The Manufacturing Technologies Association

Membership
The MTA exists to promote the interests, and be the voice, of the manufacturing technologies sector in the UK.

Our services are designed to help member businesses prosper and encourage innovation while promoting the use of advanced technology in the engineering-based manufacturing industry.
Why join the MTA?

It is an exciting time in high-value engineering and the MTA is uniquely placed to support your business. Tracing our roots back to 1919, the MTA is the voice of the manufacturing technologies sector in the UK and has almost 100 years of heritage in supporting engineering-based manufacturing. The sector we represent delivers the means of production into the UK's manufacturing companies; our members design, manufacture and supply the advanced machinery, equipment and software that enable the creation of the products we rely on from day-to-day and that drive our economy.

Membership of the MTA opens up a wide range of benefits that your business can utilise on a day-to-day basis. Whether you need market intelligence and monthly economic forecasts to help plan your sales strategy or support with promoting your business to key export markets, we are geared up to deliver for our members. From informative networking events through to delivering MACH, the UK’s only major exhibition focused on manufacturing technologies, the MTA helps create business opportunities for members.

The MTA works hard to ensure the engineering-based manufacturing industry gets the recognition it deserves – through government liaison and media contacts and by promoting careers in our sector.

Why join the MTA?

It is important for us to be part of a trade association as we exhibit all over the world. We go to market with the MTA, attend exhibitions with them, so it is very good to have their support.

STUART PLUMMER, DIRECTOR OF SALES, FILTERMIST

Membership at a glance

The MTA is the only UK trade association that specifically represents the needs of engineering-based manufacturing companies.
The MTA provides relevant and specific industry intelligence

Whether you are looking for market data, monthly economic updates or annual forecasts, the MTA offers the most relevant and up-to-date information. Our in-house statistician oversees all MTA surveys and provides a unique insight into the UK’s engineering-based manufacturing industry while our in-house technical expert offers advice, guidance and knowledge on technical regulation.

MARKET INFORMATION
The MTA Annual Forecast for the machine tool and cutting tool industries provides valuable information on the UK market. Prepared independently by one of the world’s leading economic consultants, Oxford Economics, the forecast is built from a detailed sectoral model of the UK and European economies, combined with data derived from MTA surveys.

Market information and monthly economic updates are produced and published by the MTA’s statistician ensuring up-to-date statistics on all aspects of manufacturing technologies are available – invaluable to our members when producing sales forecasts and identifying market trends and opportunities.

TECHNICAL GUIDANCE ON LEGISLATION
Our other industry intelligence offering comes from our technical department. We understand that new technical regulations can sometimes be difficult to interpret and keep abreast of, which is why the MTA employs a dedicated technical expert to provide advice on such matters and make sure members are kept up-to-date on the latest regulatory developments.

Our service ensures that members’ interests are represented at the early stages of development of such regulations. The members making up our technical advisory panel are drawn from some of the leading brands in the sector and contribute to international standards as well as UK specific technical standards.

The MTA works closely with BSI and European standards agencies, meaning that not only do we help shape the standards for the industry, but you can see drafts of new standards that will affect your business before they are passed.
MACH Exhibition

Owned and organised by the MTA, MACH is the UK’s premier manufacturing technologies event. Held every two years at the NEC in Birmingham, the show attracts in excess of 25,000 visitors to see over 600 exhibitors. A live working show, MACH demonstrates the latest machinery, equipment and software for the high-value engineering sector.

MACH is widely regarded as the place to see what’s new and as such attracts large numbers of buyers, both from the UK and overseas. The show is designed to enhance the visitor experience with specialised zones, free seminars and co-located events, bringing buyer and seller together in an easily navigated format.

Exhibitors report multi-million pound sales being made at the show as well as creating a host of new contacts and sales opportunities that will help shape the future of high value engineering.

MTA members receive priority selection of stand positioning at MACH, as well as substantial preferential stand space rates.

MACH delivered for WNT with a record number of visitors to our stand and an excellent enquiry level. The overall positive attitude was very encouraging and provides an optimistic outlook for UK manufacturing in general.

TONY PENNINGTON, MANAGING DIRECTOR, WNT (UK) LIMITED

The MTA delivers MACH, the UK’s only major exhibition focused on manufacturing technologies

25,000+ VISITORS ATTEND MACH

The MTA works closely with the Department of International Trade to promote international trade missions at MACH. Members are offered the chance to meet with international delegates through one-to-one meetings, seminars and networking events.
The MTA brings together professionals in manufacturing technologies to share best practice.

