

**HVCA**

**Heating and Ventilating  
Contractors' Association**

# Building **better** businesses

Annual report  
and review of  
achievements  
**2009/10**

HVCA adds value to members' businesses by providing quality services, promoting excellence and shaping the commercial environment through representation and leadership.

# HVCA

## BUILDING BETTER BUSINESSES

Whatever the long-term prospects for the UK economy as a whole, HVCA members have been facing significant challenges during the past 12 months.

During such testing times, membership of a **reputable and well-resourced** trade association becomes more valuable than ever.

For ready access to **expert advice, guidance and support** can, when the going gets tough, spell the difference between success and failure.

HVCA continues to do everything it can to ensure that its members are aware of the many ways in which their Association can help them stand firm in the face of adversity – and constantly **re-programmes and fine-tunes** its activities to satisfy the ever-developing requirements of its membership.

The latest version of its Strategic Plan – published in January 2010 under the title, **Responding to Change** – commits HVCA to:

- \* maintaining its position as the sector's premier trade association and employers' organisation;
- \* improving the commercial environment in which its members operate;
- \* equipping its members to operate effectively and profitably;
- \* promoting competence and enhancing professional standards across building services engineering.

To deliver on these commitments, HVCA's efforts on behalf of its members are currently focused on **key areas of action**:

- \* commercial recovery and risk management;
- \* employment relations and lifelong learning;
- \* environment, sustainability and energy use;
- \* standards, competence and qualification.

In each of these key areas, the past 12 months have witnessed a broad range of solid achievements that have helped to put the all-important building blocks in place – and so advanced the overall agenda.

### Commercial recovery and risk management

**HVCA** is committed to enabling its members to operate profitably by promoting reform throughout the procurement process.

Eight HVCA **Better Business Guides** were published, to provide members with the expert advice, guidance and support they require to operate profitably.

The internet-based **Heating Helpline** was launched to promote home energy efficiency and to raise the profile of members active in the residential marketplace.

The HVCA Ductwork Group co-published (with fellow trade body ADCAS) **Working Together** to promote understanding between m&e contractors and ductwork specialists.

HVCA members began receiving a free subscription – worth up to £300.00 a year – to **eInsideTrack**, an electronic newsletter with commercially valuable content geared to the hvacr sector.

Members in South Wales undertook to pilot a ground-breaking **Loaning of Labour Agreement**, which is designed to facilitate the movement of skilled personnel among employers.

**"HVCA was the first – and remains the only – trade association in construction to introduce a single regime for the independent inspection and assessment of its membership on a regular basis."**  
Graham Manly HVCA President 2009/10

Following sustained lobbying by HVCA and the specialist contracting sector, the long-awaited **Construction Act amendments** reached the statute book.

**Project bank accounts** were first used on construction contracts, following intensive lobbying by HVCA and by other specialist contractor organisations.

An **Information Overload** campaign was developed (again with fellow trade body ADCAS) to tackle increasingly wasteful practices in the construction tendering process.

An HVCA delegation **expressed concern** over the public sector's continuing poor payment record during a face-to-face meeting with the Government's prompt payment team.

HVCA established close and continuing contact with newly-appointed **chief construction adviser** Paul Morrell in order to outline the sector's principal priorities and current key concerns.

### Employment relations and lifelong learning

**HVCA** recognises that the most successful contracting organisations have access to an adaptable and well-trained workforce.

A **12-month pay freeze** for workers employed under the H&V Operative National Agreement was negotiated with the Unite trade union.

A **pension element** was introduced to the provisions of the Operative Agreement with effect from October 2010 – two years ahead of the statutory deadline.

HVCA lobbying secured continuation of the **UK "opt-out"** from the European Working Time Directive, which allows agreements to be reached locally with individual workers.

The HVCA's authoritative **Guide to Employment** was made available as a free download from the member-only area of the HVCA website.

A one-day **Introduction to Renewable Energy** training course was developed in partnership with the National Energy Foundation.

**"The expertise of the building services engineer will increasingly be called upon to design, install and maintain environmental technologies. The need for us to upskill our workforce and demonstrate our capability has, therefore, never been so great."**  
Graham Manly HVCA President 2009/10

An HVCA training course on **Health and Safety Behaviour Change** was highlighted to members who may be confronted with potentially dangerous situations, especially on-site.

HVCA acted as headline sponsor of the first **SkillPIPE competition**, which aimed to promote key skills and professional standards.

HVCA sponsored the **Outstanding Apprentice of the Year** category in the "learner awards" staged by Cambridge Regional College.

