



## MATERIALS HANDLING ENGINEERS ASSOCIATION

Peershaws, Berewyk Hall Court, White Colne, Essex CO6 2QB

Website <http://www.mhea.co.uk> E-mail [jc@mhea.co.uk](mailto:jc@mhea.co.uk)

### Minutes of the Executive Committee Meeting held on 6th September 2017 on a conference call at CJAM Ltd, Peershaws, Berewyk Hall Court, White Colne, CO6 2QB

#### Present:

Michael Kaye (President)	Flexco Ltd
John Connolly (Vice-President)	Kingfisher Industrial
Roy Ball	Rulmeca UK Ltd
Rob Leighton	DMN UK Ltd
Malcolm Youll	SAMSON Materials Handling Ltd

#### In Attendance:

Julie Claus	MHEA
Teresa Dyson	MHEA
Christine Joyce	MHEA
Peter Webster (Secretary)	MHEA

#### 1. BULKEX2017

1.1. 42 stands sold. The stand plan has been altered slightly as it had been brought to our attention that they were blocking fire exits etc. A press release will be issued to announce stands sold out.

Gala Dinner also virtually sold out-QPI enquiring about a table of 10. We have confirmed prices. Most speakers are attending. If demand continues it was agreed CJAM Team/girls can just co-ordinate event as this will help to raise more revenue.

It was agreed to send Linda White an official letter inviting herself and Kieron to attend. Press release to be issued announcing event sold out due to popular demand.

It was decided TD and JC not to attend RWM this year to advertise BULKEX as it was deemed more effective for them to remain in the office and promote footfall.

Footfall is extremely low only 15 booked to date, the following actions to be completed to help boost these figures:-

- A reminder to be sent out to all exhibitors asking them to invite customers/end users. Some of the Exhibitors have taken this offer up.
- Delegates from the last 3 years to be contacted- 'as a valued delegate we would like to invite you' etc.



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- We have applied for IOQ accreditation with Mike Philips which was looking very promising and would help attract footfall.
- Postcards will be emailed and sent to all delegates, exhibitors and contacts of BULKEX and followed up with phone calls to encourage delegates to book.

As footfall is so low Michael has asked CJAM to produce a strategy plan within one week to encourage footfall for this event.

### CJAM to action

JC asked if revenue was as predicted, apart from footfall which we still needed to sell 125 tickets to hit our targets the other areas were pretty much there.

A new Exhibitor Tema Isenmann Ltd had requested a membership pack to join MHEA and seemed very keen.

### 1.2. Speakers Programme

The Speaker's programme was discussed and all agreed that 45 minutes per speaker slot was too long. It was decided that if we could have two speakers with half hour slots and then a break followed by two other speakers and then a break for lunch. On the 18<sup>th</sup> October Michael Kaye would open it at 9.45am, 1<sup>st</sup> speaker 10.00am, 2<sup>nd</sup> speaker 10.30am and 11.00 is coffee break.

### JC to action

### 1.3. Media

All media deals were discussed with quite a number of adverts in September and October. CJAM had received the World Cement September Issue and our advert was listed.

### 1.4. Sponsorship

The only package we have left to sell is the Social Media Package @ £800.00. All other packages have now been sold.

### 1.5 Awards

There was a general discussion about the Harold Wright Lifetime Achievement award, it had been suggested that Paul Bancroft may be the recipient. Peter explained he would need to know exactly why Paul was being



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awarded it, is it for services to the Conveying Industry. It was suggested as it is a Lifetime Achievement award it is usually presented to someone who is at the end of their career or retired from the industry the same as our winner Brian Snowdon last year. This award does not have to be awarded every year and Peter suggested in the future we have a committee to discuss eligible candidates. A few names were put forward such as Sid Kirk from British Steel and JC said he would try and contact them and let Julie Claus know. The IMECHE has approached MHEA to see if they could present an Award at our dinner for Gordon Ince but as he was having an operation he would not be able to advise us until 18<sup>th</sup> Sept- unfortunately he has now confirmed he is not able to attend.

Our Award entries were voted on and the following was decided:-

Telestack to be Awarded Project of the Year

Conveyortek to be awarded the Innovation Award.

Apprentice of the year is awarded to Rotary Power's candidate.

Vortex to receive Supplier of the Year.

### **7. Date of Next Meeting**

The next meeting is the AGM on Thursday 19<sup>th</sup> November at BULKEX17.

We are hoping to have our next Executive meeting mid to late November and combine it with a site visit.

Unfortunately we do not have a site visit currently booked, once booked Julie Claus will inform all committee members.