

YOUR VOICE  
**bfb**i



# MEMBERSHIP BENEFITS 2020





## YOU WORK FOR THE INDUSTRY?

### WHY NOT MAKE THE INDUSTRY WORK FOR YOU..?

Since its formation in 1907, as the Allied Brewery Traders' Association (ABTA), the BFBi has continued to provide an invaluable link between the trades and services supplying the Brewing, Food and Beverage Industry. Today, the Association's strength and depth of membership expertise continues to help manage the opportunities and challenges facing our modern industry.

A **full range of networking events are available**, including BevExpo 2021, being held at Ricoh Arena, Coventry in May – organised by the membership for the membership, showcasing the entire value chain supplying the beverage industry.

BFBi acts as the **lobby body for the various sectors within the supply chain**, representing all Members to ensure fair competition within the market place.

BFBi organise a number of sector specific schemes including:-

**BFBi's Register of Accredited Service Providers** - provides a list of accredited Service Providers, ensuring a minimum standard of work, training and adherence to Best Practice.

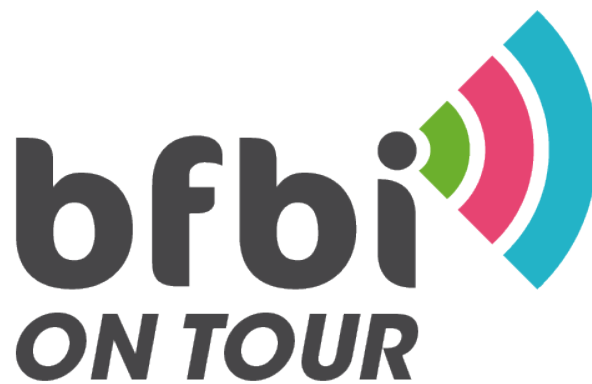
Development of a **Trailblazer in Drinks Dispense** - created to provide an entry level nationally recognised qualification, as well as a career pathway for the cellar service sector. Supported and promoted by Brewers and Pub Operators, these qualifications ensure a cohesive and progressive career pathway.

**BFBi National Register of Beverage Gas Fillers & Suppliers** – provides a minimum level of best practice for fillers and suppliers of cellar gas, helping to ensure safety in the cellar and provision of quality beer.

**BFBi Feed Assurance Scheme** - All breweries supplying material to the animal feed market must comply with the Feed Hygiene Regulations. These include the need for a HACCP plan.

In order to ensure the supply of nutritious, wholesome and **SAFE** moist co-product feed to farm, the **BFBi Feed Assurance Scheme** has been established to support the smaller brewer and distiller. This Scheme runs alongside the BFBi Code of Practice for Moist Co-Product Feeds and AIC FEMAS/UFAS accreditation.

**For further information on the above schemes please contact  
info@bfb i.org.uk**



### **Advantages of membership include:**

- BFBi Annual Directory (also available on CD).
- Marketing Opportunities via inclusion of your press releases on the BFBi website and in Supplylines, our quarterly newsletter, placement of your company banner on our website welcome page
- Networking opportunities via tours of manufacturing sites, industry seminars and social events.
- Discounted stand space at BevExpo exhibition (see back page)
- Dedicated website, constantly updated.
- Trading between Member companies provides an opportunity for industry networking and profit maximisation.
- E-Groups – The latest industry and sector specific information.
- Use of Targeted Databases. Members can access our database of breweries, pub operators, cider makers, distillers, soft drinks, dairy products and manufacturers both within the UK and abroad. We subscribe to the major food and drink information websites so you don't have to.
- Representation via trade committees working in partnership with other national and international organisations at the forefront of legislative development.
- Forum for lobbying Parliament, Europe and International legislative bodies
- Assistance with export Grants and Funding
- Exhibition Management – Domestic and Overseas.
- Discounts to brewers & distillers on BFBi Feed Assurance Scheme
- Free on-site compliance audit to BFBi Gas Accreditation Scheme for relevant members
- Business Advisory Helpline – Providing, free professional advice on many issues, including: Tax, VAT, PAYE, Health & Safety, Corporate Law, Employment Law, Patents.