The Building Services Engineering **Employment Agency Alliance** was further consolidated as a valuable forum for the review of workforce issues.

Members of the Building Services Engineering Employment Agency Alliance formally recognised their role in facilitating **new-entrant recruitment and training**.

### Environment, sustainability and energy use

**HVCA** is committed to assisting in the achievement of the UK's carbon reduction targets by promoting the efficient use of energy.

HVCA gave full backing to an industry-wide **Non Compliance Costs** campaign against widespread flouting of the Energy Performance of Buildings and F Gas Regulations.

Expert guidance was published for m&e contractors and their clients on the **achievement of carbon reduction** in large public and private organisations.

The Association continued its sponsorship of London South Bank University's **Centre for Efficient and Renewable Energy in Buildings**.

HVCA chief executive Robert Higgs gathered views from all parties to the construction process – including designers, clients and end users – during a **sustainable reality** seminar at the M&E Event.

Awareness grew among clients of the absolute necessity of **integrated supply teams** to the achievement of a sustainable built environment.

HVCA past president Peter Hoyle was elected president of **European umbrella body GCI-UICP** on an environmental ticket.

Deputy chief executive Roderick Pettigrew underlined HVCA's deep commitment to the **carbon reduction agenda** during a meeting at the Conservative Party conference.

HVCA was co-sponsor of the **Carbon Savings Champion** category in the CIBSE Low Carbon Performance Awards.

A **pack of "mini-posters"** was distributed to 3,000 public sector buildings in Scotland to promote the introduction of basic energy-saving measures.

HVCA president Graham Manly led the **S (for sustainability) Factor** judging panel towards the identification of the "greenest" product on show at the London HEVAR industry event.

**"It is estimated that over 75% of the current building stock will still exist in 2050. It is essential, therefore, that its carbon footprint is significantly reduced if the nation is to have any hope of achieving the targets it has set itself."**  
Graham Manly HVCA President 2009/10

### Standards, competence and qualification

**HVCA** is committed to the rationalisation of the industry's procedures for demonstrating corporate and individual competence.

HVCA became a member of the **Safety Schemes in Procurement Forum**, which ensures compliance with core health and safety competence criteria.

Following completion of a second three-year cycle, the HVCA's member **inspection and assessment** regime was refined in line with changing industry requirements.

HVCA signed up to the CBI's **Trade Association Code of Practice**, which is designed to promote best practice and to raise overall quality and effectiveness.

In partnership with the Institute of Refrigeration, HVCA produced an **F Gas Essentials CD** to provide expert guidance, for contractors and end users, on compliance with the F Gas Regulation.

A partnership agreement with leading health and safety consultancy **Hascom Network** provided HVCA members with free access to a broad range of health and safety advisory services.

**"Poor work carried out by an incompetent 'cowboy' will do more damage to our industry than if the work had not been done in the first place. We must be serious about achieving quality and acting at all times in a truly professional manner."**  
Graham Manly HVCA President 2009/10

Latest developments in **energy efficiency regulation** – and the business opportunities they represent – were highlighted in an HVCA seminar at the Manchester HEVAR event.

HVCA chief executive Robert Higgs presented the **Gold Award for outstanding service** to the ACRIB F Gas Implementation Group.

The HVCA Refrigeration and Air Conditioning Group underlined its commitment to quality by sponsoring the Cooling Industry Awards' **RAC Contractor of the Year** category.

HVCA member companies took first place in a number of industry awards schemes – including Haydon Mechanical Services, which was judged **HVAC Contractor of the Year** by industry newspaper *H&V News*.



**The decision to feature within this HVCA Annual Report an image based on a double helix might, at first glance, appear to be a puzzling one.**

For what has DNA – the substance that lies at the heart of all living organisms – to do with building services engineering?

In my view, the answer is, “A great deal more than you might think.”

For just as DNA is crucial to biological function and development, so the viability of individual companies, trade associations, industry sectors and even national Governments depends on the existence of a **well-defined, fit-for-purpose infrastructure** in which they can operate, efficiently and to maximum effect.

Of course, the circumstances against which all human endeavour is undertaken are in a **constant state of change** – and business life is certainly no exception.

Whether it be as a result of economic readjustment, regulatory or legislative reform, growing environmental awareness, emerging technologies or alternative working practices, **change will inevitably come our way.**

We must, therefore, be in a position to **adapt, readily and rapidly**, to the prevailing conditions, no matter how challenging or downright difficult they may be.

