

ukft

What we've been doing on behalf of our members:

Q1: 2021



















The last year has hit the UK fashion and textile industry hard but we are determined to help members navigate this uncertain environment and exploit every opportunity that exists. We're continuing to push for further support from government and we're committed to shouting about all the good things our industry does on a day-to-day basis.

While international trade remains undeniably challenging, we're working to find a variety of solutions that may help and we are heartened to see renewed interest in UK manufacturing. With the right support, we could have a unique opportunity to rebalance our industry and actually build back better but it won't be easy and it certainly won't happen overnight.

It is certainly not business as usual but like many of you, we have been finding new ways to do things. It has been great to see our Scottish brands were very well received at Project Tokyo in Japan and our textile companies out on show at Intertextile Shanghai. We've developed a UKFT Guide to Virtual Tradeshows and a UKFT Guide to International Tradeshows so we're prepared for any occasion. We're also discussing various ecommerce strategies post-Brexit so we can share best practice and experiences for however you need to reach your customers.

We're also working to make sure our industry has the skills and training provision we require for the future and inspire a new generation of people to join our exciting sector through a new series of virtual careers events, training and jobs platform.

While I hope we can catch up in person soon, please rest assured we're here for whenever and however you need us. Just drop us a line at info@ukft.org – we'd always love to hear from you.

In the meantime, read on for an update what we've been doing on your behalf during the first quarter of 2021.

Stay safe,

Adam Mangell

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Voice of the industry

As the collective voice of UK fashion and textiles, UKFT is committed to creating the best environment for our industry.

GOVERNMENT RELATIONS

UKFT has held a very large number of meetings with Cabinet Ministers, Ministers, MPs and Civil Servants on a wide range of issues over the past 12 months. Many of these meetings were to do with the impact of Covid, including issues such as the need for more flexibility in the furlough scheme and the potential to source PPE from UK manufacturers. UKFT also held very detailed discussions with Government on how Brexit would and has affected the industry. We have also been engaged with the Department for Business, Energy and Industrial Strategy. the Department for Education, the Environment Agency, the Institute for Apprenticeships, the Department for Culture Media and Sport, as well as the government and agencies in Wales, Scotland and Northern Ireland.

UKFT X BFC INDUSTRY GOVERNMENT FORUM

UKFT and the British Fashion Council (BFC) have launched a fashion and textile industry forum to help identify key priorities for the sector and shape collective interactions with government both in the long and short term. The first event took place in March 2021 and future events will cover:

- April: Talent & IP
- May: Tariffs & Trade Deals
- June: Re-Opening of Retail, Tourism and Events
- July: Environment & Clean Growth, COP26
- August: International

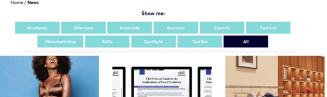
Register for the next event at www.ukft.org/events

SHOWCASING THE UNIQUE STRENGTHS OF **OUR INDUSTRY**

We continue to champion our members and share news via our newsletters, social media and website. Since the start of the year, we have run articles on one of the largest digital textile printing facilities in the UK, a free programme of online courses in fashion design to help those unemployed get back into work, a new British contemporary womenswear label designed by a former Calvin Klein, Erdem, Burberry and Toast designer and an iconic privately owned, family-run country tailor and outfitters. We've also shared the stories of a female, Black-owned, British luxury lingerie label, an Afrocontemporary menswear label, a brand bringing cap manufacturing back to Northern England, the launch of a new development and 3D sampling studio by one of our garment manufacturing members and a label and garment accessory specialist.

View the latest at www.ukft.org/news or email info@ukft.org to share your story.





British Intimate Apparel Brands: Ms A London

UKFT Brexit Guide to Returned Goods Relief

Member Spotlight: John Smedley granted second **Royal Warrant**



British Sleepwear Brands: Irregular Sleep Pattern



Future Fashion Factory at Skills England with UKFT



01/04/2021 | Fashion Celtic & Co at Skills England with **UKFT**



Member Spotlight: **Caramel Rock** fashion education charity



Scottish Enterprise: £4m available for green jobs



New Waste Prevention Programme for Textiles



BEST OF BRITISH TEXTILES

In January 2021, UKFT launched the Best of British Textiles campaign to shine the spotlight on British textile companies from all sectors of our industry to support our traditional export activity at events including Heimtextil, Première Vision. H+H and Techtextil.

