



# AUTUMN Newsline2008

The Storage & Handling Equipment Distributors' Association

**Striving for excellence**

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*High quality, safe working environments are SHEDA's top priority and so it is match funding health and safety audits for all of its members.*

## SHEDA goes for gold in health and safety

**SHEDA is helping its members to get in top form with a new health and safety sponsorship scheme.**

The body has been championing health and safety since its inception and this year it is going for gold by putting up 50 per cent of the cost of health and safety audits for all of its 36 members. It has launched a scheme in a bid to drive home the message about the importance of health and safety in the workplace.

More than 200 people die in the workplace each year and more than 150,000 are injured at work just because of a failure to manage risk.

Former SHEDA president Craig Powell said: "That's a risk that SHEDA believes is just not worth taking. The cost to lives and to businesses is immeasurable. That's why we're flying the health and safety flag and why we're willing to provide up to £375 towards the cost of an audit for each of our members. Some of our members have systems in place but they are not 100 per cent up to date. There are others who have little or nothing in place and such an audit would be of great benefit.

All companies with five or more employees, need to have a written health and safety policy statement and the Management of Health and Safety at Work Regulations 1999 require employers to put in place appropriate health and safety arrangements. SHEDA's Health & Safety Primary Audit match fund scheme will enable all members to put in place an effective health and safety management system.

SHEDA president Mike Lynch said: "Risk management helps you to protect your most valuable asset from harm: your employees." Ken Miller of Central Source, who has already had a health and safety audit carried out, said: "The safety audit carried out by Cope Safety Management has been a worthwhile exercise and we're planning to have a follow-up audit next year to see how the company has improved."

Scott Butters, Managing Director of Cope Safety Management Limited, said: "An independent health and safety audit will help members identify the strengths and weaknesses in their health and safety management systems. The subjects covered in the audit range from management commitment, risk assessment, training and culminate with an inspection of the workplace to observe any hazards and determine the risks – everything from the control of hazardous substances to asbestos and from manual handling to stress."

Good auditors will produce a concise management action plan to help members address and hence eliminate, or control, those risks identified using agreed short and medium term targets. With the audit complete and an agreed plan in place, the member can prove that they are managing health and safety in a positive way. Of course auditors will remain on hand for any further assistance and guidance. Health and safety management systems should be updated regularly. The Health & Safety Executive has updated the 1992 guide to safety in warehousing and storage, which is available free to SHEDA members.

### CONTACT DETAILS

For more information on how to apply for the funding, call **SHEDA** secretary Sharon Parker on **0121 454 4141**.



# SHEDA president 2008 to 2010

**When I started work, a wise and elderly friend told me; “If you can’t get along with your competitors, you stand no chance with your customers”.**

That advice still holds good today. SHEDA set out nearly 30 years ago as an association run by its members for the benefit of its members. Individually we might not have the experience or knowledge to solve every problem but, collectively, there isn’t a lot we don’t know. Today, SHEDA is still a common fund of advice and assistance for the members, most of whom are small and medium-sized companies. With 4.5m businesses employing 13.2m people and contributing to more than half of the country’s GDP, small and medium enterprises have been described as the backbone of the British economy.

Over the past few months I’ve been travelling around England listening to business owners about what they think the Government can do to help their business take advantage of our economic conditions. I’ve been asking what people think are the main barriers to business, where policy could be improved and what they would like to see to help their business grow. All of their answers will help us develop a new enterprise framework which will shape an even better environment for businesses to prosper in Britain.

We all face many problems and difficulties in the day-to-day running of our businesses, not least keeping up with dozens of legislative acts and regulations governing trade and commerce. The latest, the Corporate Manslaughter Act, places greater responsibility on businesses to put in place stringent health and safety practices. We are all aware of the need for safety but we can’t be expected to be experts in all the regulations we have to keep up with.



*Mike Lynch*

That’s where the power of an association like SHEDA can prevail. We can be a voice of common sense and use our shared knowledge and experience to work towards a safe and sensible approach to the legislation.

This year, I would like us all to help increase SHEDA’s membership, to introduce a competitor and to remember our original mission statement: for the benefit of each other.

## **Key SHEDA achievements 2006 to 2008**

- Launch of new mission statement ‘to strive for excellence in the distribution of storage and handling equipment’.
- Launch of improved website
- Continued marketing of benefits of SHEDA with the result of increased membership.
- Training opportunities provided



# Congratulations to ...



Mike Lynch (second from left), incoming President of SHEDA, congratulates Phil Culling (left), managing director of Redirack; managing director John Halliday (third from left) of Moresecure; sales director of Lion Steel, Alistair McKay (fourth from left) and Ken Miller (right) who collected the award for Bott Ltd.

