



# BRITISH EQUESTRIAN TRADE ASSOCIATION

PRESIDENT: MRS JANE HOLDERNESS-RODDAM CBE. LVO.

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## Subscriptions July 2017 - June 2018

### Membership Category

|                           |                                       | NETT<br>£ | VAT<br>£ | TOTAL<br>£ |
|---------------------------|---------------------------------------|-----------|----------|------------|
| <b>Retail</b>             | A up to £64 000 turnover              | 79.50     | 15.90    | 95.40      |
|                           | B £64 - £150 000 turnover             | 107.00    | 21.40    | 128.40     |
|                           | C £150 - 350 000 turnover             | 133.00    | 26.60    | 159.60     |
|                           | D £350 000 and higher turnover        | 199.00    | 39.80    | 238.80     |
|                           | E Store Groups of more than 5 outlers | 536.00    | 107.20   | 643.20     |
| <b>Trade</b>              | Manufacturer/Wholesaler               |           |          |            |
|                           | D Up to £250, 000 turnover            | 221.00    | 44.20    | 265.20     |
|                           | C £250,00 - £500,000                  | 473.00    | 94.60    | 567.60     |
|                           | B £500,000 - £1 million               | 698.00    | 139.60   | 837.60     |
|                           | A £1 million+                         | 820.00    | 164.00   | 984.00     |
| <b>Equine</b>             |                                       | 82.75     | 16.55    | 99.30      |
| <b>Agents</b>             |                                       | 118.75    | 23.75    | 142.50     |
| <b>Associate</b>          | A Up to £1 million turnover           | 107.00    | 21.40    | 128.40     |
|                           | B Over £1 million turnover            | 221.00    | 44.20    | 265.20     |
| <b>Overseas</b>           | Retail                                | 118.75    | 0.00     | 118.75     |
|                           | Trade                                 |           |          |            |
|                           | A Up to £1 million turnover           | 695.00    | 0.00     | 695.00     |
|                           | B Over £1 million turnover            | 820.00    | 0.00     | 820.00     |
| <b>Administration Fee</b> |                                       | 25.00     | 5.00     | 30.00      |

*Prices are valid for all applications submitted by 30 June. Subscriptions are revised annually on 1 July.  
 For the purposes of subscriptions, companies located in the Republic of Ireland are NOT classed as being overseas.*

Chairman: Nikki Newcombe; Vice Chairman: Ian Silman; Hon.Treasurer: Peter Phillips  
 Executive Director & Secretary: Claire Williams  
 Registered in England and Wales No. 1353314



## *This is BETA*

### **Why join?**

The British Equestrian Trade Association is here to help the equestrian industry, to help individual companies to get the most out of the equestrian industry, to help you develop your business profitably.

### **How is BETA organised?**

The President is Jane Holderness-Roddam CBE. LVO. An Eventer at Olympic level, and former Chairman of British Eventing, Jane runs a successful stud and artificial insemination centre. Our Vice President is Antony Wakeham MBE who helped to found the Association.

BETA is a company limited by guarantee. It also owns EMC Ltd, the Association's trading arm which publishes 'Equestrian Trade News', the [www.britishequestriandirectory.com](http://www.britishequestriandirectory.com) as well as the 'Trade Suppliers Directory' and operates databases and mailing services as well as organising the BETA International Trade Fair.

BETA is run by a Council who are elected by members at the Annual General Meeting. The Council comprises a Chairman, (Nikki Newcombe), a Vice Chairman (Ian Silman), an Honorary Treasurer (Peter Phillips) and up to twenty Council members, a maximum of six of whom may come from any one line of business – ie Clothing or Saddlery etc.

The Council oversees seven active sub-committees:

**Finance and General Purposes** – Comprises the Chairman, the Vice Chairman and the Treasurer of BETA and the remaining sub-committee Chairmen plus co-options as required. This group acts in an advisory capacity to the management of the BETA Group and approves the budgets for the group annually.

**Trade Fairs** – This committee is responsible for advising on the direction of the BETA International Trade Fair run by EMC Ltd which was acquired by BETA in 1997.

**Retailers** – The responsibilities of this committee include any items relating to retail members of the association. The retail committee puts forward ideas to the Council on behalf of retailers. Members of the retail committee are elected from council with additional co-options.

**P.R. (Public Relations)** – This committee is responsible for the promotion of BETA to both our members and the wider trade and riding public. They develop the promotions that BETA undertakes, decides which fairs & events that BETA has a presence at and guides the preparation of all material that is distributed on behalf of the Association.

**Equine & Pet Health** – This committee deals with matters relating to Medicines' Legislation. It was the force behind getting horse wormers back onto saddlery retail shelves and has been key in retaining and extending this right under current Veterinary Medicines Legislation.

**Feed** - Set up to deal with all matters affecting the equine feed industry including best practice and legislation. It has produced an extensive "Guide to Feed Labelling and Claims" for members and runs two successful feed assurance schemes, one to reduce the occurrence of Naturally Occurring Prohibiting Substances (NOPS) and the other for feed suitable for horses prone to gastric ulcers (EGUS).

**Safety** – This committee looks after the safety equipment quality schemes run by BETA including the world leading BETA Body Protector Standard and provides input to the development of EU standards for hats and body protectors.

### **Secretariat**

The Association is managed by the Executive Director & Secretary, Claire Williams and her assistants Tina Hustler and Philippa Macintosh with support from Secretary Ann FitzGerald. Our Field Officer Tricia Nassau Williams works from the South West.

### **The Past**

BETA was formed in 1979 and since then has grown rapidly to the point where it is accepted as the official body for the trade by Government and all leading equestrian organisations. BETA is seen as the major source of reliable data on the industry.

Some of our main achievements include:

- BETA 2009 Body Protector Standard
- City & Guilds Qualification for fitting safety equipment
- Negotiating the rights for saddlers to sell equine wormers.
- BETA International Fair
- VAT Second Hand Scheme
- BETA NOPS Scheme & Feed Assurance Scheme

### **The Present**

Membership currently stands at approximately 800 firms. We represent the trade on a number of bodies including:

- British Equestrian Federation
- British Horse Industry Confederation
- Animal Medicines Training Regulatory Authority
- All Party Parliamentary Group for the Horse
- BSI Standards Committee for hats and body protectors

### **The Future**

Having cemented our status as the representative body for the equestrian industry to local and national government, riding organisations and legislative bodies, BETA is more active than ever before in lobbying on matters of policy and legislation which impact on the equestrian industry, ranging from VAT on riding hats to the access for British exporters to key overseas markets.

Safety and Consumer protection are areas we continue to work on with a City & Guilds qualification for fitting protective rider equipment. We are committed to on-going market research, to the promotion of BETA to the riding public to drive customers into store and to the growth of riding.

Plans for 2017 include building on the success of the new feed assurance scheme for horses and ponies prone to gastric ulcers, and the hat bounty schemes both launched in 2016. New for 2017 will be a range of CPD courses for SQP's and safety equipment fitters.

If you would like BETA to help you, fill in the application form today and get the backing of a progressive and successful trade association.

### **Membership Application**

All applications are put forward to Council for consideration. If companies are new or not known to Council then a member of Council will visit the premises. Companies who have been in business for less than 12 months or who are not VAT registered are offered provisional membership for a maximum of 2 years. After this time the membership is reassessed for full membership status. Provisional membership does not carry any voting rights. Overseas membership qualifies you for member rates at the Trade Fair, but does not carry voting rights.