Dear [Name],

Thank you for your e-mail of 18th October, addressed to [Name] who had sent you a response to a previous FOI request (no 10/1926) on 20th September. In your e-mail you requested:

a) The sources used to calculate the figures used with regard to non-UK exporters and importers;
b) With regards to the UK, the methodology used to calculate the figures.

We have completed our search for the information you requested. In answer to question a), we do not maintain a list of sources. We make use of a range of sources including information published by governments, periodicals, published reports and websites.

In answer to question b), there is no documented methodology as such. Companies that have agreed to take part in our annual survey provide figures covering new orders won for the calendar year in question. The survey return includes information on overseas customers, the product or service to which the order relates, and its value. Data is provided to UKTI DSO in confidence to protect commercial confidentiality.

If you are dissatisfied with the handling of your request, you have the right to ask for an internal review. Internal review requests should be submitted within two months of the date of receipt of the response to your original letter and should be addressed to: [Email].

Please remember to quote the reference number in any future communications.

If you are not content with the outcome of the internal review, you have the right to apply directly to the Information Commissioner’s Office, Wycliffe House, Water Lane, Wimslow, Cheshire, SK9 5AF.

Yours sincerely,

[Signature]

UKTI Defence & Security Organisation
Policy & Resources Secretariat