The HVCA takes seriously its commitment to **shaping the commercial environment** in which its members operate – and this Annual Report contains many examples of initiatives and activities conceived and undertaken in pursuance of this objective.

That – after all – is what your Association is for.

**Graham Manly**  
**HVCA President 2009/10**

### **HVCA** STRUCTURE

#### **HVCA Council**

#### **Standing Committees**

Conduct  
Commercial and Contractual  
Education  
Finance  
Membership  
Operative  
Staff  
Technical

#### **Specialist Groups**

Joint Major Contractors'

Ductwork  
Heating and Plumbing Services  
Refrigeration and  
Air Conditioning  
Services and Facilities

#### **Operating Subsidiary Companies**

HVCA Ltd  
Building Engineering Services  
Competence Accreditation Ltd  
Building Engineering Services  
Training Ltd  
Engineering Services  
SKILLcard Ltd  
Piper Assessment Ltd

Piper Insurance  
Company Ltd  
Refcom Ltd  
Welplan Ltd

#### **Associated Companies**

Credit Card Holidays Ltd  
Engineering Services  
Training Trust Ltd  
Plumbing and Mechanical  
Services Training  
(Northern Ireland) Ltd  
Welfare Holdings (H&V) Ltd

#### **Part-Owned Companies**

Esca Estates Ltd

### HVCA OFFICERS AND COUNCIL

as at 28 February 2010



*The officers of the Association 2009/2010 (pictured left to right): Gareth Vaughan, immediate past president; Graham Manly, president; Martin Burton, president elect; and Bob Shelley, vice president.*

