



Astley's custom-built Gateshead head office, one of 4 locations in the UK.

What we did to prepare for Brexit...

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...a commercial perspective

Recent years have certainly been overshadowed by the looming prospect of Brexit. The same questions we have been asking at **Astley** have no doubt been asked by most other companies in the UK...

Will we get a deal? Will we leave on WTO terms? If we do get a deal, what would this look like? How will this affect our own activities as a business and what will the financial implications be? What will the logistical implications be and how will these affect the turn-around times of our projects? What will the legal implications be?

Every possible answer to these concerns naturally created more questions, but finally, Brexit is done, and with the signing of the new treaty comes more clarity...however slowly. We now know what the principles of the trade arrangement are, even if the practical application of these remains somewhat still unknown.

As a **UK design and manufacturing company**, we have worked hard to position ourselves at the forefront of the situation, preparing ourselves as much as possible.

In 2019, our Commercial Manager **Aaron McCarthy**, conducted the first of our Brexit research exercises, to analyse the strategies of our key suppliers and their supply chains.

From the information we gathered, it was my responsibility to implement back-up strategies to mitigate any potential risks identified. These included steps such as the approving of secondary suppliers of key materials in the UK, negotiating stockpiling at UK distributors, negotiating how tariffs would be applied to goods entering the UK from the EU and looking at alternative logistical methods.

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Since the end of the UK-EU transition period in December, we're pleased to say Astley has not experienced any delays in the supply of raw materials although there have been instances where the alternative supply strategies have had to be implemented to ensure this. This not only gives credit to the robustness of our Brexit strategy but more importantly, it pays tribute to the strong relationships Astley has with its many suppliers.

Aaron and the rest of the team continue to monitor the situation post Brexit to ensure the continued and uninterrupted supply of materials, to maintain our seamless manufacturing and installation of quality signage for our valued customers.

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We have worked incredibly hard to prepare for Brexit to ensure that what we produce, and how we produce it, continues to be a seamless process for our clients. It's a credit to our procurement team in particular that we feel confident these preparations are working to support us now we have left the EU.

Well done to all involved at [#teamastley](#) in getting us Brexit ready!

#brexit #uk #manufacturing #preparations #procurement #supply #chain #signage #design

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