



## A GUIDE TO BUYING SNORKEL MACHINES FROM POST-BREXIT UK

On 31 December 2020, the UK left the EU and is no longer in the European Single Market.

The UK now has the same status as every other country around the world that trades with the EU.

This means that Snorkel now has to perform export and import customs declarations and clear goods to allow them to enter into the EU. Snorkel will complete the export formalities but it will become your responsibility to clear the import formalities. These are usually performed on your behalf by a broker, often your freight forwarder. You may already be familiar with this process from other non-EU purchases that you make.

### FREQUENTLY ASKED QUESTIONS

These frequently asked questions are designed to address what this will mean for you in practise when buying from Snorkel going forward.

#### Do I need to do anything new?

Yes, if you have not previously purchased from a non-EU supplier. You will need:



- **EORI Number**

To buy from a non-EU business you need an EU Economic Operators Registration and Identification (EORI) number. If you have not purchased from non-EU suppliers previously, you will need to apply for an EORI number from your local authorities through a very simple application.



- **Broker**

To simplify the import process, it would be beneficial for you to appoint your own broker who will handle the import process on your behalf. Many people use their freight forwarder to act as their broker on import/export procedures.

Once you have your EORI number and nominated a broker, please let us know the details. Snorkel will store these details on file so we can use them when planning future shipments.

#### What changes have been made to our commercial terms?

All existing terms remain the same with the exception of a technical change at the point at which you receive the goods.

If you use your own carrier and Snorkel provided goods to you “ex-works” at our factory (which has the incoterm “EXW”), we will continue to provide the goods at our factory, but technically these will now be provided “Free Carrier” or incoterm “FCA”. The difference being that “FCA” designates that the goods are cleared for export at the time your freight carrier collects them at our factory.

If you use Snorkel’s freight service, we can still deliver to your premises, but once again there is a technical change. Previously, Snorkel “delivered duty paid” (or incoterms “DDP”), Snorkel will now “deliver at place (incoterm DAP). This means that Snorkel will organise the shipment of the goods and clear the goods for export and arrange for delivery to your premises.

Both of those technical changes mean that you become responsible for the importing formalities that now exist between the EU and the UK. As noted above these are almost always completed on your behalf by the freight forwarder.

If you are unsure of any of the terms above, please do not hesitate to contact your Customer Service Representative and we can discuss all options with you.



### **Will my company have to pay import duties on machines purchased from Snorkel?**

No. The trade deal between the UK and EU means that no duty or tax is applicable to our Snorkel machines. However, you will now have to comply with any import requirements or documentation of your country's customs. Your freight forwarder will probably do this for you.

### **Will my company have to pay VAT on machines purchased from Snorkel?**

Yes. Like any item purchased from a supplier within your country, VAT will now apply and you can claim it back through your usual VAT return process. The difference between a local supplier and a UK supplier is that your freight carrier will provide you with details of the VAT that you are required to pay over to your national VAT collection department at the time of the import of the goods, rather than as part of your invoice from Snorkel.

As this will be payable upon the arrival of the goods in the EU, earlier than you would pay an invoice, there may be a cash flow impact. However, most countries operate a VAT deferral scheme to avoid the need to pay over this VAT. You may already be registered for this scheme for your purchases from other non-EU suppliers. The freight forwarder would be able to advise you on this.

### **What customs procedures will I need to carry out?**

The import formalities including import clearance, duties and taxes are now the responsibility of the buyer. As noted above, these will likely be carried out by your broker or freight forwarder.

Snorkel will provide you with the necessary details and documentation you require to complete those formalities, allowing your freight forwarder to organise the shipment. These documents may include a commercial invoice, packing list, etc.

### **How does this impact Snorkel and the service I will receive?**

From Snorkel's perspective, the export and import process is the same as we do for all non-EU customers already. The Snorkel customer service team is very familiar with this process, and remain available to help you as you gain familiarity with the changes, and answer any questions that you may have. You can contact Snorkel customer services on **+44 (0)845 1550 057** or e-mail **[sales.emea@snorkellifts.com](mailto:sales.emea@snorkellifts.com)**.