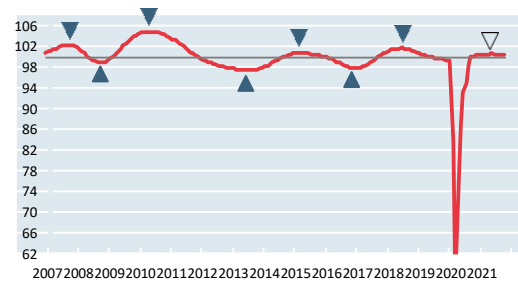
Brazil: Slowing growth



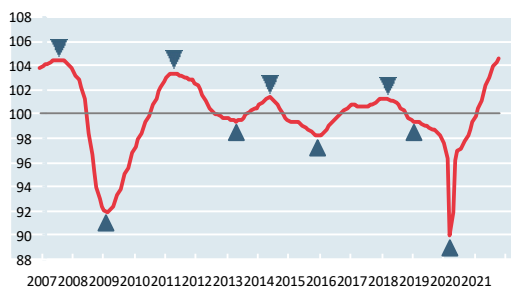
Canada: Possible peak



India: Stable growth



Russia: Steady increase



The graphs show country specific composite leading indicators. Turning points of CLIs (marked by shaded triangles) tend to precede turning points in economic activity relative to trend by six to nine months. The horizontal line at 100 represents the trend of economic activity.

Confidence of the food and drink industry wanes

THE FOOD and Drink Federation's Q3 Business Confidence Report shows that net business confidence fell by 55% in Q3 2021, dropping to -51% as a result of the ongoing labour shortages and associated issues impacting on food and drink supply chains. This is the lowest net confidence rate since the height of the pandemic in Q2 2020 (-65.2%) and the biggest drop in confidence since the FDF first began reporting in 2018.

Key findings from the report include:

- Severe supply chain disruption was the biggest cause for concern, particularly the transportation of goods with 93% experiencing delayed or missed outbound deliveries and 75% reporting delayed or missed inbound deliveries.
- Labour supply issues are not likely to resolve soon, half of respondents are expecting the permanent supply to decrease and 54% expect the temporary supply to decrease in Q4 2021. Labour shortages also continue to remain across a range of roles in the food supply chain. The most common shortages were HGV drivers, temporary agency workers and process, plant and machine operatives.
- Product margins are squeezed, driven by wide-ranging supply chain disruption and rising production costs.
- An overwhelming majority of businesses anticipate continued price rises, with 97% of respondents expecting consumer price inflation to increase in Q4 2021.
- Businesses are full of pessimism and a further decline in business confidence is anticipated. Around half of respondents expect a further decrease in business confidence in the final quarter of 2021.

You can access the full report [here](#).

New regime for imports starts in January

NEW REQUIREMENTS for importing products of animal origin (POAO) and animal by-products (ABP) from the EU will begin from 1 January 2022. Whilst certification, documentary, ID and physical checks, will be introduced in three phases between July and November 2022, the requirement for pre-notifying consignments starts on 1 January 2022.

From 1 January 2022, businesses importing products of animal origin, animal by-products and high-risk foods not of animal origin (HRFNAO) must pre-notify consignments at least four hours in advance of arriving into Great Britain. The pre-notification must be made via the Import of products, animals, food and feed system (IPAFFS).

Before you can complete a pre-notification, you will need an IPAFFS account. To register for an IPAFFS account you will need to set up a Government Gateway account and create a Defra account for the service. An email address is required, if you are a limited company you will also need your company's house number.

From 1 January 2022 all consignments must be accompanied by a full customs declaration and you can find out more on gov.uk. Several frequently asked questions packs have been developed based on enquiries at webinars. A January 2022 new requirements journey map outlines the different steps you need to take to import your goods from the EU to GB. If you have any questions, please email: traders@defra.gov.uk

Ransomware attacks predicted to increase in 2022

You became victim of the PETYA RANSOMWARE!



RANSOMWARE IS an increasingly prevalent form of cyber-attack. It involves hackers installing malicious software on to computer systems to prevent organisations carrying out everyday operations or accessing data or other assets. Organisations are then prompted to make a payment to the hackers to bring about an end to the attack.

The UK's National Cyber Security Centre (NCSC) said there were three times as many ransomware attacks in

the first quarter of 2021 than in the whole of 2019, and the Information Commissioner's Office (ICO) said in May that reports of data breach cases linked to ransomware attacks had jumped from 13 per month to 42 per month over the course of the previous 12 months.

