

Druck Brexit FAQs

Q-What will I have to change my supply chain after Brexit to buy Druck Goods?

- A- A “Brexit letter” is available on our website to explain the options for import into the EU. We will continue to support. Our intention in all of this is to offer options for import of goods to limit impact on valued customers. This will be driven by preference and INCO terms. Our assumption is that Customers will desire to continue with current contacts and sales points, and we’ve tried to facilitate this wherever we can and limit any additional costs and lead-times.

Q- If I want to import the goods, which option from the “Brexit Letter” letter should I choose?

- A- **Option 1:** A customer using option 1 will place POs onto Druck Ltd (and pay Druck Ltd) in the UK at the 2021 price, price conditions and payment terms. The customer will take title (own the goods) at the Groby site in the UK. Druck will provide the documentation required but the customer will be responsible for the import into the EU along with any import duty/cost plus shipment costs using their nominated courier

Q-If I want to place my order with Druck responsible for the import and delivering to my EU premises which option from the “Brexit Letter” should I choose?

- A- **Option 2:** If Druck have a sales office legal entity in the same country as the customer: France, Germany, Netherlands or Italy, then customers should consider this option 2.

For customers using this option 2, they will place POs on the European sales office legal entity (and pay the European sales office) at the 2021 price, price conditions and payment terms. The customer will take title (own the goods) at their nominated location (Buyer location) e.g. the customer’s premises which is where the goods will be shipped and sold with an EU VAT registration plus a shipping charge to pay.

- **Option 3:** If Druck do not have a sales office legal entity in the same country as the customer, then customers should consider this option 3.

For customer using option 3, they will place POs onto Druck Ltd (and pay Druck Ltd) in the UK at 2021 price, price conditions and payment terms. However unlike option 1 and the same as option 2, the customer will take title (own the goods) at their nominated location (Buyer location) e.g. the customer’s premises which is where the goods will be shipped and sold with an EU VAT registration plus a shipping charge to pay. This is because unlike option 1 the customer is not importing the goods it is Druck who are importing the goods into the EU.

This import will be performed by a courier on behalf of Druck using a Druck “Economic Operators Registration & Identification Number” (known as EORI). This means that the goods will be supplied to the customer already imported and supplied with an EU VAT registration plus a shipping charge to pay.

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Q-What safeguards do Druck have in place for disruption during period after Brexit?

- A- Druck is stocking parts from Europe with the assumption that there could be disruption. We are staying close to the Carriers to ensure we have the best possible shipment methods to alleviate.

Q-Will there be added costs for Druck to use any of its processes to Import for Customers?

- A- Druck have invested in systems and processes to limit the impact on our pricing and/or shipping costs.

Q-Will Druck have an Importer/Authorised Rep in the EU for Surveillance of CE marked goods?

- A- Yes, Druck's sister business based in the Baker Hughes facility in Shannon (EIRE) will act as the Druck Representative for Surveillance purposes for CE marked product.
- Our Notified Body numbers have been changed to EU based Agencies offices

Q- Will the UKCA marking requirement affect supply chain into UK?

- A- No, any CE marked products we buy as part of our product remain compliant without UKCA marking (and EU NB numbers are compliant for the time-being)

Q- What will happen to existing orders, ordered before Brexit that are due to deliver after Brexit?

- A- This will depend on the INCO terms. The Customs restrictions will come in immediately so the requirement to import from UK to EU will be a requirement from 1st January, even for existing orders. This will need to go through the Customs process and hence will require an "importer of record"
- Contact your Druck account manager or customer care in your local Sales Office to enquire about any specific cases where you're unsure of the INCO term implication.

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Q-Will the shipping process take longer?

- Druck have invested in systems and processes to limit any impact on our shipping times and we will be using the most effective ways to ship product into Europe with the identified carriers.
- Druck do not see any delays with Customers who are importing for themselves. We do expect some small system changeover outages at and around the Jan 1 deadline, and set up of carriers for system changes, for those needing Druck to Import on their behalf, but these should be limited to a few days.
- We cannot predict the shipping situation in general around the January timeframe.

Q-How will I return goods for Calibration/repair/warranty?

- A- Current Contracts require the Customer to handle the shipping of goods back to UK and back out to Country of Customer, under these circumstances. Using the right processes, the Customer as owner of the goods, as per HMRC guidance, should be able to reclaim taxes on goods. As very few items will likely incur Duty (dependant on final Brexit deal), it will be down to Customer carriers to quantify any change in costs.

Contact customer care if you don't have import/export capability (EORI/VAT Reg)

Q-Will there be Duty to pay on Druck goods?

- A- We don't envisage there being many products with additional duty imported into the EU, but this will be subject to UK/EU negotiation

Contact customer care in your local Sales Office to enquire about a specific product

Q-Who do I contact about how I will be affected?

- A- Contact your Druck account manager or customer care in your local Sales Office

Q-I'm a Customer outside the EU, how could this affect me?

- A- If you are in a country that has a trade agreement with the European Union, this will revert to WTO rules and could mean the product would then be subject to Duty or Tax implications, unless the UK has negotiated a continuation or different arrangement for implementation after Brexit. See above for goods subject to Duty.

The current list can be found on

<https://www.gov.uk/guidance/uk-trade-agreements-with-non-eu-countries-in-a-no-deal-brex>