

PPMA GROUP OF ASSOCIATIONS



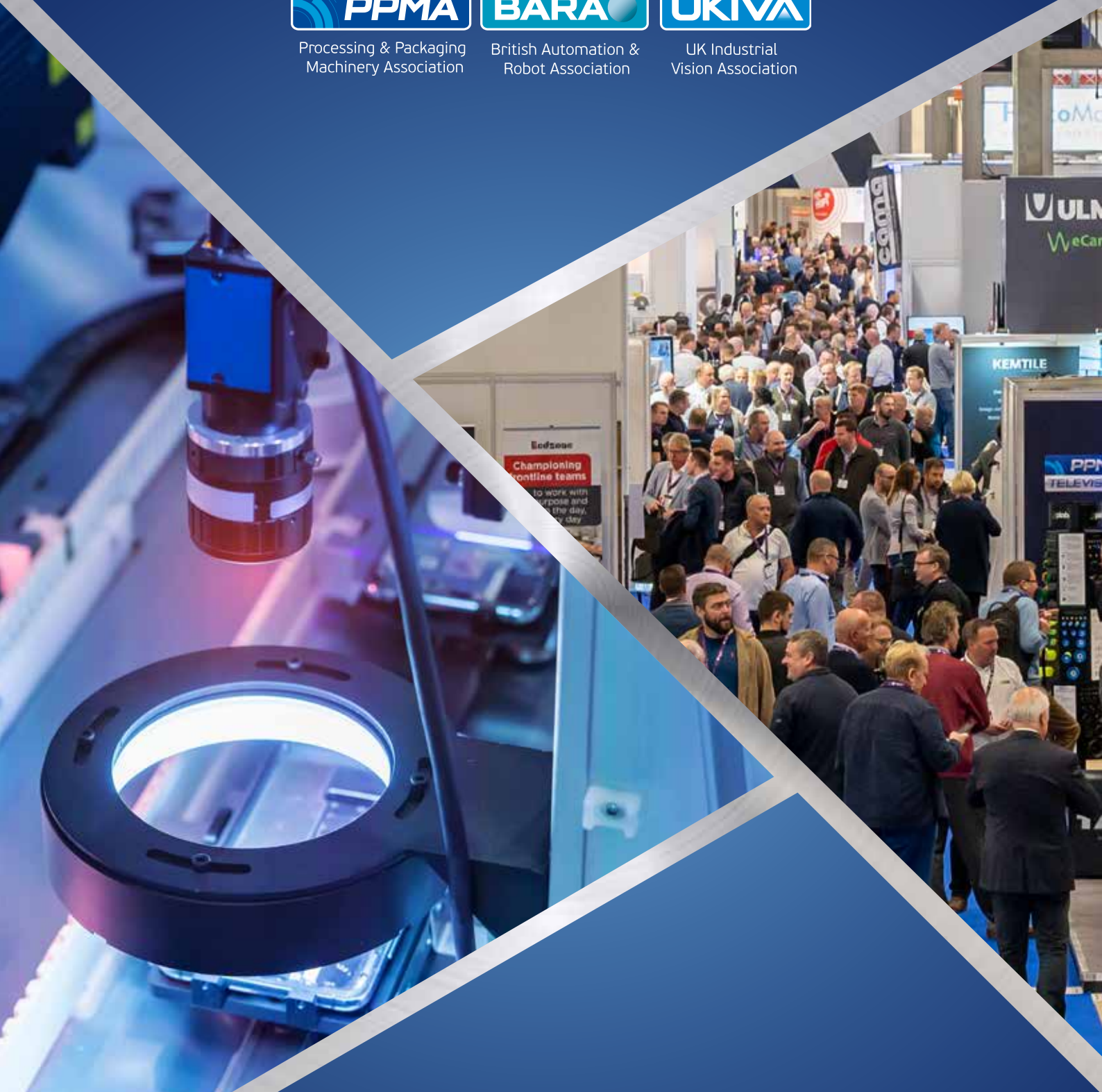
Processing & Packaging
Machinery Association



British Automation &
Robot Association



UK Industrial
Vision Association



*Helping our members
to sell more products and services*

MEMBERSHIP BROCHURE



DAVID HARRISON
Chief Operating Officer,
PPMA Group of Associations



PETER WILLIAMSON
Chief Executive Officer,
PPMA Group of Associations

WELCOME TO THE PPMA GROUP OF ASSOCIATIONS.