UK textiles are renowned the world over for their creative edge and technical ingenuity, always striving to create a newness that will wow, whilst respecting and drawing on their unique heritage

Running over four months, the campaign features the very best of British textiles designed for interior, apparel, handicraft and technical end uses.

https://www.ukft.org/textiles/









BRITISH BRANDS: THE BEST IN HOMEGROWN FASHION

UKFT has launched a social media campaign to showcase the emerging designers, cult labels, heritage producers and creative artisans changing the face of UK fashion. Our aim is to profile one company a day over the next five months - a sustained programme, maintaining a constant presence online to promote the best that our industry has to offer. The campaign will launch in April and cover:

- Lingerie/underwear/swim/sleepwear April
- Menswear May
- · Womenswear June
- Childrenswear July
- Accessories August

To get involved, contact tara.hounslea@ukft.org







GROWING THE NETWORK

We'd like to say a big hello to some of the new members that have joined us over the last quarter. Take a look at them on social media or let us know if you'd like to connect.

Eirini Scott Creative Design Lilyrose Dambelli Textile Mania Apparel Studio Scotria

Edge o' Beyond Buttress and Snatch

Freya Rose Mondomagna

OTK Lifestyle Locker Loop

Jordan Bespoke Bonnie Baby

Black Sheep

BVB Premium
Annafie London Ltd
Blossom and Best

Jane Carr Getting Dirty

La Fetiche

Luella Fashion BBCo Headwear The Natural Fibre

Company Beckford Silk

Three Graces London

Studio Pia Marlina & Evans

Huddersfield Fine Worsted

Halley Stevensons

Magicfit

Claret Showroom Ltd The Little Green Sheep &

Snuz

Blade & Rose Cole & Son

Wrendale Designs Ltd Gower College Swansea

Glasgow Clyde

REPRESENTING OUR INDUSTRY IN THE MEDIA

We continue to raise the issues affecting our industry with the media, both in the UK and overseas. During the last quarter attracted press coverage and gave comments to publications including the BBC, The Times, The Independent, The Daily Mail, The Mirror, Vogue Business, Business of Fashion, Drapers, The Industry, Just Style, Reuters, Bloomberg Radio, Journal du Textil, Radio France and Cosmopolitan.

Business support

Practical advice and technical support to help companies grow.

NAVIGATING BREXIT AND BEYOND

Our main priority for the first quarter of 2021 was helping our members tackle the immediate challenges of the UK's exit from the EU. We created a comprehensive suite of new guidance and resources for members, as well as a series of Frequently Asked Questions.

UKFT Brexit Guidance Toolkit (updated January 2021)

UKFT Brexit Guide to Inward and Outward Processing Relief (IPR and OPR)

UKFT Brexit Guide to the Implications of Free Circulation

UKFT Brexit Guide to Returned Goods Relief

UKFT Guide to Rules of Origin for Trading with the EU

UKFT Guide to UK GSP

UKFT Guide to ATA Carnets

UKFT Guide to the UK-EU Trade and Cooperation Agreement (Updated January 2021)

UKFT Guide to Garment Labelling in the EU post Brexit

UKFT Guide to the UK-Japan Free Trade Agreement

UKFT Guide to the UK-Canada Continuity CETA Free Trade Agreement

UKFT Guide to the UK-Turkey Free Trade Agreement

We've worked with a broad spectrum of brands, manufacturers and retailers over the past quarter in a group format or on a one-to-one basis, and can help navigate issues affecting companies big and small. Some of the firms we have worked with include River Island, Pigeon Organics, Alex Begg, Margaret Howell, Victoria Beckham, JD PLC, Robert Mackie, Boden, Celtic & Co, Nilorn, Alan Paine, Perry Ellis, Goat/Jane Fashion, Bamford, Annafie, Sourgrape, New Look, Lazy Oaf, Mackintosh, Lyle & Scott, Avon, Byways, Moss Bros, AllSaints, Seasalt, Courtney & Co, Frugi, Barrie Knitwear, Gymshark, Ambar Living, Apparel Studio, Bonsoir London and MG Rivers.

WHAT OUR MEMBERS SAY

"I really want to thank UKFT for the brilliant Brexit information provided."

"We are so happy we joined UKFT – we've had great help"
"Thank you again Paul for all your help yesterday on the
telephone yesterday, it was very much appreciated."

"Please pass on our regards to the UKFT team – we have used your services and information a lot over the past few months, between COVID & BREXIT the support we have received from UKFT has been really useful."

