

Remember remember bonfire night but make it legal and safe

If you're planning a bonfire for the forthcoming Guy Fawkes celebrations, either at home or a larger public event, make sure what you burn is both legal and safe, says the Environment Agency.

Spare a thought too for the wildlife as hedgehogs, toads, frogs, lizards and snakes may have nestled under the bonfire. Build the bonfire as close to the day as possible; as far away as possible from trees, bird boxes and bat boxes; and check for wildlife before lighting the fire.

It is illegal to burn most types of waste and setting fire to treated wood, tyres, plastics, rubber and oil can seriously harm health and pollute the environment. Any material for the bonfire should be clean, non-commercial waste and only small amounts of untreated wood, paper, leaves, and cardboard should be used.

A spokesperson at the Environment Agency, said:

Whilst we want people to enjoy the occasion it is illegal to burn most types of waste and setting fire to treated wood, tyres, plastics, rubber and oil can seriously harm health and pollute the environment.

It may be tempting to burn old bits of furniture, mattresses and household rubbish, but the toxic fumes given off from burning certain types of material can cause pollution and damage people's health. Even stuffing the Guy with scraps of used foam or old clothing should be avoided.

As well as constructing the bonfire away from trees and bird and bat boxes, we are urging organisers to build them as close to the day as possible, to avoid wildlife moving in. Make sure to check for wildlife before lighting your bonfire or, if possible, see if you can rebuild it in a different area on the day of the bonfire.

If not, light the bonfire from one side only so any wildlife that may be hiding can have a better chance of escaping.

Organisers should know where the bonfire material has come from and that it is suitable to be burned. They should also obtain the landowner's permission beforehand and not build the bonfire close to buildings, trees, bushes or grass, where the fire may spread.

Also, when choosing the site of the bonfire, make sure the fire or smoke from the fire will not affect any houses, buildings or roads, which could become a danger to public safety.

Any waste collected for the bonfire should be stored securely beforehand to prevent any unsuitable waste being illegally dumped on the fire. It is the responsibility of the organiser to know where the bonfire material has come from and that it is suitable to be burned. It is also their responsibility to never leave the fire unattended, and to make sure it is out before leaving the site.

For further information, see the [Environment Agency advice on GOV.UK](#) to check the disposal of waste on bonfires is both safe and legal.

If anyone sees any suspicious activities they should contact the Environment Agency incident line on 0800 807060 or report it anonymously to Crimestoppers on 0800 555 111.

[Kent biotech business set to make £1m thanks to Japan exports](#)

This news comes as the International Trade Secretary Liz Truss returned from a visit to Tokyo last month where she launched her 'call for input' to underline the government's commitment to reaching a free trade agreement with Japan as soon as possible.

AbBaltis is based in Sittingbourne and specialises in creating diagnostic samples specific to market regulations, something that is in demand in Japan where a lot of biotechnology companies work internationally.

The company already supplies blood plasma to disease-testing businesses across Europe, North America and Asia.

Giedre Brandao, Managing Director at AbBaltis said:

One of the biggest challenges for a business that's new to exporting or to a market is getting a foot in the door and making that first point of contact.

Now that we're establishing our presence in Japan, customers are reaching out to us organically. If we can do it, other businesses can too.

The company was introduced to its new Japanese customers at MEDICA 2017 in Dusseldorf – the largest trade show in the world for the medical sector, attracting more than 5,000 exhibitors from 70 countries.

The Department for International Trade (DIT) helped the business to exhibit at MEDICA 2017 through its Tradeshow Access Programme (TAP) – which provides

grant funding for businesses to gain market knowledge and make new contacts through exhibiting at trade shows overseas.

With assistance and specialist advice from its DIT International Trade Adviser (ITA), the business forged valuable connections with medical businesses in Asia which led to the company securing new customers in Japan.

Ben Raby, Head of the South East at DIT, said:

AbBaltis wanted to increase its international sales to new regions like East Asia and exhibiting at tradeshow is a great way to get your business and its products in front of potential customers.

Being face-to-face with these customers can lead to future sales, and ongoing business relationships. As demonstrated by AbBaltis, this can have a positive impact on turnover.

We'd encourage any business considering exporting to get in touch. We have International Trade Advisers on hand throughout the region to guide producers at every stage of their export journey, and staff on the ground in over 100 countries to eliminate trade hurdles linked to legislation, tax, labelling requirements, and other factors.