The PPMA Group is the voice of the processing and packaging industry, with over 560 members, it represents businesses in the UK as well as those exporting overseas. Our principal purpose is to help our members sell more products and services, and we achieve this through various exhibitions, events, publications and regulatory training. This brochure explains how we can help you to achieve your company's goals:

- Membership
- Exhibitions
- Publishing
- Training
- International services
- PPMA BEST

We hope that as you look through the pages you will see something that grabs your interest and helps you to participate in a full and varied membership.

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Our success is central to the success of our membership, and we take an active role to help you explore new markets and opportunities whilst raising brand awareness. We are also a member of several trade alliances ensuring that your voice is heard across the industry; even helping to lobby the UK Government on key industry issues.

Members receive substantial discounts to exhibit at PPMA Group events, attend bespoke training days, and gain exclusive access to trade editorials and other support services.

These provide the perfect opportunity for members to reach more buyers and network with key industry personnel.

THE RANGE OF SERVICES PPMA OFFERS TO ITS MEMBERS:

- Publishing and Advertising
- Marketing and Communications Services
- Exhibitions and Conferences
- Training, Networking and Seminars
- International Services
- HR and Recruitment
- Legal
- Finance
- Technical helpline



Processing and Packaging Machinery Association



British Automation and Robot Association



UK Industrial Vision Association



Business Education, Skills and Training



**Providing training,
technical advice and
new routes to market**

**Helping our members to
sell more products and services**

PPMA Limited is a group of associations comprising PPMA, BARA and UKIVA.

Registered in England & Wales with company number: 2116954

Registered Office: New Progress House, 34 Stafford Road,
Wallington, Surrey, SM6 9AA

PPMA MEMBERSHIP

There are a number of reasons for being a member or affiliate member with PPMA Group of Associations.

From day one, you can start saving on the cost to exhibit at major shows in both the UK and overseas. You can also reach your target audience through PPMA's print and on-line media; helping you to network and grow your business.



The PPMA driving safety day is a fantastic experience. Not only does it teach new practical skills, but it is also a great way to meet fellow PPMA members and network.

TECHNICAL SALES ENGINEER
AT ROLLON LTD UK

FREE OFFICE AND MEETING ROOM FACILITIES

PPMA Group is based in Wallington, Surrey, which is located 20 minutes from the M25 and 30 minutes by train from central London.

Members are welcome to host meetings for up to 12 people free of charge during normal office hours.

Video conferencing facilities are available.

For companies and organisations who become a full or affiliate member of the PPMA Group of Associations, their membership also entitles them to become members of BARA and/or UKIVA to share in the same comprehensive list of benefits as other PPMA Group members.

UKIVA

UKIVA (UK Industrial Vision Association) promotes the use of image processing and industrial vision technology throughout UK industry; providing an industry voice and helping companies gain a competitive advantage through a dedicated Machine Vision Conference, our Vision in Action publication, and other technical information.

In 2009, UKIVA became part of PPMA Group of Associations and has a close affinity with BARA (British Automation & Robot Association) based on the combined use of vision and robotics within the end-to-end production line process.

UKIVA members typically fall into three categories: vision technology providers; vision systems integrators and consultants, and providers of solutions that utilise machine vision technology.

BARA

BARA (British Automation & Robot Association) promotes the use of, and assists in the development of Industrial Robots and Automation in British industry, as well as having a presence overseas at the International Federation of Robotics.

In 2009, BARA joined forces with PPMA Group of Associations to provide strong support to assist with promoting automation within UK industry.