## SHEDA 2007 award winners were:

- Supplier of the year first prize : Redirack
- Supplier of the year second prize : Bott Ltd, Bude, Cornwall,
- Supplier of the year third prize : Moresecure, Telford
- Shield of honour : Lion Steel Equipment
- Lifetime Achievement : Richard Powell

The SHEDA Awards, now in their 19th year and voted by the members, are presented annually to recognise the outstanding service provided by SHEDA members across the UK and Ireland. The awards were sponsored by Davicon this year. Nearly 60 SHEDA members and associates gathered at the AGM at Stratford Manor Hotel, Stratford on Avon, for the awards ceremony.

## Profile

### Richard Powell,

Richard Powell and Partners and Industore  
Winner of Lifetime Achievement Award 2007

Richard was born in Cardiff six months after the end of World War II. Money was tight and so from a young age Richard found creative ways to earn some extra - collecting bottles and returning them for cash, gardening and printing. At 15, he left school and took up a variety of jobs while studying at night school for his engineering apprenticeship.

By 1972, the 27-year-old had married and was a confident engineer. He and his wife, Angela, set up his own practice designing engineering solutions to industry across South Wales. It soon became apparent that the strength of the business lay in storage solutions, working in tandem with his key supplier Moresecure. The company was an immediate success and continued to grow year on year. The company diversified into the supply of office furniture and the offer extended to project management, space planning and installation. Notable clients included the Welsh government bodies.

In 1996, Richard spotted an opportunity in automated storage systems. He set up a



*Richard Powell expressed his thanks to Sheda and its members for the award. He said: "Although I couldn't say so at the time (which most members will know was down to my severe adversity to public speaking) I am extremely grateful and humbled by the respect and appreciation shown to me through this award. Although not quite a founder member, I've enjoyed membership and its friendship for much of my working life and will always treasure these memories. I trust Sheda will go from strength to strength and in so doing will continue to bring prosperity and friendship to all its members."*

subsidiary, Industore introducing the Hanel systems to the UK & Ireland. Over the last 12 years, Industore has become a market leader.

A prolific SHEDA member, Richard has held two terms of office as president of the association. SHEDA President Mike Lynch said: "Richard is one of the longest-serving SHEDA council members and most respected industry players. This year was his year to be recognised by his colleagues for his achievements."



# Diary Dates



## 6th November 2008

SHEDA is attending the SEMA conference which takes place at the National Motorcycle Museum, Solihull.

## 15th May 2009

The next SHEDA Annual General Meeting will be at a favourite venue in Stratford upon Avon.

## More from your membership

Next month, SHEDA will be undertaking a telephone survey among members to find out what more members would like to get out of SHEDA. We're looking to improve the offer of the association and schemes could include

better insurance deals, commercial vehicles and the like. We'd also like to know how accessible you think the SHEDA council is and how relevant its agenda is to your industry concerns and issues.

## Mezzanine discount for members

Redditch Partitions and Storage Company is offering SHEDA members up to five per cent

discount on all orders for mezzanine floors up to a value of £50,000.

### CONTACT DETAILS

David Wilkes on **01384 235000**  
or email **dave.wilkes@qbfloors.com**  
for more details on the offer.

## Web performance

With SHEDA's new, improved website up and running, the association now aims to help more companies in the industry to find it by developing its web presence. It will be looking at search engine optimization, sponsored links and related networking so that SHEDA comes higher up the key rankings.



## Photo opportunity

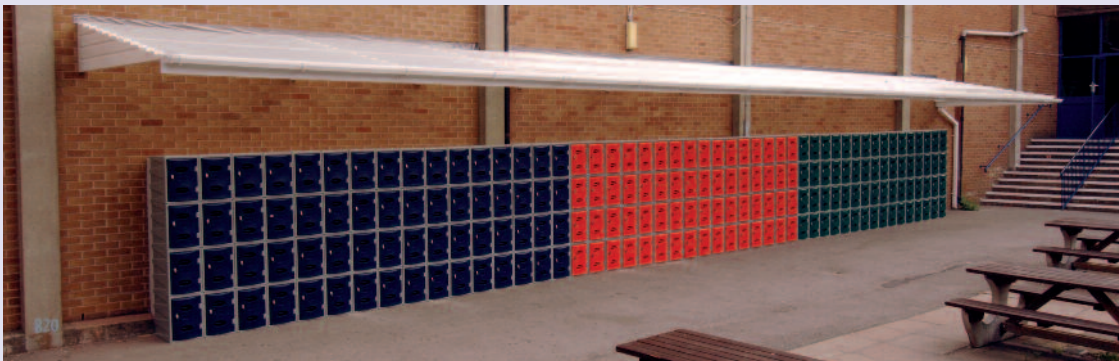


SHEDA's marketing team is always on the lookout for impressive installation pictures from distributors to accompany articles promoting SHEDA and its

members. If you are a distributor and would be interested in seeing pictures of your installations and projects in print, please send high-quality jpgs of at least 300 dpi to [jan@aurapr.co.uk](mailto:jan@aurapr.co.uk) with a detailed caption explaining who, what, where and when. For example: A £1m conveyor system installed at Tesco's distribution centre by Acme Storage Solutions, Willenhall. A 3,000sqm archive system designed to house one billion historical documents at Somerset House by Acme Storage Solutions.



