

MARKET STEPS BACK

After two years of marked growth, the building controls market has taken a step back.

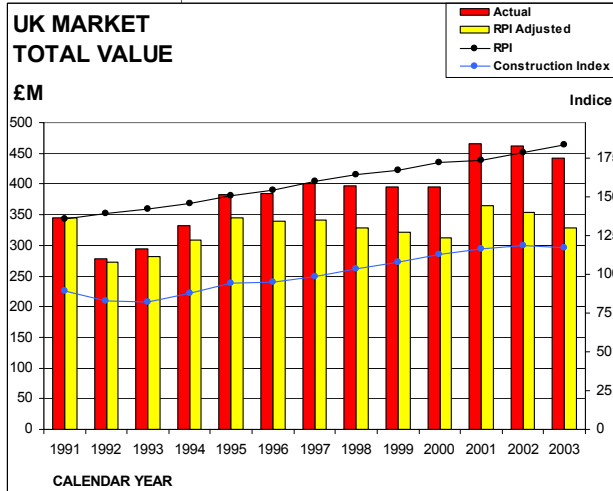
The total value of Products, Installed Systems and Service & Maintenance supplied into the UK market by the Control and BMS industry in 2003 was £442.8M. As a direct comparison to 2002, this represents a decrease of £20M (4.3%). Although in real terms, when adjusted for annual average RPI, the market has actually fallen by 7%.

On a more positive note, a detailed look at the figures shows that total sales volume for Product was (at £82.5M) up 2.4% on 2002, due mainly to the increase in product content of Primary Installed Systems.

The split between manufacturers and system specialists in relation to

the overall volume of Primary Systems sees system specialists ahead with 53.2% of the market (£137.3M), although their revenues declined in 2003 by 1.7%, while the manufacturers hold 46.8% (£120.7M), representing a 2.2% increase in their revenues during 2003.

Service & Maintenance dropped by £11M (7%) to £146.9M.



Let's Dine

One for the diary. This year's BCIA Dinner is booked for Thursday, 25 November at the Hilton Birmingham Metropole Hotel. Details to follow.

Management Committee Appointment

Kathryn Smethurst of Ambiflex Limited has been elected to the Management Committee following Stuart Aynsley's decision to step down. Kathryn was elected



by majority vote at the BCIA Committee meeting held in March. An active member of the Marketing Working Party, Kathryn is seen here (in the foreground) with other members during a recent MWP meeting.

Dates for the Diary

April 2004:

- 27—Management Committee
BTS, Warrington
- 29—Marketing Working Party
ADT, Wokingham

May:

- 6—Skills Development
Working Party
North, Brighton
- 27—Technical Working Party
Trane, Basingstoke

June:

- 8—Contracts Working Party
(to be advised)

2004: ESTA & BCIA meetings
13 May, 7 September, 25 November
(All at Birmingham Hilton Hotel, NEC)

BCIA Press Launch

It's official—we're going public.

Editors of the leading trade press journals are being invited to the BCIA press launch in May. The Association has managed to obtain the use of a suite of rooms at the Army & Navy Club in Pall Mall, London and Alan Aldridge, Executive Director of ESTA has agreed to open the event.

New President, Doug Robins, and Vice President, Terry Sharp, will add the detail relating to the Association's structure, membership and future objectives.

It is anticipated that the launch will generate valuable column inches in the trade journals. But equally importantly, it will establish an open door between the BCIA and the press.