### **The 2020 Annual Subscription is:**

- £595.00 + VAT for Company Members
- £235.00 for Sole Traders/Drinks Manufacturers

# YOUR VOICE

# bfbfi



## YOUR VOICE

Your Voice – the BFBi quarterly newsletter – is sent to approximately 2500 members and wider beverage and food industry specifiers.

As well as profiling BFBi events and issues being addressed by the Association’s trade committees, the newsletter provides an opportunity for members to announce changes in personnel, promote new products and services and company events.

Inclusion is free of charge to our Members and all press releases are also included on the Member News page of the BFBi website.

Inserts/flyers may also be included for a small fee to cover administration costs. (subject to approval)

So, if you have something to shout about – shout it out in Your Voice!



Please forward your press releases to Nikita at [admin@bfbfi.org.uk](mailto:admin@bfbfi.org.uk) who will deal with your request.



## **BENEFITS OF THE WEEKLY NEWSLETTER**

The BFBi e-newsletters provide a weekly update for Members of BFBi, giving information on:-

- Access to news, statistics and information from internet sites around the world

(BFBi is a subscriber to the Financial Times, Just Drinks, Birkners Beverage World and other global drinks sites)

- Section, National and International Events
- Hyperlinks to

The Consolidated Programme of Events

Solutions magazine - provided, free of charge, to BFBi Members from Croners Consulting giving advice and information on

- PAYE
  - VAT
  - Tax
  - Corporate Law
  - Personnel
  - Health & Safety
- Items of Interest
  - A range of market information within the beverage and liquid food industries is available
  - Members may also use the facility to market events/seminars they may be organising to other BFBi Members.



## HOW BFBi HAS WORKED FOR MEMBERS

*"In "normal" times, you provide a great service covering market information and in particular, smoothing the way for conferences and exhibitions, which assists our focus on growing our export business. The present situation has, however, really emphasised the value of the BFBi".*

*"I find the reports I receive very useful as they are often the only source of factual information I receive and can rely on about our trade. They are also my link with the outside world, as a business man running a small company I often get and feel very insular in my outlook, these e-mails help to keep me in touch with the outside world"*

*"The news bulletins are extremely helpful for me in our sector. My testimonial would be "my needle – your haystack".*

*"Appreciate your impressive and speedy access to information with detailed content and wide coverage. Friendly and professional point of contact too."*

*"Each day, having read the BFBi briefing, I feel I have been brought up to date with events happening in the world and more importantly can then assess their impact on us".*

*"The Industry bulletins sent out by BFBi have proved to be a valuable source of information for the JohnsonDiversey sales teams. We work closely with our customers and having an in depth knowledge of developments within their organisations allows us to anticipate their future needs and to define our service offering accordingly"*

*"As a Member of the BFBi, we find many of their services invaluable. Their global News service keeps me up to date with all that is happening in our sector as well as providing articles and information. Other services we have used include; export sales & marketing workshop, grants for overseas exhibitions, inclusion in the BFBi Directory and, course, both national and section networking events.*

*In addition we have used the helpline to clarify various issues and found the advice to be exemplary.*

*Further, the support on exhibitions and sources of other institutional support is very much appreciated. Keep up the good work!!"*

*"To us, BFBi Membership has given us the following benefits: Success in obtaining exhibition grants; hassle-free stand planning and exhibition attendance; good package travel deals; excellent trade information; friendly and efficient service; effective networking."*

*"By continuing my attendance of BFBi meetings and functions, the importance of 'networking' opportunities with other suppliers and customers, has never so strongly been impressed upon me. Whilst operating for the last few months as a 'sole trader', I have received tremendous support from other member companies wishing to utilise my services and experience, which has been greatly encouraging."*



## FREE SERVICE!

### **BFBI BUSINESS SUPPORT HELPLINE SERVICE**

The **free of charge** Business Support Helpline from Croner Consulting provides expert, practical advice for Member Companies and their employees.

The Helpline provides:

- ✓ Expert consultants
- ✓ Friendly, sympathetic and straightforward approach
- ✓ Preventative recommendations to avoid pitfalls and prosecution
- ✓ Tailored guidance and support
- ✓ Time to focus on managing your business

The Business Support Helpline is available during business hours (8am – 6pm) as and when you need it.

There is **no limit to how often you can use the service or how long it takes to solve an issue.**

Areas of advice include:

- ✓ Employment
- ✓ Health & Safety
- ✓ Payroll
- ✓ Tax
- ✓ VAT
- ✓ Commercial & Contract Law
- ✓ Landlord & Tenant issues
- ✓ Company Law
- ✓ Consumer Protection & Licensing
- ✓ Copyright & Patents
- ✓ Debt Collection & Credit Management
- ✓ Business Rates & Lease Negotiation
- ✓ Stakeholder Pensions

The Helpline also keeps Members up to date with legislative changes and provides fact sheets on a range of common issues.

**Don't forget – as a Full Member, all employees are able to use this excellent service!**



## **BFBi CODE OF CONDUCT**

### **INTRODUCTION**

This Code of Conduct is a means of ordering and regulating expectations and behaviour of Member Companies with a view to improving corporate social responsibility.

It aims to create greater certainty in commercial and other relationships within the Association.

All Member Companies, by joining the Association, agree to abide by the BFBi Rules of Association.

### **OBJECTS OF THE ASSOCIATION**

The principal **Objects of the Association** are to enable its Members:

- To act together in all matters appertaining to their trade or professional interests;
- To watch legislative proposals and other public matters affecting them in common with the brewing, food and beverage industry and to take any necessary action thereon whether by way of petition to Parliament or otherwise;
- To form a centre for obtaining and diffusing information and generally to endeavour to meet the technical aspirations and social requirements of persons engaged in or interested or connected with those trades.

The **keystone of the Association** is the forum, which it provides for the regular and frequent meeting of its members, both formally and informally.

In committees and working parties, joint ventures and exhibitions, conferences and seminars, social events and sports activities, the Association provides many opportunities for its members to meet and discuss matters of mutual interest and concern.

The **strength of the Association** lies in its ability to act for, and on behalf of, its members; to influence and inform to the mutual benefit of all.

### **WHAT YOU MUST DO**

Members should make every endeavour to:

- Ensure that they conduct their business affairs in a professional manner and avoid behaviour that could bring the Brewing, Food & Beverage Industry Suppliers Association (BFBi) or its membership into disrepute.
- Conduct their business affairs on sound, ethical principles and make every endeavour to trade fairly and honestly with employees, clients, suppliers and other Members.
- May not, under any circumstances, purport to represent, speak on behalf of or otherwise act as a representative of the BFBi unless asked to do so.
- Not act in an anti-competitive manner (see overpage).



- Strive to achieve their professional goals by continuing educational and training, seminars, conventions, etc., and striving for excellence through professional improvement.
- Understand that being a BFBi member is a privilege and not abiding by this Code of Conduct or the Membership Rules is cause for termination or suspension of membership and all rights to use logos and BFBi's name cease.

## **WHAT WE WILL DO**

- Aim to be the foremost Trade Association providing opportunities for its Members to develop within the Brewing, Food and Beverage Industry Sector.
- Enable Members to act together in all matters appertaining to their trade or professional interests.
- Monitor legislative proposals and other public matters affecting Members in common within the Brewing, Food and Beverage Industry Sector and to take any necessary action thereon whether by way of petition to Parliament or other agencies, both in the UK and worldwide, so as to protect the interests of Members.
- Form a centre for obtaining and diffusing information generally to meet the technical aspirations and social requirements of persons engaged in or interested or connected with that industry Sector
- Maintain the vital link between the many and various trades and services supplying the Brewing, Food and Beverage Industries;
- Create the forum which provides for the regular and frequent meetings of its Members, both formally and socially.
- Monitor and support the special interest Groups within the various trades; through specific trade committees, exhibitions, conferences and seminars.
- Assist Member companies to identify and develop new market opportunities worldwide, through overseas exhibitions, conferences and seminars.
- Continue to develop the Association whereby customers can rely on a quality of service and product being provided by Member Companies and to create the situation whereby membership of the Association will offer priority consideration when customers are sourcing their requirements.
- Promote inter-trading between Member Companies.

