

### **Summary of Situation**

Atlantic Service was made aware of TF0006 on Tuesday May 25<sup>th</sup>, 2021, which impacts the business as we import raw materials under Tariff Code 72112900. It is concerning that the UK Government has not contacted us as part of the review process, which appears to have been ongoing for some time. I have included a link below to show that we are 1 of only 8 importers in 2021 and 1 of only 15 traders listed on what is a UK government website!

[7211 29 00 - Search traders - UK Trade Info](#)

The business has spent a lot of time and expense managing the impact of Brexit, which is still impacting the business, and trying to find ways to continue exporting our product to the EU, which is still an important part of our revenue. Now this issue; when we should be focussing on the growth of the business and looking at new export opportunities as per Government guidance.

The only UK supplier able to supply the material we use is Liberty Steel, who we have purchased from at points during the last 20 years and as recently as last year. The reason for moving away from them was not **Price**, but **QUALITY** and **SERVICE**, both of which were impacting on our efficiencies and capability to compete against our Global competitors. Quality was impacted by inability to meet our Technical Specification, resulting in increased changeovers and on Service, paperwork arriving after product had been delivered. We are a growing business without a viable UK supplier, and have no choice but to import.

Also, given Liberty Steel's financial difficulties in the last year, following issues with Greensill Capital, the ongoing Serious Fraud Office investigation, a requirement to pay upfront for product during manufacturing, which if Liberty did collapsed would be useless; purchasing from them is not a risk I can take.

### **Impact on the Business**

Given the current situation with global steel supply's and the impact on pricing, a tariff of 25% on steel purchases would result in a significant additional cost for the business.

### **Growth Plans**

The above is concerning because we are in the process of expanding capacity, supported by our parent company, who has continued to invest in the Wales facility over the last 5 years, and which follows previous capacity expansion back in 2017.

We have grown output significantly from 2015 to 2020 and plans are being implemented to grow further between 2021 – 2026. I will have been at Atlantic for 9 years in June 2021, and over that time employee numbers have grown by 50% and we have worked hard to improve pay and conditions during that time.

Also our Strategy over the next 3 – 5 years is to expand into new product areas to further grow the business and our contribution to the local, wider Welsh and UK economies.

Hence you can understand my concern with how this policy has been developed, without involvement from Atlantic Service, and the impact its continuation could have on us.