



**SMMT**  
DRIVING THE  
MOTOR INDUSTRY



# MEMBERSHIP PROSPECTUS

THE SOCIETY OF  
MOTOR MANUFACTURERS  
AND TRADERS LIMITED





“For more than 100 years, SMMT has been the voice of the UK automotive industry. We’ve supported our members through positive economic periods and recessions and are now face one of the most significant periods of challenge and change in our history. Representing a diverse range of sectors, from R&D and manufacturing to service and supply, it is our job to promote the interests of UK Automotive to government, stakeholders and the media at home and overseas.

SMMT’s remit is to support our members’ businesses and safeguard their competitiveness. We do this through our engagement with government and international policy makers, buyer-supplier introductions, technical expertise and market intelligence – and by helping companies identify and make the most of trade and funding opportunities, at home and in international markets. Just as we’ve been doing since 1902, SMMT will work tirelessly to ensure our members are equipped to tackle the challenges and exploit the opportunities ahead.”

Mike Hawes, Chief Executive, The Society of Motor Manufacturers and Traders (SMMT)

WHO DOES SMMT REPRESENT?

SMMT’s comprehensive membership base covers every aspect of the automotive industry, from vehicles to components, trailers to aftermarket; and from large global corporations to small and medium enterprises.

The scope of interest of our members also varies dramatically, ranging from direct, partial or indirect involvement in the manufacturing of vehicles and components, to design engineering and distribution, and a variety of other services aligned to the industry.

SMMT’S TRADE SECTIONS COVER:

- Aftermarket
  - Automotive Components
  - Bus and Coach
  - Car
  - Commercial Vehicles
- Electric Vehicles
  - Innovation and Engineering
  - Light Trailer and Trailer Equipment
  - Remanufacturing







Growing  
your  
business

TARGETED NETWORKING

Our member-only groups and committees are an excellent way to build relationships with prospective customers in specific fields through regular interaction, as well as being a platform for industry representation.

Attend our year round portfolio of prestigious industry conferences, events and roadshows, for free or at a discounted rate to develop connections with influential figures in the industry with the added credibility of being a member of SMMT.

DEVELOP BUSINESS OVERSEAS

Use SMMT's International Team and our relationship with government to raise your profile at key automotive trade shows and exhibitions globally. Our long-standing credibility provides members with a raft of benefits, including prime stand locations and discounted space, free meeting rooms, introductions, translators, local company visits, presentation opportunities, networking receptions with other country delegations and support administering government grant funding.

SPONSORSHIP AND  
EXHIBITING  
OPPORTUNITIES

Benefit from discounted and priority access to promote your products and services with SMMT sponsorship and exhibition opportunities. Our wide range of events provide something for companies from all parts of the sector. Key exhibition events focus on the supply chain and connectivity.

ENHANCED EXPOSURE

Increase your company's coverage and visibility in a competitive market. We enable members to capitalise on our international database and extensive social media presence by providing them with coverage of their company. Coverage ranges from social media mentions right through to more personalised PR stories promoted in our print and e-newsletters.

BUYER/SUPPLIER MATCHING SERVICES

Forge new relationships at our Meet the Buyer events across the year through one-to-one meetings with key customer targets to retain and explore new business opportunities. We work very closely with OEM and Tier 1 buyers to understand their exact purchase needs and help match these to potential suppliers.

Take advantage of our Automotive Supplier Finder (ASF) database, the UK's largest automotive directory. Registered users can add a profile to enhance the exposure of their products and services and also use the browse function providing SMMT members with priority ranking in searched results. Buyers from around the world use this database to support their search for suppliers, with members benefiting from priority access to these direct enquiries.

SHOWCASE YOUR PRODUCTS  
IN OUR SHOWROOM

Located in the heart of London, our members can use our free showroom to display their products and services.

