

“ PPMA CEO Chris Buxton, invites you to join the PPMA and special guests, for a glamorous evening of Burlesque to celebrate 21 years as one of the UK’s leading trade associations. ”

Who would have thought that when the founder members of the PPMA got together in 1987 they were about to conceive one of the UK’s most proactive and well respected trade associations in the UK? This year represents the PPMA’s 21st Birthday and to mark the occasion this year’s PPMA Show will combine a very special event – **the PPMA 21st Celebratory Dinner**. Whether you are attending the exhibition or not, this celebratory event is one not to be missed.

Taking place on the second evening of the PPMA Show, **(1 October)**, the event will be based around a very glamorous **Burlesque theme** and will include a **free drinks reception, three course dinner and themed entertainment throughout the evening**. Details of the acts remain a secret so as to maintain an element of surprise but we may rest assured that they will be consistent with the Burlesque theme and are guaranteed to bring an element of fun and glamour to the occasion!

As there are so many interested parties in the ‘PPMA family’ there will be no restrictions placed on attendance so this will be an ideal opportunity for members to either **entertain customers, reward their staff** or simply to come and **relax amongst friends**. In twenty one years the PPMA has covered a ‘lot of ground’ so there will be a selection of old faces as well as new personalities and no doubt a review of some of the highlights of the past two decades!

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Issue 08

This issue has been sponsored by **Sutton Winson - insurance solutions** www.suttonwinson.com



Box Office

BOOK NOW!

Single ticket: £65 Table of ten: £600
Venue: Concourse Suite, NEC
Date/Time: 1 October '08, 6pm free drinks reception, 7.30pm meal/entertainment
Dress: Business / Smart attire
Tickets & Info:
david.harrison@ppma.co.uk / janine.berriedale@ppma.co.uk
T +44 (0)20 8773 8111

Welcome

It's great to be back!



Editor Kirsty Sharpe

Having had nearly a year away on maternity leave (plus a house move!), it's great to be back as Editor of PPMA News and to be a part of the PPMA team again. Thanks go to Mary Murphy who edited the last 3 issues in my absence.

My two young children take up so much of my time and I wish there were more hours in the day to get things done. But as I can't 'magic-up' any more hours, I'm going to apply the members' Time Management Tips (p.4-5) to my work and home life in order to squeeze a few jobs into the day. I think as a part-time working parent you have to be disciplined to get as much work done as possible in 'work-time'. My top tip is to 'Stay focused and stay put' - don't let the phone interrupt you, people drag you off on another job, or give in to making another cuppa - stay where you are and finish the job/task.

When I last spoke to members about 12 months ago, reports back then showed that business was quite tough. So I was surprised and happy to learn from speaking to some process members that times are looking up. See 'Recession? What recession!' p 7.

Issue 9 will be published prior to the PPMA Show in September and will provide great exposure for members that get involved. Please email: kirsty.sharpe@ppma.co.uk

Features for issue 9 include:-

- Members who are developing new technology for better quality control
- Robotics - success stories & cutting edge developments
- Work-Life balance - how members have created systems, practices and a work culture to help their staff juggle work-life more effectively
- Your views on the changing role of coding - how it's been automated and integrated so that it's part of the factory process

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Top Tips, on successful time management p4



Recession! What recession? Process members discuss p7

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Taking place in the **Concourse Suite at the NEC**, the event is especially convenient and cost effective for those who also choose to attend the PPMA Show. However, even if you are simply coming for the celebration, **access and transport will be easy** with no complex inner city parking problems!

Recognising that these are challenging times for many members every effort has been made to keep ticket prices to a minimum with **single tickets being available at £65 each and tables of ten for the very competitive sum of £600**. This price is **all-inclusive** of the free drinks reception, the meal and all entertainment and is therefore almost one third of the typical price for similar events.

By popular request from the membership **dress code will be business attire** rather than black tie thus enabling the gentlemen to come straight from the show if they so desire and the ladies to dress as in as glamorous or smart a fashion as they choose! For those early birds coming almost straight from the show the **free drinks reception will open at 18.00 Hrs with seating for the main meal at 19.30 Hrs**.

Book your tickets NOW!