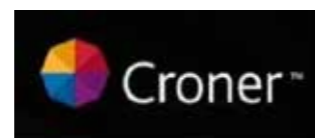
Association members are regularly asked to provide comment on robot intervention and automation changes within the manufacturing industry.

MEMBER BENEFITS

- ✓ Save up to 35% when you exhibit at PPMA Show and PPMA Total Show
- ✓ FREE editorial in Machinery Update trade magazine
- ✓ FREE listing in the PPMA Machinery Directory and associated App
- ✓ Inclusion on the PPMA Group website
- ✓ Preferential advertising rates in Machinery Update
- ✓ Generate leads through our popular Machinery Finder service
- ✓ Discounted rates for Machine Vision Conference (UKIVA)
- ✓ Discounted rates for Automation UK (BARA)
- ✓ Subsidised training courses available online and face-to-face

MEMBERS ADVISORY SUPPORT

We have partnered with a number of service providers to offer members free consultancy and preferential rates across a range of business requirements.



NETWORKING AND BUSINESS OPPORTUNITIES

As a member, you will have access to a range of events throughout the year to network with other members and industry associates. These include the annual awards dinner, seminars, driving safety days, and golf days; many of which are free to attend.

The highly esteemed Chairman's Lunch also provides an opportunity to meet with key PPMA Group personnel and members of the board at a prestigious venue. Previous events have taken place at the Houses of Parliament, Tower of London, and Lords Cricket Ground. These are open to all members.

EXHIBITIONS

PPMA Group has over 35 years' experience in event management. Our shows are highly regarded by exhibitors, visitors and member companies alike. Combined with high-end speaker programmes, our pro-active and pragmatic approach to running conferences and shows offers PPMA members a tangible return on their investment.



PPMA Show is the UK's leading production line event for processing and packaging machinery.

The three-day exhibition showcases the latest in processing and packaging machinery, including robotics and industrial vision, and is attended by thousands of visitors looking for the latest innovations and solutions.

Covering the full spectrum of the industry; including food, beverages, pharmaceuticals, household chemicals and toiletries, FMCG, as well as contract packers and more.

In addition to a high-profile speaker programme, visitors to PPMA Show also have the chance to see new machinery in action, experience the latest technology and innovation, and network with key industry experts to galvanise new ideas and solutions.

The show also provides an ideal networking opportunity for those new to the processing and packaging industry. PPMA Show is held annually in September.

www.ppmashow.co.uk

KEY CONTACTS

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Automation UK is an exhibition tailored to the thriving Automation and Robotics industry.

Supported by BARA (British Automation & Robot Association), and co-located with the UKIVA Machine Vision Conference and Exhibition; the two associations capitalise on the crossover that robotics and industrial vision have. The potential for lead generation and sales opportunities is multiplied. BARA will be able to engage with a targeted audience who are keen to see new technology and equipment in robotics. Automation UK is held annually in June.

www.automation-uk.co.uk



PPMA Total Show is our larger show that replaces the PPMA Show every third year.

PPMA Total Show incorporates international exhibition brands of PPMA such as Pakex to showcase the very latest in processing and packaging machinery, robotics and industrial vision systems, coupled with the latest innovations in materials, containers and packaging design.

Covering the full spectrum of the industry; including food, beverage, pharmaceuticals, household chemicals and toiletries, building supplies, pet care, micro-brewery and distilleries, FMCG, as well as contract packers and more.

Visitors also have the chance to network, attend seminars, source new ideas and solutions, and meet with potential new suppliers, influencers and technical experts alike, all under one roof.

www.ppmatotalshow.co.uk



The PPMA (Total) Show brings customers, clients, and suppliers together.

DIRECTOR, CJ WATERHOUSE CO LTD.



UKIVA
machine vision
conference
& EXHIBITION

UKIVA's Machine Vision Conference and Exhibition (MVC) is the UK's largest Industrial Machine Vision event.

The annual two-day conference and exhibition educates and showcases the latest technology and innovations from world leading industrial vision companies.

