A collaborative working model for affiliated Unions and the GFTU

Co-operating and saving money on a range of products and services with ways of generating revenue to fund trade union education.
Introduction

The GFTU plays a vital role in making unions and the movement stronger; we assist new unions to form and grow through training and practical support and advice. We help established unions to be more sustainable and support them in overcoming challenges.

There is no issue too big or small that we couldn’t be asked to consider, the GFTU remains keen to help affiliated unions out at any level.

The case for unions affiliating to the GFTU is a compelling one and historically GFTU affiliates have never ‘been out of pocket’ when they join. Our many benefits and services far exceed the cost of affiliation. This is because the GFTU has subsidised its support work heavily.

We can continue to do so if affiliated unions all buy into a co-operative way of working that generates savings and some income for affiliates and our educational trust alike. The more we do together the more the GFTU can provide.

We help affiliates to be more effective and sustainable. We help them save money, get the very best advice, support and products, and reduce operational costs and pressures. The more our support services are used, the more we can put into our education trust to spend on education which is mostly provided free of charge to affiliates. This co-operative way of working was how our movement was born.
A good example of this model in practice is when unions and their members use Quorn Grange Hotel. They will get discounts for using our facilities and we make money to reinvest in our work.

Likewise, if gifts are purchased for your family, friends and union from the ethical shop, run in partnership with New Internationalist magazine, a small percentage of their profits go back into education provision.

We work with trusted suppliers and commercial partners who are tried and tested. They share our values and recognise that customer service and cost effectiveness are key to a lasting, mutually beneficial business relationships. Affiliated unions also understand that by using our commercial partners a commission on the business goes directly back into our educational trust.

We are continually exploring new services and initiatives which will help affiliates expand the work that they do and the work of the Trust.

Wherever you work, there are also significant gains from sharing support and good practice, especially when there are economies of scale to be achieved.

There are also clear advantages to taking away some of the routine tasks that can potentially slow down unions’ progress and at times frustrate their efforts. In order to allow affiliated unions to focus on their main purpose, concentrate on the needs of their members and not get bogged down with back office functions, we can take on these roles where requested. We undertake such work under service level agreements and have saved unions money and time and added value to them.
We believe that unions deserve the best professional advice on everything they do from investments to ICT, conferences to courses etc. and we have made arrangements with companies keen to bring high level professional expertise and savings.

Collaborative working should be;

• In the spirit of trade unionism.
• A way of being more effective, stronger and sustainable.
• Partnership working at its best, being well thought out, communicated, delivered and efficiently managed.
• An opportunity to share support and good practice.
• Provide economies of scale and best value.
• Provide timely solutions to challenges.
• Reversible.
• Enhance union organisation and sustainability.

Collaborative working shouldn’t be;

• Union mergers through the back door.
• A form of privatisation under another name.
• A ‘one size fits all’ solution, there are also benefits to a ‘pick and mix’ approach.
• Undertaken lightly.
• Just beneficial to one side.

There are distinct benefits to this model of collaboration and we all have a part to play. Listed here are some examples of this exciting approach, but we also recognise that one size doesn’t fit all and there is sometimes a need to approach things differently.

We would therefore urge you to consider your current and future needs and how we can support you to be more effective and sustainable in the future. Please look through the attached data sheets and consider how we can achieve more, a real win:win for you and for the GFTU.
The 2015 Biennial General Council Meeting unanimously passed a resolution from TSSA (Resolution 15: Supporting Affiliates) which led to a successful first summit for affiliated Unions in Staffordshire later that year, where it was agreed that the GFTU should;

- **Continue to offer practical, educational, campaigning and other support** to specialist unions and smaller specialist sections within larger unions.

- **Support the development of trade unionism** through a strategy that nurtures trade union growth in unorganised and under organised sectors of our economy.

- **Developing a plan that delivers membership growth among affiliates.**

- **Pool and share resources.**

- **Consider the feasibility of building a multi-union headquarters and also sharing office space throughout Britain and Ireland.**

- **Generate new income** for both the GFTU and its affiliates;

- **Negotiate shared services and facilities** between affiliates, the GFTU and third parties to create economies of scale and other savings by maximising the combined purchasing power for GFTU and its affiliates and the development of customised, shared benefits and services.

- **Signpost affiliates to companies and service providers who are ethically robust, unionised and offer value for money and high quality** to trade union clients.
The assets of unions are not bottomless and in addition to premises, resources, people and member services there are new ways of working together and sharing experience that can be of real practical benefit.

There are numerous examples of the benefits of collaborating, one way that we have achieved this at the GFTU has been through the establishment of a number of professional networking groups (General Secretaries, Education Officers, HR, Finance, ICT, Health and Safety etc.) to ensure union officers who often work in isolation and may not have an internal peer group, receive appropriate levels of support.

