



## Stronger Together

### The British Valve and Actuator Association

For over 80 years, BVAA has advanced the interests of British Valve and Actuator companies, individually and as an industry, on a not-for-profit basis.

BVAA creates a valuable network for members via business opportunities, influence, training, technical expertise and knowledge sharing. BVAA empowers British Valve and Actuator companies to achieve more.



*'BVAA gives us a voice in shaping the industry's future, and a measurable return on investment from networking, training, technical support and new business opportunities.'*

Dave Martin, Valve Solutions Ltd



## Working & Informing Together

### The BVAA exert expert influence where and when it's needed.

- Active collaboration with bodies such as API, BSI, CEN, ISO etc. to ensure development of relevant industry standards is rooted in our unrivalled technical expertise.
- Technical advice, expert groups and shaping legislation.
- Collective voice to address issues such as trade barriers, challenging sectors, difficult territories
- Business support - e.g. HR, H&S and legal advice.
- We provide extensive support services to benefit members of all sizes and sectors - around 50 tangible benefit strands and opportunities.

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- Valveuser magazine - the only UK publication devoted to Valves and Actuators - is published by the BVAA.
  - Internationally circulated with dedicated interactive website, valveuser.com.
  - BVAA Members can feature editorial free of charge.
  - Educational features, new product announcements, application stories, company profiles & industry news.

Visit: [www.valveuser.com](http://www.valveuser.com)



### BUSINESS DEVELOPMENT

- Desktop exhibitions
- Valveuser magazine
- Valveuser.com
- PR assistance
- Global market forecast tool
- Global market report
- Conferences
- Supplier days & expos
- Introductions service
- Regional meetings & dinners
- Networking events
- Golf days
- AGM conference / dinner dance
- BVAA marketplace product locator
- Sales leads from bvaa.org.uk
- External exhibitions
- Valve World group stand
- Trade show representation
- 'Link-up' newsletter
- Social media intelligence bulletins
- Technical & educational articles
- Display products at BVAA HQ

***'Participating in standards work has allowed us to directly influence technical specifications & raise our profile with important customers'***

Peter Burnett, Heap & Partners

***'Highly informative and introduced us to new and emerging leading technologies'***

Fraser Maitland, Worley





## Selling Together

### Facilitate commercial growth and development.

- Enable information sharing and collaboration between non-competitive members, to facilitate consortia bidding and new business opportunities.
- Create opportunities to pool experience and expertise over general issues and requirements such as 'Brexit', Covid-19.
- Business development and networking - dedicated regional and international conferences and events.
- Desktop exhibitions, held at premises of major buyers and specifiers, are a powerful business development forum.
- Global market reports and forecasts inform business development decisions.

### TECHNICAL

- The industry Technical Authority
- Providing advice to members
- Providing advice to external bodies
- Global Standards development
- Technical working groups
- 'Problem solving' groups
- R&D funding assistance
- Technical 'HotSpot' bulletins
- Monthly technical activity reports
- Valve & Actuator users' manual
- Free EU directive guides
- Co-operation with global valve bodies

### BUSINESS SUPPORT

- 'Business Shield' HR, H&S & Legal service
- Online document library
- Recruitment support
- BVAA homepage promotion
- Respected BVAA logo
- Not-for-profit organisation



## The Team



Rob Bartlett  
Director & CEO



Karen Webb  
Membership  
Development



Barbra Homer  
Training  
Co-ordinator



Sophie Keene  
Events  
Co-ordinator



Jane Ward  
Marketing  
Co-ordinator



Peter Dix  
Technical  
Consultant



Rob Boycott  
Business  
Development  
Consultant

***'We got our biggest order in our 150 year history thanks to the BVAA'***

David Millar, Heap & Partners

***'We can attribute business worth over £1 million directly to our BVAA membership.'***

Hobbs Valve



## Building Together



### TRAINING

- Future Leaders Programme
- Training courses from industry experts
- CPD certification
- Bespoke & specialised courses
- Personal developmental courses
- In-house & regional delivery
- Unrivalled course notes

- **Future Leader Programme (FLP) tackling the skills gap, creating a valuable network for the younger workforce through mentoring, development and retention of leading talent by spotlighting career paths.**
- **Training - Independent technical and personal development courses, CPD certification, Soft skills, Mentoring and team-building.**
- **BVAA's 'Valve & Actuator Users' Manual' - in six iterations over 60 years - is the international reference point on flow control technologies.**

***'The Future Leaders Programme has exceeded all of my expectations, a real trail-blazing initiative.'***

Dave Godfrey, Rotork UK

***'Fantastic knowledge'***

***'Expertly explained by a trainer with fantastic knowledge and experience'***

Course delegate, major O&G operator



Twitter: @theBVAA



LinkedIn: BVAA