A content rich seminar programme provides visitors with access to a range of industry relevant topics. These include: Deep Learning & Embedded Vision; Vision in Robotics & Automation; 3D Vision; Camera Technology; Optics & Illumination; Systems & Applications; Understanding Vision Technology and Vision Innovation, all demonstrating how vision is being used to create smart factories and work places of the future.

Since its inception in 2017, the conference has increased in popularity with vision component manufacturers, distributors and vision systems integrators from across Europe, as well as those in North America and Asia.

www.machinevisionconference.co.uk


It is a one-stop shop for our customers. Every solution in the world is here.

NATIONAL SALES MANAGER, YAMATO

PUBLISHING



MACHINERY UPDATE

Machinery Update is the industry leading magazine devoted exclusively to news of technical developments in the design and use of our members' processing equipment and packaging machinery.

The magazine also covers new products, case studies, awards and applications.

- Published bi-monthly
- Mailed to over 9,000 targeted end user specifiers and buyers
- Additional 34,000+ electronic copies emailed to qualified recipients

To view a copy of the media pack and forthcoming features, please visit ppma.co.uk/machinery-update

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PPMA ANNUAL MACHINERY FINDER DIRECTORY

Our Machinery Finder Directory is regarded as the 'go to' publication for machinery suppliers and buyers. It contains 1,300 index headings and is circulated to circa 3,500 end-users.

All full and affiliate members will receive:

- Free listing in the 450+ page directory, available in print and online
- A fully interactive members' page detailing the products and services that they manufacture/supply
- Half page advert
- Opportunity to add their company logo for increased brand awareness
- Other digital opportunities



VISION IN ACTION

A dedicated magazine written on behalf of UKIVA members, targeting buyers and specifiers of industrial machine vision.

Read about the latest developments, news and case studies in vision technology. The publication is available in both print and digital format and is distributed to qualified recipients.

GET IN TOUCH:

Tel: +44 (0)20 8773 5505
Email: david.chadd@ppma.co.uk



MACHINERY UPDATE DIGITAL E-BULLETIN

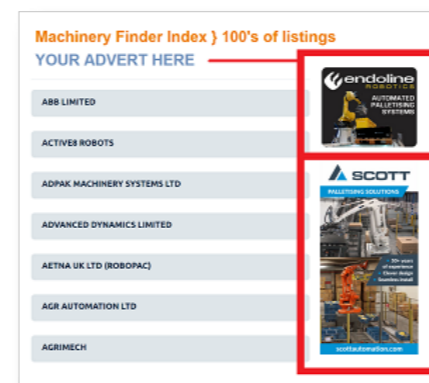
A bi-monthly edition with 40,000 end-user recipients and a 35%+ open rate. Keeping the content focused and relevant, the E-Bulletin gives the reader just enough information, without overload, to help them in their day to day jobs. Published six times a year, between editions of the printed magazine, the bulletin creates a monthly news feed to the end-user market.

There are two advertising options for each bulletin:

- **Main banner:** There are two banners running between the second and third editorial and fourth and fifth editorial;
- **Info box:** at the bottom of the E-Bulletin, ideal for promoting events, training, webinars etc.

MACHINERY FINDER WEB BANNERS

Advertising within the listings for the products you supply.



MEMBERS' PAGE WEB BANNER

Banner images on your members page giving a graphic representation of your machinery. Free to members with 10+ headings in the Machinery Finder section of Machinery Update.

WEBSITE



Our website houses the three associations of PPMA, BARA and UKIVA, with access to PPMA BEST and Machinery Update. The site receives over 40,000 unique visitors per month and offers a user-friendly browsing experience, with a wide range of information such as the latest news, training and events, and more technical information and company searches.

Members have access to a password protected members login, which they can use to customise their marketing information and contact details.

PPMA MACHINERY FINDER 'APP'

The PPMA Machinery Finder App enables users to quickly search between members and their supply chain. The App is compatible with Apple and Android platforms and is free to download.