In recognition of its export achievements, AbBaltis was selected to be an Export Champion by DIT, joining the nationwide Export Champion Community of companies acting as ambassadors for overseas trade, offering practical advice and tips to other businesses.

The business has increased its annual turnover from £460,000 to £802,000 in the financial year 2017/18 and forecasts its turnover will reach £1million next year. This increase is largely thanks to international sales, with exports to Asia increasing from 3.5% of annual turnover in 2017, to 16% in 2018.

Businesses looking for support should call 0330 300 0012 or email info@tradesoutheast.com. They can also visit great.gov.uk which has information on live export opportunities and includes general information on exporting and events.

Cornish tea producer proves strength of British brew overseas

As the first-ever English tea company to have created a range of black, green and herbal tea homegrown on British soil, it has secured new orders in the US

and in Kazakhstan worth £95,000 and £50,000 respectively. Truro-based Tregothnan's US order has come from a leading hospitality business, increasing its sales to the country by 32% since it started exporting there in 2010.

As part of the Kazakhstan deal, which the business secured with a leading distributor, the company was tasked with creating a bespoke English tea.

Tregothnan pioneered a botanical first by nurturing rare plants, shrubs and Camellia Sinensis (tea plants) within its UK grounds' unique warm and wet micro-climate. The conditions have enabled the tea plants to thrive, enabling the business to grow and produce the most 'British' tea in history.

The business secured the orders after attending an event at Number 10 in May, hosted by the Department for International Trade (DIT) and the Food is GREAT campaign. At the event, Tregothnan had the opportunity to meet representatives from the US Embassy and the former Ambassador for Kazakhstan.

Jonathon Jones, Managing Director of Trading at Tregothnan, said:

Kazakhstan is the largest consumer of tea with milk after the UK. The opportunities for English tea abroad are vast and our new orders in the US and Kazakhstan are testament to this.

The various relationships we've fostered with contacts abroad, thanks to introductions made by DIT and the Food is GREAT campaign, have enabled us to leverage opportunities in markets with a tea-drinking culture, but also untapped markets where British tea is still making headway. Since our first overseas sale in 2006, we've evolved to become an export-led business. If we can export, you can too.

Paul Shand, DIT's Head of Trade in the South West, said:

Tregothnan is quickly extending its reach abroad and has worked hard to showcase its brand overseas.

We know that South West-made products resonate far and wide, with exports of food and drink from the South West totalling £228.5 million in the first quarter of 2019.

Along with a team of sector specialists and a network of colleagues in more than 100 countries around the world, we have International Trade Advisers based across the South West who can offer businesses one-to-one support to help them start or grow their exports. This includes networking events like the one attended by Tregothnan, as well as access to trade missions and advice on factors ranging from language to logistics.

Exporting undoubtedly makes businesses more profitable and

resilient, and in Tregothnan's case, it is a huge part of the business' overall growth strategy. Any business interested in seeing how DIT can help make the most of selling abroad should get in touch with our team today.

In recognition of its export success, Tregothnan was selected to be an Export Champion in March by DIT, joining the nationwide Export Champion Community which comprises businesses acting as ambassadors for overseas trade and offering practical advice and tips to other companies. Since becoming an Export Champion, Tregothnan has been involved in a variety of trade profiling activities, most recently supplying tea samples during a trade mission to the US and attending the International Trade Summer School where the company shared its exporting experiences with students.

Food and drink producers like Tregothnan are being supported on their export journey as part of the Food is GREAT campaign, a cross-departmental initiative between the Department for Environment, Food and Rural Affairs (DEFRA) and DIT to help more food and drink businesses export.

Businesses looking for support should contact 01275 370 944 or email DITsw@mobile.trade.gov.uk. They can also visit great.gov.uk which has a wide range of live export opportunities currently listed and includes general information on exporting and events.

[Self-warming UK bottle feeds babies across globe](#)

Feed Me Bottles based in Dartford, Kent, manufactures the Yoomi range which includes a deep clean electric steriliser, a 3-in-1 electric breast pump and a pioneering self-warming baby bottle, which heats milk to the perfect temperature in sixty seconds with the push of a button.

