

BM TRADA commended for international award

The BM TRADA International team recently submitted an entry to the UK Trade & Investment and SEEDA International Awards, and were successful in being awarded a commendation for 'demonstrating excellence in international trade'. This was reported in the Buckinghamshire Business Monthly publication and here is the official press release.

BM TRADA Certification Ltd has been commended for 'demonstrating excellence in international trade' by UK Trade & Investment and the South East Development Agency (SEEDA).

At the annual International Trade Awards, sponsored by HSBC, flybe.com and Accor and held at the prestigious Mercedes-Benz World, Brooklands last week, BM TRADA was also short-listed in the 'Emerging Markets' category.

Since 2004, BM TRADA has established joint venture companies in Spain, Turkey and Latvia and for several years has worked with agents in more than 30 countries around the world. According to Managing Director David E. James, it has pursued 'a clear strategy to grow its business internationally and to enable its joint venture partners to establish a strong brand name in their local markets. To be recognised by UKTI and SEEDA as a serious player in the international arena is a great honour.'

BM TRADA aims to establish further joint venture operations in key markets, he added. 'We are very close to an agreement in China, where we have already been awarded Chinese National Certification Authority approval to create a joint venture company.'

A dedicated team has been created, headed up by International Business Manager David Wood, assisted by International Business Co-ordinator Lesley Myring. Mr Wood said, 'We work closely with our partners overseas, to ensure that we fully understand local circumstances, customs and requirements and respond quickly to changes in legislation or standards.'

As in the UK, a wide range of certification has been made available overseas, including quality management (ISO 9001:2000), environmental management (ISO 14001), health & safety (OHSAS 18001), the food industry safety standards HACCP and ISO 22000, information security (ISO 27001) and BM TRADA's own Q-Mark and CE-mark product certification schemes.

In addition, clients in Latvia, a significant timber producer, will also be offered chain of custody certification [Forest Stewardship Council (FSC) and Programme for the Endorsement of Forest Certification (PEFC)], as well as Machine Strength Grading and Visual Strength Grading. 'We will in time roll out CE marking, as the joint venture businesses develop,' Mr James added.



Celebrating at the International Trade Awards at Mercedes-Benz World (l to r) the BM TRADA International team, Managing Director David E James, Business Co-ordinator Lesley Myring and Business Manager David Wood.

Planning for the Future

Welcome to the sixth issue of the International Newsletter and it never ceases to amaze me how quickly the time goes between issues, we are now almost half way through 2007!

Overall the first quarter results for BM TRADA International were positive, although there is still room for improvement particularly in relation to the completion of surveillance visits in a timely manner. The number of outstanding or delayed surveillance visits has increased by 20% since the beginning of the year and this situation must improve.

We will continue to work with the individual offices to improve this situation. It is worth remembering that every surveillance visit missed or delayed has a negative effect on your profits – **No visit No fee**, also the scheme requirements are not being achieved so the certification is at risk.

On a brighter note

Growth is steady and client numbers have risen this quarter by 6%, Members of schemes other than QMS has risen by 12%, showing that partners are diversifying into new business streams. As we know there is no better way to increase your client base and business portfolio than having new products that are available to both new and current clients.

BM TRADA can assist you with training and instruction to enable you to offer new schemes to clients such as: ISO 22000, Chain of Custody, CE-marking and Training courses.

If you would like to include any of these schemes in your business portfolio and increase your income please contact me and I will advise how this can be achieved.

To those attending the International Business Seminar this year the phrase Planning for the Future will be familiar, as it is this year's theme and we will introduce business planning. So come on - together we can Plan for the Future reduce the outstanding surveillance visits and increase our client base, thus ensuring a record year for 2007.

Lesley Myring
International Business Co-ordinator

News from the Partner Offices

India

Our Indian partners R.L Kabra Corporate Advisors Limited visited the UK at the end of March to finalise MoU agreement discussions. A letter of Intent was signed at the end of their visit. A MoU will be signed in June.

Malaysia

A joint MoU was signed with Kuala Lumpur and Penang offices and Joint Venture discussions are underway with our partners in Malaysia

China

Mr David Wood and Mr David James visited our partner in China, C-Kai Certification Limited during April to finalise the Joint Venture negotiations. An announcement is due in July.



Heads of State



C-Kai Certification members of Staff

Dubai

Joint venture discussions are now in the final stages of completion

Korea

A new MoU was signed with joint venture discussions to be finalised in June

Spain

The Spanish Joint venture agreement has been extended to include the territory of Argentina.

Portugal

Discussions are now taking place about a joint venture in Portugal.

Romania

Mr David Wood visited Romania at the beginning of May and met with Mr Ciprian Visan Managing Director of BM TRADA Romania. The MoU has now been extended for a further term of 12 months.

If you require further details on any of the items listed, please contact Lesley Myring on: +44 (0) 1494 569711 or lmyring@bmrada.com

Spanish Client Papelera de Besaya achieves FSC and PEFC

Papelera de Besaya, SL, one of Spain's leading paper manufacturers, has achieved chain of custody certification with BM TRADA Certification España for both FSC and PEFC schemes. Based in Torrelavega, Cantabria, Papelera de Besaya has become the first FSC-registered company within the area and the second for PEFC. This further underlines the company's firm commitment to the environment, driven by consumer demand and government policies on sustainable purchasing.