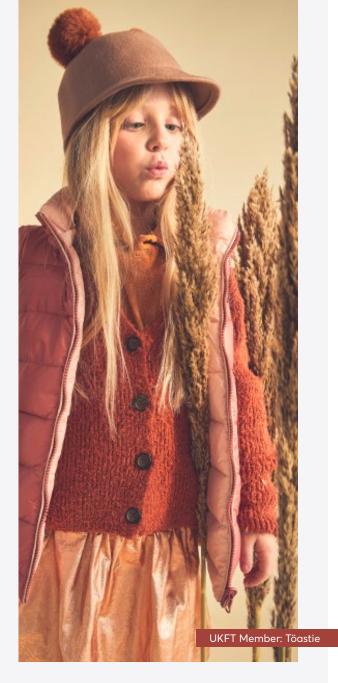
"May I take this opportunity to thank you all for your support and efforts during the Covid crisis and Brexit, both of which have caused enormous pressure and anxiety but we are grateful for everything UKFT is doing for us."

Do you need to organise a call? Email info@ukft.org









https://www.ukft.org/brexit/

SHARING KNOWLEDGE AND EXPERIENCES: WEBINARS AND SURGERIES

While the volatile trading environment means it is certainly not business as usual, we've been working to help businesses navigate the uncertain landscape and take advantage of opportunities that exist. Members can catch up on any recent webinars free of charge.

Recent webinars include:

Increasing UK fashion and textile cross-border ecommerce sales: UKFT x Global-e

UKFT discovers opportunities for UK interior and home textiles with Wayfair

Roundtable discussion on Agents and Distributors after Brexit

Member Surgery: Garment Labelling in the EU post Brexit

Member Surgery: Rules of Origin for Trading with the EU

UKFT Rise - Understanding Virtual Tradeshows & how UKFT can support your export journey

UKFT Rise - The importance of being a sustainable business and ways in which you can achieve this

"Thanks very much for the webinar we just had – was super interesting and useful! Could you please be so kind to share with me the link so I can re-watch it?"

"Many thanks for organising that, it was succinct. Best presentation I've sat in on for a while."

"Thank you so much for today's seminar. It was incredibly helpful despite having layered more complications to my new product development! At least I have this info now to take into consideration when selecting materials and manufacturers. I will probably need to pick more of your knowledge as I move along but for now Thank You very much."

"Thank you all for the excellent seminar just now!"

Our latest webinars and events will be released soon. Visit https://www.ukft.org/events/ for details.



EMPLOYMENT & HR SERVICE

UKFT members can access the UKFT Employment & HR helpline for expert advice on the furlough scheme, redundancies and other employment issues that businesses may be encountering right now.

With years of employment relations in the UK fashion and textile industry at local and national level, UKFT can provide guidance on a range of issues including:

- Employment Contracts
- Company Handbooks with all Policies, Procedures and Company Rules
- Company Disciplinary and Grievance matters including all warnings and dismissals
- Discrimination issues in relation to recruitment, employment and redundancy
- Employment Tribunal Claims and ACAS conciliation
- Trade Unions matters covering recognition and pay negotiations
- Assistance on employment and HR

Find out more here https://www.ukft.org/business-advice/hr-and-employment/

We recently published our latest update for Q1 2021. Read more here https://www.ukft.org/ukft-hr-employment-update-q1-2021/. If you need to contact our employment service, contact info@ukft.org



WORK WITH OUR ASSOCIATE MEMBERS

As companies evaluate their international ecommerce strategies, we have started working with Global-E which specialises in cross-border ecommerce.

Global-e helps retailers and brands to provide customers with a seamless, localised shopping experience in more than 200 destinations worldwide. The company works with hundreds of brands, including Marks & Spencer, Johnstons of Elgin, Harvey Nichols, Hackett, and Never Fully Dressed, helping them to remove barriers to converting international visitors and boosting global sales.

We also have a range of other trusted partners we can introduce you covering everything from crowdfunding, foreign currency exchange, legal advice, accountancy, logistics, insurance, export paperwork and ATA Carnets and ERP software. Take a look at our welcome pack for details or email info@ukft.org for details.





SUPPORTING FASHION AND TEXTILE START-UPS THROUGH UKFT RISE

Through UKFT Rise, we want to support the next generation of fashion and textile entrepreneurs in our industry.

We recently launched our new Ambassador programme to help start-ups with the inevitable challenges they may face in the early stages of launching a business. Our Ambassadors will host webinars and share expertise, which are primarily aimed at new businesses but may be useful for companies at any stage of their journey. Members can access any of the UKFT Rise information.

Read more at www.ukft.org/rise and learn more about the UKFT Rise Ambassadors here https://www.ukft.org/rise/ambassadors/



UK manufacturing

Supporting the growth of 'made in the UK'.

MAKING THE MOST OF INCREASED INTEREST IN UK MANUFACTURING

We're seeing a significant increase in interest from brands looking to re-shore their manufacturing to the UK. We shared an update from one manufacturer which resulted in 100+ new enquiries from brands looking for UK production. We need to make the most of this opportunity to create healthy relationships between brands and UK manufacturers. Email info@ukft.org if you need support in this area.

SHOWCASING OUR INDUSTRY'S MANUFACTURING HEROES

The UK fashion and textile manufacturing industry is incredible but often goes under the radar. Our Manufacturing Heroes campaign showcases some of the amazing individuals in our rich manufacturing sector. Some of our most recent profiles include:

- Adam Pursell, Head dyer at D.P. Dyers
- Gary Billingham, Factory manager at Ettinger
- Carol Bielak, Head of design at Pantherella
- Quentin Felix, Co-trainer at The Tailoring Academy
- Adam Robertson and Nina Falk, Co-Founders of Kalopsia Collective
- Lee Dawson, Managing Director of Samuel Brothers

https://www.ukft.org/manufacturing/manufacturing-heroes/



QUENTIN FELIX
Co-trainer, The Tailoring Academ



ADAM ROBERTSON and NINA FALK



LEE DAWSON
managing director, Samuel Brothers



LET'S MAKE IT HERE: FIND A UK MANUFACTURER

We want to make it as easy as possible for brands, designers and retailers to find UK manufacturers to make their collections. Our directory Let's Make It Here is growing every day and is now available in 7 languages to help international brands to source from the UK too.

www.letsmakeithere.org







MADE IT: PRODUCTION AND SOURCING MASTERCLASSES FOR DESIGN STUDENTS

Our MADE IT programme was developed to give fashion and textile university design students a better awareness and understanding of the UK manufacturing industry and promote the wealth of technical and creative roles available throughout the supply chain.

We have now completed Phase 1 of the MADE IT project, delivering production and sourcing Masterclasses to fashion and textile design students at Salford University, Winchester School of Art, Plymouth University, De Montfort University and Bucks New Uni.

The next phase is an eight-week internship for selected students at UK manufacturer, which will take place during the summer of 2021 in Covid-compliant environments.

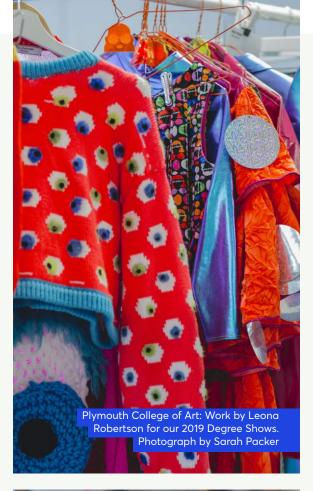
"It's great to know that we still have such a rich mix of manufacturers in the UK," said Aurora Dickson, a thirdyear fashion design student at the University of Salford.

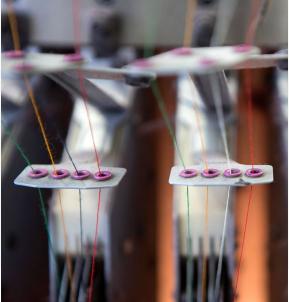
"I wish I left university with the pack and information presented at the masterclass," said Sharon Williams, Teaching Fellow, Fashion & Textile Design at Winchester School of Art.

"The masterclass offered invaluable insight into sourcing, the importance of strong relationships with manufacturers and the supply chain process," said Charlotte Farmer, second year Contour Fashion at De Montfort University.

https://www.ukft.org/manufacturing/made-it/









SEW CONNECT: ADDRESSING CRITICAL SKILLS SHORTAGES AND PRODUCTION VACANCIES

Sew Connect is our initiative launched last year to share jobs in sewing, textile and garment production and help to address the skills shortages in this vital part of the industry. The platform is now gaining traction with employers and potential new recruits.