According to legal firm Pinsent Masons' annual cyber report, the amount of ransom demanded by cyber criminals commonly ranged between \$30,000 and \$250,000 but in one case last year attackers had placed a \$9.5 million ransom on unlocking access to systems and data.

The current threat of ransomware attacks will not subside soon, according to Pinsent Mason's Stuart Davey who has warned: "Organisations will find themselves – out of nowhere – thrust into the complex world of managing a business-threatening ransom attack. In all cases serious consideration needs to be given not only to the commercial and criminal risk factors in whether or not to pay a ransom and/or engage with the attacker but also, on whether or not there is a duty to report to organisations such as the ICO, other supervisory and regulatory authorities and/or the police, notify the stock market, as well as the data subjects themselves."

"The uptick in ransomware attacks, and likelihood of their continued prevalence, serve as a stark reminder of the need for organisations to get cyber-ready and have rehearsed response and recovery plans in place for when an attack inevitably happens. Ultimately, it may well be that governments, policy makers or the insurance industry may step in with measures which go some way to breaking the cyber criminals' business model," Davey said.

Recent data from insurance group Marsh suggested the rising number of ransomware attacks is driving an increase in cyber insurance pricing. The overwhelming majority of companies renewing cyber insurance had experienced an increase in premiums in the first half of 2021, and in the first quarter, pricing rose on average by 29%.

In the Netherlands, the Dutch government is reportedly considering banning insurance companies from paying ransom payments to hackers, in a bid to take away the financial incentive for criminals engaged in ransomware and other hacking attacks. AXA announced earlier this year that it would no longer reimburse cyber insurance policyholders in France if they choose to pay ransom demands to cyber criminals.

In a report published earlier this year, the US-based Ransomware Task Force – a body bringing together software companies, government agencies, cybersecurity suppliers, financial services companies, non-profits and academic institutions – characterised ransomware as "a global challenge" that no single entity alone can address. It set out 48 recommendations for government agencies and individual organisations to address the problem of ransomware attacks.

The Task Force recommended, among other things, that a global strategy for combatting ransomware be developed, and that an international framework to help businesses prepare for, and respond to, ransomware attacks also be established. It further backed increased regulation of the use of cryptoassets – which cyber criminals typically favour for payment due to their ability to transact anonymously and dissipate assets quickly on the blockchain.

According to the Task Force, ransomware attacks should become “an investigation and prosecution priority”, and it further identified the need for legal clarification over the security measures businesses can legitimately take to fight off attackers.

An entire chapter of the Task Force’s report was also committed to recommendations aimed at helping individual businesses better prepare for ransomware attacks, with measures endorsed including mapping organisational security processes and controls to existing popular cybersecurity frameworks; undertaking ransomware-specific risk assessments, and; leveraging contractual terms to hold managed service providers and IT suppliers accountable in respect of their cybersecurity measures. The Task Force’s report is available [here](#).

National Cyber Security Centre Alert - Apache Log4j 2

A remote code execution vulnerability (CVE-2021-44228) is affecting multiple versions of the Apache Log4j 2 library. The NCSC is aware that scanning for this vulnerability has been detected in the UK and exploitation detected elsewhere.

Log4j 2 is an open-source Java logging library developed by the Apache Foundation. It is widely used in many applications and is present in many services as a dependency. This includes enterprise applications, including custom applications developed within an organisation, as well as numerous cloud services.

Almost all software will have some form of ability to log (for development, operational and security purposes), and Log4j is a very common component used for this.

For individuals, Log4j is almost certainly part of the devices and services you use online every day. The best thing you can do to protect yourself is make sure your devices and apps are as up to date as possible and continue to update them regularly, particularly over the next few weeks.

For organisations, it may not be immediately clear that your web servers, web applications, network devices and other software and hardware use Log4j. This makes it all the more critical for every organisation to pay attention to our advice, and that of your software vendors, and make necessary mitigations.

