



SHAPA

SOLIDS HANDLING AND PROCESSING ASSOCIATION

www.shapa.co.uk

annual report
2008

foreword | the chairman



At the end of 2007 who would have envisaged the economic situation as it is today. I think we all knew the inflationary state was going to change but not in such a dramatic way.

We have become victims of a poorly run financial system which has collapsed and had to be rescued and it is somewhat galling to me and I expect you, who operate in a competitive aggressive industrial world, where you need to know what you are talking about. To have the financiers make a complete mess of their business, be rescued and then frightened or reluctant to make the same mistakes so strangles lending and restricts the progress of the business we are in.

The thing is though that out of something bad comes good, and this sort of period sharpens every body's senses and is where the weaker companies fail and the stronger survive, reorganise, restructure, coming back stronger - a natural sorting process and I'm sure this applies to SHAPA members.

This has been reflected in SHAPA members as we were expecting a percentage of member fallout but it hasn't been the case, membership has stayed strong with 8 new members - confirming SHAPA represents the leading companies.

The council, with the market and technical committees and of course now the export forum have been active throughout the year to keep SHAPA progressive and an effective organisation for its members.

During the year we attended two exhibitions, the easyFairs Solids 2008 Show at the NEC from 11th to 12th March, where we were also heavily involved with the LearnShop programme and Powtech in Nurnberg from 30th September to 2nd October.

The Powtech Exhibition was the embryonic stage for the development of the export forum which is a very active new development lead by Steve Brown.

This year we commissioned our first Membership survey, the results of which will help us formulate our ongoing development strategy for the association, and a UK end users Investment survey to enable us to give the membership an indication of our end users' current and future purchasing plans for our members' equipment and services.

There were many other activities which included our 2nd Engineering the Future seminar, involvement in the ISHAB/UKTI organised trade mission to Prague and working with the HSE on the new Local Exhaust Ventilation guidelines. We even found time for a social event at the Leicester Races.

All in all it has been another successful year and I would like to take this opportunity to thank our General Secretary, the Council members and the Marketing and Technical committees for their efforts throughout the year

The year has been busy and progressive and with the new Market Survey this will give us a strategy on the future direction of SHAPA

The next year looks exiting and active as far as SHAPA is concerned where members will see more benefits from the association and we all look forward to a better business platform.

Good luck and best wishes



Eddy Spires
Chairman

“...membership has stayed strong with 8 new members - confirming SHAPA represents the leading companies”



membership | 2008

During 2008 SHAPA was pleased to welcome 8 new members taking the total membership to 106.



Britton Procol Valve, with over 50 years experience in the design and manufacture of valves for the bulk solids industry, offer a comprehensive range of valves, consisting of slide valves, iris valves, rotary valves, butterfly valves, blowing seals and diverter valves for pneumatic conveying systems.



Dustolex have been actively involved in the design of Dust Extraction Systems and Fume Extraction Systems since 1971.

Dust and Fume Extraction System design is of great importance when developing a new manufacturing process or up grading an existing installation. Dustolex offer Dust Extraction Design along with Fume Extraction Design to help industry meet all stringent regulations.



Factory Solutions have formed direct Partnerships with leading Manufacturers of Process Equipment & Services for all your Factory Requirements. They pride themselves on being the only true "One Stop Shop" in our Industry, having the unique flexibility to work within Clients Budgets.



GexCon is a leading consulting company operating in the field of explosion, dispersion and fire safety. Their Software has become the world leader within gas dispersion and explosion modelling.



m-tec supply plants for the production of dry mortars as well as machines and logistics systems for their application and processing. m-tec's knowledge covers examination of the customers raw materials and the development of dry mortar formulations.



Orbinox have a full portfolio of knife gate valves, engineered valves and dampers and are the master UK distributor for the EI-O-Matic range of pneumatic and electric actuators and are the sole UK representative for Somas valves.



S N Engineering offer a wealth of experience in bulk storage; dust filtration & handling; conveying; bulk loading; mixing & blending and all associated aspects of powder / granular handling. With the knowledge & expertise in these fields coupled with a well proven & established product portfolio has assured SN Engineering of 'preferred supplier' status, for many of their products, with leading national & international companies.



