

All seems to be going well, with many in the job shop business as a whole reporting record sales. In the hope that the most difficult years are now hopefully behind us and aware of the renewed optimism in the market, this year's 'JS' series of business meetings will focus more on opportunities for growth.



Dean Cockayne

Beyond the specifics of the event, these annual meetings are designed to engender trust between businesses that, though they compete, can often share similar interests, problems and concerns. And I am particularly pleased that the annual job shop meeting this year is at Amada's newly revamped Kidderminster premises. I for one am extremely happy as last time the meeting was held there (in 2009) we were looked after like kings and the day was a resounding success.

The strength and the benefits of the job shop group grows with the number of members we have and so, for the first time in many years we're opening up this meeting to all laser job shops and laser user SMEs, not just AILU members. Our confident expectation is that those who see for themselves the benefits of belonging to a friendly group of competitors will want to remain members, but there will be no pressure to join AILU.

The theme of this year's event is 'Prospering from growth in the UK manufacturing sector?' The meeting includes a presentation about the exploitation of additive metal manufacturing in a small engineering company, with others addressing laser welding and the requirements of the new ISO EN 1090 standard testing for the cutting of structural parts.

Members continue to report that they have successfully won grants so we have invited representatives from the Manufacturing Advisory Service and Deutsche Leasing to discuss the availability of grants for subcontractors. Then, for the first time we have invited three competing software companies to compare and contrast their offerings of MRP software.

Other topics include the ever popular overview of results of the 2014 user satisfaction with the breakdown services for flatbed cutting machines and last years gas survey; together with some short commercial presentations selected by the committee, on laser machines and associated equipment, materials and services.

After a good feed we will have our general open question and answer session led by a panel of jobshop owners. This is an open forum where everyone is welcome to participate and it usually gets rather noisy! Then finally we have what is sure to be a most interesting tour of the newly refurbished Amada Technical Centre to see some of their latest cutting, welding and pressing equipment.

**Dean Cockayne Midtherm Laser Ltd**  
Job Shop Chair 2014



**Laser Job Shop Group**  
Users of Lasers for Profit  
An AILU special interest group

**Venue**

The workshop is being held at Amada  
Spennells Valley Road  
Kidderminster DY10 1XS  
T: 01562 749500



**Delegates**

On arrival you will receive a name badge, a detailed programme and a delegate list. You will also receive a name and password which will give you access for downloading PDFs of the presentations from the AILU web site shortly after the event.

A buffet lunch (including vegetarian options) will be provided, together with refreshments throughout the day. Please advise us of special dietary needs.

**Registration**

This year's annual workshop is open not only to all AILU members, but also to non-member laser job shops and SMEs that use lasers for materials processing in general.

Existing members need only give their name to the AILU office by phone (01235 539595) or email (courses@ailu.org.uk). Non members should complete the registration form and post/fax it to the AILU office or register on line with a credit card payment.

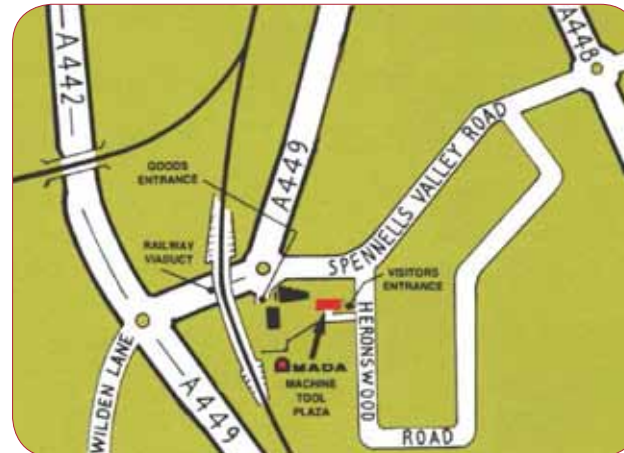
**Travel**

Amada is located about 1 mile south of the centre of Kidderminster, to the west of Birmingham. For those travelling by car, see map below and (for Sat Nav users) use the above postcode.

Kidderminster station on the Severn Valley Railway, with a frequent service from Birmingham Moor Street station is only a 5 minute (1 mile) taxi ride away.

**Accommodation**

The details of several hotels in the area offering a special Amada rate are provided on the page for this event on the AILU web site.



Members at Job Shop 2013



**Early Registration**  
10% discount if  
you register before  
01 October

**Job Shop 2014:**

**Annual job shop business meeting:  
Tools for improving your business**

The annual business meeting for AILU Job Shop members dealing with topical subjects in the laser sub-contract sector. An opportunity to learn, to network and to discuss the major issues of the day.