As we move forwards the same could be said of new approaches and opportunities that technology provides us with.

The GFTU already have experience of managing a number of education programmes and pension funds for affiliates and managing a finance back-office support service, but the possibilities to work together on a wider range of services has greater potential. We have been astounded by some of the commercial fees being charged to some unions.

The attached data sheets describe the majority of collaborative working opportunities that have been developed, the scope is immense and we hope you call soon to enquire how we can work together – becoming stronger with every step we take.
So what next?

You might have some good ideas that you think we need to discuss further. If so let us know.

Contact the person named in the Data sheets or Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to Union members, your Union, and the GFTU.

E-mail: ianr@gftu.org.uk
Tel: 01509 410867
Mob: 07903 523746

Working together to make a difference…

Photographs: Ade Marsh
www.ademarsh.photography
The General Federation of Trade Unions
84 Wood Lane, Quorn, Leicestershire LE12 8DB.

Tel: 01509 410970

www.gftu.org.uk
**Quorn Grange Hotel**

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<th>Provider:</th>
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| Quorn Grange Hotel  
88 Wood Lane  
Quorn  
Loughborough  
Leicestershire  
LE12 8DB  
Tel: 01509 412167  
E-mail: mail@quorngrangehotel.co.uk  
Website: www.quorngrangehotel.co.uk |

<table>
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<th>Contact:</th>
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</table>
| Tim Marshall  
General Manager - Quorn Grange Hotel  
Tel: 01509 410852  
E-mail: tim.marshall@quorngrangehotel.co.uk |

Quorn Grange Hotel is fantastic and a great asset for the movement. The Hotel is owned by the GFTU’s Educational Trust and therefore surpluses generated are used to fund more trade union education - So the more that unions use the hotel for overnight stays, meetings, conferences, meals and so on, the more trade union education the GFTU can provide.

Having a first class Hotel with beautiful gardens available to you, your members and Union staff can make a real difference, with 38 very comfortable Bedrooms, an attractive Bar and Lounge it creates a home from home for our guests. The Restaurant is popular and our menu, beer and wine choices will inspire...

We are currently building 24 extra bedrooms and bigger conference and event facilities onto the hotel and appreciate the support of affiliates through their use of the Hotel. We provide discounts to both affiliates and their members. Affiliates are encouraged to promote booking the hotel to their members through their websites and member communications for weddings, parties, short leisure breaks etc. Further details of the discounts are available via the website portal located at [www.quorngrangehotel.co.uk](http://www.quorngrangehotel.co.uk) additionally we are happy to provide tailored offers, promotional leaflets and finished artwork for Affiliates websites and member communications.

You can also contact Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746

FEB2018
## Finance Team Services and Support

| Provider: |
|----------------------|---------------------|
| GFTU Finance Team    | **Finance Administration** |
| The Lodge            | The high performing finance department at the GFTU, with a team of qualified accountants and experienced finance officers using the latest accounting software and secure technology, has enabled us to expand our provision by offering affiliates a chance of the finance and administration services. |
| 84 Wood Lane         | The Finance Team is able to provide; |
| Quorn                | • A virtual FC service on professional advice and support. (A one off assistance helping your records, system improvement or get started, a bit like pay as you go service). |
| Loughborough         | • Bookkeeping services (sales and purchase ledgers). |
| Leicestershire       | • Preparation of debtors and creditors reports. |
| LE12 8DB             | • Payroll services (UK payroll or Irish payroll, and dealing with HMRC, RTI, ROS.) |
| Website: www.gftu.org.uk | • Preparation of tax year documentation, online submission, benefit in Kinds, and so on. |

| Contact: |
|----------|---------------------|
| Wendy Cheung | The GFTU is also able to provide small charities and voluntary organisations with an affordable final accounts preparation. The external examination of the accounts for the not for profit organisations equivalent to statutory audit for companies as part of the governance and quality assurance processes. |
| GFTU Head of Finance | **Auto Enrolment and Pension Scheme Management** |
| Tel: 01509 410859 | Our finance team also manages several pension schemes in full. We are happy to provide the administration of the pension arrangements for affiliated Unions if required and back this up with legal support by arrangement with Walkers Solicitors. |
| E-mail: wendy@gftu.org.uk | |

You can also contact Doug Nicholls and Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members. 

E-mail: ianr@gftu.org.uk  Tel: 01509 410867  Mob: 07903 523746
## Event Management Services and Support

**Provider:**

GFTU Office Team  
The Lodge  
84 Wood Lane  
Quorn  
Loughborough  
Leicestershire  
LE12 8DB

Website: www.gftu.org.uk

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**Contact:**

Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk

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Last year’s very successful Kurdish Festival, the Arts and Culture event, successive Union Building Conferences, New Generation Weekends, and other events like the TUC Social demonstrate why the GFTU have a solid reputation for organising events and conferences effectively.