FACILITATED INTRODUCTIONS

SMMT works on behalf of its members to strengthen ties and build links within the automotive community. With an ever growing membership base, we are building an increasingly dynamic and proactive group of companies seeking opportunities for new business and partnerships. Whether you're looking to develop or strengthen existing relationships, SMMT can help bridge the gap with facilitated networking at our events and meetings.

PREFERENTIAL EVENT RATES

Gain preferential rates on global industry events, seminars, trade shows and exhibitions including discounted exhibition space at Automechanika Birmingham and the CV Show.



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## Automotive data and market analysis

As a member, tap into the latest trends, remain ahead of the market and plan ahead with access to a wealth of discounted data and reports. Whether you're looking for a high level summary or a detailed report, we can produce it specifically tailored to suit your needs from our range of data sets, including:

- Manufacturing (UK)
- Parc (UK)
- Registrations (UK)
- Retail forecasts (UK)
- Production outlook (UK and Europe)
- Used sales (UK)

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## Certification and training

### PREFERENTIAL RATES

SMMT Industry Forum provides our members with extensive specialist certification, training and consultations in areas such as the IATF 16949:2016 (formerly the ISO/TS 16949: 2009), helping to ensure you achieve manufacturing excellence. Services are offered at a competitive **10% discounted rate**.

### WEBINAR TRAINING AND UPDATES

Use our regular free webinars to keep up to date with the latest developments on a variety of subjects to ensure your company is kept abreast of new legislation, policy, technical and training guidelines and much more.

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## Providing Advice and Support

SMMT undertakes a wide variety of activities to support its diverse membership base, helping companies to grow their businesses, become more profitable and improve their sustainability.

### FREE TECHNICAL ADVICE AND HELP

Save yourself time and money. Our experts provide members with valuable support on new technical standards. Key areas include IATF 16949:2016 (formerly the ISO/TS 16949:2009), GB National Type Approval schemes, European Type Approval, and other international standards.

### FUNDING AND SUPPORT

Available for free and regularly updated, our online Funding and Support Guide brings together sources of funding, finance and business support available to businesses active in the automotive sector. With more than 100 schemes documented and categorised there is something for every automotive company.

### AUTOMOTIVE SUPPLIER SUPPORT ASSESSMENT

Identify key areas of development for your business with our Automotive Supplier Support Assessment, this free ten-point assessment identifies your business potential and how SMMT can best support your business priorities. The assessment focuses on key business areas such as: business development, marketing, quality standards, product development, logistics, international trade and HR; helping you to make the most of both your membership and your business.

### REMAIN UP TO DATE

In a sector that's constantly shifting, our regular e-newsletters highlight the latest regional, national and international industry news and developments that may affect your company, including:

- Upcoming consultations and technical regulations
- Available funding and support
- Latest news and updates
- Events, webinars, data and other products and services
- Member exclusive discounts



## 5 Policy and vehicle legislation

As one of the largest and most influential UK trade bodies, we are a powerful voice for our members. Whilst government continues to establish its priorities and vision for industrial strategies post-exit from the European Union, SMMT sets out its vision for industrial strategy. SMMT is engaging with members to ensure that the automotive industry's views are fully represented in these important discussions.

### GLOBAL VOICE

We seek to influence policy and funding at local, national and international levels to shape forthcoming standards, support schemes and legislation on our members' behalf. SMMT is at the forefront of the industry, working in partnership with government through the Automotive Council, Advanced Propulsion Centre (APC) and across UK government. SMMT also works in close association with its European and global sister organisations to maximise the reach of UK industry issues and influence.

### HELP SHAPE THE INDUSTRY'S FUTURE

We are committed to delivering on the shared ambitions of our members and giving even the smallest company an opportunity to be heard. Members are encouraged to help shape the industry voice by contributing to policy positions, consultation responses and meetings with officials, MPs and ministers.

### BACKED BY AN EXPERIENCED TEAM

Our experienced team include economic, environmental, legal, political and technical experts who cover a diverse range of issues from business energy costs, sector skills and incentives for innovation, to vehicle emissions, motoring taxation and consumer legislation.

