



MATERIALS HANDLING ENGINEERS ASSOCIATION

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ANNUAL GENERAL MEETING **Speakers Corner, Hall H, Harrogate International Centre** **King's Road, Harrogate, North Yorkshire HG1 5LA**

Thursday 6 October 2016 at 12.00 pm

Present:

Michael Kaye (President)	Flexco
John Connolly (Vice-President)	Kingfisher Industrial
Roy Ball	Rulmeca Limited
James Bullock	ProSpare Ltd
David Patterson	ProSpare Ltd
Andrew West	Rema Tip Top Industry UK Ltd
Danny Calderwood	Rema Tip Top Industry UK Ltd
Rob Leighton	DMN Westinghouse
Simon Nadin	Siemens
Phil Trimble	Conveyortek Ltd
Jeff Buxton	Don Valley Engineering Ltd
Steve Farmer	QPI Ltd
Elliot Southern	Rap Conveyors
Graham Leason	Tech-A Ltd
Declan Barry	ATEX Explosion Hazards Ltd

In Attendance:

Peter Webster	Secretary, MHEA
Julie Claus	Administrator, MHEA

Apologies for absence:

Apologies for absence were received from:

Linda White	Fairport Engineering Ltd
Mike Redmond	Rotary Power Ltd
Michael Metson	Joy Global Eurasia

1. Welcome and Introduction:

The President welcomed everyone to the meeting and the Secretary gave apologies as above.



2. Minutes of the 2015 AGM:

The minutes of the AGM held on Thursday 22nd October 2015 at Harrogate International Centre Kings Road, Harrogate, North Yorkshire HG1 5LA were proposed for acceptance by Roy Ball (Rulmeca Ltd) and seconded by John Connolly (Kingfisher Industrial). These were then approved and signed by the President.

3. Matters Arising:

There were no matters arising.

4. Finance

The accounts for the year ending 30 June 2016 show a small loss, your Executive Committee is actively looking at the finances to ensure the association continues to benefit from a strong financial position, however our retained earnings stand at £99,142 and we are projecting profit from the Bulkex2016 event.

Acceptance of the MHEA accounts was proposed by Rob Leighton (DMN Westinghouse) and seconded by Simon Nadin (Siemens).

5. Presidents Report

As we conclude our 77th year I am pleased to report the MHEA remains in good health. During the year we have welcomed two new members, Samson Materials Handling Ltd and DMN Westinghouse, unfortunately due to the challenging economic climate we have said goodbye to a few members. The current membership stands at 44.

I am delighted to report the Executive Team is back up to full strength with the election at last year's AGM of James Bullock (ProSpare), Phil Trimble (Conveyortek), Rob Leighton (DMN Westinghouse) and the nomination at today's AGM of Jeff Buxton (Don Valley Engineering) and Michael Metson (Joy Global Eurasia).

It's worth remembering that the Executive Team are all volunteers, giving their time freely to ensure the MHEA delivers a program of events and services which appeal to the broad membership and the association remains vibrant and relevant. I would like to warmly welcome the new talent and thank the whole Executive Team for their incredible support and contribution.

John Connolly (Kingfisher Industrial) accepted the role of vice-President last year and has really put his back into the role, in addition to the events and meetings, there are numerous conference calls, financial oversight duties and weekly email exchanges in



order to keep everything rolling, thank you John for your outstanding commitment and dedication.

The association has responded to the changing demands of the membership over recent years, the traditional conference and gala dinner formula was becoming tired, attendance and revenue were in decline. We were talking to ourselves and needed to reach out to a wider audience, a review of our annual event was undertaken. The sideshow exhibition at the Forest Pines conference was always oversubscribed - there was clearly a demand in our industry for a dedicated exhibition. The technical papers were also widely appreciated, some of the commercial papers were less popular. The Bulk technical seminar evolved into BulkEx offering members the opportunity to showcase new products and also take in technical papers from leading industry speakers. Committing to such an ambitious project took great courage; our financial strength gave us the confidence to try the new approach. The new exhibition/conference formula at BulkEx received overwhelmingly positive feedback. The key opportunities for improvement were to combine the exhibition and conference into one hall and to bring back the members gala dinner. BulkEx16 addressed those issues.

Also new for BulkEx16 were the MHEA awards; the Harold Wright Lifetime Achievement Award, Project of the Year, Supplier of the Year, Apprentice of the Year and Innovation of the Year, congratulations to all the winners.

As the association looked to broaden the events program and it became clear that extra resources were needed. We engaged the services of association management company CJAM who brought a new dimension to the marketing and organisation of events and services. Christine, Julie, Teresa, Marnie and Courtney have worked tirelessly to raise the profile of our association and reach out to a new audience, a huge thank you from the entire Executive Team. Peter stayed on as Secretary in an advisory capacity, thank you Peter for all your efforts.

The MHEA is embracing the opportunities offered by social media with a Twitter account and LinkedIn group. In addition to marketing expertise, CJAM brings more comprehensive financial reporting, such as cash flow forecasts and annual budgeting to ensure the association remains a viable financial entity. Despite the challenging economic climate the association remains on a firm financial footing.

Site visits are a key benefit of membership, the Bristol Port site visit in May under the guidance of Martin Downey was one of the highlights of the year, a fascinating look at the operation of a modern port and an insight into how the nation's demand for bulk materials is changing.