ALL AT YOUR FINGERTIPS



PPMA Group offers a range of business support and vocational training to support career development. We present industry related, technical and regulatory training and a wide range of courses to develop interpersonal skills.



The marketing course attended by two members of staff changed the direction of our Business completely and has impacted on our strategy beyond what we could have imagined, Thank you PPMA.

CUSTOMER EXPERIENCE & EVENTS MANAGER,
FORTRESS TECHNOLOGY (EUROPE) LTD

Many of our training courses are convenient half-day, virtual workshops delivered online.

If you are looking to train up a whole team, or just need a course for one person, the PPMA Training Department can advise you on the most effective way to achieve your goals, and recommend the most suitable PPMA training courses for your needs.

Bespoke sales training can be arranged and delivered to your organisation either online or face-to-face, with custom made content prepared to meet your individual requirements. Please enquire about in-house training and further discounts for group bookings.

**For more information or to book
a course contact:**

Charlotte Paget
Training and Events Executive
Tel: +44 (0)20 8773 5523
Email: charlotte.paget@ppma.co.uk



MARKETING

Develop your marketing fundamentals and sharpen your strategic marketing skills.

Whether you're starting out as a Marketing Executive or an experienced Marketing Manager, PPMA training have courses that cover all marketing disciplines, providing you with the tools and confidence to improve performance and advance your career.

TECHNICAL

Providing the opportunity to upskill and cross-train those within our industry, in particular those who work on the engineering/factory floor.

A wide variety of Technical Training courses are delivered either online or in partnership with Make UK's Technical Training Hub in Aston, Birmingham.



SALES

Develop the critical selling behaviours most needed to improve sales outcomes.

Looking to create a pipeline, win opportunities or grow accounts? PPMA sales training courses are broad and constructive. We can offer an effective training solution to help your sales teams learn and apply the critical behaviours required during the sales process.



PERSONAL DEVELOPMENT

Personal Development is Career Development – simple as that!

PPMA personal development and leadership courses educate, nurture, and upskill individuals to build on their natural strengths and help to develop a positive response when faced with common issues in the workplace such as conflict, communication, leadership and teamwork.

Choose from a wide variety of PPMA personal development and leadership training courses and watch your teams improve productivity, motivation and job satisfaction.



INTERNATIONAL SERVICES

PPMA Group organises exhibition space at key international events, and provides information to support your exporting activities.



OVERSEAS EXHIBITIONS

We organise UK Group Pavilions at key international exhibitions relevant to members.

Benefits of exhibiting as part of PPMA UK Group comprise:

- ✓ Ability to negotiate good stand locations at exhibitions
- ✓ UK identity overseas
- ✓ Walk-on stand packages
- ✓ Networking events
- ✓ On-site personnel to offer assistance

PPMA UK Pavilions have been present at:

- Pack Expo, USA
- Interpack, Germany
- Gulfood Manufacturing, UAE
- ProPak Asia
- ProPak China
- ProPak Philippines

For a list of current UK Group opportunities, visit www.ppma.co.uk under the Services tab.

TRADE CHALLENGE PARTNER

PPMA is a Trade Challenge Partner of the Department of Business and Trade who provide support services for UK businesses.

As a trade challenge partner, PPMA promotes the services of relevant government departments to members and signposts activities such as events, trade fairs, missions and webinars. PPMA can also assist members, (when government funding is available) to access UK Tradeshow grants to attend or exhibit at overseas shows.

PPMA MEMBERS LIBRARY

In addition the PPMA Members Library holds valuable information on trading goods, VAT, government bulletins, business travel, regulatory updates and conformity assessment.

PPMA ARE MEMBERS OF Export Partners UK

EXPORT SUPPORT

Export Partners UK (EPUK) is a lobbying organisation made up of over 30 trade associations which assists UK SME's to lobby the government and opposition on International trade. In particular EPUK focusses on improving funding available at overseas shows.