So in addition to the services offered to source competitively priced accommodation and venues, the GFTU is able to be involved in the management of events on behalf of affiliated Unions from end to end, providing a cost effective, hassle free package.

The GFTU is able to work with affiliates to provide; back office support including delegate bookings and ongoing delegate communication, venue coordination, Staging, PA systems, Lighting, Event Security, Photography, Filming, Verbatim minuting, electronic voting technology and many other publicity and media related areas.

If you need an additional contact get in touch with Doug Nicholls, John Callow or Ian for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410970
## Education Programme Management

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<th>Provider:</th>
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| GFTU Education Team  
The Lodge  
84 Wood Lane  
Quorn  
Loughborough  
Leicestershire  
LE12 8DB  
Website: www.gftu.org.uk |

The GFTU Education Trust exists to provide affiliates with courses and training programmes that are relevant, innovative and engaging; which encourage critical thought and engagement with the politics that underpins industrial struggle.

These take the form of core courses – which can take a member on a journey from becoming a New Rep to Postgraduate level – practical training, such as Health & Safety or Social Media, being an Edualities champion of Union Learning Rep; or bespoke courses tailor made to suit the requirements of one particular affiliate.

GFTU currently administers the Education programme for the TSSA and BFAWU and is looking to expand this service for other affiliated unions.

As well as hosting on-line learning and course materials, through Learning Pool, which are available for use by all affiliates, the GFTU are also building upon partnerships with other certification and learning providers, such as the Institute of Leadership and Management, Newman College and Leeds Beckett University, in order to extend the range and depth of educational provision for affiliates.

With a wide range of experience within the GFTU and its affiliated Unions there is also potential to offer an objective education consultancy and review service both internally and externally. Progressive critical reflection that enables people to evaluate their provision and build on what they already have in place has many benefits including continuing quality improvement, ensuring delivery and cost effectiveness, enabling people to own and enable improvement of the learning agenda.

The GFTU are able to extend this provision and if you would like to discuss how we can work together contact us…

<table>
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<tr>
<th>Contact:</th>
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| John Callow  
GFTU Education Officer  
Tel: 01509 410978  
Mob: 07419 213095  
E-mail: johnc@gftu.org.uk |

You can also contact Doug Nicholls in addition to John and Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
## Personnel and HR Management

**Provider:**

<table>
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<th>GFTU Office Team</th>
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Website: [www.gftu.org.uk](http://www.gftu.org.uk)

**Contact:**

<table>
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<tr>
<th>Ian Richards</th>
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<td>GFTU Operations Manager</td>
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Tel: 01509 410867  
E-mail: ianr@gftu.org.uk

Trade Unions should be at the vanguard of good employment practice and while some GFTU affiliates have in-house Personnel and HR Management arrangements, others contract these out.

The GFTU are happy to extend the in-house HR function to benefit Affiliated Unions on an assignment or permanent basis.

The GFTU already provides a professional support network meeting for Union officials and NEC members with HR responsibilities and can consider pooling such functions - the range of HR functions could range from recruitment to retirement and include:

- Workforce mapping exercises.
- Recruitment advertising and response handling.
- Selection interview hosting and support.
- Holiday and sickness reporting, monitoring and interventions.
- Policy and workforce reviews, development and monitoring.
- Redundancy support.
- Assisting with internal mediation/disputes/issues.

In addition other HR related resources including payroll services can be found in the section on Finance Team support and services and there is also a comprehensive range of other services offered by Morrish Solicitors.

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
Fleet Management

**Provider:**

GFTU Office Team  
The Lodge  
84 Wood Lane  
Quorn  
Loughborough  
Leicestershire  
LE12 8DB

Website: www.gftu.org.uk

**Contact:**

Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk

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It seems that size matters when it comes to fleet management and there could be economies of scale if we were to all work together.

Most Unions have a relatively small fleet of vehicles, pooling the expertise and taking away the hassles of leasing vehicles, Insurance, Road Fund Licences, MOT’s and servicing could be a service that affiliates would be able to take advantage of.

An informal discussion leading to a formal proposal is only a call away – find out how we can help take away some of the hassles of staying mobile and managing your organisation’s transport needs.