The new deal in the United States will see Yoomi sold in Buy Buy Baby stores across the country as well as online via Macy's department store and major US retailer Walmart. Similarly, in China, the company's baby products are expected to be sold in 200 Sa Sa chain stores across Hong Kong, Macau and Mainland China. The company is set to make £750,000 from these deals in the first year alone.

Secretary of State for International Trade Liz Truss MP said:

"The global demand for British-made products is booming, creating international opportunities for UK companies to capitalise on."

Feed Me Bottles is a great example of an innovative British business that is tapping into this demand and waving the flag for UK innovation overseas.

Feed Me Bottles was founded by a mum and dad in 2009, after former lawyer Farah, urged former BMW design engineer Jim, to create a more efficient bottle feeding and warming solution for their baby son. The Yoomi bottle protects the essential nutrients in the milk by maintaining the perfect milk temperature for the entire length of the feed and does not require batteries or electricity making it fully portable.

The company started to explore exporting six years ago when its route to market was blocked by large international competitors in the UK. As a result, the company developed an international B2B distribution model, and now the Yoomi range is being used in 20 countries around the world including the United Arab Emirates, South Africa, Chile and Vietnam.

The Department for International Trade (DIT) has been supporting the company since 2012 and has played a significant role in its export success. DIT provided the company with Tradeshow Access Programme (TAP) funding to attend trade shows in China, increasing its brand awareness in the region, and it also provided the business with advice and support on entering the United States export market.

Feed Me Bottles CEO Dr Jim Shaikh said:

The prospect of Yoomi making life easier for parents and carers across China and the United States is really exciting, and a big step for us in expanding our growth overseas.

Exporting has been a steep learning curve which can only be traversed by actually doing it. Internal business processes need to be developed and implemented, legal requirements need to be investigated and documentation needs to be correct.

But we have developed a good relationship with our International Trade Advisor at DIT who signposts us to what support is available. As well as TAP funding, we have received market information and advice, attended seminars on specific markets, and one-to-one support on export strategy.

Feed Me Bottles employs six people at its HQ in Kent and has a current annual turnover of £550,000. Exporting accounts for 90% of this total, and the company's turnover is expected to double over the next two years due to the two new deals.

In early 2020, the business will be launching an exciting new range of products. The new products have been designed using cutting-edge technology and will help to support and improve maternal health during pregnancy.

[UK geospatial intelligence sweeps US cruise lines](#)

The new contract will see the start-up's bespoke global maritime operations portal used by cruise operator Carnival Corporation & plc as part of an initial six-month service trial.

The company's geospatial intelligence service, which provides an overview of the security threats to vessels and passengers both at sea and alongside, will then be rolled out across all nine of the corporation's cruise lines in 2020, bringing the projected value of the deal to £1.4 million by the end of 2021.

Last month, the company also secured four new deals in Zambia, Finland, Indonesia and Greece, the total value of which is projected to reach £6.7 million in the next five years.

Secretary of State for International Trade Liz Truss MP said:

It is forward-thinking British companies like Geollect that are driving the rapid growth of the UK tech industry and giving the UK economy a well-deserved boost.

Now is the time for other UK businesses to tap into the international opportunities and showcase British tech and expertise on the global stage.

The Department for International Trade (DIT) has been supporting Geollect on its export journey and prior to the new deal provided the company with a Tradeshow Access Programme grant which enabled the business to attend the Esri GIS Conference in Washington and get in front of potential US customers.

Geollect specialises in automated location intelligence by providing a blend of cutting-edge data feeds and proven advanced geospatial analysis. Using the latest satellite and New Space technology, the business creates dynamic algorithms within user-friendly software to deliver a new form of timely and actionable intelligence.

Richard Gwilliam, Co-founder at Geollect said:

Breaking into the United States market with this new deal is a really exciting step for a young company like Geollect.

This is our first big step in exporting, it's a new experience for the team and I genuinely believe the potential for growth in our global exports is huge.

I would very much encourage other SMEs to consider exploring international markets. In our experience there is a real appetite for UK PLC products.

The company was founded in 2017 by Cate Gwilliam, a former Geospatial Intelligence Officer with National Geospatial Agency in the US and Richard Gwilliam, a former Royal Navy Intelligence Officer.

Geollect's current turnover is £500,000 and the company employs eight full-time staff at its HQ in Bristol. Given the international significance of its services, the business is looking to expand into new markets with strong maritime industries and military requirements including Asia, the Middle East, Australia, Canada and New Zealand.