

SHAPA Council Members!

The council of SHAPA is comprised of 10 members who are responsible for all policy decisions and financial direction of the organisation.

Here, they're seen attending the EGM at the George Hotel in Lichfield.



Members of the council (left to right): Keith Simpson, Eddie Spiers, Steve Hill, Simon Pantall, Martin Hawley, Mike Slack (Vice Chairman), Ian Blackmore, Allan Wilkie (Chairman), Mike Bradley, John Whitehead (General Secretary).

It's our Anniversary..

SHAPA is due to celebrate its 25th Anniversary in April, 2007. There will be a members lunch at Moor Hall in Sutton Coldfield, with guest speaker, following our AGM and General Meeting on Thursday 19th April 2007. Put the date in your diary now, as we hope as many members as possible will be able to attend.

Special anniversary mementoes are also being considered as well as placing a supplement in trade publications.

Further updates regarding our anniversary plans will be made available as soon as possible.

Members move awards and upwards



May Day Promotion

SHAPA is delighted to announce the recent promotion of Michael S. A. Bradley to May Day Professor.

Presently a Reader in Particle and Bulk Technology and Manager of The Wolfson Centre for Bulk Solids Handling Technology (part of the School of Engineering at the University of Greenwich), Mike has been a member of SHAPA for ten years and occupies seats on both our Council and Technical Committee.

The Wolfson Centre is a world-leading centre of excellence in virtually all aspects of technology involved in the handling and behaviour of dry or damp particulate solids. Over the years, Mike has actively demonstrated his commitment to raising the profile of The Wolfson Centre and it is due to his success in this, and his involvement in both the research and consultancy side of the institution, that he has earned this much coveted accolade.

SHAPA extends its sincere congratulations.

Is there a Doctor in the house?

SHAPA would like to congratulate Eddie McGee of Ajax Equipment Limited on attaining his PhD from Glasgow Caledonian University.

Eddie's PhD was entitled 'An investigation into Characterisation and Flow in Hoppers' and was completed part-time over a 9 year period. Since joining Ajax in 1992, Eddie has progressed from Technical Sales Engineer to recently becoming the company's Technical Director.





SHAPA UPDATE

SOLIDS HANDLING AND PROCESSING ASSOCIATION

New website going live!

The new and improved SHAPA website will finally be going live this October. Possessing an aesthetically pleasing design, with pages that have been extended to high resolution, our intention was to achieve a more corporate feel to the site.

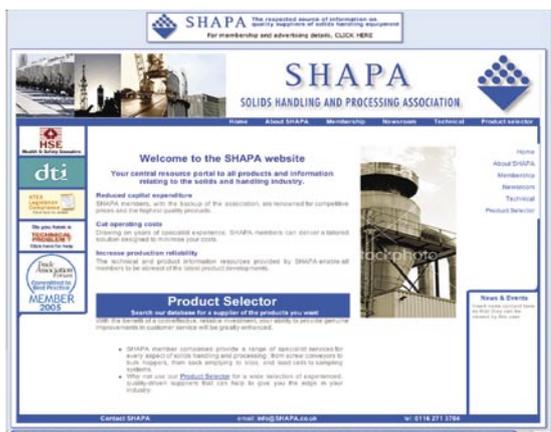
Created as an information portal with easy navigational indicators, the website will now feature an up-to-the-minute event and trade show calendar; on-line news; and a technical information and assistance facility.

Our aim is not merely to generate more traffic to the website; SHAPA's endeavour is also to increase the credibility and awareness of our member companies.

A specially designed database will provide members with an opportunity to submit up to five PDFs of information. This could include company brochures, case studies, new products or other items of news - so please send these on to us as soon as possible.

For those of you wishing to renew or place a banner advert on the SHAPA website, please be aware that the cost has risen slightly to £220 (previously £200).

Information previously only accessible to members (for example technical papers) will now be made available to all visitors. The purpose of this is to encourage more customers to visit the SHAPA website and to gain an insight into some of the numerous benefits of becoming fully-fledged members. Existing members can still rely on us to deliver the same degree of service - just with a little more panache!



In this Issue...