## Top marks for extreme locker system



**Action Storage Systems has launched a new range of lockers, which are proving to be particularly suitable for the school environment.**

The school environment presents many challenges for lockers: creating enough space, keeping them clean and preventing vandalism to name but three.

Housing lockers in school corridors is not always practical as they have to be wide enough to allow clear access to fire escapes. Locating lockers outdoors will entice vandals and steel lockers will quickly rust.

The new range from the Buckinghamshire-based Action Storage Systems is designed to beat all these challenges. Made of weather resistant, tough polyethylene, eXtreme™ Plastic Lockers

*Action storage Systems has launched a new range of high performance lockers.*

have almost indestructible doors and hinges. The new design means that placed inside or out, they won't deteriorate or rust ... and they will withstand attacks from a claw-hammer.

The plastic makes the eXtreme™ Locker easy to wash with a high pressure hose. The locker includes drain holes to allow the water to wash through and drain dry without fear of rusting. And as a final thought to the abuse school lockers get, the lockers have sloping tops to eliminate the accumulation of rubbish.

### CONTACT DETAILS

Visit [www.action-storage.co.uk](http://www.action-storage.co.uk)  
email [sales@action-storage.co.uk](mailto:sales@action-storage.co.uk)  
or phone **0800 592215** for enquiries.

## Round up of success for Storax

Storax has had a busy year, with the relocation of its premises and its fifth birthday. The company's larger premises means it can bulk buy and hold more than £1m of stock, which is helping the supplier to overcome the challenge posed by rocketing steel prices.

And together with its manufacturing partner Ramada, it has introduced a new beam profile to the market – the SB80 – in celebration of the manufacturer's 50th birthday. Ramada has also installed a new beam rolling plant and powder coat facility, which has the capacity to produce 1,000,000 pallet racking beams every year.

Despite the move, the launches and the



*Ramada has developed a new beam profile for its 50th anniversary.*

celebrations, Storax still found time to win the coveted local title of Dacorum Business of the Year 2007. The Hertfordshire accolade was presented to the Storax team by Bucks Fizz star and TV presenter Cheryl Baker. And finally, Storax salesman Ian Saunders has been elected as SHEDA's South East Regional Chairman.



# SPS celebrates 30 years



*SPS's interiors products have helped to win prestigious contracts.*

**SPS celebrated its 30th anniversary of as a specialist in shelving, racking, mezzanine floors, partitioning and locker solutions with an exhibition in the Innovation Centre at the Northern Ireland Science Park earlier this year.**

At the event in May, SPS displayed the breath of its experience and expertise through the impressive storage solutions exhibited and range of complementary products, such as steps, containers, pallet trucks and safety signs and labels.

Joint managing director Colin Reid said: "The storage solutions proved a great talking point and generated much interest. SPS are committed to

delivering high quality products, design and installation for every project."

Since 2007, SPS has enjoyed rapid growth, winning major contracts with Hanna & Browne, Ulster American Folk Park, Bartholomew & James Solicitors and Bavarian BMW. It has also provided a number of installations in the new Victoria Square in Belfast including Tommy Hilfiger, Topshop, Urban Outfitters and Build a Bear. The company's interiors division has helped to boost shelving sales.

Joint managing director Ronald Hogg added: "The integration between the storage and interior divisions has proven very effective in stimulating document storage for archival areas."

## New venture for Central Source

Central Source has launched a new project website [www.csl-projects.co.uk](http://www.csl-projects.co.uk) offering cost-effective space solutions, such as office partitioning, mezzanine flooring or shelves and racking. The website enables Central Source to diversify into a new market sector: the design and installation of tailor-made partitioning and mezzanine floors for warehouses, distribution centres, manufacturing plants, retail outlets and commercial units. The site will assist customers to make maximum use of their space, to save money and increase profitability.

In October, Central Source will also launch a trade-only Bowley's website [www.bowleys.co.uk](http://www.bowleys.co.uk) for distributor members. Visitors will find the new look to be more user friendly with a comprehensive range of products, including mobile safety steps, trucks and trolleys.

Central Source managing director Ken Miller said: "We're committed to our distributors' network and this new, improved website is a sign of that commitment."

Central Source hosted its first Distributors AGM which combined trade and main distributors. The meeting, reception and meal at Bosworth Hall, Warwickshire in September included key-note speeches from Ken Miller and guest speaker Ray Phelan, who looked at the challenges of finding business in a difficult market.

Ken Miller said: "The coming together of both sets of distributors was positive and beneficial for both parties."

### CONTACT DETAILS

Angela Hazzledine on **0800 9751855** or e-mail on [angela.hazzledine@central-source.co.uk](mailto:angela.hazzledine@central-source.co.uk)