## **ANTI COMPETITIVE BEHAVIOUR**

As a trade association, BFBi strictly adheres to UK Competition Law. Thus, Member Companies must never use a BFBi networking function to talk with, or exchange information with competitors to:

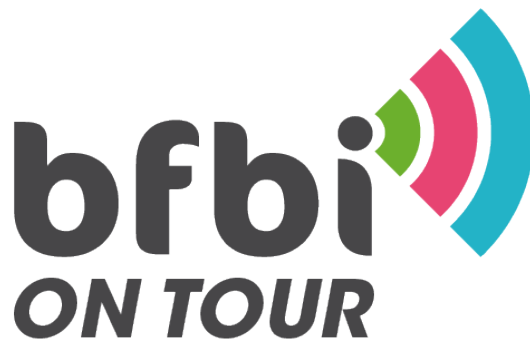
- Fix prices – this can include setting minimum or maximum prices, or “stabilising” prices.
- Fix terms related to price, pricing formulas, credit terms etc.
- Divide up markets, customers or territories.
- Limit production, including agreements to shut down capacity.
- Rig a competitive bidding process, including arrangements to conduct “sham bids”.

## **NON ADHERENCE TO THE CODE OF PRACTICE**

Complaints about a Member Company, in relation to their adherence to the Code of Practice, should be put in writing to the Chief Executive who will present a case to Management Committee. If it is determined that a Member Company has not acted according to the Code of Practice the Rules of Association shall be invoked whereby:

### ***“EXPULSION***

2.00 (i) *It shall be the duty of the Management Committee if at any time it shall be of the opinion that the interests of the Association so require, by letter to invite any Member to withdraw from the Association within a time specified in such letter and in default of such withdrawal to submit the question of his expulsion to a General Meeting. It shall be the duty of the Chief Executive to inform the member in question; of the time and place of the General Meeting and of the nature of the complaint against him in sufficient time to afford him a proper opportunity of offering his explanation. At such General Meeting the Member shall be allowed to offer an explanation of his conduct verbally or in writing, and if the majority of the Full Members present shall vote for his expulsion he shall immediately cease to be a Member of the Association.”*



## LIST OF BFBi FORTHCOMING EVENTS

**2020**

15 <sup>th</sup> January	Eastern Section Indoor Cricket, Debenham Sports Club
23 <sup>rd</sup> January	Tour of Daniel Thwaites PLC
28 <sup>th</sup> January	Challenge of Plastic Packaging - Joint BFBi & IBD Southern Section Seminar
6 <sup>th</sup> March	Northern Section Annual Luncheon
10 <sup>th</sup> – 12 <sup>th</sup> March	SIBA BeerX, Liverpool
19 <sup>th</sup> March	Tour of Adnams Brewery & Distillery
2 <sup>nd</sup> April	Eastern Section Annual Dinner
19 <sup>th</sup> – 22 <sup>nd</sup> April	Craft Brewers Convention, San Antonio, USA
29 <sup>th</sup> April	BFBi National Luncheon
14 <sup>th</sup> May	Tour of Tiny Rebel Brewery
21 <sup>st</sup> May	Tour of Curious Brewery & Chapel Down
4 <sup>th</sup> June	Tour of Black Cow Distillery
16 <sup>th</sup> June	Midland Section Annual Luncheon – House of Lords
10 <sup>th</sup> – 12 <sup>th</sup> November	Brau Beviale 2020
20 <sup>th</sup> November	Midland Section Lunch, Council House, Birmingham

BFBi organises a range of free of charge tours, together with technical seminars, social events etc. Our objective is to bring people together in order to network, share knowledge on a non commercial basis and improve the industry as a whole.