

**BRITISH TUGOWNERS ASSOCIATION**



**1934 – 2022**

**Annual Conference  
Sponsorship Proposal 2022**



**Old Thorns, Liphook, Hampshire**

**10-12 May**

The British Tugowners Association and its tug-owning members  
are members of the UK Chamber of Shipping

## BRITISH TUGOWNERS ASSOCIATION

From the BTA's Constitution: *'The purpose of the Association shall be to represent the interests of Members in respect of their towage operations.'* As the representative body for harbour towage in the UK, the BTA has striven for many years to improve safety in this critically important, but potentially dangerous industry sector.

Member companies operate some 150 tugs in over 30 ports from Plymouth to the Shetland Islands, Felixstowe to Belfast. The BTA also welcomes Associate Members who are not operators, but manufacturers, professional firms and tug builders who display an interest in the towage industry as a whole and who pursue objectives compatible to the Association.



As evidenced by the signing of a Memorandum of Understanding with the UK Chamber of Shipping in 2018, the BTA is now a full member of the UK Chamber of Shipping, and tug owning operators are now members of the UK Chamber of Shipping in their own right.

The BTA pursues much of its harbor towage agenda through the newly reformed Technical Committee and the UK Chamber's Harbour Towage Panel, which provides forums to identify issues and develop policy relating to harbour towage operations and to inform the work of the Secretariat. Panel attendance will be members of the BTA, together with other members of the UK Chamber with an interest in harbour towage. Core to the BTA's activity, however, remains to improve safety in the industry by spreading best practice and striving to achieve a sound framework of training and certification.

## SPONSORSHIP OPPORTUNITIES

The BTA Conference is the premier conference of operators and owners in the UK towage industry, attracting 50+ attendees from across the industry, wider regulatory bodies and manufacturers and suppliers. The conference aims to inform and explore developments within the industry.

Benefits of sponsorship include delegate tickets, pre-event marketing and event branding. There are several sponsorship opportunities including Gold (Full Conference Sponsorship), Silver (Drinks Reception) and Bronze (Golf Sponsorship).

**Gold (Full Conference Sponsorship) £6,500 + VAT  
One Available**

- Speaking Slot - 50 minutes in conference
- 3 x Full Conference, Dinner and Golf delegate tickets worth over £750
- Event Branding – opportunity to display company banner stands, information brochures and branded giveaways throughout
- Potential for Blog/thought leadership via BTA/Chamber channels
- Conference Programme Branding – company logo on the front page and inside front cover full-page advert
- BTA Chairman Acknowledgment – company thanked at the AGM, Conference & Dinner
- Pre-Conference Branding - sponsor logo on pre-conference promotional materials – print & digital
- Branding on all general presentation slides

**Silver (Drinks Reception & Dinner) £2,500 + VAT  
One Available**

- Speaking Slot – 20 minutes at drinks reception
- 1 x Full Conference, Dinner and Gold ticket worth over £250
- Event Branding – opportunity to display company banner stands, information brochures and branded giveaways throughout
- Conference Programme Branding - company logo in the conference programme and full-page advert
- BTA Chairman Acknowledgment – company thanked at the Drinks Reception & Dinner
- Pre-Conference Branding - sponsor logo on pre-conference promotional materials – print & digital

## **Bronze (Golf Sponsorship) £1,000 + VAT One Available**

- Sponsor the Sir William Crosthwaite Cup - held annually since 1934.
- Conference Programme Branding - company logo in the conference programme and full-page advert
- Pre-Conference Branding - sponsor logo on pre-conference promotional materials – print & digital
- BTA Chairman Acknowledgment – company thanked at the Conference
- Branded giveaways – opportunity to distribute to all players

## **Feedback from Previous Conferences**

*“The programme was very informative and thought provoking. It was a thoroughly enjoyable event and great to meet with so many others within the industry. “*

*“A very well organised conference with excellent venue, hotel and scenic location.”*

*“My first AGM & Conference. I would like to think that it will not be my last.”*

*“The content of the conference was excellent and above all there was a great esprit de corps.”* **John Denholm** – UK Chamber of Shipping President regarding the 2021 Conference

*“Well balanced.... providing opportunities for formal and more informal networking and discussion.”*

### **Do you consider the conference to have been worthwhile this year?**

*“Absolutely”*

*“Very worthwhile both for the conference and the networking.”*

*“Yes, definitely.”*

### **Would you attend a similar event next year?**

*“Yes”*

*“I'm already looking forward to it.”*

*“100%”*

*“Definitely.”*

*“Certainly”*

*“Yes please.”*

## **CONFERENCE OUTLINE PROGRAMME**

### **AGM and Conference Programme (timings subject to change)**

#### **Tuesday 10 May 2022**

- |      |   |
|------|---|
| 1400 | Check in for golfers                          |
| 1500 | Golf for the Sir William Crosthwaite Cup      |
| 2000 | Informal supper for golfers and early joiners |

#### **Wednesday 11 May 2022**

- |      |                                |
|------|--------------------------------|
| 1045 | AGM Registration               |
| 1115 | AGM (current BTA members only) |
| 1145 | Conference Opens               |
| 1300 | Lunch                          |
| 1400 | Conference restarts            |
| 1745 | Conference concludes           |
| 1845 | Drinks Reception               |
| 1945 | Dinner (lounge suit)           |

#### **Thursday 12 May 2022**

- |      |                        |
|------|------------------------|
| 0800 | Breakfast & Departures |
|------|------------------------|

## LIST OF MEMBERS

### Full Members:

A&P Falmouth – [www.ap-group.co.uk](http://www.ap-group.co.uk)  
Boluda Towage Europe – [www.boluda.eu](http://www.boluda.eu)  
Caledonian Towage Ltd – [www.caledoniantowage.com](http://www.caledoniantowage.com)  
Carmet Tug Ltd - <https://carmettugs.co.uk/>  
Cattewater Harbour Commissioners – [www.plymouthport.org.uk](http://www.plymouthport.org.uk)  
Dover Harbour Board – [www.doverport.co.uk](http://www.doverport.co.uk)  
Forth Ports Ltd – [www.forthports.co.uk](http://www.forthports.co.uk)  
Fowey Harbour Commissioners – [www.foweyharbour.co.uk](http://www.foweyharbour.co.uk)  
Orkney Towage Co Ltd – [www.orkney.gov.uk](http://www.orkney.gov.uk)  
Portland Harbour Authority – [www.portland-port.co.uk](http://www.portland-port.co.uk)  
Serco Marine Limited – [www.serco.com](http://www.serco.com)  
Shetland Islands Council – [www.shetland.gov.uk/ports/sullomvoe](http://www.shetland.gov.uk/ports/sullomvoe)  
SMS Towage Ltd – [www.smstowage.com](http://www.smstowage.com)  
Solent Towage Ltd – [www.ostensjo.no/solent.htm](http://www.ostensjo.no/solent.htm)  
Svitzer Marine Ltd – [www.svitzer.com](http://www.svitzer.com)  
Targe Towing Ltd – [www.targetowing.co.uk](http://www.targetowing.co.uk)  
Williams Shipping - <https://www.williams-shipping.co.uk/>

### Associates:

ACL Shipbrokers Ltd  
Century Marine Services  
Chatham Rope Company  
Damen Shipyards  
David Brown Marine  
EMD Engines (A Caterpillar Company)  
Hugh Patience (Ship Assist Towage Consultant)  
Lankhorst Ropes  
Penningtons Manches Cooper  
Samson Rope  
Sanmar Shipyards  
Stirling Salvage  
Tatham & Co - TugAdvise