CHRIS POCKETT, HEAD OF COMMUNICATIONS, RENISHAW

Networking and Events

Creating business opportunities for our members is a key aim for the MTA. Our vibrant networking events, annual dinner, inward and outward missions and export activities are all designed to create links for the UK’s advanced engineering sector and leading international engineering organisations.

NETWORKING EVENTS
To fully support our members we provide regular networking events in the form of seminars covering key industry topics and major events such as the Annual Golf Day and Annual Dinner. We also support our members’ trade activities via promotion of them at key events both in the UK and abroad.

OVERSEAS EVENTS
Our attendance at overseas exhibitions and events is geared towards promoting the interests of our member companies while encouraging export links. Our presence varies between events and can range from an MTA stand with literature and meeting facilities through to a full MTA UK pavilion.

We also organise inward and outward missions in association with DIT (formally UKTI) to foster trade links with overseas companies and introduce our members to international buyers. Such missions have taken place at our own UK exhibition – MACH – and as far afield as Brazil, China, India, Thailand and many more, supported by the MTAs dedicated representatives and in-country contacts.
Representing your business

The MTA is the UK’s only trade association which specifically represents the needs of engineering-based manufacturing companies. We liaise with Government, major business groups and the media to ensure that our members’ interests are voiced, our industry gets a fair deal, is understood, and receives the recognition it deserves.

The MTA attends all the major party conferences and hosts regular events in Parliament, ensuring contact and discussion with politicians on an ongoing basis. We conduct regular surveys amongst MTA members with the results and opinions being voiced to Westminster and Whitehall. Government Select Committees rely on trade associations for opinion and input on topical issues like Brexit and the Industrial Strategy and the MTA is uniquely placed to represent the interests of members.

The MTA works very hard to raise the profile of engineering-based manufacturing through our work with the media. Our news items are regularly printed by the key trade press and where possible we work with the national broadcast and print media to promote manufacturing.

The MTA uniquely represents engineering-based manufacturing

The representational activities of the MTA at Westminster are important to us on a number of fronts. Not only is it essential that government recognises the fact that manufacturing is an integral part of a balanced UK economy, but also that it acknowledges the specific needs of the manufacturing sector as a whole. The MTA is recognised as being representative of our industry and as a member of the association I am aware of significant progress being made in conveying our key messages to government.

MARK RIDGWAY OBE,
CHIEF EXECUTIVE OFFICER,
GROUP RHODES
As an MTA member, I was aware of the £2,000 apprenticeship grants available to help businesses meet the cost of taking on an apprentice. We have used a number of the MTA’s grants and loans over the years to great effect. We now take on 2-3 apprentices per year and having some financial assistance from the MTA has really helped get the programme up and running, especially for those who were uncertain about taking on an apprentice.

ALAN PICKERING,
MANAGING DIRECTOR,
UNISON LIMITED

The MTA fosters engineering-based manufacturing from the grassroots up. We encourage our members to employ apprentices and provide support for developing the skills of those already employed by member companies. We also work with schools, colleges and universities to promote careers in engineering.

APPRENTICESHIP GRANTS
Apprenticeships are an excellent way to provide good quality training in the technologies and skills needed in advanced manufacturing whilst benefiting both apprentices and employers. Apprenticeships provide a great way to help businesses grow their own talent, while developing a motivated, skilled and qualified workforce. Companies who declare a turnover of less than £10 million in respect of their MTA membership may be eligible for a £2,000 Apprenticeship Grant or a £10,000 interest-free Apprenticeship Loan.

A new Apprenticeship Levy has been introduced for 2017. The National Apprenticeship Service offers an advice hotline for MTA members so that they can understand the impact the Levy will have on their businesses and can learn about how to obtain funding via the Digital Apprenticeship Service (DAS).

TRAINING GRANTS
The industry is well aware of the skills needs it faces. So whether you’re looking to train new staff or up-skill your existing employees, the MTA is able to offer grants of up to £500 towards training. Training can cover a range of skills from machining to software, as well as any area to help develop or support your business.

