

Buyer Membership

2020



Why FTA?

Why be a member?

Join over 18,000 other members to get the policy and regulatory information your business needs; and help shape the future of logistics



Let FTA be the key component in your logistics operation

FTA is one of the biggest business groups in the UK, supporting, shaping and standing up for efficient logistics. We are the only organisation in the UK that represents all of logistics, with members from the road, rail, sea and air industries, as well as the buyers of freight services such as retailers and manufacturers whose businesses depend on the efficient movement of goods.

An effective supply chain is vital to Keep Britain Trading, directly impacting over seven million people employed in making, selling and moving the goods that affect everyone everywhere.

With Brexit, technology and other disruptive forces driving changes in the way goods move across borders and through the supply chain, logistics has never been more important to UK plc.

As champions and challengers, FTA speaks to government with one voice on behalf of the whole sector, greatly increasing the impact of our messages and achieving amazing results for members.





FTA Logistics Report

The FTA Logistics Report analyses and explores how logistics is performing on key measures and the events and trends currently shaping it. The report also contains the findings of our annual Logistics Industry Survey, which gathers views from businesses engaged in logistics in both the UK and globally.



Road freight activity

36%
increased domestic road
freight

16%
increased the number of
journeys to storage hubs

17%
increased the number of
journeys to distribution
centres



Rail freight activity

Domestic bulk and semi-bulk
rail freight sentiment index
was 85

Domestic intermodal
services sentiment index
was 66.7



Sea freight activity

Export activity was strongest
in Western Europe, Eastern
Europe, and Scandinavia with
sentiment indices above 67

Imports from Africa, Middle
East and Western Europe
declined significantly with
indices below 50, indicating
negative growth



Air freight activity

Air freight export activity was
robust in Western Europe,
Far East and Middle East with
sentiment indices above 70

Import activity was highest
for North America with a
sentiment index of 59.1



Advice

As a valued member of FTA we want to make sure when you need advice and support it is easily available. That is why you will have telephone and email access to our Policy Team.

Information

We provide members with up-to-date, targeted information relevant to their business needs.

We engage with members through meetings and webinars, which 1,000 of our members join us at every year.

We provide information in many formats including:

- **Annual FTA Logistics Report**
- **FTA Policy Report**
- **E-News**
- **Weekly Brexit Digest**
- **GSF Digest (shippers only)**
- **Monthly FTA Logistics Magazine**
- **Guidebook publications**
- **FTA website**
- **plus much more**



Participation

Your chance to shape FTA policy and campaigns through FTA Councils.

Network with peers through industry events, meetings, forums and working groups.

Keep up-to-date with industry events through our news bulletins and web meetings.

Industry expertise on hand to provide help on the issues affecting you and your organisation.



Meetings and webinars

Over 300 logistics managers and leaders attend FTA's Freight Councils every quarter.

Regional Freight Councils meet in 13 locations across the UK. There are also Air, Road, Rail and Water Councils that all members can join, as well as Shippers Council for cargo owners (retailers, manufacturers and wholesalers), a Strategic Council to address long-term issues, and a further 10 working groups focusing on more detailed logistics issues, such as customs, environmental footprint and access to skills.

These are complemented by regular Webinars and web-meetings to provide information and gather member views on fast-moving issues.



Member feedback

Of those who attend, 96% would recommend Council meetings to colleagues in the industry

95% rate the service and information they receive at the meeting as four or more out of five.



Representation



Engagement with policy makers

Access to government:

On average, each quarter the FTA Policy Team engages with 178 members of government. This includes:

- At least 10 senior officials (eg, Secretaries of States).
- Almost 80 government departmental officials.
- 34 government agencies and a further 47 local governments.
- Around 10 Members of Parliament.
- Approximately 15 policy makers and officials from regulatory agencies at global and European level.

Air, Road, Rail, Water: FTA participates in senior level industry-government groups across all modes.

Customs and Trade: FTA is a key part of government advisory groups on borders, customs, UK trade policy and agreements and Brexit.

Cargo Security: FTA staff have security clearance and participate in specialist security committees.

Influencing the EU: FTA is represented at the highest levels of EU logistics policy through its office in Brussels, European Commission advisory groups and trade bodies such as the European Logistics Platform.

Global influence: Global Shippers Forum provides cargo owners with representation with UN agencies such as IMO and ICAO responsible for regulating maritime transport and aviation at global level.



Global Shippers' Forum

www.globalshippersforum.com

As a Buyer member of FTA you automatically gain access to the Global Shippers' Forum – the world's leading business organisation for shippers engaged in international trade.

We are the Voice of Logistics

We work with governments and stakeholders to influence how you are able to do business, including taxes and spending, rules and regulations, and fair enforcement.

We represent all modes of transport for each part of the supply chain and have no vested interests of our own. We are therefore trusted by government.