**President:** **Graham Manly** Gratte Brothers Ltd

**President Elect:** **Martin Burton** Delron Services Ltd

**Vice President:** **Bob Shelley** Sharp and Howse Ltd

**Immediate Past President:**

**Gareth Vaughan** E Poppleton & Son Ltd

**Chief Executive:** **Robert Higgs** OBE

### ELECTED REPRESENTATIVES

**Scott Gleed** Ceilite Airconditioning Ltd

**Nick James** Arnold James (St Albans) Ltd

**Mike McCloskey** Argent FM Ltd

**Geoffrey Robinson** Geoffrey Robinson Ltd

**Ian McGregor** Delron Services Ltd

### REGIONAL REPRESENTATIVES

#### Eastern Counties

**Mary Gowing** Gowing & Hunt Ltd

#### East Midlands

**David Ellis** Hilton Building Services Ltd

#### London

**Jerry Cuthbert** Gratte Brothers Ltd

**Mark Johnson** MJN Colston Ltd

#### North East

**Gary Dunnill** Dunnill Mechanical Services Ltd

#### Northern Ireland

*Vacant*

#### North West

**George Jackson** T Jolly (Services) Ltd

#### Scotland

**David Aitken** Vaughan Engineering Services Ltd

**Bruce Bissett** Galloway Group Ltd

#### South East

**Andy Cuddy** Haydon Mechanical & Electrical Ltd

**Tony Mottram** Pipe Systems Ltd

#### Wales and South West

**Sue Sharp** Overclean Ltd

### HVCA PAST PRESIDENTS

**D M Nesbit** 1904-09

**J H Clements** 1909-11

**C Ingham Haden** 1911-12

**J G Walker** 1912-14

**Chas R Honiball** 1914-15

**Ernest Griffiths** 1915-18

**Frank Biggin** 1918-19

**W Nelson Haden** 1919-20

**Stanley J Benham** 1920-22

**Ernest S Beal** 1922-25

**P M B Grenville** 1925-27

**James Elliot** 1927-29

**F A Norris** 1929-32

**R C Ching** 1932-34

**Harry Walker** 1934-35

**J L Musgrave** 1935-37

**W Mumford Bailey** 1937-39

**Walter Charles** 1939-41

**G Nelson Haden** 1941-42

**J Eric Steel** 1942-43

**W Leonard Swain** 1943-44

**A Scull** 1944-45

**C P How** 1945-46

**J B W Boyd** 1946-47

**J H Caramel** 1947-48

**F C Mitchell** 1948-49

**Raymond E Otter** 1949-50

**C S K Benham** 1950-51

**John Cooling** 1951-52

**J M P Hamilton** 1952

**J N Saunders** 1952-54

**Ian MacKenzie** 1954-55

**R Duncan Wallace** 1955-56

**W A Mee** 1956-57

**A G Winch** 1957-58

**J W L Beaven** 1958-59

**W S Richards** 1959-60

**W Roy Cox** 1960-61

**P J Gardner VC** 1961-62

**Edwin Osborne** 1962-63

**F R Colton** 1963-64

## West Midlands

**John Hurst** Superior Plumbing Installations Ltd

## Yorkshire

**John Miller** J H Shouksmith & Sons Ltd

## SPECIALIST GROUP REPRESENTATIVES

### Joint Major Contractors'

**Martin Bailey** Bailey Ltd

**Pat Churchard** Lorne Stewart Plc

### Ductwork

**Barry Pollard** Mansfield Pollard & Co Ltd

**Kevin Talbot** Cranworth Engineering Ltd

### Heating and Plumbing Services

**Mike Staton** Statons

**John Hurst** Superior Plumbing Installations Ltd

### Refrigeration and Air Conditioning

**Graeme Fox** Specialist Mechanical Services

**Karen Leader** Barrier Air Conditioning Ltd

### Service and Facilities

**Peter Excell** Platinum Facilities Services Ltd

**Sue Sharp** Overclean Ltd

## STANDING COMMITTEE CHAIRMEN

### Commercial and Contractual

**Martin Burton** Delron Services Ltd

### Education

**Richard Harris** Shepherd Engineering Services Ltd

### Finance

**Bill Belshaw** End Systems Ltd

### Membership

**Brian Townsend** End Systems Ltd

### Technical

**John Hadfield** LX Engineering Ltd

## CHIEF NEGOTIATORS

### Operative Standing Committee

**Gareth Vaughan** E Poppleton & Son Ltd

### Staff Standing Committee

*Vacant*

## CO-OPTED

**Peter Hoyle**

**Mike Taylor**

## ECA OBSERVER

**Diane Johnson** Eric Johnson of Northwich Ltd

**Brian Hickmott** 1964-65  
**C Muir Gibson** 1965-66  
**C S Taylor MBE** 1966-67  
**Sir Alan Pullinger** 1967-68  
**J H Evans** 1968-69  
**J Michael Cooling OBE**  
 1969-70  
**M R H Austen** 1970-71  
**G Stringer** 1971-72  
**D Russell Naylor** 1972-73  
**Norman Ludlow** 1973-74  
**S Neuman** 1974-75  
**Peter How** 1975-76  
**D J Hyam** 1976-77  
**E F Starnes OBE** 1977-78

**A G Manly** 1978-79  
**N J Pople** 1979-80  
**B W Wright MC** 1980-81  
**W Don Fisher** 1981-82  
**Albert S McVean** 1982-83  
**Edward R S Lapidge** 1983-84  
**Geoffrey H Clarke** 1984-85  
**Peter J Stratton** 1985-86  
**Edgar Poppleton** 1986-87  
**John Beresford** 1987-88  
**Chris Corbin** 1988-89  
**Harry Miller** 1989-90  
**Chris Sneath** 1990-91  
**Jim McCabe** 1991-92  
**Allan McDougall** 1992-93

**Mike Justice MBE** 1993-94  
**Michael Burgoyne** 1994-95  
**Fred Perryman** 1995-96  
**Chris Sneath** 1996-97  
**Bill Belshaw** 1997-98  
**Ann Justice MBE** 1998-99  
**David Summerfield** 1999-2000  
**Peter Hoyle** 2000-02  
**Robert Stirland** 2002-03  
**Brian Townsend** 2003-04  
**Michael J Taylor** 2004-05  
**Geoffrey Robinson** 2005-06  
**Mike McCloskey** 2006-07  
**John Miller** 2007-08  
**Gareth Vaughan** 2008-09

### HVCA REPRESENTATION

#### HVCA

R J Barraclough  
F S Perryman  
S Wright  
*(chief executive)*

#### SUBSIDIARIES

#### HVCA Ltd

P M Hoyle  
*(chairman)*  
R J Higgs  
R J Barraclough

#### Building Engineering Services Competence Accreditation Ltd

W E Belshaw  
*(chairman)*  
R J Higgs  
R J Barraclough

#### Building Engineering Services Training Ltd

M Johnson *(chairman)*  
P D Fox  
J G Hudson  
J P Jones  
J Pojunas  
H B Pooley  
R Tierney  
R J Barraclough  
Dr M J Brenner  
*(chief executive)*

#### Engineering Services SKILLcard Ltd

G N Vaughan  
*(chairman)*  
R J Higgs  
R J Barraclough

#### Piper Assessment Ltd

T W R Espin *(chairman)*  
W E Anstead

#### Piper Insurance Company Ltd

B K Jackson  
*(chairman)*  
G R M Moore  
F S Perryman  
E R Thomas  
R J Barraclough