We have recently shared vacancies from employers including:

- HM Prison & Probation Service HM Prison Lincoln and HM Prison Ranby
- Makers HQ
- Try & Lilly
- Stitched
- WL Interiors
- Envisage Trade
- Skills & Education Group
- Rogsolid
- Belloost
- Eastern District Tailors
- Sparks & Daughters
- Fly Sports UK
- Fabrika
- The Beal Group
- Guidant Global
- ApparelTasker
- Araminta Campbell
- Pittards
- Celtic & Co
- Robert Mackie
- Samuel Brothers
- Alpha Solway

https://www.ukft.org/sew-connect/

Skills & training

Addressing critical skills gaps and developing industry-led solutions.

DRAPERS X UKFT INTERNSHIP BURSARY PROGRAMME

UKFT and The Drapers' Company are working together to support fashion and textile students across the UK to achieve good quality internships through the Drapers' x UKFT Bursary programme.

Financial support from the Drapers' Company will enable 10 students annually to take up internship opportunities they may otherwise struggle to afford.

UKFT will be offering mentoring, guidance, and networking opportunities to each student to ensure their internships are safe, enjoyable and valuable.

Applications are now open with selected universities and places will be allocated over the coming months.

https://www.ukft.org/drapers-ukft-bursary-programme/



UKFT'S YOUNG TEXTILE TECHNICIAN FUND

UKFT's Young Textile Technician Fund is designed to allow businesses across the UK to train their young textile technicians, predominantly in weaving positions. The fund will cover 50% of the costs of in-depth training for young textile technicians, thanks to the generous support of The Worshipful Company of Weavers, The Worshipful Company of Clothworkers and The Worshipful Company of Drapers.

Training is typically carried out by machinery builders, often at overseas training schools, and is extremely specialised. As companies invest in new textile technology, the requirement for highly-skilled textile technicians has never been more important but this type of in-depth training can be prohibitively expensive. UKFT's fund allows businesses to extend their capabilities, increase flexibility and develop new skills at textile companies within the UK. The fund is open to businesses applying to train textile technicians under the age of 30.

PROMOTING CAREERS IN OUR INDUSTRY

As part of our commitment to securing a pipeline of future talent into our industry, UKFT promoted careers in our industry to young people at three regional Skills England in April/May:

- Skills Humber
- Skills Southwest
- Skills Northwest

The events promote the sector to Year 10-13 students and their influencers. We offered advice and guidance on careers across the industry, focusing on apprenticeships, training, and learning programmes, as well as local job and career opportunities.



IMPROVING SKILLS AND TRAINING PROVISION

We have been doing lots of work with employers, training providers and government to ensure that training is fit for purpose and meets the needs of industry. This includes route reviews and addressing funding issues in England, the review/new development of SVQs in Scotland, support for a new Fashion Academy in Wales, and working with Strabane Training Services (Centre) and The Fashion and Textiles Design Centre (Facilitator), which are now approved by SEG Awards to provide training and assessment for the sector in Northern Ireland.

UKFT is also working with BTMA to develop the course content for a Textile Engineers Apprenticeship.

DEVELOPING T LEVELS FOR CRAFT AND DESIGN

UKFT continues to support the introduction of the new Technical Level vocational qualifications into the training landscape in England. UKFT's Director of Skills & Training John West has been part of the Craft & Design 'T' Level route panel responsible for developing the course content. This 'T' Level is planned for first delivery in September 2023.

CHAMPIONING APPRENTICESHIPS: NATIONAL APPRENTICESHIP WEEK 2021

As part of National Apprenticeship Week 2021, we shared the stories of some of the amazing apprentices in the fashion and textile industry and outlined new developments in England, Scotland, Northern Ireland and Wales.

We also celebrated the motivational tales of apprentices and businesses that have adapted to respond to the challenges of Covid-19, helping to build the future of our industry. These included:

- Modern Apprenticeship success at Johnstons of Elgin despite pandemic (read more)
- Apprentices kickstart careers at Scottish Leather Group (<u>read more</u>)
- Apprenticeship spotlight: Lucy Tran at Barrie Knitwear in Hawick (read more)
- First fashion and textile apprentices in Wales at Gower College Swansea (read more)
- Herbert Parkinson partners complete new sewing machinist apprenticeship (read more)
- Apprenticeship spotlight: Leah Wright, Level 3 Bespoke Saddler (read more)
- First fashion and textile apprentices set to start in Northern Ireland (<u>read more</u>)

https://www.ukft.org/skills-and-training/apprenticeships/national-apprenticeship-week/





International business

Helping UK companies reach new markets overseas.

