

BPIF LOBBYING UPDATE
November 2013

Priority	Issues lobbied on in 2012 and 2013	Outcome
Supporting print manufacturing	Work with other leading trade associations to influence government policy	<p>Together with the CEOs of ten other leading manufacturing trade associations, Kathy Woodward writes to the Chancellor on 4 June 2013 urging continued investment in areas need to deliver growth, specifically skills, science and innovation, support for exporters, and the UK road network</p> <p>Meeting of CEOs of Manufacturing Alliance trade associations with Michael Fallon MP, Minister of State BIS on 22 May 2013. Michael Fallon has responsibility for Low Carbon Economy/Energy, Small Business and Enterprise, Access to Finance, Competitiveness and Economic Growth, Deregulation, Regional and Economic Development. We raise with him our concerns re the Heseltine ‘Single Funding Pot’ proposals, challenged any proposals to introduce loans for level 2 qualifications, and continuing the battle to have government scrap the Carbon Price Support Scheme</p> <p>Associate Parliamentary Manufacturing Group (APMG) roundtable on 3 July 2013 chaired by John Stevenson MP (APMG vice-chair). This discussion provides an opportunity to critique current thinking around Government’s engagement with SME manufacturers, and to try and move the debate forward from simply ‘Government needs to talk more to SMEs’.</p> <p>Kathy Woodward gives evidence to the APMG’s Parliamentary Inquiry into Industrial Culture and Competitiveness on 10 July 2013. The Inquiry runs from March to September 2013, with a report due in autumn 2013.</p> <p>APMG Associate Members’ meeting on 11 October 2013 to plan forward programme of activities</p> <p>Breakfast meeting with Business Secretary Vince Cable MP on 17 July 2013. Issues raised included access to funding, skills and government spending</p> <p>Trade Association Forum lunch with Brooks Newmark MP on 12 September 2013</p> <p>CBI Development Breakfast on <i>Future strategies for business</i> on 5 July 2013</p> <p>Lunch with Civil Society Minister Nick Hurd MP on 17 October 2013</p>

	Stimulate growth in the regions	<p>A BPIF- PrintYorkshire Regional Growth Fund bid "CDI Yorkshire" is submitted in 2012 for £3.67m for investment in the industry to create and safeguard 360 jobs in Yorkshire and the Humber. The bid is shortlisted but is not successful</p> <p>The Associate Parliamentary Manufacturing Group holds a series of Manufacturing Growth in the Regions Workshops in 2012, involving local business and MPs. BPIF regional directors attend on each occasion.</p> <p><i>Yorkshire Day</i> held on 1 August 2013. Opportunity to present to local community including MPs and UKTI the concept of media market place and the progress towards the creative industries sector</p>
	Reduce paper costs	<p>In response to successive paper price increases, BPIF holds a series of meetings with leading paper merchant representatives from the National Association of Paper Merchants. A commitment is made to work together on initiatives to reduce supply chain costs. A BPIF-NAPM guide to optimising paper supply chain management is launched at a joint BPIF-NAPM paper supply chain conference held in September 2012.</p>
	Oppose Department of Health (DH) proposals to introduce standardised packaging for tobacco products ("plain packaging")	<p>Written response submitted to DH in August 2012 detailing BPIF's concerns that these proposals would damage the UK printed packaging industry and cost jobs, increase illicit trade in tobacco products, prevent consumers making choices between brands, and set a dangerous precedent that could be extended to other legitimate consumer products We stress that quite apart from the business impact this will have on manufacturers of printed packaging, the proposals would fail to achieve their stated objectives of discouraging people from smoking, as cigarettes and their packaging would become easier to counterfeit. To download a copy of our response click here Although these proposals do not feature in the Queen's Speech on 8 May 2013, the Secretary of State for Health subsequently confirms that they still remain under consideration</p>
	Reduce corporation tax	<p>Reduction in corporation tax from 26% to 24% from April 2012, with a further reduction to 21% to take effect in April 2014.</p>
	Drive innovation	<p>Increase in small companies R&D credit to 225% in 2012 and announcement in Budget 2012 of proposed above-the-line R&D tax credit.</p>
	Support investment	<p>BPIF joins with 13 other leading trade bodies in an open letter published in the Sunday Times on 25 November 2012 calling for improved capital allowances. Autumn Statement 2012 announces ten-fold increase in Annual Investment Allowance in plant and machinery, with £250,000 worth of investment now eligible for 100% relief.</p>