You can also contact Doug Nicholls in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
**Independent Election and Ballot Scrutineer**

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<td>UK Engage</td>
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<td>Image House</td>
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<td></td>
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<tr>
<td>Tel: 0161 209 4808</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:enquiries@uk-engage.org">enquiries@uk-engage.org</a></td>
</tr>
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<td>Website: <a href="http://www.uk-engage.org">www.uk-engage.org</a></td>
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<th>Contact:</th>
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<tr>
<td>Andy Tye</td>
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<tr>
<td>General Manager</td>
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<tr>
<td>Tel: 0161 209 4808</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:andy@uk-engage.org">andy@uk-engage.org</a></td>
</tr>
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On the 1st of October 2017 UK Engage was passed by Parliament to administer independent scrutineer services for statutory trade union elections & ballots including:

- Industrial action ballots
- Executive election ballots
- Mergers and demerger ballots
- Recognition and de-recognition ballots
- Board elections
- AGMs

As one of the most experienced independent scrutineers in the country, our service package includes the seamless administration of statutory and non-statutory elections, polls and ballots. We have a strong heritage (over 17 years) in administering critical and sometimes complex statutory elections, which has meant that we have gained a wealth of experience in this field, and in the printing and mailing of ballot papers and election stationery. We are completely responsive to customers’ urgent needs and in 2017 we printed over 10 million items for the Snap General Election.

Not only do we provide scrutineer services but we also provide guidance and best practice for the running of elections, based on statutory regulations and/or your own constitution for consultations and other non-statutory processes.

Our experience to date includes statutory representation in the form of merger ballots across multiple sectors, and non-statutory committee elections.

We offer a large portfolio of election services backed up with experienced account managers who are customer service focussed and would be pleased to discuss any upcoming requirement you may have.

Contact Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  Tel: 01509 410867  Mob: 07903 523746
## Courier Services

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</table>
| GFTU Office Team  
The Lodge  
84 Wood Lane  
Quorn  
Loughborough  
Leicestershire  
LE12 8DB | There could be a significant economy of scale if we collectively procured parcel delivery services through a company such as TNT – with individualised collection and delivery arrangements. There are significant price advantages to affiliates if 20+ collection locations can be arranged. |

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<tr>
<th>Contact:</th>
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</table>
| Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk | You can also contact Doug Nicholls in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.  
E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746 |
## Travel Services

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Website: www.gftu.org.uk

### Contact:

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<tr>
<th>Ian Richards</th>
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<tr>
<td>GFTU Operations Manager</td>
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Tel: 01509 410867  
E-mail: ianr@gftu.org.uk

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746

The GFTU have a broad network of contacts and can offer itinerary planning, ticket booking, currency conversion, etc.

The GFTU are also able to offer Rail Warrants and re-invoice charges on a monthly basis, making administration simpler with request tracking, monthly statements and re-charging through a single invoice.
## Financial Advice

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<th>Provider:</th>
<th>Lighthouse Group</th>
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Website: www.gftu.org.uk

Ian Richards
GFTU Operations Manager

Tel: 01509 410867
E-mail: ianr@gftu.org.uk

Lighthouse Group are the preferred financial advisers for many Trade Unions. They provide expert financial advice to unions and their members alike, with a network of professional financial advisers throughout the UK. It is a well-established organisation offering advice and solutions to people wherever they are on their financial journey.

- Foundation financial planning for young people at the start of their working lives.
- Support for young families navigate the financial jungle.
- Parents with children growing up.
- Planning for retirement and retiring.
- Solutions when things don’t go to plan.

In addition to supporting members with their own financial planning Lighthouse Group are able to provide advice on the union funds and work with the GFTU on their own investment portfolio.

By working with Lighthouse you will be supporting the GFTU Education Trust.

You can also contact Doug Nicholls in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk
Tel: 01509 410867
Mob: 07903 523746
## Pensions Legal Advice and Support

**Provider:**

<table>
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<th>Walkers Solicitors</th>
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<tr>
<td>Satins Hill Oast</td>
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<tr>
<td>Sissinghurst</td>
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<td>Kent</td>
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<td>TN17 2AH</td>
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Walkers is a specialist legal practice which deals with pensions’ law and practice, working almost exclusively for trade unions and their members. The practice is run by Ivan Walker, who has specialised in pensions’ law for over 30 years. Walkers advises the trustees of trade union officers’ and staff pension schemes (including the GFTU’s own pension scheme), and trade unions in their capacity as employers regarding the management of their pension arrangements. That includes working on defined benefit and defined contribution schemes, as well as employers’ auto-enrolment duties.

Walkers also acts for unions and their members in negotiations or disputes with private and public sector employers, dealing regularly with complaints to the Pensions Ombudsman and litigation in Tribunals, the High Court and appellate courts including the Court of Justice of the European Union.