#### Refcom Ltd

A MacWhirter  
*(chairman)*  
M V McCloskey  
R J Higgs  
R B Kirton

#### Welplan Ltd

M V McCloskey  
*(chairman)*  
P G Lewis  
A J Miller  
R C Scoley  
R Read  
G Robinson  
R B Kirton  
*(chief executive)*

#### ASSOCIATED BUSINESSES

#### Credit Card Holidays Ltd/ Welfare Holdings (H&V) Ltd

M J Taylor  
*(chairman)*  
G N Vaughan  
R J Higgs

#### Engineering Services Training Trust Ltd

W A Webb  
*(chairman)*  
M J Taylor  
J V C West  
R J Higgs  
R J Barraclough  
*(company secretary)*

#### Esca Estates Ltd

R J Barraclough  
R J Pettigrew

#### Plumbing and Mechanical Services Training Ltd

D Poole  
*(chairman)*  
W Cherry  
A Hamilton  
S Wicks  
Dr M J Brenner

#### OTHER BODIES

#### Air Conditioning and Refrigeration European Association

G Fox  
S Glead

#### Air Conditioning and Refrigeration Industry Board

S Adams  
N Yates  
G Keller

#### Carbon Monoxide Consumer Awareness Alliance

G Craig

#### CIBSE Education Committee

R Brown

#### CIBSE Patrons

R Higgs

#### CLG Approved Document L,H & G Advisory Group

B Towse

#### CLG EPC Infrastructure Group

B Towse

#### Comite Europeen de Normalisation

P Rogers  
K Talbot

#### Competent Persons Forum

B Kirton

#### Confederation of Associations of Specialist Engineering Contractors Northern Ireland

R Dyer  
G Stewart

#### Confederation of British Industry

R Higgs  
R Pettigrew

#### Construction Licensing Executive

R Dyer

#### Construction Skills Certification Scheme Affiliates' Forum

P Rimmer

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### Convergence Steering Group

G Vaughan  
G Manly  
M Burton  
A J Miller  
M McCloskey  
G Robinson  
R Shelley  
R Higgs

### Direct Implementation Action Group

B Towse

### Gas Safe Register

B Towse

### Employers' Staff Policy Committee

P Fox  
A Goldie  
M Reid  
J Meadley

### Genie Climatique International – Union International de la Couverture et Plomberie

P Hoyle  
R Higgs

### Joint Taxation Committee for the Construction Industry

D Payne

### Mechanical and Electrical Health, Safety and Environment Committee

W Belshaw  
*(chairman)*  
J Argles  
M Davall  
J Hallett  
K Hatley  
T Hook

R Hughes  
K Leader  
G Mulholland  
T Sidwell  
B Dyer  
G Keller  
R Mott  
B Towse *(secretary)*

### National Joint Council for Environmental Engineers and Allied Staff

P Fox  
A Goldie  
M Reid  
P Rimmer

### RADAR

B Towse

### Scottish Confederation of Associations of Specialist Engineering Contractors

D Aitken  
S Lyon  
E Myles  
R Pettigrew  
R Dyer

### Scottish Parliamentary Cross Party Group for Construction

R Pettigrew

### Specialist Engineering Contractors' Group

M Davis  
M Burton  
R Higgs

### SummitSkills Ltd

G Manly  
J Miller  
R Higgs

### TrustMark

G Craig

## HVCA GROUP

### LOCATIONS

#### Heating and Ventilating Contractors' Association

##### Esca House

34 Palace Court

London

W2 4JG

020 7313 4900

contact@hvca.org.uk

#### HVCA Scotland

The Walled Garden

Bush Estate

Midlothian

EH26 0SD

0131 445 5580

bdyer@hvca.org.uk

#### HVCA Wales

3 The Spinney

Aberthin

Cowbridge

Vale of Glamorgan CF71 7HW

01446 776801

amarchant@hvca.org.uk

#### Building Engineering Services Competence Accreditation Ltd/ Engineering Services SKILLcard Ltd/HVCA Publications/Refcom Ltd/Welplan Ltd

Old Mansion House

Eamont Bridge

Penrith Cumbria

CA10 2BX

01768 860400

contact@welplan.co.uk

#### Building Engineering Services Training Ltd

The Priory

Stomp Road

Burnham

Bucks

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01628 607800

best@best-ltd.co.uk

#### Piper Assessment Ltd

United House

Goldsel Road

Swanley

Kent

BR8 8EX

01322 662180

info@piperassessment.co.uk

[www.hvca.org.uk](http://www.hvca.org.uk)