	<p>Improve competitiveness</p>	<p>BPIF attends a meeting held by the Associate Parliamentary Manufacturing Group on 27 June 2012 designed primarily around taking input from member organisations for Lord Heseltine’s wide-reaching review of the UK’s international competitiveness. His 228-page report, <i>No Stone Unturned: In Pursuit of Growth</i>, is launched on 30 October 2012. http://www.bis.gov.uk/assets/biscore/corporate/docs/n/12-1213-no-stone-untuned-in-pursuit-of-growth.pdf)</p>
	<p>Ensure level-playing field with overseas competitors</p>	<p>On 20 June 2013 Kathy Woodward writes to the CEO of the Ethical Trading Initiative (to which a number of leading retailers are signed up to) challenging the provision included their Base Code that requires suppliers to ETI signatories to ensure that no employee should work more than 12 hours overtime in any <i>single</i> week (even though the UK Working Time Regulations require that no employee should work more than 12 hours overtime per week averaged over any 17-week rolling period). We believe that this requirement is unlikely to be complied with by many overseas suppliers. The ETI subsequently replies stating that the Base Code should be applied consistently wherever their members source from, so that UK suppliers are not disadvantaged, and that they are aware that the way this is currently phrased had had ‘unintended consequences for workers’ - part of this being the 12 hours overtime per week element. They are working on rewording the Code accordingly and we will be included on the circulation list for the revised clause.</p>
	<p>Influence developments at European level through participation in Intergraf</p>	<p>Intergraf Steering Committee, Plenary Meeting, and Sectoral Dialogue Committee - 7-8 May 2013. The Sectoral Dialogue Meeting raises a number of issues around terms of reference and scope</p> <p>2013 Intergraf General Assembly in Amsterdam on 7 June. Matters discussed include developments in Intergraf activities, presentations by the Secretary-General on Intergraf’s core business and security printing activities, the results of the EU Project on Socially Responsible Restructuring, and an update on social dialogue in the graphic industry at European level.</p> <p>Intergraf Directors’ Steering Group – 3 September 2013. Raised issues concerning website, visibility of lobbying and template formats</p> <p>Intergraf Directors’ Conference – 2/3 September 2013</p>
	<p>Seek support for exporting</p>	<p>Meeting with Alastair Gardner, UK Trade and Industry, at Northprint in May 2013 regarding support for industry exporting and interfacing with non-UK entities</p>
	<p>Influence paper industry policy</p>	<p>Paper Policy lunch with CEOs from NAPM member companies on 19 June on risk and opportunities</p>