## 7 Technology and innovation support

SMMT actively supports members to invest in future technology to promote growth. Our efforts are focused across a number of fields, including, but not limited to, ultra-low and zero emission technology, connected and autonomous vehicles, and next generation materials and composites.

### SUPPORT

Along with a free technical helpline, members also benefit from technical funding advice, regular updates on specific technical issues and a wide range of networking opportunities and profile-raising initiatives in the technology and innovation fields through our year-round global events.

### TECHNICAL POLICY INFLUENCE

We encourage our members to actively participate in the technical legislative work that we do by joining our groups, including:

- Electric Vehicle Group – supports members in all aspects of the emerging market for ultra-low emission vehicles.
- Innovation and Engineering Group | Fuel Cell Electric Vehicle Task Force – enables members to explore the latest in technological and best practice innovation in the design, prototyping, manufacturing and testing of vehicles and components.
- Connected and Automated Vehicles Forum – brings together a wide-ranging constituency of members, key adjacent industries, government and academia to work collaboratively towards growing this nascent but highly promising sector.

## Manufacturing competitiveness

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SMMT works closely with vehicle manufacturers and the supply chain, bringing them together to promote UK manufacturing competitiveness on a global level through our Open Forum events, skills-focused webinars and UK and European funding opportunities.

SMMT Industry Forum also provides members with discounted expert guidance on the management systems used for quality (IATF 16949:2016 formerly the ISO/TS 16949: 2009 and ISO 9001), environment (ISO 14001) and health and safety (OHSAS 18001) as well as support with training and skills best practice.

## 8 Raising the profile of the industry

The automotive industry is a vital part of the UK economy, supporting more than 780,000 jobs. Government has recognised its value and the strategic importance it holds in the future growth of the economy.

SMMT works to raise the profile of the UK motor industry, championing its position to government and consumers through a united voice to media. Regular press releases, media briefings and events all provide a welcome opportunity to demonstrate the scope and scale of the sector and garner political and public support.



JOIN US

Whether your business operates within the automotive industry or interacts with it, SMMT can deliver benefits to help your company.

TYPES OF MEMBERSHIP

- Member** Companies directly, primarily and continuously engaged in all or any of the activities of the concept, design, manufacture, sale, after sale, disposal and recycling of motor vehicles, components and accessories in the UK for at least 12 months prior to the point of application.
- Associate** Individuals or firms and corporate bodies wishing to benefit from an association with SMMT upon terms granted by the SMMT Executive, and otherwise being ineligible to be a member of SMMT. Associates have access to equivalent membership benefits, but are not eligible to sit on SMMT committees.
- Affiliate** Trade associations or other organisations, engaged or interested in the motor industry, where there is a mutual benefit of association between the two parties.

COST

Calculated on a pro-rata basis and paid annually, subscriptions are dependent on company size and the nature of your business. Please refer to the guide to subscriptions to help determine the category of membership and the subscription payable.

HOW TO APPLY

Email us to access our application form and return to us via email or by post.

CONTACT US

If you would like further information, you can contact us directly via:  
**Email:** membership@smmt.co.uk  
**Tel:** 020 7344 9210 or 020 7344 1663  
**Post:** 71 Great Peter Street, London, SW1P 2BN

SMMT INDUSTRY FORUM

SMMT Industry Forum helps manufacturers reach higher levels of competitive performance by increasing productivity and improving business capabilities. We provide experienced consultants and engineers to help you manufacture better and faster with less by focusing on four key areas of expertise:

- Competitive strategy and management systems
- New product introduction and lifecycle management
- Manufacturing operations
- Supply chain management

Industry Forum has been providing companies with improvement competency, insights, process design and best practice for more than 20 years. Today, the team serves organisations in more than 30 countries.

All SMMT members benefit from a **10% discount** on standard SMMT Industry Forum prices, bringing an additional benefit for your membership.

