



**SHEET
PLANT
ASSOCIATION**

MEMBERSHIP BROCHURE

**SUPPORTING. CONNECTING. STRENGTHENING
THE UK CORRUGATED INDUSTRY.**

For more than 40 years, the SPA has brought together the people, businesses and expertise shaping the UK Corrugated Industry.

A WELCOME FROM THE CHAIRMAN

The Sheet Plant Association exists to help our member companies become, and continue to be, excellent businesses.

For more than 40 years, the SPA has brought together Corrugated sheet plants and industry suppliers to share knowledge, tackle common challenges and promote best practice.

Today our industry is changing, and the rate of change is accelerating. Market consolidation, skill shortages, changing legislation, increased regulation, rising costs, emerging technologies, digital transformation, and the drive for sustainability are creating both challenges and opportunities.

SPA membership gives businesses access to industry knowledge, professional support, networking, training, and practical initiatives designed specifically for our sector.

Whether you are a Corrugated converter or a supplier to the industry, the SPA gives your business a stronger voice, a wider network and access to resources that can help you make better-informed decisions.

Tim Gray
Chairman
Sheet Plant Association



WHY JOIN THE SPA?

Running a successful business means staying ahead of change, developing your processes and people, understanding market dynamics, and making informed decisions.

SPA Membership gives you access to a network and support structure built specifically around the needs of the Corrugated Industry.

GROW

Build relationships with people who understand your industry.

PROTECT

Access specialist advice and support in the areas of Contract Law, Employment Law & HR, and Health & Safety.

INNOVATE

Understand new technology and explore practical opportunities for your business.

IMPROVE

Adopt Best Practice initiatives designed to strengthen business performance.

DEVELOP

Give your people access to training, mentoring and professional development.

PREPARE

Stay informed about legislation, regulations and changes affecting your business.

ATTRACT

Access help in attracting and developing the next generation of talent for your business and the industry.

INFLUENCE

Have a stronger collective voice on issues affecting our industry.

“The SPA aims to deliver to its members the kind of support that a Head Office would offer to Businesses within a group”

One membership. A network of opportunities.

THE VOICE OF THE UK CORRUGATED INDUSTRY

For more than 40 years, the SPA has provided a forum where businesses in the Corrugated sheet plant sector can meet, share knowledge and work together on the issues that matter.

The Association is led by a voluntary Committee of senior industry professionals and supported by the SPA secretariat, marketing and finance teams.

That means the focus remains firmly on the needs of the industry and its member businesses.



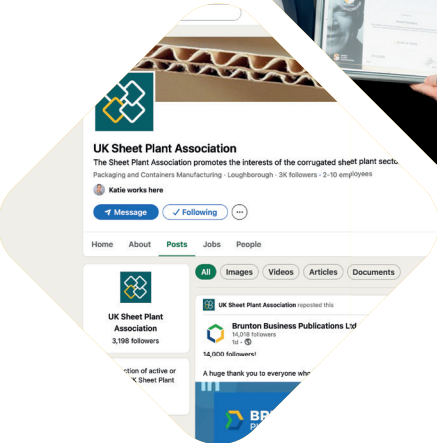
WE BRING THE INDUSTRY TOGETHER

The SPA creates opportunities for members to share experiences, discuss common challenges and learn from one another.



WE PROMOTE BEST PRACTICE

We identify threats and opportunities facing our sector, establish Best Practice approaches and connect members with specialist expertise.



WE KEEP MEMBERS INFORMED

From Health & Safety and employment law to economic conditions, technology and wider regulatory developments, the SPA helps members understand what is changing and what it could mean for their business.

WE CONNECT THE SUPPLY CHAIN

Converter and Supplier Members come together through Conferences, Supplier Showcases, Training, Networking and other Industry Exhibitions and Trade Shows.



WE COLLABORATE

Through strong relationships with leading industry associations and organisations, the SPA connects its members to developments, expertise and best practice from across the paper and Corrugated packaging industry in the UK, Europe and North America.

WE GIVE THE INDUSTRY A VOICE

By working collectively, members have a stronger platform to contribute to discussions affecting the future of the sector.

“The SPA is an association that can benefit many independent companies and this is a message to share with customers and colleagues within the industry.”

CONNECT. LEARN. GROW.