Zeppelin is a global supplier of components, silos, systems and controls for bulk solids handling. They predominantly serve the Plastics, Tyre & Rubber, Chemical and Mineral markets with a range of services from supply of parts through to full turnkey projects.

meetings | 2008

There were 4 quarterly meetings, 3 General meetings held at The George Hotel, Lichfield and the AGM and General meeting held at The RAF Museum Cosford.

Speakers in 2008

Malcolm Eyre - SETPOINT

Mr Al McLean - Cosford RAF Museum

Richard Bird - Executive Officer of British Aggregates Association

Martin Keeper - UKTI

Trevor Owen - ISHAB

activities | 2008

SHAPA UK End-User Investment Survey 2008

During the autumn UK users of solids handling & processing equipment were invited to take part in the SHAPA 2008 End-User Investment Survey. Over 250 interviews were completed.

Respondents were from the principal UK industries which use solids handling & processing equipment, namely Agriculture/Animal Feed, Food/Beverages, Chemicals, Pharmaceuticals, Plastics, Manufacturing/Engineering & Minerals/Metals/Mining sectors.

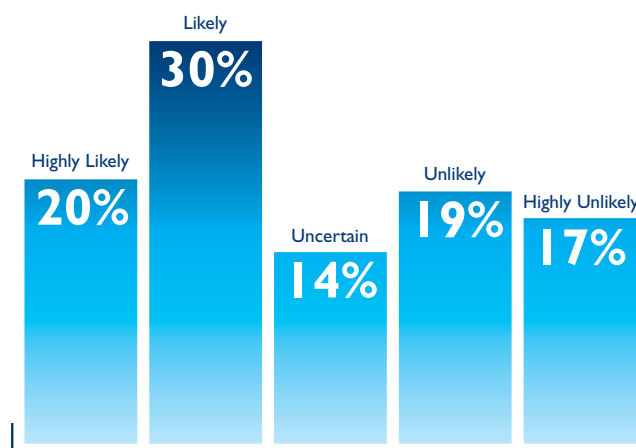
The main objectives of the survey were to:

- Scope the investment in Solids handling & processing equipment during the past 12 months
- Determine the future investment plans for the coming 12 months to 5 years
- Gain an insight into the drivers influencing this spend

The detailed survey, circulated exclusively to all SHAPA members to help them formulate their sales and marketing plans, includes analysis by industrial sector and equipment type and also outlines the main drivers behind investment.

Although there is no doubting that the UK economy is going through challenging times it can be seen from the figure taken from the survey report, that 50% of the companies interviewed indicated that they were either Highly Likely or Likely to invest in solids handling and processing equipment in the next 12 months.

Is your company likely to invest in any Solids Handling & Processing equipment/technology, in the coming 12 months?



SHAPA Membership Survey

SHAPA commissioned an independent specialist research company to conduct a membership survey as we wanted to understand the perceptions of our current members and their needs.

53 members were interviewed between 4th and 19th March via telephone with the aid of a CATI (Computer Aided Telephone Input) system offering statistical reliability of 90% +/- 7% out of the population of 88 contacts.

The issues covered that were extensively researched were:

- Impressions of SHAPA as a membership organisation
- Member interactions with SHAPA
- Membership demographics
- Attitudes towards SHAPA membership
- SHAPA Communications

The results of this survey now form the basis of the association's forward development strategy.

Engineering the Future seminar

This seminar was held at the premises of SHAPA member company Avery Weightronix in Smethwick on 25th September. It was an event aimed at the younger/less experienced engineers within our member companies to give them a broader awareness of the breadth of the solids handling industry, to enthuse them about our industry, and provide an opportunity for them to meet their contemporaries and share experiences.

The agenda included a mixture of presentations and workshops on:

- The Breadth of Application of Solids Handling Industry
- System Design Considerations
- Future Changing Market Requirements
- Understanding Customer Needs
- Meeting Customer's Needs (Workshop)
- Reacting to Future Trends (Workshop)

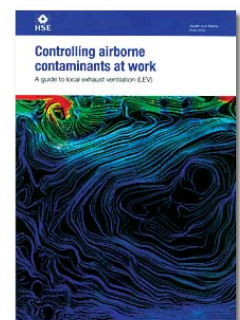
HSE Local Exhaust Ventilation Project

SHAPA were originally invited in 2007 to help on this project whose aim is to bring about a significant and measurable improvement in the effectiveness of engineering exposure controls, particularly Local Exhaust Ventilation (LEV), in the UK, and to contribute to the reduction of occupational respiratory diseases especially those prioritised in the Disease Reduction Programme (DRP).