The NCSC recommends following vendor best practice advice in the mitigation of vulnerabilities. In the case of this vulnerability CVE-2021-44228, the most important aspect is to install the latest updates as soon as practicable:

If you are using the Log4j 2 library as a dependency within an application you have developed, ensure you update to version 2.16.0 or later

If you are using an affected third-party application, ensure you keep the product updated to the latest version

The flaw can also be mitigated in previous releases (2.10 and later) by setting system property "log4j2.formatMsgNoLookups" to "true" or removing the JndiLookup class from the classpath

For more information, please refer to the NCSC website pages:

Advice and Guidance - this will be updates as more becomes available:

[Alert: Apache Log4j vulnerability \(CVE-2021-44228\) - NCSC.GOV.UK](#)

[Log4j Vulnerability - What Everyone Needs to know:](#)

[What the Log4j vulnerability is, who is affected - NCSC.GOV.UK](#)

To receive the latest Threat Reports and Advisories direct to your inbox sign up via the [NCSC Subscription centre](#).

UK life sciences statistics – list available of biotech and health companies in the UK

THE GOVERNMENT has published a set of UK life sciences industry statistics which show that the sector employed 268,000 people across 6,330 businesses and generated a turnover of £88.9bn in 2020.

The largest segment within the industry is working on small molecules, mainly businesses developing and marketing therapeutics based on this technology.

The top three segments by turnover are small molecules, single use technology, and therapeutic proteins which together account for 44% of industry turnover.

Within the service and supply sectors, the two largest segments are reagent, equipment and consumables suppliers and contract manufacturing and research organisations. In Biopharma, these two segments employ 32,800 with a turnover of £13.1bn; in Med Tech, these segments employ 12,800 with a turnover of £2.5bn. 85% of the businesses in the industry are SMEs which generate 10% of the turnover.

Life science manufacturing activity

Between 2011 and 2020, turnover from UK companies involved in the manufacture of life science products decreased by £7.7bn in real terms. This decrease was driven by a fall in turnover in both the Biopharma and Med Tech sectors (down £9.6bn and £2.3bn respectively), which was partially offset by increases in Biopharma service and supply chain and Med Tech service and supply chain (up £3.9bn and £0.3bn respectively). The largest year-on-year decrease was seen between 2018 and 2019, when turnover from businesses involved in life science manufacturing turnover decreased by £3.7bn. This was followed by modest growth in 2020 (up £5.8m).

PharmExec.com's list of top pharma companies worldwide

Company	HQ Location	Sales	R&D spend
Roche	Basel	\$48.247	\$10.293
Novartis	Basel	\$46.085	\$8.386
Pfizer	New York	\$43.662	\$7.988
Merck and Co	New Jersey	\$40.903	\$8.730
Bristol Myers Squibb	New York	\$40.689	\$9.381
Johnson & Johnson	New Jersey	\$40.083	\$8.834
Sanofi	Paris	\$34.924	\$6.071
AbbVie	Chicago	\$32.351	\$5.541
GlaxoSmithKline	Brentford, UK	\$31.288	\$5.541
Takeda	Osaka	\$29.247	\$4.432
Astra Zeneca	London	\$23.207	\$5.320
Amgen	California	\$22.204	\$4.027
Gilead Sciences	California	\$21.703	\$4.059
Eli Lilly	Indiana	\$20.085	\$5.595
Bayer	Leverkusen, Germany	\$18.610	\$3.081
Novo Nordisk	Denmark	\$18.296	\$3.038
Boehringer Ingelheim	Ingelheim, Germany	\$15.629	\$3.038
Allergan	California	\$15.153	\$1.709
Astellas Pharma	Tokyo	\$11.444	\$1.976
Biogen	Cambridge, Mass.	\$11.380	\$2.281

The government has also published a list of all the biotechnology and health technology companies in the UK including their postcodes. You can download the file [here](#).

Medical and smart grants become available

THE MEDICAL Research Council has announced a further £30 million in grants to develop and test novel therapeutics, medical devices, diagnostics and other interventions. The first application opening date is 7 February 2022. To be eligible you must be a UK based research organisation eligible for UKRI funding which includes:

- higher education institutions
- UKRI-approved independent research organisations or NHS bodies
- government-funded organisations
- MRC institutes
- MRC units and partnership institutes
- institutes and units funded by other research councils
- public sector research establishments (PSREs).

For more details on the MRC grants click [here](#).

Meanwhile, Innovate UK smart grants are still open for application until 12 January 2022.

UK registered organisations can apply for a share of up to £25 million for game-changing and commercially viable R&D innovation that can significantly impact the UK economy.

This competition is open to single applicants and collaborations.

To lead a project your organisation must:

- be a UK registered business
- be a UK registered research and technology organisation (RTO)
- carry out all your research and development (R&D) project activity in the UK
- intend to commercially exploit the project results from the UK
- be or involve at least one micro, small or medium-sized enterprise (SME).