OUTREACH WORK
Our work with schools, colleges and universities, training providers and other organisations within the engineering-based manufacturing sector sees us involved in events which promote engineering as a career option. The annual Technology, Design & Innovation (TDI) Challenge encourages students aged 14-19 to create innovative solutions to everyday problems from the design stage through to a prototype version, with some winners receiving apprenticeship offers or scholarships as a result of their competition entry.

The MTA also provides an Education & Development Zone at the MACH exhibition, offering students a unique experience to learn more about manufacturing technologies and the wide range of career opportunities available to them.
Business Support – Marketing

Helping members find new business opportunities through marketing support is a key benefit of MTA membership. From the new MTA website that boasts a host of landing pages and in excess of 7,000 unique visitors per month through to our strong relationships with the UK’s manufacturing trade press, MTA members receive relevant marketing support to create genuine sales opportunities.

**MTA AND MACH WEBSITES**
Our two main websites attract visitors interested in manufacturing technologies and high-value engineering. The MTA website is designed to be an invaluable reference site for visitors searching for products and services related to high-value engineering. The MACH website complements this approach, promoting the latest products and services on display at the show to attract sales opportunities and features as a reference tool long after the show closes.

**WEBSITE PRODUCT DIRECTORY**
The MTA website product directory receives on average over 7,000 hits per month. Members benefit through their own individual company page, showcasing their products and services with space for brochure uploads, photographs and video clips. The directory is searchable via products and services and members report significant sales leads being generated from this invaluable resource.

**PRESS CONTACTS**
The MTA has extensive press contacts, both in the UK’s manufacturing trade press and with business correspondents at national news channels. Our team are on-hand to offer advice and access to these contacts to promote members’ products and services. There is also the facility for members to upload press release information to the MTA website, often used by journalists when researching articles and looking for worthy news stories.

**EMAIL BROADCASTS**
The MTA has access to a fantastic database of contacts, refreshed every two years through data collected at MACH and at other MTA events and activities. Members have access to this database for marketing purposes, creating in-market sales opportunities and leads.

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The MTA provides key marketing and data support

The MTA e-blast campaign to selected visitors was in our experience a huge success – immediate responses from a number of quality leads which were followed up immediately have produced significant new orders.

SIMON J ADAMS, MANAGING DIRECTOR, WERMA (UK) LIMITED

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The MTA is the UK’s Trade Association for the companies who make and supply the technology that manufacturers use to make the products we buy and rely on.

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The MTA has an extensive range of business support services, designed to help members looking to conduct business abroad but also when dealing with UK legislation, particularly around health and safety, HR, employment law and legal advice. Specialist external companies offer support to MTA members through helplines and with discounted services and are on-hand for help and advice.

**EXPORT SERVICES**
If you are looking for help with export markets, the MTA has access to a wide range of support services. The International Trade Portal from our partners Lloyds Bank provides detailed information on specific countries and how to begin trading with them, as well as lists of potential trading partners and tender opportunities in those countries. In addition, it offers comprehensive information on local regulations, customs, tariffs and shipping costs. Government-backed UK Export Finance aims to ensure that no viable UK export fails for lack of finance or insurance – the MTA supplies members with advice and signposting to this important export facility.

**BUSINESS SUPPORT HELPLINE**
Working with the MTA, our partners provide advice to businesses of all sizes in the areas of human resources, health and safety, environmental management, local and central government, Tax, VAT and more.

MTA members have access to the Business Support Helpline free of charge. Offering practical advice on business problems, imparting a second opinion or providing a simple explanation of new legislation, members can utilise the free helpline for a wide range of business-related queries.

**BUSINESS COMPLIANCE ASSISTANCE**
Through our partners, members have access to an online reference and resource service, designed for businesses that require a detailed and comprehensive view of UK legislation, regulation and best practice.

The MTA offers members free access to this service, enabling easy identification of essential facts through an A-Z index or topic-based navigation. By harnessing the extensive knowledge base, MTA members are provided with practical information to help businesses operate effectively.

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**Further Information**
For more information on any of the suppliers with which the MTA is partnered, please contact the membership team on:

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F: +44 (0)20 7298 6430  
E: info@mta.org.uk
Membership

To discover more about how the MTA could assist and develop your company, please get in touch with the Membership Team via the contact details below, or visit our comprehensive website where you will find further information on the services you will receive as part of your membership.

T: +44 (0)20 7298 6400   E: info@mta.org.uk