We work in regulatory areas that directly impact on logistics buyers' businesses including all modes of transport, trade procedures and security, at both national and international levels.



Representation



Membership of FTA has given me access to the Shippers' Council and the Customs Working Group. The Shippers' Council is comprised of logistics specialists from cargo owning importers and exporters and it provides a 'safe' place to discuss pertinent issues of the day and influence policy issues at a UK and international level. Brexit is just one example of this; the FTA team has worked tirelessly to help importers and exporters understand the potential new requirements, identifying gaps in processes, working closely with government officials and traders to support continued trading. If you are a shipper of goods, whether importing or exporting, and you want to keep abreast of topical issues, I highly recommend joining FTA and the Shippers' Council.

Gillian Scott

Partner & Manager,
Import Logistics & Compliance

JOHN LEWIS
PARTNERSHIP

JOHN LEWIS
& PARTNERS

WAITROSE
& PARTNERS



Policy wins

These include:

- Measures that help contain transport costs, such as Fuel Duty frozen for 10 years.
- Making the case for a third runway at Heathrow while retaining early morning flights.
- Successful introduction of an alternative method to verify the gross mass of containers, avoiding the cost of individually weighing each loaded container.
- Persuaded government not to act on rail freight's use of red diesel, keeping transport costs lower.
- Encouraging a business-friendly approach to Clean Air Zones to minimise disruptions to high street deliveries.
- Supporting schemes to make it easier for buyers to identify compliant operators.
- Campaigning for improving skills in the sector and reducing staff shortages to improve transport efficiency.
- Development and promotion of key performance indicators for maritime transport and aviation, reflecting buyers' needs and driving improvements.
- Leading the effort towards digitalisation of freight documents, which will generate cost savings and simplifications for buyers.
- Simpler and clearer procedures for importers and exporters after Brexit – including significant easements for UK importers.



Media reach

In 2018 we had a total media reach of 88 million including 365 broadcasts on major outlets eg BBC News, Sky and Channel 4.

FTA is regularly covered in publications that include The Financial Times, The Times, The Guardian and The Economist,

We have a total social media audience of over 33,000; our content receives over five million impressions throughout a single year.

Please tear off, complete and return the attached form. If you require any assistance please call **0371 711 2222***

REQUIRED FIELDS IN RED

Buyer Membership application 2020

Post: Membership Recruitment, FTA, Hermes House, St John's Road, Tunbridge Wells, Kent TN4 9UZ
Fax: 01892 552 360 **Scan and email:** membershipsupport@fta.co.uk

YOUR DETAILS

Title First name Surname
Job title
Direct dial no
Mobile
Email

COMPANY DETAILS

Company
Trading names (if any)
Address
..... Postcode
Telephone Fax
Website
Company registration no. VAT reg no (if known)

COMPANY PROFILE

Nature of business Annual UK turnover

Which sector best describes your business?

- | | |
|--|---|
| <input type="checkbox"/> Retail | <input type="checkbox"/> Freight Forwarding |
| <input type="checkbox"/> Wholesale | <input type="checkbox"/> 3PL |
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Other |

HOW WOULD YOU LIKE TO BE CONTACTED? (please tick all that apply)

- Email Post Phone

DECLARATION

I hereby apply for membership and agree to abide by the terms of the Articles of Association of Freight Transport Association Ltd (a copy of which is available on request).

Signature Date

A VAT invoice will be issued to you on registration of your membership.

Membership fees

Entrance fee (payable year one only)			£ 50.00
Basic fee (based on your company's UK annual turnover)			+
Annual UK Turnover	Non-member price	Member price	
<input type="checkbox"/> < £250m	£1,000	£500	
<input type="checkbox"/> £250m-£500m	£1,500	£750	
<input type="checkbox"/> > £500m	£2,250	£1,125	£ _____
Additions			+
Brexit Services – Essential	FREE	No required.....	£ _____
Brexit Services – Expert	£260.00 each	No required.....	£ _____
Total			£ _____
Please add VAT (at the appropriate rate) of the above figure			£ _____
Grand total (including VAT)			£ _____

Payment

Direct debit (a direct debit form will be sent to you)

Credit card (we will contact you for your card details)

The data FTA gathers and holds is managed in strict accordance with the Data Protection Act 1998. FTA will use the data you supply to provide information and services you have requested.

From time to time we may share your contact information with selected third parties so they can contact you about products and services you may be interested in. If you would prefer not to receive these offers, please tick the box.

Brexit Expert Services

ESSENTIAL INFORMATION SERVICE
(FREE for existing members)
All you need to know about the most relevant Brexit developments in the form of email digests.

EXPERT SUBSCRIPTION SERVICE
More detailed advice, tips and best practice information, briefing notes, checklists, compliance guides and webinars, tailored to your type of operation.

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*Calls may be recorded for training purposes

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