Smart grants is Innovate UK's 'open grant funding' programme.

Applications can come from any area of technology.

Projects of 6 to 18 months must have total eligible project costs between £100,000 and £500,000 and can be single or collaborative. Projects of 19 to 36 months must have total eligible project costs between £100,000 and £2 million and must be collaborative.

For more details on the Innovate UK grants click [here](#).

Biopharma industry announces efforts to tackle climate change

A STATEMENT has been issued on behalf of the biopharma industry, publicising the targets major pharma companies have set to achieve more sustainable production and distribution practices.

According to a story in *Pharmaceutical Manufacturer Magazine*, companies are working on initiatives to reduce carbon emissions across their own operations and value chains, invest in renewable electricity and energy efficiency measures, recycle and cut water use and on bespoke projects which will impact positively on the environment.

Member companies of the Association of the British Pharmaceutical Industry (ABPI) have already started taking action to address climate change. Specifically, 80% of some of the largest biopharma companies have set net-zero or carbon-neutrality targets, and others have committed to short-term greenhouse gas emissions reduction efforts.

Efforts by pharmaceutical companies include:

- Novartis has set a full carbon neutrality target of 2025 in its own operations and net zero across its value chain by 2040. One project sees the company consolidating medication shipments and saved emissions in more than 40 clinical trials. From 2021 Novartis aims to avoid an average of 18,000 shipments per year saving approximately 1,400 tons of CO2 annually.
- Roche is now using 100% renewable electricity in its UK operations and is aiming for all its vehicles in business use to be greenhouse gas free by 2030. The company is also working with E.ON to offer 100% renewable electricity to its UK supply chain partners.
- Chiesi has launched a 12-month pilot scheme designed to test an alternative method for the disposal of inhalers when the inhalers are empty, out-of-date, or no longer being used. Any inhaler brand or type is accepted. The Take AIR Postal Inhaler Recycling Scheme is supported by the University Hospitals of Leicester NHS Trust and Leicestershire and Rutland Local Pharmaceutical Committee (LPC).

The full article is available [here](#).

Sanctions stepped up against individuals and companies suspected of involvement in disappearances

THE GOVERNMENT has ordered the freezing of funds and economic resources of individuals and organisations suspected of involvement in facilitating the disappearances of four people in Belarus.

Those involved are civil servants and journalists:

Grigoriy Yurievich Azarenok	Sergey Alexandrovich Gusachenko	Andrei Nikolaevich Mukovezchyk
Natalia Mikhailovna Buguk	Alina Sergeevna Kasyanchyk	Andrei Parshyn
Lyudmila Gladkaya	Andrey Evgenievich Krivosheyev	open joint stock company, Belaruskali

Azarenok, (right) born 1995 is a journalist with Capital TV (CTV) the state-owned TV channel CTV, and has been included on the list for willingly providing the Belarusian public with false information and vocally supporting and attempting to justify the repression of the democratic opposition and of civil society Azarenok therefore is or has been involved in undermining democracy and the rule of law in Belarus.



Others on the list include Natalia Buguk, a judge who has been responsible for numerous politically motivated rulings against journalists, opposition activists and protesters, Lyudmila Gladkaya, a journalist on the official (state-owned) newspaper of the Presidential Administration and Sergey Gusachenko, Deputy Chairman of the National State TV and Radio Company and host of a weekly propaganda TV-show willingly providing the Belarusian public with false information about the outcome of elections, protests and the repressions perpetrated by the state authorities.

Andrei Parshyn, the Chairman of the Main Directorate for Combatting Organised Crime and Corruption of the Ministry of the Interior (MVD) which plays a leading role in the repression of civil society and democratic opposition in Belarus, including deploying specialised 'Attack' units against peaceful protestors and in raids on the homes and offices of journalists, activists and opposition supporters is also on the list as is the Belaruskali company based in Soligorsk, Minsk. The company is one of the world's largest producers of the key fertilizer ingredient potassium chloride (potash), and is 100% owned by the Belarusian state and is a major source of revenue and foreign currency for the Lukashenko regime. Export duties and taxes generated by OJSC Belaruskali account for 8-10% of the total budget of the Government of Belarus.

You are required by the Office for Financial Security and Investment to check whether you maintain any accounts or hold any funds or economic resources for these persons, freeze such accounts, and other funds or economic resources and any funds which are owned or controlled by them.

Details on the UK Sanctions List can be found [here](#).