**Contact:**

<table>
<thead>
<tr>
<th>Ivan Walker</th>
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<tbody>
<tr>
<td>E-mail: <a href="mailto:Ivanwalker@walkers-law.co.uk">Ivanwalker@walkers-law.co.uk</a></td>
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<tr>
<td>Tel: 01580 713649</td>
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<tr>
<td>Mob: 07977 482510</td>
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You can also contact Doug Nicholls in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

| E-mail: ianr@gftu.org.uk |
| Tel: 01509 410867 |
| Mob: 07903 523746 |
# Credit Union Advice and Support

**Provider:**

<table>
<thead>
<tr>
<th>GFTU Finance Team</th>
<th>Several Affiliates already run their own Credit Unions for members, and the GFTU has been asked to investigate creating a central Credit Union for all affiliates especially those lacking the capacity to run one independently.</th>
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<tbody>
<tr>
<td>The Lodge</td>
<td>Contact us if you are interested in being part of this exciting initiative.</td>
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<td>84 Wood Lane</td>
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<td>Quorn</td>
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<td>Website: <a href="http://www.gftu.org.uk">www.gftu.org.uk</a></td>
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**Contact:**

<table>
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<tr>
<th>Doug Nicholls</th>
<th>If you need an additional contact get in touch with Ian Richards for further information and to progress things to make a real difference to your Union, the GFTU and Union members.</th>
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<tr>
<td>GFTU General Secretary</td>
<td>E-mail: <a href="mailto:ianr@gftu.org.uk">ianr@gftu.org.uk</a> Tel: 01509 410867 Mob: 07903 523746</td>
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<tr>
<td>Tel: 01509 410855</td>
<td></td>
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<tr>
<td>E-mail: <a href="mailto:Doug@gftu.org.uk">Doug@gftu.org.uk</a></td>
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### Leisure Breaks and Accommodation

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| Quorn Grange Hotel  
88 Wood Lane  
Quorn  
Loughborough  
Leicestershire  
LE12 8DB  
Tel: 01509 412167  
E-mail: mail@quorngrangehotel.co.uk  
Website: www.quorngrangehotel.co.uk |

<table>
<thead>
<tr>
<th>Contact:</th>
</tr>
</thead>
</table>
| Tim Marshall  
General Manager  
Quorn Grange Hotel  
Tel: 01509 410852  
E-mail: tim.marshall@quorngrangehotel.co.uk |

The GFTU are very proud of Quorn Grange Hotel in Leicestershire, an asset for Affiliated Unions, members and the movement alike – in addition to hosting meetings, conferences and events we also extend an invitation to the Hotel to Union members through their websites and member communications for weddings, parties, short leisure breaks etc. Further details of the discounts are available via the website portal located at [www.quorngrangehotel.co.uk](http://www.quorngrangehotel.co.uk). Additionally we are happy to provide tailored offers, promotional leaflets and finished artwork for Affiliates websites and member communications.

We are very accessible being near to the M1, main roads network, mainline stations and East Midlands Airport.

You can also contact Doug Nicholls in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.  
E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
<table>
<thead>
<tr>
<th>Provider:</th>
</tr>
</thead>
</table>
| Morrish Solicitors  
Leeds  
West Yorkshire |

<table>
<thead>
<tr>
<th>Contact:</th>
</tr>
</thead>
</table>
| Paul Scholey  
E-mail: paul.scholey@morrishsolicitors.com  
Tel: 0113 297 9806 |
| Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk |

A full suite of new legal services is now offered to GFTU affiliated Unions and their members by Morrish Solicitors which was launched at the 2017 BGCM.

The wide range of services includes:

- Employment Law
- Wills and Probate
- Residential conveyancing
- Family Law
- Personal injury and professional negligence
- Medical negligence
- Commercial property
- Criminal and motoring offences

And can be offered to both Unions and their members on a ‘pick and mix’ basis.

You can also contact Doug Nicholls in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
### GFTU Branded Insurance Products

<table>
<thead>
<tr>
<th>Provider:</th>
</tr>
</thead>
</table>
| UIA Mutual Insurance  
UIA (Insurance) Ltd  
Kings Court  
London Road  
Stevenage  
Herts  
SG1 2TP  
Website: www.uia.co.uk  
Tel: 01438 761 776 |

<table>
<thead>
<tr>
<th>UIA Mutual Insurance offer a number of larger Trade Unions a suite of attractive branded Insurance products and have approached the GFTU about offering a similar offer to GFTU Affiliated Unions branded as GFTU products, these will include;</th>
</tr>
</thead>
</table>
| • Home Insurance  
• Car Insurance  
• Pet Insurance  
• Travel Insurance |

And will generate revenue for the Affiliate and the GFTU’s Educational Trust alike. The key to its success will be getting the offer to Union members and we are happy to provide tailored offers, promotional leaflets and finished artwork for Affiliates websites and member communications.