KEY CONTACT

For more information about exhibiting overseas and the membership rates available, please contact:

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Overseas Events
Tel: +44 (0)20 8773 5508
Email: janette.lane@ppma.co.uk



Gulfood Manufacturing is by far the best show we attend globally. We reliably see a high number of visitors and more importantly an exceptional level of high-quality leads.

MATT SMITH, SILVERSON



It was great to be back exhibiting at the Gulfood Manufacturing show in Dubai. Exhibiting within the UK pavilion gave Marden Edwards good visitor exposure and a good opportunity to catch up with existing customers and with our regional trade partners.

GARY THICK, MARDEN EDWARDS

PPMA BEST stands for PPMA Business Education Skills and Training, and exists to encourage young people to develop a career in engineering within the processing and packaging, robotics and industrial vision industries, through education and training.



STEM DAYS

The charity works in conjunction with education establishments and member companies to offer a continuum of industry led accredited STEM (Science, Technology, Engineering and Maths) activities, including STEM days, projects and work experience throughout the year to address the skills shortage and longer-term recruitment needs.



On behalf of everyone here at Harris Academy Rainham I would like to say thank you very much for today. Both students and staff had a wonderful time. Hope to work with you again in the near future. The students had a brilliant experience.

TAVIA GRANT FROM THE HARRIS ACADEMY

203,000 PEOPLE WITH LEVEL 3+ ENGINEERING SKILLS WILL BE NEEDED EVERY YEAR TO MEET THE DEMAND FOR ENGINEERS THROUGH TO 2024

Source: State of Engineering Report, Engineering UK

FACTORY OF THE FUTURE

Factory of the Future was PPMA BEST's new initiative for 2022, targeting primary aged students. It is a 45-minute show delivered live via Microsoft Teams and innovates by presenting interactive choices enabling viewers to actively participate. The show aims to advance the PPMA BEST mission to inspire and encourage young people towards engineering via an age appropriate 'learning through fun' experience.



Wygate Park Academy loved the opportunity to take part in 'Factory of the Future' which aligns closely with part of our Green Promise to 'know more and grow more'. So many exciting and inspiring conversations took place in the classroom during the session and beyond. The interactive nature of the session ensured that the children were fully involved and engaged throughout. You could hear the cheers of excitement throughout the school when their questions were chosen! There is no doubt that there are many potential engineers of the future at our school.

MRS GOUGH, CURRICULUM, TEACHING & LEARNING DEVELOPMENT LEAD AT WYGATE PARK ACADEMY, SPALDING

209 Primary Schools from all across the UK experienced the Factory of the Future show, encompassing an estimated 25,080 students (and 1,672 teachers). Factory of the Future reached schools as far south as Cornwall and as far north as Aberdeen.

PPMA BEST provides programmes to help PPMA members kick-start their training scheme:

1. APPRENTICESHIP GRANT

To support members who might not have previous experience employing an apprentice. PPMA BEST will offer a grant to the company sponsoring the apprentice, and a further grant to the apprentice.

2. ENGINEER UNDERGRADUATE BURSARIES

To support undergraduates to develop the skills and experience needed to address the industry recruitment shortages. Awarded bursaries are claimed in two parts over the term of the course, paid equally by PPMA BEST and the sponsoring company.

3. APPRENTICESHIP PROGRESSION GRANT

To support those progressing to a higher or degree level apprenticeship to purchase equipment.



I found out about PPMA BEST grants after my apprenticeship manager recommended I apply. She said it would be useful to have as a new apprentice but also as a new apprentice who has had to re-locate. She was right, as it has helped me personally with the cost-of-living expenses and the cost of being self-sufficient. I would recommend PPMA BEST grants and bursaries to any new apprentice to help them with their studies.

LEWIS MORLEY, FESTO APPRENTICE



I'd also like to say thank you all for the grant as I have been able to buy some very nice tools. The photo is me putting my tools to good use as a colleague shows me how to make conveyer brackets.

LUKE MEALING, PREMIER LABELLERS APPRENTICE





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