



At The Royal Bank of Scotland (RBS) we are experiencing greater demand than ever before for assistance in International Trade matters from customers across the Midlands. This is as a result of greater focus from local companies on the opportunities that exist in international markets.

Many people point to the Far East and emerging markets as areas of opportunity but it should not be forgotten that the EU continues to be the biggest trading partner of UK plc.

Fast growing global logistics provider, Kuehne + Nagel agreed a new tailored range of international products and services with RBS to support the expansion of its export administration service.

Kuehne + Nagel offers integrated end to end supply chain management solutions for its client's global logistics challenges. In total the company has 47,000 employees and an international network of 830 offices in more than 100 countries. The company has experienced tremendous growth in the UK, and now operates approximately 80 locations nationwide. The export administration team in Kuehne + Nagel's Coventry office offers customers a specialist service to manage trading risk by combining credit management, documentation and freight management.

RBS, through its International Banking Centre in Birmingham, provided a risk mitigation solution in respect of the letters of credit the Coventry office processes for its clients' international trading requirements. The facility is also designed to grow and absorb trading risk as the office continues to expand its customer base.

Commenting on the new arrangements, Susan Bush, Commercial Trade & Risk Manager, Kuehne + Nagel, Coventry said, "International trading continues to be a growing market for businesses as they seek new opportunities in worldwide markets. Our role is to aid their trading pattern and the new facility agreed with RBS allows us to be more responsive to our customers' needs and speed up their process of delivering international contracts."

Ian Fletcher, International Manager at RBS' International Banking Centre in Birmingham added, "Kuehne + Nagel is a truly global business and its export administration office continues to grow at a pace. When approached to see if we could assist, we used our international trading capability to provide this bespoke solution."

David Houghton
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