

Membership Services

www.ppma.co.uk Tel: +44 (0)20 8773 8111

The PPMA provides a range of membership services tailored to the needs of the processing and packaging machinery industry and designed to help members improve their business, both technically and commercially.

Machinery Finder service

The Machinery Finder service is provided to give machinery buyers potential sources of supply for the equipment that they require and operates via telephone, fax, e-mail and internet using information from the PPMA member activities database, which is updated regularly.

Each year the service provides thousands of sales inquiries to members of the Association and is used by major purchasers and first time buyers alike.

Annual machinery directory

The annual PPMA Processing & Packaging Machinery Directory is the principal reference source for information on processing and packaging machinery available on the UK market and extends to around 350 pages every year. Comprehensive data is provided on the equipment supplied by all PPMA members and associate members, together with contact information.

Indices cover all types of machinery, trade names and the 700 plus overseas companies represented in the UK by association members. There is also a guide to useful industry contacts.

The directory is distributed on an annual basis to a high calibre end-user audience of buyers and specifiers in British industry while additional copies are made available at major packaging and processing equipment exhibitions across the world.

Website

Completely redesigned and enhanced for 2006, the PPMA website gives both machinery buyers and suppliers access to the broad base of information that forms the foundation of most PPMA activities. It plays host also to the Machinery Finder service and provides association members with live sales leads via a direct link to their own web sites or e-mail address.

Further key areas covered by the web site include PPMA training courses and seminars, the PPMA Show, a world-wide exhibition diary, and latest industry news. There is also a section to help overseas manufacturers find agents and distributors within the UK market. The PPMA members' area of the web site includes detailed marketing information, statistical data, member survey results, a business services help line and technical information.

Every month the PPMA web site (www.ppma.co.uk) records in excess of 75,000 (July/August 2007) visitors.

Consultancy

The PPMA is able to offer members a wide range of consultancy services at preferential rates. These include employment law, health and safety, technical and taxation matters such as R & D tax credit schemes, insurance and market planning.

In support of its marketing services the PPMA can also assist with merchandising, providing low cost products branded to members' own logos and house design.

Did U Know?

The PPMA sits on the steering committee of the CBI sponsored Trade Association Forum



PPMA Website – over 75,000 visits a month, July/August 2007

The PPMA End-user Database

The PPMA maintains a database on end-users of machinery which is regularly refreshed with new data from a number of sources, but particularly the Association's "machinery only" publication Machinery Update and from visitors to the PPMA Show.

This database is used by the Association in promoting its own events, such as training courses, but is also available exclusively to PPMA members for direct mail to closely targeted industrial sectors.

Office and library facilities

The PPMA headquarters, at Wallington in Surrey, is conveniently located 20 minutes from the M25 and 30



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minutes from Gatwick airport. Facilities available free of charge to members include a selection of meeting rooms and associated services for meetings, interviews or simply to break their journey while having access to a full range of office services.

Networking opportunities.

The PPMA's annual calendar of events includes a number of opportunities for members to meet with each other, and with representatives of the industries they serve, on both a business and social basis.

Sector groups for the pharmaceutical and food industries hold regular meetings to bring machinery buyers and suppliers together to discuss and take action on areas of mutual interest, such as the Safety Passport scheme for service engineers and harmonisation of validation practices and policies. In addition the PPMA organises an exporters group for UK machinery manufacturers.

There are also popular events such as the President's lunches, with guest speakers, held around the country, and the PPMA's annual golf day.



PPMA Golf day



PPMA Office in Wallington - meeting and training rooms available for members' use



John Clayton (Newman Labelling & past President of the PPMA) and his team take receipt of the Export Achievement Award at the PPMA Show