High voltage electrical equipment exempted from PSS Regs

HSE HAS granted an exemption from the Pressure Systems Safety Regulations 2000 for any pressure system forming an enclosure for high voltage electrical equipment. HSE has granted the new exemption certificate to help facilitate the introduction of high voltage electrical equipment using alternative gasses and the phasing out of sulphur hexafluoride, a highly potent and strictly controlled greenhouse gas.

Any new high voltage electrical equipment utilising alternative gasses must still be designed, manufactured and tested to appropriate standards before being placed on the market.

Owners and operators will also still need to ensure the integrity and safe operation of high voltage electrical equipment regardless of the gas used. Equipment should be maintained and regularly inspected and tested in accordance with manufacturer's instructions.

- Find out more about [pressure system safety and the law here](#).
 - HSE has published [guidance on using and keeping electrical switchgear safe here](#).
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Upcoming GAMBICA webinars

How to manage UKCA and CE marking | 18 January 2022



THE UK now has its own regulatory framework for goods placed on the domestic market. Manufacturers will need to start using the UK conformity assessment marking (UKCA) to place goods on the market in Great Britain from 2022. The UKCA regime seeks to enforce safety and compliance for goods in a similar format to the EU CE markings. This Webinar will help businesses explore:

- Adapting to new responsibilities as an economic operator
- Understanding the routes available for conformity assessment
- Preparing for UKCA labelling requirements
- Placing goods on the market in Great Britain
- Managing & governing UK & EU Conformity
- Sam Ballard from Chamber International will be presenting this webinar.

To reserve your place, click [here](#).

Prospecting for new business using LinkedIn | 2 February 2022



EXPERIENCED SALES people know how to make appointments, but since COVID, many are working from home, have far fewer opportunities to get out and meet people and are having to identify prospects in new ways.

This webinar, presented by Steve Vaughan, senior trainer and coach at George James Ltd, will help sales people refine their skills in using LinkedIn to identify and make contact with sales prospects.

Topics covered will include:

- The importance of a professional profile to create the right to sell
- Content is King!
- Don't forget the social in social media
- Using groups
- Using Sales Navigator to find new customers

To register for this free webinar, click [here](#).

F-gas the basics and how to calculate your F-gas equivalents | 16 February 2022



DR PADDY Delaney is CEO of both Huber UK and Huber Ireland Ltd, his current role is to supply sales and technical support to their partners and customers. In this session Paddy will provide a personal overview of F-Gas regulations and import processes, and how to calculate your F-gas

equivalents. He will also run through:

- New equipment and exemptions
- Current equipment in the field - maintenance and repair
- Can we simply swap gases to a modern low GWP equivalent?
- Importation and exportation of goods
- Shipping regulations regarding natural refrigerants
- Use of natural refrigerants, and
- Impact of gases on UKCA.

To book your place, click [here](#).

Working effectively with distribution partners | 16 March 2022



MANY SALES leads have responsibility for selling both direct and through distributors. This model does present some challenges and in this webinar, Steve Vaughan, senior trainer and coach for George James Ltd will give tips for those in this position.

The webinar will cover:

Using influencing skills rather than telling

- How to build trust
- Don't be afraid to say no!
- Effective joint visits and
- Managing expectations

To reserve your place click [here](#).

GAMBICA Annual Conference | 21 - 22 March 2022



IF YOU need insights, inspiration and a road map to plan your innovation, net zero and growth strategies, then the 2022 conference has been designed with you in mind. It will bring you experts itching to help you take advantage of the UK's worldwide reputation for high-quality, sustainable products and input from customers which will help you build your plans to command premium prices.

The conference will take place at Stapleford Park in Melton Mowbray. There will be a gala dinner on Monday 21 March. We are offering a special 'second delegate' rate so that you can bring your key staff along to the conference and make sure that ideas can be disseminated and acted on in your company without you having to do all the work yourself. To book your place, please click [here](#).

Events

Customs Commodity Coding and Classification | January 2022

THE SEVENTH edition of the WCO Harmonised System of commodity codes comes into force from 1 January 2022 with 351 sets of amendments.

Commodity or tariff codes are an internationally recognised system of classifying goods, depending on their nature, description, intended use and other characteristics. Developed by the World Customs Organisation (WCO), the first six digits of a commodity code are common to all 200 countries that have adopted the system. Countries can add additional digits to categorise goods at a more detailed level.