**Thursday 16 October 2014**

**Amada UK Technology Centre  
Kidderminster**

Supported by



**Open to AILU Members and non-member laser job shops and other laser user SMEs**

## PROGRAMME

### 09:00 - 09:30 Registration and Refreshments

#### Presentations 1

- 09:30 - 09:35 **Introduction to the meeting**  
Dean Cockayne, Chair of the AILU Job Shop Group
- 09:35 - 09:45 **Introduction to Amada**  
TBC- *Amada*
- 09:45 - 10:00 **Additive Manufacturing for SMEs: Commercial and innovative opportunities**  
Louise Geekie - *Croft Additive Manufacturing Ltd*
- 10:00 - 10:15 **Laser welding as a job shop business**  
TBC - *Amada*
- 10:15 - 10:30 **CE marking and the construction industry**  
TBC - *Initiative Quality and Safety*

### 10:30 - 11:00 Refreshment break

#### Presentations 2

- 11:00 - 11:20 **Financial support for SMEs**  
Huw Jenkins - *MAS*  
David Henshaw - *Deutsche Leasing*
- 11:20 - 12:20 **Software systems for Material Resource Planning**  
Kevin O'Connor - *Radan*  
Rob Powell - *Lantek*  
Chris Cooper - *Sigma Nest*

#### Something new: short commercial presentations

- 12:20 - 12:50 A series of short (less than 5 min) commercial presentations

#### Overview of the 2012/13 Job Shop surveys

- 12:50 - 13:00 **Review of the 2014 Breakdown Service Satisfaction survey**
- Review of the 2013 Gas Survey**

### 13:00 - 13:45 Lunch

#### 13:45 - 15:00 Question and Answer Time

##### **"Prospering from the manufacturing sector upturn" - A panel of Job Shop owners lead a question and answer session, including:**

- Dean Cockayne (Chair) - *Midtherm Laser*  
Dave Lindsey - *Laser Process*  
Mark Millar - *Essex Laser Jobshop*  
Tom Mongan - *Subcon Laser Cutting*

### 15:00 Tour of the Amada Technical Centre

### 15:45 Departure Amada Technology Centre



## AILU JOB SHOP SPECIAL INTEREST GROUP



The Job Shop Special Interest Group (JS SIG), to which all job shops that join AILU have automatic membership, provides valuable networking opportunities, allowing JSs to exchange information without compromising their competitive advantage. Job shop owners have often described it as "the best source of networking, background information and tips and tricks available anywhere."

#### Job Shop annual meeting

The annual job shop business meeting provides an excellent opportunity for competitors to share common concerns and opportunities for improving efficiency and reducing costs, and to learn about new products and processes. These meetings also make use of the many job shop representatives to assess business activity and trends and so help members to plan according to the perceived direction of business activity, new market opportunities and new products available.

#### Forum

Members have access to the job shop forum on the AILU web site, where they can post questions and raise discussion topics; questions such as: "I have xxx to cut; how?" or "my employees have just done xxx. What would the rest of you do?" Usually very sound advice is provided.

#### Surveys

The JS SIG surveys are FREE and an invaluable tool for negotiating prices (offering potentially great cost saving) and identifying best service providers (from insurance to machine servicing). Surveys are used to add pressure on poor service performers and those who overcharge, thereby raising standards and lowering prices.

#### Materials

New! The JS SIG will shortly have a website page where you can post up a list of extra material you don't have a use for, so other members can buy it.

#### General membership benefits

General AILU member benefits include:

- FREE hot line consultancy
- FREE entries in AILU's on-line and hard copy laser-related Product and Services Directory
- FREE sales leads
- FREE technical reports
- FREE links from AILU web site
- FREE news publicity
- FREE Links with funding organisations
- DISCOUNTED technical workshops

Please see our web site ([www.ailu.org.uk](http://www.ailu.org.uk)) or contact the AILU office (E: [liz@ailu.org.uk](mailto:liz@ailu.org.uk); T: 01235 539595) for more information.

## REGISTRATION

### Job Shop 2014 16 October 2014

\* Name: \_\_\_\_\_  
.. Position: .....

\* Organisation: .....

\* Address: .....

.....

\* Post Code: .....

.. Tel: ..... Fax: .....

\* E-mail: .....

\* **mandatory field**

#### Payment options

- Please invoice me
- I wish to pay in advance by:
1. Bank/Euro cheque in £ Sterling, payable to AILU
  2. Visa/Mastercard (billing in GBP):  
Name on Card \_\_\_\_\_  
Number \_\_\_\_\_ Exp \_\_\_/\_\_\_  
Please debit my account
- Register on line at <https://www.regonline.co.uk/161014AILU>

#### Delegate options

- I wish to register as a delegate. The applicable rate is:
- GBP 75.00 + VAT  
I am an existing member of AILU
- GBP 67.50 + VAT  
I am an existing member of AILU and applying before 1 October 2014
- GBP 50.00 + VAT  
Concession (unemployed, retired, full time student)
- GBP 95.00 + VAT

#### Notes

- If you wish for another employee to attend in your place simply let us know; there is no extra charge.
- For group discounts (three or more) please contact the AILU office.
- It is permitted for AILU members to bring guests; however, please inform the AILU office

Signed: ..... Date: .....

Cancellations will be accepted up to 1 week before the event; otherwise the full fee may be charged.

Please return completed form to the AILU office by:

FAX (+44 (0)1235 550499)

Scan and email ([liz@ailu.org.uk](mailto:liz@ailu.org.uk)) or

Mail to AILU, 100 Ock Street, Abingdon, Oxon OX14 5DH