Put yourself in the room.

Some of the most valuable business knowledge is shared through conversation.

SPA events bring together owners, directors, managers, emerging leaders and industry specialists in an environment designed for knowledge-sharing, networking and collaboration.

SPA CONFERENCES

Regular Conferences combine industry insight, keynote speakers, business updates, discussion panels, networking and member engagement.

FOCUSED EVENTS & FORUMS

From Health & Safety to Sales and industry-specific topics, focused events give members the opportunity to explore issues in greater depth.

SPONSORSHIP & VISIBILITY

Supplier Members can use SPA events and platforms to increase visibility, build relationships and engage directly with the industry.

Your network can become your competitive advantage.

SPA events provide a forum for members to meet and discuss matters of common interest, better understand market dynamics, identify threats and opportunities that affect your sector – both at Conference and in focused Forums.

All SPA events, forums and initiatives are covered by a rigorous Policy against Anti-Competitive behaviour ensuring appropriate competition-law protocols are in place at all times.

SUPPLIER SHOWCASE

Meet suppliers, discover new solutions and see what is changing across technology, machinery, software and services.

NETWORKING

Build relationships with people who understand the pressures, opportunities and challenges of running a business in the Corrugated sector.

DEVELOP THE PEOPLE WHO WILL DRIVE YOUR BUSINESS FORWARD

Invest in capability. Build confidence. Develop leaders.

The strength of any business depends on its people.

The future success of your business and the wider Corrugated Industry depends on attracting talented people into the sector – and giving them reasons to stay.

SALES MASTERCLASSES

Practical sales training designed to help sales teams improve their skills, manage the sales process more effectively and win more business.

TRAINING & KNOWLEDGE SHARING

Access industry-specific training and personal development opportunities through SPA events, workshops, forums and online resources.



SPA EMERGING LEADERS

A two-year development programme created specifically to develop the next generation of industry leaders through structured learning, mentoring, networking and practical experience.

LEARN FROM YOUR PEERS

Members share experiences, challenges and solutions in a non-competitive environment - helping businesses learn from what others are already doing.

The SPA specifically identifies Sales Masterclasses and the Emerging Leaders Programme as resources that upskill members and their teams.

PROTECT YOUR BUSINESS

Specialist support when you need it.

Smaller and independent businesses do not always have access to the specialist resources available to larger corporate groups.

SPA Membership helps bridge that gap.

The SPA Best Practice Initiatives provide resources that might typically be available through a group Head Office - covering areas including HR, Legal, Health & Safety and Sales.

EMPLOYMENT LAW & HR

Access specialist employment law advice, updates and practical guidance to help you manage people and employment issues with confidence.

CONTRACT LAW

Access professional advice and up-to-date contractual resources to help protect your business.

FSC® CERTIFICATION

Access a practical route to FSC Chain of Custody certification and demonstrate your commitment to responsible sourcing.

The right support can prevent problems before they become expensive ones.

Current SPA resources include Employment Law & HR, the Five Star Health & Safety Audit, Contract Law, FSC Certification and the R&D Tax Credit Scheme.

MAKE BETTER BUSINESS DECISIONS

Insight. Data. Best Practice. Technology.

The best businesses do not simply react to change, they understand it, prepare for it and use it to their advantage. SPA Membership gives you access to practical tools and knowledge designed to help you improve performance and make informed decisions.

SPOCS DASHBOARD

A management tool providing visibility of key aspects of sheet plant performance through live charts and grids.

BOARD GRADE CALCULATOR

Assess box compression performance and explore potential commercial implications and opportunities.

INDUSTRY INSIGHT

Keep up to date with developments across the Corrugated, paper and packaging sectors.

LEAN MANUFACTURING HEALTH CHECK

Identify opportunities to improve efficiency, reduce waste and strengthen manufacturing performance.

AI & DIGITALISATION

Explore how emerging technologies such as Artificial Intelligence could support productivity, decision-making and competitiveness.

REGULATORY AWARENESS

Understand emerging legislation and industry developments before they become an operational issue.

The future will favour businesses that are ready for it.

SPA BEST PRACTICE INITIATIVES

Practical support. Specialist expertise. Real business value.

SPA Members have exclusive access to a portfolio of Best Practice initiatives, with services available free of charge or at subsidised rates, depending on the initiative.