Papelera de Besaya's business centres supplying quality paper and business stationery and FSC and PEFC certification will enable them to develop this market further. 'Printers and publishers are becoming ever more sensitive about sustainability and the environment and Papelera de Besaya is now perfectly poised to meet this demand,' said Denis Vilcoq, Commercial Director. 'We believe that government policies on sustainable purchasing, as well as consumer demand for certified print and paper products, will require a real and sustainable commitment to the environment from suppliers.'

BM TRADA Certification España, based in Santander, offers a range of certification service to clients in Spain, including chain of custody certification for the timber and paper industries. According to Business Development Manager Cesar Menchaca, 'Demand for chain of custody certified print and paper products is growing all over Europe and suppliers like Papelera de Besaya are setting the pace for others to follow.'

(From left to right) Victor Sepulveda (Quality and CoC Manager, Papelera de Besaya), Cesar Menchaca BM TRADA Certification España Business Development Manager, Denis Vilcoq (Commercial Manager, Papelera de Besaya) and Miguel Cuesta (CoC Lead Auditor, BM TRADA Certification).



BM TRADA Latvija develops its operations in Latvia

BM TRADA latvija has been featured in the latest issue of "Lietas Koks" which is one of the most popular trade publications for the wood industry in Latvia.

The article "BM TRADA develops its operations in Latvia" introduces readers to BM TRADA Latvija, (a joint venture partner and represents us in Latvia).

The article describes the services BM TRADA Latvija can offer to local customers, for example, certification for Chain of Custody and Quality Management Systems as well as training services for Visual Strength Grading of Timber.

The article concludes that the opening of the office in Latvia has strengthened BM TRADA's position in the Latvian market by delivering quality services to current and future clients.

*Mr Didzis Liepins
Director BM TRADA
Latvija*



Management Systems-Are they Effective

At least we are all agreed within the Certification business that unless a management system is effective it may not be worth doing. An ineffective system can create unnecessary conflict within the business, drain resources and lead to the company taking its eye off the ball.

Effectiveness is a balance between the various cost elements associated with getting it right. Traditional quality control primarily directs its efforts into inspection by finding and removing errors already created and paid for. Management Systems lean more towards the principle of the identification of problems and setting

management programmes to avoid or at least reduce the impact of their occurrence. Lastly there is the apparently cheap option of waiting until something goes wrong and then bearing the cost of recovery. This last option is really just gambling with the business, its staff and its customers.

It has to be accepted that there is no single solution to the question of effectiveness as reliance on total inspection can be very costly as can clearing up the mess after the event. An effective management system is actually a blend of principles taking the most effective and cost efficient means of achieving the desired result.

The main influence affecting the effectiveness is the level of understanding of the senior management of a business as to how and where a management system is best deployed. This starts with the scope and documentation which will govern everything that happens subsequently. If you can get this right the operational effectiveness and associated costs will be beneficial. The final measure of the effectiveness of all these activities is does it produce results. The use of KPI's is one of the methods a company can use to measure or monitor effectiveness but they are only as good as the methodology used to plan and set the parameters and control limits.

ISO 22000 – UKAS Extension to Scope

Please be informed that we have now received the official grant of extension to scope for ISO 22000 from UKAS. This means we can now offer accredited certificates. Please find below the official EA codes applicable.

Congratulations to the people whose hard work and effort helped to achieve this accreditation. Lets hope it brings in many new clients.

ISO 22000:2005 Certification

European Co-operation for Accreditation Scope Reference	Full/Limited Accreditation	Extent of Scope
EA 3 Food products, beverages and tobacco Limited Excluding tobacco	Limited	Excluding tobacco
EA 7 Pulp, paper and paper products Limited Food packaging materials only	Limited	Food packaging materials only
EA 30 Hotels and restaurants Limited Catering and Restaurants only	Limited	Catering and Restaurants only

Grupo Selaya Achieves ISO 9001:2000 Registration

Spanish client Grupo Selaya, formed as a result of an amalgamation of two companies Construcciones Selaya, S.L. and Selconpro Integral, S.L. together have successfully achieved ISO 9001:2000 with BM TRADA Certification España.

This certification shows a high level of commitment from Grupo Selaya to its clients by offering the best possible service based on continual improvement and strong client focus. Certification to ISO9001:2000 has helped the company in developing and measuring their operational activities ensuring the prevention of non conformities and providing the best possible service to their clients.

Grupo Selaya truly believe that the key to success is through the training and development of staff, the quality system reflects this and incorporates a strong training program in order to achieve the best possible performance and therefore meet all its professional targets.

Cesar Menchaca BM TRADA Certification España Business Development Manager presents certificate to Grupo Selaya.



BM TRADA Certification is an international, independent assessment and certification body.

The use of the Accreditation Mark indicates accreditation in respect of those activities covered by the accreditation number 012.



The purpose of this publication is to:

- Provide you with up to date technical information
- Keep you informed of services and products
- Improve communication

Please do not forget this is your newsletter and we welcome your comments, if there is anything that you would like to see appearing in the issues please let us know.

Why not submit a short article featuring your office and the services you offer this may highlight business opportunities, which can be shared with other representatives.

We would also like to include articles about your clients, this does not have to be a long article, photographs and fifty words would be fine.

Participation from the representatives will make the newsletter more interesting, and may increase the possibility of business opportunities between the representative offices, so come on send in your articles and raise the profile of your office.

BM TRADA Vision

“To be the certification body of choice throughout the world recognised and respected for enhancing best practice.”