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Rt Hon Boris Johnson MP Prime Minister's Office 10 Downing Street London SW1A 2AA Stephen Phipson CBE Chief Executive Make UK Broadway House Tothill Street London SW1H 9NQ

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Dear Prine Minister

Congratulations on your election as leader of the Conservative Party and appointment as Prime Minister.

I am writing to you as the chief executive of Make UK, formerly EEF, which for over 125 years has been the national representative body for Britain's world class engineering and manufacturing businesses. In this capacity I speak for over 20,000 companies, who employ over 1.2 million people.

UK manufacturing is undergoing a renaissance, with the emergence of an exciting new generation of innovative British manufacturers, who are already taking on the world and winning. The perception that our industry is old fashioned, dirty and unproductive, employing people with yesterday's skills could not be further from the truth.

While our sector has a long and proud history, it's clear that the best is yet to come.

Today, manufacturing in the UK employees some 2.7m people, who earn more than 10% above the national average and the sector contributes almost half of all UK exports, totalling £275bn. Since the financial crisis manufacturing has taken ever more importance in driving overall economic growth. In fact manufacturing matters much more than its 10% share of output which, notably, is still more than financial services and construction.

Our industry has made significant changes to the way we trade, ensuring we keep pace with the rest of world. But it is now clear that Brexit uncertainty is holding us back. And a no deal outcome would be a disaster for manufacturing, decimating those small and medium sized companies that form the backbone of UK business.











For manufacturing to prosper over the next few years, Make UK has held a long-standing and consistent position. We recognise the importance of respecting the referendum result and have argued strongly for the UK to leave the EU in a managed and orderly manner. For this to happen manufacturers need Brexit delivered in a way that provides:

- o A long transition period
- No friction at our borders
- o Easy access to skilled labour
- Regulatory alignment with the European Union

The importance of this industry is well understood, beyond the sector. Our research shows that British people care deeply about manufacturing – the UK public want us to be one of the top five global manufacturers. They think that manufacturing should be a priority for Government investment, to support growth and find new export markets

We must deliver a pragmatic Brexit solution that allows our ambitious sector to build and grow in the way the public expects.

We listen to, and campaign passionately for, our members when they tell us that leaving without a deal would be catastrophic for their businesses and the people they employ.

We stand ready to work with you and your new administration to support manufacturing to continue to drive the prosperity of this country.

Along with the other main business groups – the British Chambers of Commerce, the CBI, the Federation of Small Businesses and the Institute of Directors we would like to host an a business-focused event for you to speak at, at the earliest opportunity.

The relationship which has emerged between Government and businesses in recent years has been exemplary and of great mutual value. I very much hope this dialogue will continue and look forward to meeting.

Yours sincerely

Stephen Phipson CBE Chief Executive