AI DISCOVERY WORKSHOP
Understand where Artificial Intelligence could add value to your business - and where to start.



BOARD GRADE CALCULATOR
Assess box compression performance and identify potential commercial opportunities.



CONTRACT LAW
Access professional legal guidance and up-to-date contractual resources to help protect your business.



EMPLOYMENT LAW & HR
Specialist advice and practical updates to help you manage people and stay ahead of employment legislation.



FIVE STAR HEALTH & SAFETY AUDIT
A structured approach to reviewing Health & Safety performance, identifying risks and supporting compliance.



FSC® CERTIFICATION
A practical route to FSC Chain of Custody certification, helping members demonstrate responsible sourcing.



LEAN MANUFACTURING HEALTH CHECK
Identify opportunities to improve efficiency, productivity and manufacturing performance.



R&D TAX CREDIT SCHEME
Explore whether eligible innovation and development activity could generate valuable tax relief.



SALES MASTERCLASSES
Practical training designed to strengthen sales capability and help teams win more business.



SPA EMERGING LEADERS PROGRAMME
A two-year programme designed to develop the next generation of industry leaders.



SPOCS DASHBOARD
Live data, charts and grids designed to give decision-makers greater visibility of their sheet plant.

“The SPA identifies industry threats and opportunities, establishes best practice and buys in the expertise once – then shares that knowledge with all members.”

One Association. Multiple ways to strengthen your business.

INVESTING IN THE FUTURE

The industry needs talent. Together, we can help develop it.

The future of Corrugated manufacturing industries depends on attracting talented people into our industry - and giving them reasons to stay.

The SPA is building stronger connections between industry, schools, colleges, universities and young people, helping the next generation understand the opportunities available within Corrugated packaging.

SCHOOLS & COLLEGES

Introducing young people to an industry they may never have considered.

UNIVERSITIES

Building relationships with students and educators and creating awareness of careers across packaging, manufacturing, technology and business.

YOUNG PEOPLE IN PRINT & PACKAGING

Connecting the Corrugated sector with wider initiatives designed to develop future talent.

STUDENT ENGAGEMENT

Giving students opportunities to meet businesses, industry professionals and potential employers.

THINK INSIDE THE BOX

Our Student Design Challenges encourage young people to explore Corrugated packaging through creativity, design and innovation.

MEMBER OPPORTUNITIES

Members can engage directly with future talent - from sponsoring students to attending careers events and developing relationships with local educational establishments and government.

Because attracting the next generation is in everyone’s interest.

The SPA has recently supported student attendance at Conference, invited colleges, sixth forms and universities to engage with the industry, and used the Think Inside the Box challenge to connect students with businesses.



MEET THE SPA COMMUNITY

Businesses that understand the industry.

The SPA brings together businesses from across the Corrugated packaging supply chain.

From independent sheet plants to major organisations and integrated businesses, our membership reflects the diversity of the industry.

CONVERTER MEMBERS

Corrugated sheet plant businesses from across the UK and Ireland.

SUPPLIER MEMBERS

UK, European and global suppliers of equipment, technology and services supporting the Corrugated converting industry.

WHY THAT MATTERS

Membership gives you access to a community where people understand the terminology, challenges, opportunities and commercial realities of our sector.



Share an experience. Find a solution. Meet a supplier. Develop a relationship.

“The aim of the SPA is quite simple: Help member companies become excellent businesses and strengthen the Sheet Plant Sector as a whole”



MORE THAN A MEMBERSHIP

It is the conversations between the benefits that create the value.

A Conference conversation leads to a new supplier.
A Health & Safety Forum highlights an issue you had not considered.
A Sales Masterclass gives your team a new approach.
An Emerging Leader brings new thinking back into your business.
An industry update gives you time to prepare.
A member shares how they solved a problem you are facing.

That is the value of being connected.

YOUR SPA NETWORK

- CONNECT**
Meet people who understand your business.
- LEARN**
Access knowledge, expertise and Best Practice.
- DEVELOP**
Invest in your people and future leaders.
- PREPARE**
Stay ahead of legislation and industry change.
- PROTECT**
Access specialist advice and support.
- INNOVATE**
Explore new technology and new ways of working.
- INFLUENCE**
Help shape the future of the sector.



