

Chairman's Report 2016

Having had a difficult run up to 2016, steps were taken to put the BTAA on a more firm financial footing. I am pleased to announce that these have been successful, and we are once again in surplus.

Trading conditions for our members continue to be challenging. Although consumer spending has remained strong following the Brexit vote, there are signs that inflation is increasing and growth falling. We therefore see little hope of any easing of the pressure on retail markets.

2016 has also seen a change of Chief Executive. In November Paul Yates left the Association, and we were joined by Diana Blair. Diana has been with the BATF for 17 years, and brings a wealth of experience and new ideas, which can only enhance the BTAA, ensuring the association builds on its encouraging performance.

Highlights of 2016 are:

Membership

Due to the difficult economic trading conditions membership retention and recruitment remain difficult. To counter this we have introduced an exciting expansion to our services, and have sought to ensure that they offer genuine benefits to members to attract designers, online companies, retailers, overseas members and reverse the downward trend in membership. We continued to promote our 'Supplier of the Month' and e-product newsletter, which continue to be a success.

Fashion Accessory of the Year Awards

The Fashion Accessory of the Year Awards continues to grow from strength to strength, providing sponsors, winners and finalists with maximum exposure and networking opportunities at Autumn Fair. We are looking forward to working closely with Ascential Events to ensure the 2017 event builds on the previous year's success. In 2016 we introduced an entry fee, and were able to turn previous year's losses into surplus.



Made to Order show

2016 saw the first ever Made to Order show, held at the Radisson Blu, Portman Square London. The show was a superb opportunity for private label retailers to meet with members who are able to offer bespoke design and manufacturing. The show was well supported by BTAA members and we have exciting plans to develop this in the future.

European Leather Goods Alliance (ELGA)

The BTAA is a founding member of the European Leather Goods Alliance and attended its first meetings in Brussels in July and November.

British Travelgoods, Handbags & Accessories Association

Federation House | 10 Vyse Street | Birmingham | B18 6LT

T: 0121 237 1107 | **E:** info@bttaa.org.uk | **W:** www.bttaa.org.uk

A division of the British Allied Trades Federation. Registered in England No: 69391



Its members are:

Arnaud HAEFELIN, Chairman, FFM, France
Riccardo BRACCIALINI, President, AIMPES, Italy
Fernando GUTIÉRREZ, Executive Director, ASEFMA, Spain
Joao MAIA, Executive Director, APICCAPS, Portugal
Manfred JUNKERT, Chief Managing Director, HDSL, Germany
David NATHAN, Chairman, BTAA, UK

Together, these associations represent some of Europe's premier leather goods manufacturers. The aims of the Alliance are to create an integrated European leather goods industry and to work with relevant EU bodies and related trade associations to influence EU legislation.

We had an extremely productive meeting in November with the General Secretary of Cotance, the European Tanneries Association and separately with Snr Corazza who is the European Commission's Department Head for Creative Industries. Snr Corazza made it very clear that The Commission not only welcomes, but encourages our Alliance and its involvement in EU harmonisation plans.

As the only officially recognised source of influence for the leather goods industry within the EU, we see this as a great opportunity for the BTAA and its members to have our say and to steer the future of our industry post Brexit.



Vote of thanks

I would like to take this opportunity to thank all members for their continued support in these difficult times and especially those members who provide support for our National Committee and advocacy efforts. I would certainly encourage all members to take a more active role in the running of, what is after all, your Trade Association.

Particular thanks go to Paul Yates, Chief Executive who departed at the end of 2016.

British Travelgoods, Handbags & Accessories Association

Federation House | 10 Vyse Street | Birmingham | B18 6LT

T: 0121 237 1107 | **E:** info@btaa.org.uk | **W:** www.btaa.org.uk

A division of the British Allied Trades Federation. Registered in England No: 69391