Ian, Jodie and Chris will happily discuss the opportunity and how you can become more sustainable in the future, simply give us a call…

<table>
<thead>
<tr>
<th>Contact:</th>
</tr>
</thead>
</table>
| Jodie Kingston  
Chris Herbert  
Or contact:  
Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk |

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.  
E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
## Inspiring Gift Ideas for Members

**Provider:**

<table>
<thead>
<tr>
<th>The Ethical Shop</th>
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<tbody>
<tr>
<td>Website: ethicalshop.org/our-partners/es-gftu.html</td>
</tr>
</tbody>
</table>

New Internationalist is a progressive magazine which focusses on development issues, they have a strong following throughout the world and offer their readers an on-line Ethical shop. A number of organisations work in partnership with New Internationalist to provide a range of products and gifts. GFTU are one of these organisations and we provide a range of attractive items that have been selected for the organisation’s supporters including products from Vietnam and as a result of any sales a small commission payment is made to the Educational Trust.

The New Internationalist Ethical Shop is promoted through their magazine, a quarterly mailing to over 100,000 people and through the Internet. Additionally tailored offers, promotional leaflets and finished artwork for affiliates websites and member communications can be produced.

Why not take a look at [http://ethicalshop.org/our-partners/es-gftu.html](http://ethicalshop.org/our-partners/es-gftu.html), we’re confident that you would like what you see and hope that you decide to purchase your union and family gifts with us?

**Contact:**

<table>
<thead>
<tr>
<th>Ian Richards</th>
</tr>
</thead>
<tbody>
<tr>
<td>GFTU Operations Manager</td>
</tr>
<tr>
<td>Tel: 01509 410867</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:ianr@gftu.org.uk">ianr@gftu.org.uk</a></td>
</tr>
</tbody>
</table>

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
# Branded Merchandise and Gifts

<table>
<thead>
<tr>
<th>Provider:</th>
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</table>
| TC Branding Group  
Saxon Court  
Grymsdyke Farm  
Main Road  
Lacey Green  
Buckinghamshire  
HP27 0RB |
| TC Branding work in partnership with the GFTU and the Hotel to provide a range of cost effective, branded promotional materials – they make a commission payment to the GFTU Educational Trust for orders placed and provide a very cost effective, professional, timely response with a host of products, which can often be personalised or carry campaigning messages. |
| TC Branding offer a service from design to despatch and have a long and loyal association with the Trade Unions movement and pride themselves on sourcing ethically produced goods. |

<table>
<thead>
<tr>
<th>Contact:</th>
</tr>
</thead>
</table>
| Mick Humphrey / June Anderson  
Or contact through;  
Ian Richards  
GFTU Operations Manager |
| Tel: 01844 275700  
Fax: 01844 347716  
Website: www.tc-group.co.uk |

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.  
E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
### Exhibition Stands and Display Graphics

<table>
<thead>
<tr>
<th>Provider:</th>
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</table>
| Blue Creation  
90 Peterborough Road  
Farcet  
Peterborough  
PE7 3BN  
Website: www.bluecreation.co.uk |

<table>
<thead>
<tr>
<th>Contact:</th>
</tr>
</thead>
</table>
| Ian Robinson  
Tel: 01733-244065  
Mob: 07851-287858  
E-mail: ian@bluecreation.co.uk |

<p>| |</p>
<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>Or contact through:</td>
</tr>
</tbody>
</table>
| Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk |

The GFTU use Blue Creation to design, provide and manage their Exhibition Stands and they are happy to work with affiliated Unions too, offering a commission to the GFTU Educational Trust on banners, display stands and other promotional materials etc.

Whether you want a full exhibition stand, campaigning materials or pop-up and vinyl banners, give Blue Creation a call for a competitive quote and advise on the most suitable products and cost effective solutions.

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
## Print and Despatch Services