- **Going Live?**
- **New Members**
- **It's all in the Presentation**
- **easyFairs Solids Exhibition and Learn Shops**
- **Croner Business Helpline**
- **Beware the Number in Red!**
- **ATEX Guidance Document**
- **It's our Anniversary!**
- **May Day Promotion!**
- **Is there a Doctor in the House?**

New Members

Due to the continuing success of our recruitment programme, SHAPA takes great pleasure in introducing four new member companies:

- **Donaldson Membranes, Newton-le-Willows**
Manufacturers of filtration membranes
- **Brice-Baker Group, Wyboston, Bedfordshire**
Involved in system and component (silos, dryers, silo dischargers, cleaners etc) manufacture for the solids handling industry
- **Perry of Oakley, Honiton, Devon**
This company deals in the manufacture and installation of conveyors, elevators and grain handling equipment
- **SRS Services, Derby**
Handles installation and servicing of vacuum systems, weighing & bagging plants and dust extraction systems

SHAPA extends a very warm welcome.

Marketing Seminar - *It's all in the Presentation*



Following the success of our Seminar on Marketing Skills last year, SHAPA is currently planning a follow-up on 'Successful Presentation Skills'.

The date for this has been provisionally targeted for Wednesday 14th March 2007. The venue has yet to be decided but it is likely to be held somewhere in the Midlands for ease of access.

Some of the topics to be covered will include:

- *Preparing and structuring presentations*
- *Delivering and managing the presentation*
- *Use of visual aids*
- *Body language*
- *Voice control*
- *Available equipment and its use*
- *Examples of both good and bad practice*

ISHAB

SHAPA Chairman, Allan Wilkie, has reported a further re-organisation within UKTI. This has brought about the formation of an Engineering Sector Group which will be responsible for allocating funds.

Alan Rawlinson, who retired from Portasilo in August 2006, has been appointed a member of the new Engineering Sector Group and will push our cause forward.

UKTI have indicated that they have ear-marked approximately £60K of support. This is to cover the organisation of:

- *A seminar 'Developing international trade in the Solids Handling Sector' - arranged for Tuesday 19th September*
- *An Inward Mission - January/February 2007*
- *An Outward Mission - Later in 2007*

In late October or early November, UKTI also plan to bring a number of their overseas staff to the UK for sector training and awareness. ISHAB have been asked to promote the Solids Handling Sector during this visit.

easyFairs Solids Show

SHAPA has been informed that easyFairs now have ninety registered exhibitors at this year's show at the Ricoh Arena, Coventry, 1st & 2nd November 2006 including 41 SHAPA members and are confident of securing even more.

The programme will consist of two Learn Shop locations - one for Solids Handling & Processing topics and the other for Environmental & Safety. Each location will stage four presentations per day, except Solids Handling will only give three presentations on its second day due to the scheduled early finish.

As a result of careful planning, none of the presentations organised by SHAPA will run at the same time. Therefore, it will be possible for visitors to attend every Learn Shop talk if so desired.





Croner Business Helpline

SHAPA has renewed its subscription to Croner – the business compliance information and services provider.

Should members require any support regarding for example: legal issues, health & safety concerns, education, local and central government legislation, they can access the helpline on **08707 454545** quoting our scheme number from their helpline card.



ATEX Guidance Document

Our completed ATEX Document, available on the website since March, is proving to be very popular with members, customers and the HSE who are making it available to their inspectors. A two-way link with the HSE website is now also in place.

An alternative front page to the ATEX Document has been created which allows member companies to add their own name and logo following the statement: 'Presented by SHAPA Member'.

To maintain the integrity and credibility of our association, we ask that all members

Beware the Number in Red!

One SHAPA member recently received an unpleasant surprise having purchased a database of potential customer contacts.

A large percentage of the telephone numbers listed on the database were curiously highlighted in red. Lacking any explanation why this should have been so, the company in question contacted the Direct Marketing firm from whom the database was obtained.

It turned out that the telephone numbers highlighted in red were businesses that had registered with the TPS (Telephone Preference Service). Under the Privacy and Electronic Communications (EC Directive) Regulations 2003, it is unlawful to make unsolicited direct marketing calls to any company or individual listed with the TPS.

Furthermore, a fine of up to £5,000 could have been incurred had any calls been made to those numbers.

To add insult to injury, the Direct Marketing company refused to refund the fee (for the provision of the largely unusable database) stating that they had been 'under no obligation to divulge information relating to the existence of the TPS or its implications'.

Please make sure, when purchasing databases for either direct marketing or targeted sales purposes, that you request all TPS registered numbers be omitted from the final product. You may just save yourself a lot of money!