ADAPTING TO LIFE OUTSIDE THE SINGLE MARKET

97% of UKFT's September 2019 Brexit Checklist which was prepared in expectation of a no-deal outcome is relevant to the UK-EU Trade Continuity Agreement (TCA).

Many members were expecting a more ambitious and seamless deal and offering solutions to the new hard border between the UK and the EU (and between GB and NI) continues to keep us busier than ever.

Key issues for UK exporters are:

- more draconian rules of origin than they had expected, with even UK manufacturers finding out that their goods may not qualify for UK origin;
- duty on goods imported under preference from the EU and then re-exported to the EU through B2B or B2C – especially an issue for our designers;
- high costs of customs documentation and handling with carriers adopting an "if in doubt, charge" attitude, differing interpretations of the new rules in certain countries (for example Poland);
- parcels being rejected due to additional costs when they are delivered:
- carriers making up the new rules and charges as they go along, changing expectations and demands from EU customers who are more likely than they were before to demand landed DDP EUR pricing;
- VAT costs, double duty on re-exported goods (including goods imported);
- new labelling requirements for UK goods.

We also continue to work on all the groups looking at the UK's other FTAs.

INTERNATIONAL TRADESHOWS AND VIRTUAL TRADE FAIRS

UKFT's physical tradeshow programme has been temporarily halted by the pandemic. As with most sectors, the overwhelming majority of tradeshows have been cancelled and moved to virtual events. UKFT has produced a member guide to virtual tradeshows which is available on request.

We have remained in close contact with DIT throughout the past year, pushing hard for support for British companies at virtual trade shows.

Since April 2020, we have been lobbying for the Treasury to agree to allow us to use some of the physical TAP funding for virtual shows. In early February, DIT launched a narrow pilot on virtual trade fairs, for which we managed to secure a small amount of grants. For the long term, we expect some of these platforms to operate in tandem with physical shows when they restart, on a hybrid basis. In expectation of this we are talking to DIT now to encourage them to run a properly planned and considered pilot in the next programme.

https://www.ukft.org/export/exhibiting-internationally/financial-support/



BRITISH TEXTILES AT INTEREXTILE SHANGHAI

This year Intertextile Shanghai Apparel Fabrics took place between 17 – 19 March 2021 at the National Exhibition and Convention Center (Shanghai). This exhibition is one of world's largest international trade fair for apparel fabrics, accessories and interior textiles, targeting primarily at the Chinese market.

Despite the current travel restrictions, UKFT was still able to organise a strong British presence at the Intertextile in the SalonEurope and Overseas Zone at Hall 5.1 of the Convention Centre. Coordinated by UKFT, the five companies that participated under the Department for International Trade's Tradeshow Access Programme (TAP), which supports the export development of eligible British companies; were showcased alongside with other manufacturers and designers of British textiles. The exhibiting companies were Linton Tweeds*, Dugdale Bros & Co*, Marling & Evans*, Liberty Fabrics*, Huddersfield Cloth*, Abraham Moon, Huddersfield Fine Worsteds, Standeven, Fairbairn and Wolf Studio, Design Union, Kenneth Mackenzie, OMC England, WGSN, Intertek Group and Holland & Sherry.

Exhibitors told UKFT that this year there was around a 10% to 20% increase of visitors compared with the previous season, despite the travel restrictions to enter China.

Read more at https://www.ukft.org/intertextile-shanghai-2021-report/



CONTEMPORARY SCOTTISH LIFESTYLE BRANDS AT PROJECT TOKYO IN JAPAN

In March 2021, UKFT Scotland worked with Scottish Development International to introduce 13 contemporary Scottish lifestyle brands to the Japanese market at Project Tokyo.



The showcase offered an inspiring blend of traditional craftsmanship, naturally derived organic products and contemporary Scottish design. The brands were represented on their stands by agents and Scottish Development International. UKFT helped to prepare brands to sell in this exciting market and promote the strengths of Scottish design and manufacturing.

- Begg x Co
- Collingwood-Norris
- The Edinburgh Natural Skincare Company
- <u>Glenmuir</u>
- <u>ishga</u>
- Instrmnt Applied Design
- KESTIN
- ROCIO
- Snow Paw UK
- TESSUTI SCOTLAND
- Veske
- Walker Slater
- Whitehill & Wilsons

The Scottish area was one of the most constantly crowded areas at Project Tokyo, reported organisers.

Read more about the project here https://www.ukft.org/scotland/project-tokyo/





Get in touch

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