

US retail expert to tour UK as firms look to US for export growth

A US based retail logistics expert has announced a tour of the UK in September, as part of the first US trade mission to the UK since the Brexit vote.

Jeffrey Wyant, founder of US retail warehousing and logistics specialist Coast to Coast Fulfillment Inc., is touring the UK visiting clients and presenting to e-commerce and retail exporters along with 15 other delegates of the trade mission from the state of Rhode Island.

The retail distribution experts are visiting UK manufacturers and firms looking to the States as a growing export opportunity post Brexit, with a weaker pound and the prospect of EU trade barriers making the world's largest consumer market increasingly attractive.

"There isn't one single sector that has seen increased demand, we are receiving enquiries from firms that already export to the USA but are seeing increased sales as their prices have fallen, and who want to save on the costs of shipping in the US now that volumes are rising. We have also seen strong demand from first time exporters who have seen a problem looming with their EU order book."

"We already trade with a number of UK firms, providing warehousing, customer service, and distribution to the major US retailers, wholesalers and also direct to consumers," explained Mr Wyant.



Jeff Wyant of Coast to Coast Fulfillment Inc.

"The dynamics of the markets post the June vote to leave the EU have led to increased interest from the UK in exporting to the US, and we are making the visit to discuss the opportunities with a number of firms that have contacted us in recent weeks," he added.

Among the British firms contacting the US logistics business since June are businesses in electronics retailing, food supplements and vitamins, clothing, footwear, cosmetics, jewellery, toys and games. The business often advises customers on other aspects of their business set up, providing advice and contacts with banks, accountants and import export specialists, reducing the perceived barriers and practical challenges involved with exporting.

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US now that volumes are rising. We have also seen strong demand from first time exporters who have seen a problem looming with their EU order book, and also from start ups that would have likely come to the US regardless of the recent impact of the markets," added Mr Wyant.

With meetings already scheduled in London, Leeds, Birmingham and Manchester, there are a handful of meeting windows still available between 19 and 23 September. Would be US exporters can contact Coast to Coast to schedule a meeting by emailing rlundquist@ctcf-inc.com.

"The Brexit vote was a surprise for many of us outside the UK, as well as here as I gather from our conversations with British business people, but it seems that a great many businesses are already dealing with the uncertainty, and making new plans that involve the US," he concluded.