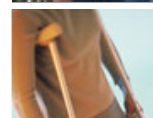
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21 years of the PPMA

By Jerry Marden, PPMA President

The PPMA has developed far beyond the expectations of its original founders when it was created 21 years ago. Born out of dissatisfaction regarding UK exhibitions it is perhaps not surprising that UK exhibitions still occupy much of the PPMA and its members' time.

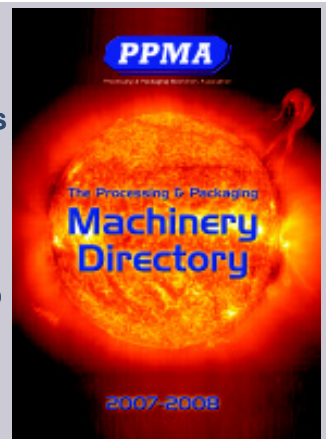
However, this is about all that has remained constant within our industry. Twenty one years ago was before the fall of the iron curtain and the opportunities and threats that have been presented by a market driven Eastern Europe. It was before the development of the Asian economies with their low cost manufacturing base and expanding economies and before the advent of the internet. It was even before the vast number of directives affecting all aspects of our business lives that have and continue to come from Brussels.

I believe that the PPMA has, and must always, mirror its members business environment. The products and services provided by the PPMA must be in direct response to what the members want, what the industry requires and be delivered in a cost effective and high quality manner.

There have been many highlights over the last twenty one years, but for me the really important areas over which the PPMA has fought hard to help its members have been with the provision of a high quality machinery directory, the development of the UK's foremost processing and packaging machinery exhibition, the publication of a dedicated magazine for processing and packaging machinery and successfully assisting members with the complexities of all the relevant machinery directives.



The products and services provided by the PPMA must be in direct response to what the members want.



As we go forward it is clear that two relatively recent PPMA developments, the China office and the investment in the PPMA website will also assist members with the new world in which we now find ourselves. The bridgehead into China gives members a low risk method of tapping into a new market as well as sourcing lower cost machinery and components. PPMA Internet Services will help members become visible to customers around the world in a cost effective and low risk manner.

However, perhaps most importantly is the networking aspect of the PPMA – the ability to talk with both competitor and customer alike. The Presidents' Lunches, since they were initiated some 8 years ago have become a great way for members to meet, exchange views, share problems and to do business with each other. At all domestic and overseas events in which the PPMA participates it tries hard to provide a friendly environment in which business can be done and contacts made. This, perhaps, is the greatest achievement of the PPMA and its lasting legacy.

Book your PPMA stand now!
Space is still available, so book your stand now:-
graham.earl@reedexpo.co.uk
+44 (0)20 8910 7890

PPMA Show '08 - opportunities for exhibitors

Now entering its 20th year, the PPMA Show provides the best opportunity to source, evaluate and purchase machinery, equipment and ancillary products & services for all your processing & packaging requirements. If you are exhibiting at the show you'll want to take advantage of the pre-show advertising and marketing opportunities:-

- Place the PPMA Show logo, stand number and link on your website, email signatures, letters to clients, and any adverts you are placing in the media. Download the logo now from www.ppmashow.co.uk
- Add Bob Bushby (PPMA Show PR Agent – bob@nmpr.co.uk) to your regular press list and inform him of anything special you will be doing at the show.
- PPMA Show Exhibitor Open Day, (8 July, NEC) to meet the show team, speak directly to the exhibition contractors, and learn about the FREE promotional opportunities. Contact T. +44 (0)20 8910 7189 deborah.conneely@reedexpo.co.uk

- Upload your brochures, product information & images, logo, press releases, and company description to www.ppmashow.co.uk* (*available to all exhibitors who have an Enhanced Internet Listing)

- Forward your press releases to bob@nmpr.co.uk for inclusion in our monthly visitor newsletters

- Plan your advertising around the PPMA Show Previews and include your stand number on your adverts

- Free PPMA President's Lunch, (2 July, Chateau Impney Hotel, Worcester) to hear F2F Events Managing Director Austen Hawkins discuss 'Getting value out of Exhibitions'. To book contact david.harrison@ppma.co.uk +44 (0)20 8773 8111. See Austen's article, page 13.



Sir Digby Jones will be opening the PPMA Show 2008

www.ppmashow.co.uk 