Getting companies to agree to an MHEA visit has always been a challenge, any suggestions or assistance from the members is extremely welcome. We do plan a second site visit in November, so please come along.

As webinars, conference calls and social networks such as LinkedIn grow in popularity the role of trade associations may seem diminished, on the contrary, feedback from members indicated that the need for networking opportunities was as strong as ever, there's no substitute for meeting face to face over a beer or three. This year saw the reintroduction of Members Meetings. In February John Carroll from HS2 Ltd presented the opportunities offered by High-Speed 2 and in September Bob Davies from Cliffe Hill Quarry gave a presentation on the remarkable engineering feat of relocating their primary crusher, a subject familiar to many members from the site visit last year.

Finally, thank you to all our members for your support and contribution, the MHEA exists to serve its members and it's my honour and pleasure to serve as President.



Michael Kaye
President - MHEA

6. Secretaries Report

Introduction

As I reported last year your Executive Committee appointed CJ Association Management (CJAM) to carry out the association's administration function. My role as your secretary since the changeover has been to work with CJAM in assisting them in taking over the administration and acting as an advisor to the association. I am very pleased to advise this role has worked well and the association's administration affairs are in great shape.

Membership

We currently have a total of 44 members, 41 corporate members, 1 end user and 2 individual. New members during the year include SAMSON Materials Handling Ltd and DMN Westinghouse.

Finances

The accounts for the year ending 30 June 2016 show a small loss, your Executive Committee is actively looking at the finances to ensure the association continues to benefit from a strong financial position, however our retained earnings stand at £99,142 and we are projecting profit from the Bulkex2016 event.

Bulkex2016

The Executive Committee decided to hold an Exhibition and Conference in 2016 following the positive response from last year's event. This is a key event in our Industry sector enabling suppliers to showcase new products and innovations and this year's conference has seen a superb line up of guest speakers. I would like to take this opportunity to thank CJAM for their hard work and continuing enthusiasm in putting this year's event together.

MHEA Awards

I think you will all agree it was a fantastic evening and everyone seemed to enjoy themselves.

Site Visits

During the year we visited the Bristol Port Company which proved both popular and informative for the members who attended. Further visits are planned for the current year, keep an eye open as they fill up fast. The next one is scheduled for November but dates and venue to be confirmed. Other events are also in the pipeline for 2017 and will be announced soon.



I would like to take the opportunity of thanking President Michael Kaye for his support during the year and wish him well in his second year as President; I would also thank the Executive Committee Members for their continued support through the year.

Peter H Webster
Secretary – MHEA

7. Election of Officers

7.1 President

To elect Mr Michael Kaye (Flexco Ltd) to serve as President for a period of one year. Proposed by Mr John Connolly (Kingfisher Industrial) and seconded by James Bullock (ProSpare Ltd) following a unanimous vote from those present the Secretary declared Michael Kaye to be elected as President of the MHEA for a period of one year.

7.2 Vice President

To elect Mr John Connolly (Kingfisher Industrial) to serve as Vice President for a period of one Year. Proposed by Mr Michael Kaye (Flexco Ltd) and seconded by Mr Roy Ball (Rulmeca Ltd) following a unanimous vote from those present the Secretary declared John Connolly to be elected as Vice President of the MHEA for a period of one year.

7.3 Past President

To elect Mr Mike Redmond (Rotary Power Ltd) to serve as Past President for a period of one Year. Proposed by Mr Rob Leighton (DMN Westinghouse) and seconded by Mr Roy Ball (Rulmeca Ltd). Mike Redmond was unanimously elected as Past President of MHEA for a period of one year.

7.4 Ordinary Member of the Executive Committee

To elect Mr Simon Nadin (Siemens) to serve as an Ordinary Member for a period of two years; Proposed by Mr Roy Ball (Rulmeca Ltd) and seconded by Mr James Bullock (ProSpare Ltd). Simon Nadin was unanimously elected as an ordinary member of the Executive Committee.

7.5 Ordinary Member of the Executive Committee

To elect Mr Roy Ball (Rulmeca Ltd) to serve as an Ordinary Member for a period of two years; Proposed by Mr John Connolly (Kingfisher Industrial) and seconded by Mr Michael Kaye (Flexco Ltd). Roy Ball was unanimously elected as an ordinary member of the Executive Committee.



7.6 Ordinary Member of the Executive Committee

To elect Mr Jeff Buxton (Don Valley Engineering Ltd) to serve as an Ordinary Member for a period of two years; Proposed by Don Valley Engineering Ltd and seconded by Mr James Bullock (ProSpare Ltd). Jeff Buxton was unanimously elected as an ordinary member of the Executive Committee.

7.7 Ordinary Member of the Executive Committee

To elect Mr Michael Metson (Joy Global Eurasia) to serve as an Ordinary Member for a period of two years; Proposed by Joy Global Eurasia and seconded by Mr Michael Kaye (Flexco Ltd). Michael Metson was unanimously elected as an ordinary member of the Executive Committee.

8. Any other business

Graham Leason asked if we would be doing BULKEX17-Secretary responded that the Executive committee would be reviewing it at their next meeting in November.

John Connolly mentioned the target list for the members -Julie Claus explained that she had sent this to Michael and John but will now send it to all of the Executive committee who can start contacting members.

There being no other business the Secretary thanked those who attended and declared the meeting closed at 12.22pm.

Signed

M Kaye
President
Date: