

ASSOCIATION OF BRITISH MINING EQUIPMENT COMPANIES

GUIDE TO MEMBER SERVICES

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The Association of British Mining Equipment Companies exists to represent the mining equipment manufacturers of the United Kingdom. As well as providing its members with a wide range of services, the Association represents member companies to the international mining industry, Government, regulatory bodies and the media.

INTRODUCTION

Some of the services it provides, specifically when representing the interests of the members to the Government are by their very nature difficult to quantify. Other services such as arranging exhibitions and providing statistics are far more tangible.

The range of ABMEC services varies and evolves in response to changing circumstances and the needs of the membership. This guide sets out the information members and prospective members need to know to achieve the best possible benefit from their membership.

AN OVERVIEW

ABMEC's origins go back to an association which was formed in 1936; it is the only recognised trade body for the mining equipment sector operating within the UK. The current membership accounts for much of the business of the UK mining equipment sector. The association is divided into two sections i.e. full members who manufacture mining equipment and associate members who provide services to the industry. ABMEC's work is dedicated to furthering the interests of its members.

OBJECTIVES

- To maintain a profile and the interests of the membership to government, regulatory and other involved bodies.
- Provide members with a commercial, technical and educational advisory service.
- Promote the association and its members at all times.
- Provide Members with statistical and market information.

ABMEC achieves these objectives by:

- Making representations and holding continuous dialogue with government departments, the civil service, regulatory bodies, the media and other opinion formers.
- Through consultation with end users and regulatory bodies obtaining information as to their future considerations and requirements.
- Arranging of seminars on specific topics which are of interest and concern.
- Organisation of both inward and outward missions plus exhibitions in the UK and overseas.

- Through provision of members collective trading returns and collation of other organisation statistical data.

Practical input into ABMEC activities is through committees comprising of members' representatives and direct consultation with the membership.

Policy is implemented and services provided by a full time secretariat with expertise in the mining industry and an interface with government and other organisations.

WORK AREAS:

ABMEC divides itself into six distinct and quite separate work areas, these are - the general business of the Association, exhibitions, seminars, inward and outward missions, standards and specifications, long term objectives.

- **General Business:**
 - Collation of information
 - Information and distribution services
 - Secretarial services.
- **Exhibitions:**
 - Organising members' involvement and participation in exhibitions which they require to participate in. This includes stand design, construction and service arrangements, travel and on site representation plus liaison with government departments to access funding and reduced participation costs.
- **Seminars:**
 - Arranging of seminars and meetings with end users and other organisations. Providing discussion on relative and informative subjects.
- **Inward and Outward Missions:**
 - Arranging and organising to the members' wishes, missions to and from countries of particular interest from the mining equipment perspective. This would include provision of secretarial, meetings, accounting, travel and general organisation services. Liaison with the necessary government departments to access funding for reduced participation costs.
- **Standards and Specifications:**
 - To monitor the development of the industry's policies, providing opinion and input to standards and approvals committees.
- **Long Term Objectives:**
 - The development of strategies, decided upon by the membership, which will develop the Association and enable its members to take advantage of any future demands and requirements world wide for mining equipment.

FUNCTIONS - REPRESENTATIONAL

ABMEC's primary purpose is to represent its members to as wide a sphere of interested and complementary organisations as possible. With regard to government and other regulatory representation, a trade body is in a unique position.

Such organisations cannot reasonably be expected to consult with a large number of individual companies all with competing interests. Government would always prefer to work through recognised trade bodies. It is not sufficient however to simply be a trade body. Associations have to demonstrate that they represent their industry and have a major cross section of the companies involved; they must have their members' full backing. All of which, as in the case of ABMEC, is enhanced by being the only representative body of the mining equipment supply industry and a government accredited trade body.

In performing its representative function, ABMEC seeks to identify in advance key issues and from there on, to promote informed discussion of the issues by the membership at as early a stage as possible.

The trade body then ascertains the interests of the membership through consultation and secretarial work.

It carries out essential groundwork to ensure that representations are factual and listened to and ensures good quality and timely representations to those who are involved in the well being of the industry.

The full time secretariat of ABMEC is responsible for exercising the representative function. This ensures continuity, but the Association's President and appointed representatives of member companies are involved when and wherever the need arises.

ABMEC's representative work is conducted with a wide range of organisations; the following are just a sample:

- DTI - the Department of Trade and Industry
- UKTI - UK Trade & Investment
- BEAMA - British Electrical and Allied Manufacturers Assoc.
- SHMRAB - Safety & Health in Mines Research Advisory Board
- MIC - Mining Industry Committee
- IM³ - Institution of Metallurgy, Minerals & Mining
- HSE - Health and Safety Executive

HMI - Her Majesty's Inspector of Mines
Baseefa - Baseefa (2001) Limited

UK L10 Ex Forum Hazardous Area Standards & Directives

Members are kept fully informed of the representational work particularly if it is in part, at least, a process of introducing legislative or regulatory change.

FUNCTIONS - SERVICE

This function can be divided into several categories:-

- Information Technology
- Standards
- Statistics

ABMEC's service function depends heavily on other services which it provides, in particular representation and statistics. Members are kept fully informed about legislative and regulatory developments affecting all aspects of the mining equipment industry. This is done largely through publications and circulars to the members.

FUNCTIONS - PROMOTION

This function revolves around the use by members of exhibitions and missions to enhance their selling potential. ABMEC provides a service to inform as far in advance as possible, venues of forthcoming exhibitions mainly held in the export market place. To seek and obtain funding where funding becomes available for such ventures and from thereon to organise material transportation, travel, stand erection and all activities associated with exhibition work.

Missions both inward and outward are held at the discretion of the members on selection of a country to which the membership would wish to explore or develop. ABMEC takes responsibility to arrange fully for such an exercise obtaining, as with exhibitions, as much funding from whatever source is possible.

POLICY

ABMEC is not a regulatory body although it has a constitution to ensure a disciplined approach to its work which is also a code of practice under which it and its members operate. The Association is not responsible for advising its members how to conduct their business.

MEMBER INVOLVEMENT

ABMEC is a member organisation and works most effectively with the active participation of the members. This however is not compulsory and by the use of an informed mining experienced secretariat, the business of the Association is continually ongoing. Member involvement is required when issues of a practical nature have to be dealt with.

Members have a choice as to the extent of their involvement.

The basic subscription covers the core representational and information services whereas certain other services, known as optional services, are available but at an extra cost.

Members can elect to take no part in the ABMEC committees, panels, working groups and so on, but respond only to the information they receive combined with direct contact with HQ and other members.

It should however be borne in mind that with a significant share of a particular business sector, a member may well benefit from a greater degree of involvement which can stem from participation in the Association's workings.

Whilst there is an obvious time commitment involved, there exists the advantage for a member to be able to formulate opinion and comment and of having an early warning of events that may affect their particular company.

FINANCE

ABMEC is financed by the subscriptions of the member companies and also through the earnings of the optional services.

An annual budget is prepared by the secretariat in liaison with the Finance Committee, vetted by the Council and then submitted for approval by the membership at their annual general meeting, usually during the month of May.

Subscriptions are payable according to a formula which broadly speaking relates to the income of the member company's mining operation.

Associate membership is a fixed sum which is less than the smallest full member amount.

THE COMMITTEE STRUCTURE

The ultimate governing body of ABMEC is the General Council which comprises of the five major earning member companies (mining equipment only) of the Association plus five elected members from within the ranks of the association.

The membership elects a President and Vice President both of whom serve a minimum two year term of office. The Vice President then succeeds the President and so on.

Other committees operational within ABMEC cover issues relating to finance, promotion, membership and specific interests such as electrical and non electrical equipment where necessary.

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