Three separate documents, now available from HSE, have been produced:

- A major document 'Controlling airborne contaminants at Work' covering guidance for Design, Operating and Maintenance of systems (Available at £12.95 each)
- A shorter employers guide document 'Clearing the air'
- A brief employees document 'Time to clear the air'

SHAPA have since taken part in the first 3 HSE pilot road-shows to publicise the aims of the project and the availability of the guidance documents.



exhibitions | 2008

During the year we attended two exhibitions:

[The easyFairs Solids 2008 Show at the NEC](#) - where 20 members exhibited and our Technical committee were heavily involved in constructing the agenda and contributing with technical presentations for the LearnShop programme.

[The Powtech exhibition in Nurnberg](#) - where we had a SHAPA stand for the first time. Participating at this exhibition was the embryonic stage for the development of the export forum which is a very active new development.

Export Forum

The new Export Forum has been set up to provide information on different aspects of exporting and to encourage the exchange of exporting experiences between members.

A total of 26 members have registered interest in this Forum and the first meeting, held in December was attended by 15 members and included a presentation from Chris Wall, UKTI High Growth Markets specialist - Brazil & Mexico, on the UKTI 'High Growth Programme'. He also covered many other general issues including UKTI help for exporters (OMIS and other schemes).

ISHAB Prague Trade mission

In September four SHAPA members took part in the ISHAB/UKTI trade mission to Prague.

The mission programme included:

- Visits and meetings in Prague and surrounding region on 9th & 10th September.
- Attendance at Bulk Europe 2008 conference on 11th & 12th September to providing good networking opportunities with solids handling sector end users, contractors, designers, consultants, and research organisations from a wide range of developing countries.
- A number of UK companies, including SHAPA members, gave presentations at the conference.

Website development

Our website www.shapa.co.uk plays an important part in promoting our members and their capabilities and is constantly being reviewed in terms of content and search engine optimisation. During the year we added a search facility to the product selector section to help visitors find the suppliers of the product that they are seeking more easily.



SHAPA is the recognised Trade Association representing companies involved in the manufacture of equipment and systems for the handling and processing of particulate solids

Officers

Chairman - [Eddy Spires](#)
Vice Chairman - [Mike Slack](#)
Chairman of the Marketing Sub-Committee - [Mike Slack](#)
Chairman of the Technical Sub-Committee - [Angus Bishop](#)
Chairman of the Export Forum - [Steven Brown](#)

Council

Eddy Spires	Dustcheck
Mike Slack	H & H Process
Steve Hill	Wrights Dowson
Peter Guttridge	Guttridge Ltd
Robert Hudson	Spiroflow
Ian Blackmore	Rota-Val
Steven Brown	Thames-side Sensors
Ian Birkinshaw	Portasilo
Jon Naylor	Vortex Valves

Co-opted Council Member

Mike Bradley Wolfson Centre

Representation

Baseefa Advisory Board - Angus Bishop
ImechE Bulk Materials Handling Comm. - John Whitehead

Secretary

John Whitehead, John Whitehead Services Ltd.

Auditors

Tilbury Young of Bisley, Surrey

Membership

106 members at year end

Marketing & Technical Sub-Committee Members

Technical

Gus Bishop	Dantherm - Chair
Lyn Bates	Ajax Equipment
Len Williams	Dynamic Air
Mike Bradley	University of Greenwich
Ian Wild	Guttridge
Nigel Mainwaring	Russell Finex
Martyn Cotterill	Eclipse
Steve Bayley	Kemutec
Rick Kreczmer	Camfil Farr
John Whitehead	General Secretary

Marketing

Mike Slack	H & H Process - Chair
Steven Brown	Thames-side Sensors
Alan Fanthom	Procon
Pete Dawson	Dustcheck
Paul Scott	Portasilo
Steve Cox	Avery
Daniel Schade	Truduct
Alan Thompson	Rotex
John Whitehead	General Secretary