The codes provide a starting point when determining the rules of origin applicable to goods, which can be product-specific under the relevant free trade agreement, and the applicable customs controls and procedures that apply.

They are used as a means of identification of the type of goods on all customs documentation and together with origin and customs valuation, they form the four most important elements to determine:

- The import duty and tax rates
- The quotas applicable, if any
- The export and/or import control measures applicable, if any
- The licensing and/or certification requirements

Any other export and/or import restrictions if applicable

It is the legal responsibility of the trader to correctly classify their goods against the national trade tariff. Incorrect use of commodity codes might result in overpayments or underpayments of customs duties and taxes and non-compliance with customs regulations.

Importers and exporters should regularly review the commodity codes they use, as national trade tariffs and the WCO Harmonised System are being regularly updated and commodity codes can also be deleted, changed or new ones added at short notice.

Chamber International's next online workshop that takes a detailed look at commodity coding is being held in January 2022 (date tbc).

GAMBICA members can save £30 on the ticket price for this event which uses unique content developed for classification teams within Customs Administrations.

Click [here](#) to reserve a place quoting 'GAMBICA'

Future Labs Live | Basel, Switzerland | June 2022

Future Labs LIVE is intended to be a stimulating and exciting event for the future of all R&D labs. The event, which is planning to take place in person, will bring together hundreds of expert speakers and attendees from Europe and North America and has issued a call for expressions of interest in presenting at the event.

More than 50 speakers have already been confirmed including:

- **Simon McSharry** | Senior Director, R&D Tech GSK
- **Vladislav Zarayskiy** | Director of Automation and Screening Technologies Monte Rosa TX
- **Nessa Carson** | Principal Automation Scientists Syngenta
- **Saritha Kuriakose** | Director - Data Integration & Ontologies Novo Nordisk
- **Eva Aparicio** | Senior Associate Roche
- **Lesley Shirley** | Senior Staff Scientist Sanger Institute
- **Jeremy Frey** | Head of Computational Systems Chemistry University of Southampton
- **Dana Caulder** | Director of Software Engineering Genentech

If you would like to speak at the event, please register your interest [here](#).

Surfex | Coventry Building Society Arena | 7-8 June 2022

THIS FACE-to-face UK event for the surface and coatings technology industry also offers scientific papers, webinars and a video hub. For more information click [here](#).

Big Science Business Forum | Granada, Spain | 4-7 October 2022

GIVEN THE continued uncertainty due to COVID-19, the BSBF International Organising Committee has postponed the event to October 2022. BSBF2022 will be held at the Granada Congress Centre. All registered attendees, sponsors, exhibitors, and participants of BSBF2021 have been automatically transferred to 2022 and do not need to follow any special procedure regarding registration or participation. If you would like a refund, this can be requested up until 31 December 2021. Further information, the updated programme, and the new calendar is available [here](#).

Export News

Package of measures announced to update export control regime

A REVISED version of the licensing criteria for strategic export controls, to be known as the Strategic Export Licensing Criteria have been laid before Parliament.

These Criteria will be applied with immediate effect to all licence decisions (including decisions on appeals) on goods, software and technology subject to control for strategic reasons. The Criteria

will also be applied to the provision of technical assistance or other services related to those items, to the extent that these activities are subject to control.

The definition of military end-use will be enhanced to improve its effectiveness. The change will permit the control, on a case-by-case basis, of non-listed items intended for use by the military, paramilitary, security forces or police forces of a destination subject to an arms embargo.

The control will only be imposed when government informs the exporter that a proposed export is intended for a military end use.

There will be exceptions for:

- medical supplies and equipment intended for hospitals, or other public health institutions providing medical services
- food, clothing and or other consumer goods generally available to the public and sold from stock at retail selling points, without restriction

This change will be delivered through a legislative amendment to the Export Control Order 2008, which it is intended to lay in Spring 2022.

China will be added to the list of destinations subject to military end-use controls. This will rectify an anomaly that derives from the way the EU arms embargo was imposed in 1989 and the drafting of the current legal text.

As with the revised military end-use control, this requires a change to the 2008 Order and will be implemented at the same time. This is planned to come into force in Spring 2022.

This will not change the extent of the partial arms embargo on China.

You can view the criteria [here](#).

Latin America and the Caribbean market report

LATIN AMERICA and the Caribbean (LAC) is the region most affected by the COVID-19 pandemic, according to the 14th edition of the Latin American Economic Outlook (LEO) 2021.

In 2020, the region's gross domestic product (GDP) contracted by around 7.0%. Despite a rebound of around 6.0% in 2021, its GDP per capita is not expected to return to pre-crisis levels before 2023-24. The impact of the crisis has been asymmetric, particularly affecting the most vulnerable groups. As a result, poverty and extreme poverty levels are at their highest in 20 and 12 years, respectively.

According to the LEO, a robust and inclusive recovery requires more productive integration in strategic sectors including the automotive, pharmaceutical and renewable energy sectors, the circular economy and sustainable agriculture. It also demands an urgent holistic fiscal response: greater progressivity of the taxation system, higher tax compliance, stronger tax administration, and eliminating inefficient tax expenditures. Reducing tax evasion and avoidance or eliminating some tax expenditures that represent close to 4% of GDP could increase revenues and equity without compromising the economic recovery.

LEO 2021 highlights that only 38% of citizens trusted their governments in 2020, down from 45% in 2010. Social discontent remains a key concern, as seen in the protests in some countries of the region. Moreover, satisfaction with public services, including education and health, markedly decreased during the pandemic. For education, it decreased from 66% in 2019 to 53% in 2020.

The publication also stresses the role of international cooperation in facilitating the emergence of such new development models and a new social contract in the region. National responses to both the sanitary and socio economic consequences of the crisis need to be accompanied by renewed partnerships for the recovery that place sustainability, resilience and well-being at their core. The

design of debt treatment paying attention to each country's characteristics, in particular the challenges faced by Small Island Developing States of the Caribbean countries, is essential for a successful recovery.

The LEO is jointly produced by the Development Centre of the Organisation for Economic Co-operation and Development (OECD), the United Nations Economic Commission for Latin America and the Caribbean (UN-ECLAC), CAF's Development Bank of Latin America and the European Commission.

More information about the report is available [here](#).

Company News

Crawford Scientific, renowned for its chromatography training, joins GAMBICA

GAMBICA MEMBERS will be interested to hear that Crawford Scientific, which works with so many of you, has joined our ranks.



Crawford Scientific was set up in 1984 by Sam Crawford, who started in the lab industry selling consumables for Waters. The firm has grown significantly over the years and with the help of venture capital has acquired a number of other companies including:

- **Hall Analytical**, (known for its extractables and leachables testing)
- **Anatune**, (which specializes in automated analytical instruments)
- **Apex Scientific** (laboratory distribution business covering Southern Ireland) and
- **VR Analytical** (which carries out testing for extractables and leachables particularly in the US).

This caused a need to re-brand and five years ago the group rebranded as Arch Sciences Group with the Crawford brand remaining as the part of the group specialising in chromatography products, training and consultancy.

Based in Strathaven, Scotland, Crawford Scientific are authorised distributors for Agilent, YMC, Thermo Fisher, Scat, Advanced Materials Tech, Porvair, Gerstel and many more.



The company is now run by MD, Rachel Milne (left), who started in a regional sales role after studying microbiology and immunology. Rachel was part of the internal sales team for 7 years prior to taking on the Sales Manager role within sibling organisation Hall Analytical for the last 6 years and came "home" to Crawford in January 21 as Managing Director.

When asked how Crawford Scientific continued to grow throughout the recent pandemic Rachel informed us of the unique Crawford Scientific Sales Structure; "At Crawford Scientific we have had a strong internal sales team for years, while internal sales people drive computers, rather than cars, it is clear that they contribute just as much as the field sales teams. Over the last decade we have invested time and money in nurturing a team ethos fitting the people to the roles they most enjoy and do best. This team of field and internal sales people per territory meant that

our infrastructure was well suited to “lockdown” and our field staff adapted well to meetings via Teams. We do think they will be returning to a hybrid role, some in-person meetings, when the customers are ready, but don’t currently anticipate five days a week on the road. Our sales team are supported by a strong operational team who were able to continue being in the office throughout the pandemic with new safety measures in place.”

“We have a team ethos and have team targets rather than individual ones. When targets are met, everyone in the firm gets a bonus. At the start of the pandemic we instigated daily internal teams meetings and everyone was expected to have their cameras on. We also had 15-minute coffee breaks daily when people could just drop in via Teams and we have two fully trained mental health first aiders to help staff through this challenging period.”

The team ethos has been key to their success which saw the company turnover grow from £6m to £20m in the last 10 years.

Rachel moved back to Crawford to take on the MD role this year, looking to build on Sam Crawford’s legacy of rewarding passion and nurturing the family like culture.