SMMT OVERSIGHT

SMMT Oversight is one of five organisations contracted by the International Automotive Task Force (IATF) to manage the third party certification scheme for ISO/TS16949 certification on a global basis. SMMT Oversight is the only UK-authorised organisation whose responsibilities include the development and ongoing maintenance of the IATF 16949:2016 (formerly the ISO/TS16949) standard, management of certification bodies, and development and qualification of third party certification body auditors.

THE MOTOR OMBUDSMAN LIMITED

A wholly-owned subsidiary of the SMMT, The Motor Ombudsman provides a self-regulatory environment for the UK’s motor industry. As an impartial organisation acting on behalf of consumers and its accredited businesses, it is responsible for resolving automotive-related disputes and raising the standard of service through its comprehensive Chartered Trading Standards Institute (CTSI)-approved Motor Industry Codes of Practice. They cover:

- New cars
- Vehicle sales
- Service and repair
- Vehicle warranty products



SMMT MEMBERS ARE ABLE TO DISCUSS MATTERS OF INTEREST THROUGH THE ORGANISATION’S NETWORK OF COMMITTEES AND GROUPS.

MEMBERS CAN GAIN ACCESS TO ALL RELEVANT BULLETINS, AGENDAS, MINUTES, WORKING DOCUMENTS AND CIRCULARS BY ACCESSING THE MEMBERS’ AREA LOCATED ON THE SMMT WEBSITE.

COMMITTEES	Forum(CAV)	INTEREST GROUPS
Aftermarket	Connectivity Technical	WLTP UK Implementation Task Force
Automotive Components	Customs and Tariffs	Interest Groups
Automotive Council Communications Group	Cyber Security	Assisted and Automated Driving Technical
BIAD	Diesel Filter Blocking Task Force	ATP
Bus and Coach	Electric Vehicle	Brakes
Car and Light CV Technical	Electromagnetic Compatibility	Bus and Coach
Car Section	End of Life (ELV)	Connectivity Technical
Commercial Vehicle	Fuel Cell Electric Vehicle Task Force	Cyber Security
Corporate Strategy Group	Fuels	Dangerous Goods
Customer Services	Hazardous Materials	Digital Radio
DVLA First Registration User Group	Independent Garage	Economic Intelligence Update
DVLA V55 Authorised Contacts	International Trade	EIE Data Suppliers
Engineering	LC Data Privacy	Electric Vehicle Technical
Engine Section	Lighting and Signalling	Electromagnetic Compatibility
Environmental Policy	Light Vehicle Powertrain	End of Live (ELV)
Executive Board	Logistics Forum	Fuels Interest Group
Finance Board	Low Volume Manufacturers	Heavy CV Technical
Heavy CV Technical	Manufacturers Energy and Trading	Honorary Officers
Innovation and Engineering Group	Schemes (METS)	Indirect Vision Devices
Light Trailer and Trailer Equipment	Manufacturing Environment	Legal Committee
Section	Market Outlook Group	Lighting and Signalling
MVRIS	Noise	Light Vehicle Powertrain
	Off-Highway Engine and Equipment	Logistics Forum
	Passive Safety	N1 Enhancement WLTP Group
	PR Discussion Group	Noise
	Rapid Response Request	Passive Safety
	Safety Recall	Past Presidents
	Specialist Vehicle Builders Group	PIE Data Suppliers
	Steel Safeguard Task Force	R&D
	Sustainability	SF-BREF
	Task Force China	SMMT European Car & LCV Production
	Tax Panel	Outlook Report
	Type Approval	SMMT Member PR
	UKNTA Task Force	Trailer and Bodywork
	ULEV Task Force	Type Approval
	Vehicle Manufacturers Body Repair	Tyre and Wheel
	Vehicle Security and Insurance	UK Engine Production Data
	WG Connected and Automated Mobility	Vehicle Safety Recall Service
	WLTP UK Implementation Task Force	Vehicle Security and Insurance

## THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS

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