	Contribute to work of Two Sides and PrintPower in promoting the sustainability and effectiveness of print and paper	<p>BPIF representatives hold networking dinner at Palace of Westminster on 16 October 2013 to meet with parliamentarians and discuss current industry concerns</p> <p>Two Sides/Print Power Board Meeting - 13 May 2013. Estimates of free advertising worth £1.3m; Ratio of funds spent is 7% Print Power and 63% Two Sides; No <i>Wonder You Love Paper and Print</i> Campaigns reviewed; Print Power Campaign reviewed; 30k copies distributed (19k to Agencies); Autumn Seminar 2013 to be held on 4 November</p> <p>Meet with <i>Print Power</i> Magazine on 1 July 2013 to review future editorial content</p>
Access to finance	Improve access to lending at more affordable rates	<p>Provision of credit easing for small businesses through the new National Loan Guarantee Scheme announced in 2012 Budget. The new <i>Funding for Lending</i> Scheme, under which the Treasury will provide funding for banks at rates below market level and will be subject to banks improving their lending levels to the UK non-financial sector, is announced in July 2012 http://hm-treasury.gov.uk/ukecon_fundingforlending_index.htm</p>
Energy and environment	<p>Retain discounts on climate change levy</p> <p>Curb escalating fuel costs</p> <p>Influence energy policy</p>	<p>BPIF successfully lobbies DECC to retain a climate change levy discount scheme for the printing industry. Climate Change Agreements extended to 2023 and CCA levy discount for electricity increased from 65% to 90% for those who sign up from 2013</p> <p>Following representations made prior to Budget 2012 by BPIF, fuel duty rise scheduled for 1 August 2012 first deferred until 1 January 2013 and then cancelled altogether</p> <p>Meeting with CBI and key trade associations on 9 July 2013 to review progress of the Electricity Market Reform Bill</p>
Postal services	Oppose increases in packet post charges	<p>Royal Mail's decision to abolish the lower weight/price bands for packet post in favour of a flat rate charge up to 750g (increasing members' postal costs by between 25% and 50%) from April 2012 results in a letter from Kathy Woodward to Royal Mail CEO Moya Greene, urging the postal operator to reconsider this change in light of the adverse impact that it will inevitably cause to the volume of both printing and postal services alike.</p>
Pre-pack administrations	Seek reform to legislation on pre-pack administrations	<p>An independent review into insolvencies and pre-pack administrations announced by the Government on 12 March begins. BPIF is represented at a meeting with the review chairman on 18 September 2013 convened by the CBI</p>

<p>Public procurement</p>	<p>Ensure public sector organisations offering printing services on a commercial basis compete on a 'level playing field' basis</p>	<p>Following a number of reports from member companies of growing commercial activities in the print sector by HM Prison Service, BPIF meets with ONE3ONE Solutions (the Ministry of Justice agency that is heading up the Government's drive to introduce work into HM Prisons) in September 2012. (See www.one3one.justice.gov.uk/home/). ONE3ONE Solutions assure us they are sensitive to the need to compete on a level-playing field basis. They have issued an 'Ensuring Fairness' policy statement, which includes a provision stating "<i>we do not offer prices which breach rules on illegally excluding competitors or exploiting market power. We will also avoid any form of unlawful subsidy in this work which might otherwise also have an impact on the market. We will set our charges fairly, with reference to the market price for the goods and services we offer.</i>" They acknowledge that they have a labour cost advantage but stressed that there are significant logistical and security costs involved in operating a work in prisons programme. They have a complaints procedure in place to investigate any allegations of unfair competition and are willing to receive visits from local printing companies who wish to view their facilities or to discuss potential business opportunities</p>
<p>Skills</p>	<p>Promote print apprenticeships</p> <p>Develop management skills</p> <p>Influence developments in skills policy</p>	<p>Personalised postcard to each MP during National Apprenticeship Week 2012, explaining the power of print, describing the benefits of apprenticeships and asking MPs to support their local printing industry.</p> <p>A bid prepared by BPIF is successful (subject to due diligence) in securing over £1m of funding for a new cross industry Degree Level Graduate Training and Development Programme. The funding is part of the £165m skills boost Employer Ownership Pilot programmes announced by Vince Cable on 11 September 2012</p> <p><i>The Great Recovery</i> Meeting with Ministers to discuss skills agenda at House of Lords on 4 June 2013</p> <p>Meeting of CBI Trade Association Council with CBI Director General John Cridland on 18 June 2013 focusing European developments and the skills agenda.</p> <p>Meeting with Stephen Twigg MP on 8 July 2013</p> <p>Meeting with Skills Minister Matthew Hancock MP re skills agenda on 14 October 2013</p> <p>Focus groups on skills and employment held in conjunction with The Printing Charity on 19 August and 13 September 2013</p> <p>Steering Committee for National Occupational Standards meeting on 7 August 2013</p>