

*Welcome to*

# **The ADCAS Summer Event**

# *Welcome to the Imperial War Museum to*

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- *All ADCAS Full and Associate Members*
- *All ADCAS Member invited guests*
- *Suzannah Nichol from the National Specialist Contractors Council*
- *Peter Rodgers & Gareth Keller from the B&ES*
- *Meg Gardiner from Help the Heroes*



## *What's to come!*

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- *Members update*
- *Employing Service Personnel - Stephen Gladhill, RFEA*
- *“True Motivation” - British Army Veteran, Andy Reid*
- *Pre Lunch Drinks*
- *Help the Heroes - Meg Gardiner - “With Our Thanks”*
- *Lunch & Networking*
- *After lunch – Gareth Chillcott - former Bath & England Rugby Star*



## *Membership Update*

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- *ADCAS remains financially secure with funds for the continued support of the membership – fees frozen or reduced since 2006*
- *Membership changes in 2012*

*Full Members 36*

*Associates Members 21*

*Left ADCAS - Full Members 4 - 1 expelled, 2 closed*

*Left ADCAS - Associate Members 4 - 1 expelled*



*Welcome to new Full Members :*

*Armstrong Air Services & M R Ventilation*



## *Ongoing Cooperation with B&ES*

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- *ADCAS continues to maintain regular contact with the B&ES Ductwork Group, sharing information.*
- *ADCAS and B&ES Joint Conference held October 2011 with the theme “Building a Better Business” - generally agreed a success and continues to improve on previous events.*
- *Both Associations are keen to continue with such events and the planning team is being formed for the 2013 event - Ideas for subjects to cover ?*



## *Ongoing Projects and Services for Members*

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- *ADCAS undertook a joint publication with BSRIA a “Guide to Structural fixings for Ductwork Systems”*
- *ADCAS Fact Sheets from Clarks Legal on key relevant subjects including the Construction Act and the Bribery Act - if you have a subject you need investigating contact Cedric and his team.*
- *ADCAS have recently engaged a new public relations Company “PRG” - after the sad passing of Ian Mills - expected to lift the Associations profile in the coming months.*



## *Ongoing Projects and Services for Members*

- *ADCAS funded a detailed study of the regulations affecting “Flexible Ductwork” a summary guide to be published soon - a valuable guide for Specifiers and Installers.*
- *ADCAS continue to champion the need for quality and maintaining UK standards - Members should ensure their suppliers comply with those standards.*
- *ADCAS members have access to the full range of services provided by the NSCC – representing 32 Specialist Trade Associations , they are ideally placed to support the ADCAS Full Members.*



## *What lies ahead !*

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- *From a new report on the UK ductwork industry, 262 companies were reviewed :*

*124 Companies are selling at a loss*

*45 Companies are carrying more debt than last year*

*73 Companies are considered in financial danger*

*Its summary - “There is chronic overcrowding in the market “*

- *Oversupply in any market keeps prices low, the knock on effect on low prices is pressure on cash flow – focus on cash not just sales - it will get better .....eventually*





## Sad News

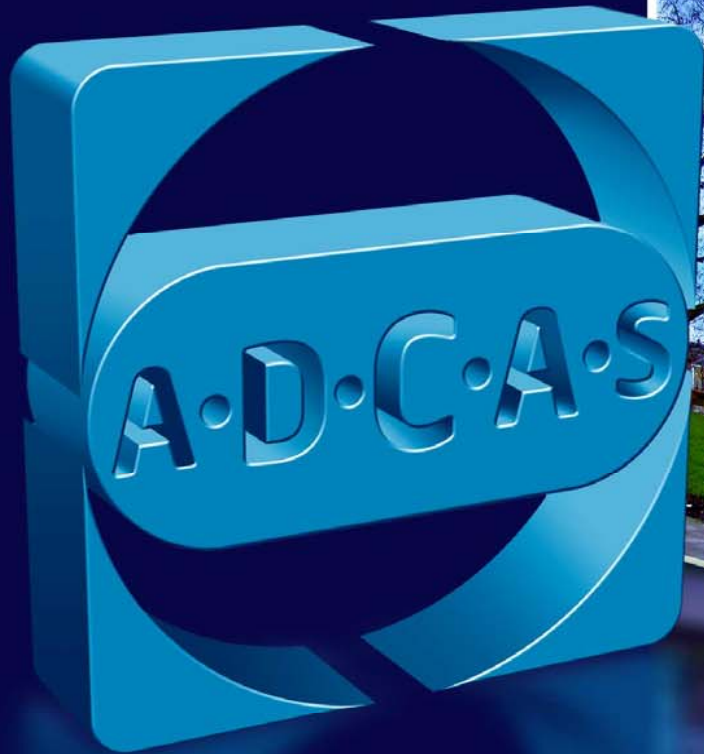
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*It is with deep regret that I announce the passing in April of Mr Bill Smith former Managing Director and founder of R P Metal Company Limited, aged 63.*

*Bill was a key player in the formation of ADCAS, serving on the Executive committee for many years, Without the support of Bill and the other original Executive Members ADCAS would not be in the strong position it is today.*

*Our thoughts are with Paul and his family.*





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