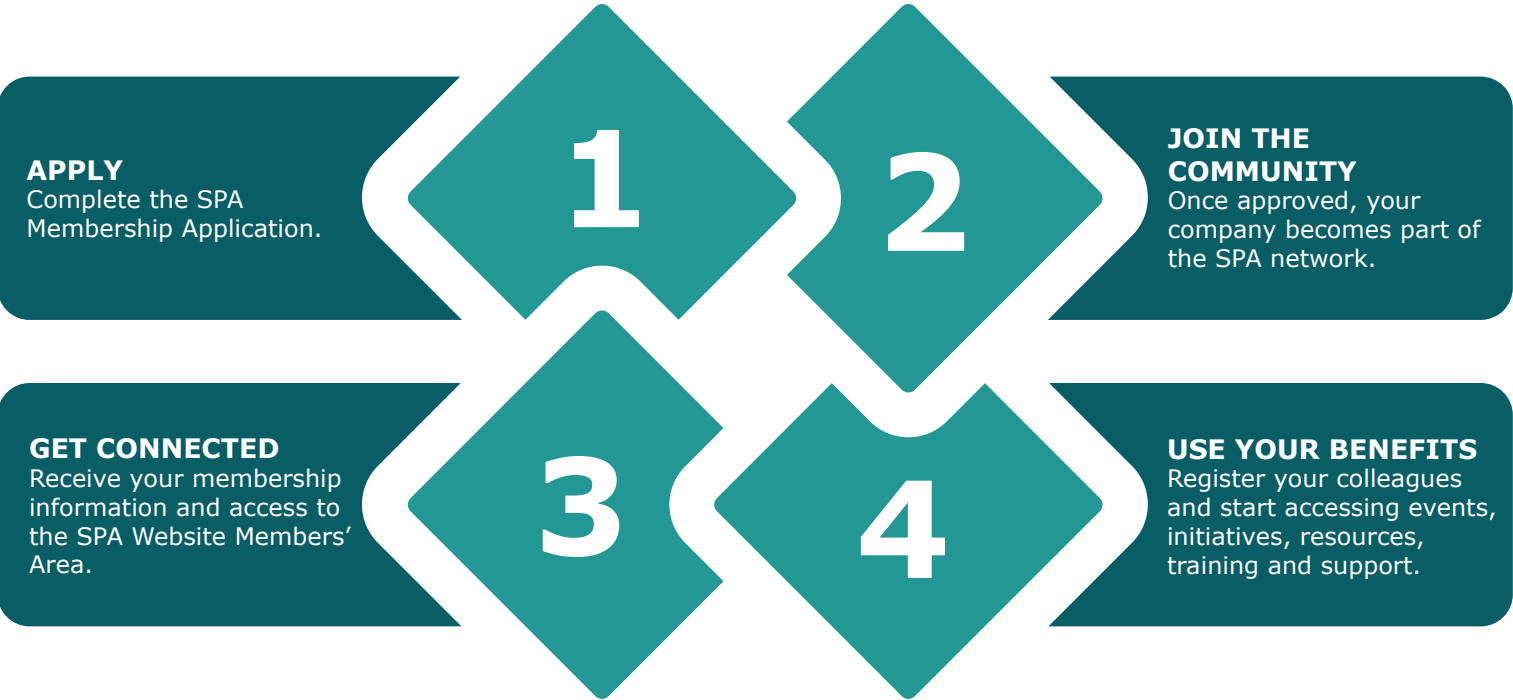
“The SPA thrives on member involvement - participating in events, training and forums, and sharing guidance, assistance, experience and expertise.”



JOIN THE SPA

Make your membership work for your business.

Becoming an SPA Member is straightforward.



MAKE YOUR MEMBERSHIP WORK HARDER

SPA Membership is not just for the Managing Director.
Share it across your business.

Sales. HR. Operations. Health & Safety. Finance. Engineering. Future Leaders.

The more of your team that engages with the SPA, the more value your company gets from its membership.

Apply to become a member:





**TOGETHER
WE ARE STRONGER.**

Grow your network.
Develop your people.
Protect your business.
Prepare for change.
Adopt Best Practice.
Shape the future.

JOIN THE SPA

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