<table>
<thead>
<tr>
<th>Provider:</th>
<th>Based in the heart of Bedfordshire, Eagle Graphics (Printers) Ltd are perfectly located to serve the home counties and beyond. Established in 1980 we are at the forefront of colour printing, utilising both litho and digital printing machinery we can produce anything from simple stationery items to the most complex, die-cut folders and brochures. We can produce cost-effective short run prints for those last-minute or one-off jobs and of course equally cost-effective print for longer, more complicated jobs. With competitive pricing and prompt service we can accommodate your every print requirement. We have worked with the GFTU for a number of years, building a solid relationship and proving our ability to produce, print and distribute efficiently and reliably. We have a fully equipped studio for artwork production and so are able to offer a full service from concept to delivery. We also offer a fulfilment service for mailing projects both large and small. We are happy to work with the GFTU’s affiliates. The GFTU has considerable experience of working with the most union friendly and organised and cost effective print and despatch companies and is able to assist affiliates with all of their design, print, merchandising, fulfillment and despatch requirements. You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eagle Graphics (Printers) Ltd Unit 1, Firbank Court Leighton Buzzard Beds LU7 4YJ Tel: 01525 384893 09:00 – 17.30 Tel: 07850 473888 out of office hours Website: <a href="http://www.egp.uk.com">www.egp.uk.com</a></td>
<td></td>
</tr>
<tr>
<td>Contact:</td>
<td></td>
</tr>
<tr>
<td>John Evans Mob: 07850 473888 E-mail: <a href="mailto:john@egp.uk.com">john@egp.uk.com</a></td>
<td></td>
</tr>
<tr>
<td>David Clark Mob: 07786 371584 E-mail: <a href="mailto:david@egp.uk.com">david@egp.uk.com</a></td>
<td></td>
</tr>
<tr>
<td>Or contact through;</td>
<td></td>
</tr>
<tr>
<td>Ian Richards GFTU Operations Manager Tel: 01509 410867 E-mail: <a href="mailto:ianr@gftu.org.uk">ianr@gftu.org.uk</a></td>
<td></td>
</tr>
</tbody>
</table>
# New Publishing House

**Provider:**

Workable Books  
Website: www.newint.org/workablebooks

---

**Contact:**

E-mail: workable@newint.org  
Or contact through:  
Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk

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The GFTU Educational Trust has worked with New Internationalist to establish a new international publishing house for trade unions – Workable Books. Workable Books was launched in the autumn of 2017 and its first two publications which are a book about trade union education and a book of plays about trade unions have proved very popular, early in 2018 there will be a book of songs by Dave Rogers and other titles. Not only will Workable Books produce good reads and create a new platform for trade unionists to express themselves in book and pamphlet form, it will again provide some commission to the Trust.

You can also contact Doug Nicholls or John Callow in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.  
E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746
### Technology Consultancy

| Provider: | **By working with Tony Johnson on ICT Issues the GFTU and affiliates have solved intractable problems and saved money. Once again we have been very surprised at the bills affiliates are picking up for ICT hardware, software and support.**  
Many tears can be shed and money lost on ICT, you don’t just need an expert to work with, you need someone tuned in completely to union values, organisation and requirements. Tony Johnson has provided exceptional support and advice to the GFTU, the largest unions in Britain and the very smallest.  
Tony has been immersed in almost all aspects of Information Technology for many years as IT Manager with TGWU/Unite and before that in a variety of systems and technical roles in FMCG and Insurance sectors. He has wide experience and understanding of most aspects of IT including Membership, Customer Relationship & Finance systems, Internet & Web provision as well as Infrastructure, Networking, Desktop and Server deployment.  
ICT installation and management has to be undertaken with commitment to the knowledge and values of trade unions. Tony has worked with some of the largest and smallest unions and is aware of the cost consciousness and value for money and what should be contained in supply contracts etc.  
Tony is available to undertake System and IT assignments directly with organisations or in association with the GFTU:  
- System and Infrastructure reviews/audits and recommendations.  
- Designing & Project managing Infrastructure, Desktop & Server proposals/provisions  
- Designing, project management and commissioning membership/CRM or other systems  
- Project managing and/or delivering system upgrades and migrations  
- Billing & cost reviews |

| Contact: | Or contact through;  
Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk |

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E-mail: ianr@gftu.org.uk  
Tel: 01509 410867  
Mob: 07903 523746 |
## Communications Provider

<table>
<thead>
<tr>
<th>Provider:</th>
<th>The phone co-op are a consumer co-operative who are all about people. We are 100% owned by our members and as a customer, you can participate in our business success.</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Phone Co-op</td>
<td>We believe that the principles of co-operation drive our business success and deliver mutual benefit, contributing towards a more sustainable and fairer world.</td>
</tr>
<tr>
<td>Website: <a href="http://www.thephone.coop">www.thephone.coop</a></td>
<td>We think our success as the only UK telecoms co-operative provider, shows that our vision can be a reality. We do this with you and for you.</td>
</tr>
</tbody>
</table>
|                        | We live our values and as a co-operative, we strive in all our actions:  
  • To make a positive and lasting impact because we believe everyone matters  
  • To develop strong, trusting, long time relationships based on shared principles and mutual benefit to demonstrate openness, accountability and integrity in all our relationships and to achieve excellence and be successful in what we do  

This is what makes us different - We are a membership organisation  

By joining the Phone Co-op as a member, you can influence how the Phone Co-op is run as a business. By electing our directors and attending our AGM, all members have an equal say in the decisions we made.  

