

## Conference Attendance Up 15%



Numbers for the BCIA 2005 conference were up by 15% compared to 2003. In fact, it would have been difficult to squeeze another body into the packed conference room. The programme attracted FETA and CIBSE support and afterwards one of our guest presenters said it was "...one of the best attended and organised..." events. You can download the presentation papers free from the BCIA web site ([www.feta.co.uk](http://www.feta.co.uk)).

### CIBSE Controls Seminar

To launch its new publication, 'An Introduction to Controls', CIBSE is staging a one-day seminar at its offices in Balham on Thursday, 29 September.

The event will be chaired by Professor Terry Payne and will cover topics on Part L & Controls, Meeting Client Needs, and the services themselves: HVAC, Lighting, Security & Safety, and more. BCIA Member, Siemens Building Technologies, will be presenting the HVAC paper.

The seminar is aimed at facilities managers and other end-users, and CIBSE tells us it would also prove a

useful controls introduction for new staff or the less experienced engineer.

We have negotiated a special delegate rate, equal to the CIBSE member rate of £150 (the non-member rate is £210) which includes a copy of the new publication: An Introduction to Controls.

Full seminar and publication details will be available shortly on the CIBSE web site ([www.cibse.org](http://www.cibse.org)).



**The Marketing Working Group** has produced this excellent flyer (see right) outlining the aims of the Association and the benefits offered. It is available in pdf for use in PowerPoint presentations or you can print off copies for inclusion with your company's own literature. For a copy contact Ann Hull ([bcia@feta.co.uk](mailto:bcia@feta.co.uk)).

### Dates for the Diary

September:

(all at FETA, Hare Hatch)

6—Marketing Group

15—Members Meeting

20—Skills Development

29—Technical Group

October:

6—Management Committee at AES Northampton

20—Contracts Group at Tour Andover, Ashby de la Zouch

### Contracts Working Group

#### Future Seminars

The 2005 programme of seminars from the Contracts Working Group got off to a good start with demand for the first seminar, Pre-Contract Commercial Awareness, requiring an additional date. After a summer break, the remaining seminars are:

Oct 5—SO51 Commercial Aspects of Contracting

Nov 2—SO52 Essential Contract Management.

If you would like details of the above seminars or have any questions, then contact Ann Hull on 01249 720303 or email: [bcia@feta.co.uk](mailto:bcia@feta.co.uk).

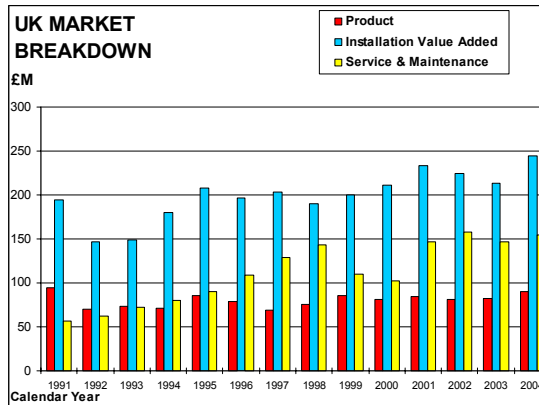


## 2004: Best Year Yet!

Annual market figures for 2004 show that the UK market has recorded its best year since the Building Controls Group commenced analyzing the building controls industry in 1991. Figures for 2004 show that the total value of products, installed systems, and service and maintenance supplied by controls and BMS companies operating in the UK Home Market equalled £489M. Of this, BCIA manufacturers' members accounted for 53.7% and system specialist members 6.9%, giving the Association a total 60.6% of the market. The actual increase in 2004 compared to 2003 figures is £46.2M or 10.4%.

**Product Sales:** Total sales volume of product increased by 9.2%, up to £90M. Within this rise sales to OEMs increased the most with a staggering 67.8% growth, up to £9.5M.

Sales to Distributors also increased substantially experiencing a 26% rise, up to £12.1M, while the total product content of Primary Installed Systems reached an all time high of £68.4M, equal to a 1.2% increase.



**Primary Systems Volume:** Manufacturers saw a decline in their Primary Systems Volume revenues of 2% to £118.3M, representing a fall in their share of the market to 41.9%. This was not the case with system specialists however, their slice rose by a healthy 19.4% giv-

ing them a 58.1% share of the market and equal to a record high of £164M.

**Service & Maintenance:** This segment of the market was also on the increase with total Control & BMS revenue growing to £154.3M, a rise of 5.1% (£7.4M) over the 2003 figure. System specialists took ground from the manufacturers increasing their market share to 33.3%, while the manufacturers' share dropped to 66.7%.

Finally, the 'Value Added' element of Primary Systems (system engineering, panels, installations, and commissioning) grew and at 75.2% now represents three-quarters of Primary Systems revenues. The Value Added portion of system installations, including product supplied via distributors, rose by 14.6% (£31.2M) to a high of £244.6M.

## BCIA 2004 Training Award

At our National Conference held last May, Doug Robins (BCIA President) took the opportunity of announcing the planned launch in 2006 of the BCIA Training Awards. To mark the event, Keith Doherty, our Technical Trainer, recommended that three award certificates be presented in recognition of outstanding performance in 2004, they were:

- Kevin Murphy of TAC for Best Overall Results in 2004
- David Richardson of Clover Controls for Progress & Achievement in a New Career Path
- Katie Evered of Siemens for Good All-Round Approach & Achievement in a Training Forum.

## Technical Training Bids for NVQ

The Electrical Contractors' Association, which runs our Technical Training programme, is backing our proposal for NVQ accreditation. At the recent Skills Development Working Group, Iain Macdonald, Head of Education & Training for the ECA, said the BCIA could call on all of their resources in the bid to achieve national recognition for building controls training.

The next step is to agree an occupational definition for Building Controls Engineer, after which discussions can commence.

Since its launch in November 2002, 72 courses have been run by Keith Doherty leading to 692 certificates being issued with a final result that 112 Technical Certificates and 43 Advanced Technical Certificates have been awarded in that time.