“The average length of service at Crawford is eight years and our longest serving member of staff has been with us for 26. They stay because of the culture, and people buy from us because of the employees. We are a distributor not a manufacturer and we are aware that our customers could buy from anywhere, but they choose to buy from us because customer service is at the heart of everything we do which is down to our passionate employees.”

As well as having a driven and passionate MD, Crawford has also spotted a gap in the market which has allowed it to develop a truly enviable client list.

Crawford differentiate themselves through their technical expertise “Training is hugely important, training existing staff keeps them engaged and improves productivity and unfortunately many graduates don’t have the detailed knowledge of how to operate and get the best of highly technical equipment, and by getting them trained, laboratories can massively improve their efficiency” Rachel observes.

This insight led Tony Taylor, Chief Scientific Officer at Crawford to develop a technical training business which helps to underpin sales and has proved so popular that major chromatography equipment manufacturers now sponsor their e-learning platform CHROMacademy (www.chromacademy.com) which is a joint venture with LCGC Magazine.

“Sixty per cent of our customers have some kind of technical involvement with Crawford, whether it be taking e-learning modules, attending our training or getting technical support. In addition to supporting inbound enquiries, we have a technical business development team who proactively reach out to our customers keeping them updated on the latest technologies or new application notes.”

Training directly contributes a relatively modest £1m to the company’s turnover, but its impact on influencing sales is much, much greater. The face-to-face and online courses, cover subjects such as; the fundamentals of HPLC, GC troubleshooting and maintenance, the interpretation of LC-MS data and statistics for scientists and many more. There are also a wide range of courses available through CHROMacademy which cover all domains of chromatography: HPLC, GC, mass spec, sample preparation, infrared, basic lab skills, and biochromatography. The CHROMacademy offers thousands of hours of learning content in various formats, for beginners learning the ropes to experienced practitioners brushing up their skills. These have proved so popular that there are now over 80,000 academy members and another GAMBICA member, Agilent, sponsors the academy so that all students can get free licenses to access the modules.

Crawford also offers a stock management system, Stock Boss, so that customers can be sure that their throughput will never be limited by lack of consumables. This is in use by major companies including Sodexo and CBRE.

Rachel thinks that personalised medicine will see a significant growth in bio chromatography in the future and that the group's recent acquisition by US company, Element, will help them grow to meet that demand. Element is a large US life sciences business, which has acquired Arch Sciences Group to help them expand into EMEAA but there are no plans to change the operation of the UK businesses.

"We are aware that some of our customers compete with Element's laboratory business and that some of our suppliers may be concerned about whether this acquisition will change what we are doing. I can assure them that we won't be changing what we do, except by continuing to grow the business and using the Element brand to support continued growth

If you would like to know more about Crawford Scientific, please see their website [here](#).

HR News

Dismissal for mistakenly breaking Covid self-isolation guidelines 'unfair'

A FORKLIFT driver who was dismissed after he attended work under the assumption that his son was faking Covid symptoms was unfairly dismissed, a tribunal has found.

The man who had been employed for 23 years before his dismissal, was accused of being 'highly irresponsible' and 'reckless' by the company's HR team when he attended work while his son awaited the results of a Covid test.

However, a tribunal ruled that the man had nothing to gain by pretending his son didn't have Covid because he would have been paid while he was self-isolating, and that he did not knowingly breach Scottish government guidance. He explained that he didn't think his son had Covid, but took him for a test after some of his friends tested positive and he was complaining of a headache. The man chased the test results the following Monday because his son had lost his sense of smell, and the NHS told him that results can take six days, but that he must self-isolate in the meantime.

He also said he did not self-isolate before this because his son was not showing symptoms – as per Scottish Government guidance – and just had a 'sore head'.

Legal and Regulatory News

HSE calls for evidence on PFAS

FURTHER TO our recent item on the German lab industry's concerns about possible EU legislation on per- and polyfluoroalkyl substances (PFAS), the HSE has opened its own call for evidence. HSE is working with the Environment Agency on a Regulatory Management Options Analysis (RMOA) that aims to identify the most appropriate regulatory options for managing any risks to human health and the environment from PFAS.

HSE's call for evidence invites interested parties to respond with information relevant to the manufacture, import, marketing and use of PFAS in GB. They would also like to know if you are willing to be contacted by HSE and the Environment Agency to discuss information that you submit. The call for evidence can be found on HSE's website [here](#).