Because we are a co-operative, you also participate in our business success and have a share of profits. We put people first. We are committed to offering the best possible service and to operating with honesty, openness a sense of social responsibility; caring for our colleagues, our customers, our community and our planet. |

<table>
<thead>
<tr>
<th>Contact:</th>
<th>You can also contact Doug or Claire Ryan in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.</th>
</tr>
</thead>
</table>
| Or contact through;    | E-mail: ianr@gftu.org.uk Tel: 01509 410867 Mob: 07903 523746  
  Ian Richards  
  GFTU Operations Manager  
  Tel: 01509 410867  
  E-mail: ianr@gftu.org.uk |
|                        |  
  You can also contact Doug or Claire Ryan in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.  

| FEB2018 |
### Legal Knowledge

| Provider: | Emplaw on-line  
Website: www.emlaw.co.uk |
|-----------|-----------------------|

Emplaw Online is the UK’s leading independent, comprehensive source of ‘know-how’ and information on employment law for trade unionists, provided in a user friendly way at an affordable price. All our content is written by the UK’s leading, practicing barristers and solicitors. Headed up by Claire Perry, a leading Employment Law Solicitor, having been the Head of the BBC Employment Law Department for many years. Her passion to support unions within the UK is powered by her enthusiasm to enable the most affordable employment law updates and trusted answers to their employment law questions.

The Emplaw Online team are proud supporters of unions and the outcomes they achieve. To empower and educate, from a solid position within employment law, the very best value we can to the GFTU and its members is very important to their ethos. Our service is clear and easy to use as we realise time efficiency, together with the latest and concise HR and Employment Law issues, are at your fingertips. Bespoke content, if querying a tricky subject, is a service Emplaw Online offer the GFTU – the service is run by a group of individuals who love employment law.

What subscribers via the GFTU receive:

- A data bank of 100s of online guides and 1000s of cases
- All written by leading barristers and top legal firms in the field
- Constantly updated, easy to search information
- All linked to legislation, cases and guidance, including latest ACAS guidance and relevant pages at GOV.UK and hse.gov
- A monthly email update with a considered view of the key developments and professional case summaries
- Regular articles and topical features. For example, click here for answers to a probing set of FAQs on the gender pay gap information regulations

| Contact: | Claire Perry  
E-mail: enquiries@emplaw.co.uk  
Tel: 0333 4440179 |
|-----------|--------------------|

Or contact through;

Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk

You can also contact Doug in addition to Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

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Tel: 01509 410867  
Mob: 07903 523746

FEB2018
Developing Understanding

First Aid and Other Workplace Training

Provider:

British Red Cross

Contact:

For prices and discount codes contact;

Ian Richards
GFTU Operations Manager
Tel: 01509 410867
Mob: 07903 523746
e-mail: ianr@gftu.org.uk

John Callow
GFTU Education Officer
Tel: 01509 410978
Mob: 07419 213095
e-mail: johnc@gftu.org.uk

The Red Cross provide market leading workplace training and the GFTU use them to provide training – as a result of this partnership we have developed an agreement where the GFTU and Affiliated Unions can take advantage of discounted rates for:

- Emergency first aid at work 1 day
- First Aid at Work 3 day
- First Aid at Work - requalification 2 day
- Paediatric First Aid 2 day
- Introduction to Manual Handling ½ day
- Fire Marshall Training ½ day

All training is certified by the Red Cross.

The advantage of this arrangement is the flexibility offered, people can attend as individuals at one of the Red Cross Centres up and down the country or if there are sufficient numbers the training could be delivered on your premises.

The Affiliate and the Educational Trust would benefit from the discount offered.

You can also contact Doug Nicholls in addition to John and Ian Richards, the GFTU’s Operations Manager for further information and to progress things to make a real difference to your Union, the GFTU and Union members.

E-mail: ianr@gftu.org.uk  Tel: 01509 410867  Mob: 07903 523746
## Conference / Event Venue Provider

<table>
<thead>
<tr>
<th>Provider:</th>
<th>For unions requiring larger facilities than Quorn Grange Hotel we also have an arrangement with the Yarnfield Park Centre for hire of their excellent facilities, again of benefit to our Trust.</th>
</tr>
</thead>
</table>
| Yarnfield Park Training and Conference Centre  
Yarnfield  
Stone  
Staffordshire  
ST15 0NL  
Phone: 01785 762605  
Website: https://www.yarnfieldpark.com |                                                                                                                                                                                                                                                                 |

| Contact: | Or contact through;  
Ian Richards  
GFTU Operations Manager  
Tel: 01509 410867  
E-mail: ianr@gftu.org.uk |                                                                                                                                                                                                                                                                 |

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