



# Institute News

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## Manchester event to build on 2012 success

**Nine months before the event opens, the Healthcare Estates 2013 conference, exhibition, and dinner, are 'well on the way to being even more successful than in 2012', says show director, Steve Webb.**

New feature areas, increased streams at the conference covering even more topics, and some exciting new ideas, are set to be announced by the organisers and IHEEM early in the New Year.

### Records broken in 2012

"Last year, attendance at the annual conference grew, with 429 key healthcare professionals attending," Steve Webb explained. "There was also a record attendance at the Annual Dinner and Awards, while nearly 200 NHS VIP guests, representing many of the UK's leading hospital Trusts, networked with the 170 exhibiting companies, giving a total, record attendance of 2,758. Following the feedback we received on last year's show during a recent Advisory Board meeting held at Trend Control Systems' Horsham offices, the theme for Healthcare Estates 2013 will be announced next month at a press launch for the event. We are delighted that, already, over 50% of the stand space for this year's exhibition is booked."

Julian Amey, IHEEM's CEO, said: "We are delighted that the Institute's flagship conference, exhibition, and dinner, all showed record attendance in 2012. This is testimony to the hard work and creativity of the Conference Committee, exhibitors, and our partners, and we are pleased to report that IHEEM's membership has also grown in 2012. In 2013 we look forward to working with Step to build on this success, and are looking at innovations which will appeal to our members and the wider industry around the UK. More details on these innovations will be announced shortly."

Organiser, Step Exhibitions, says that, in



Courtesy of Sarah Tate Photography/izi

planning Healthcare Estates 2013 – which will take place on 8 and 9 October at Manchester Central – it aims to build on the success of the 2012 flagship IHEEM event. This year's show will incorporate an exhibition with 'sector-focused' theatres, run in conjunction with the IHEEM conference and dinner.

### Return of key suppliers

Healthcare Estates 2013 will also see the return of key suppliers including Aid Call, Amazing Interactives, Bender UK, Britplas, Cistermiser, Fendor, Horne Engineering, Kemper, Lorne Stewart, ProCure21+, Static Systems, SL Kids, Trend Control Systems, Vistamatic, Wandsworth Group, and Zip Heaters.

Steve Webb said: "Healthcare Estates will take place for a fourth year in Manchester. We have continued to develop the event by working hard with IHEEM and the venue to provide a compelling, informative showcase for the healthcare sector. Last year saw a growth in visitor numbers from the south of England, and the show is now established as the main event for healthcare engineers, estates, and facilities managers. Typical positive comments we received from NHS delegates following last year's show included: 'Some really thought provoking ideas', while another said: 'A great venue and excellent stands. I was able to gather a lot of helpful information and see some new products.'"

Steve Webb explained that the VIP scheme run for the first time for key NHS employees was also enthusiastically received – among the benefits were free on-site parking, and a dedicated VIP area for meetings and networking.

### Addressing backlog issues

Looking to this year's show, the organisers say that, working with IHEEM, they will

Courtesy of Sarah Tate Photography/izi



address one of the main issues facing the sector – ‘the continuing chronic backlog of repairs in hospital buildings’. Steve Webb said: “The Repairs, Maintenance, and Improvement (RMI) market – currently valued at over £1.18 billion – is expected to slow in the short term, as overall budgets are constrained, and funding is channelled toward frontline services. However, longer term, the market is expected to return to growth, as NHS organisations increase investment in RMI works on buildings to reduce their backlog. RMI will remain relatively buoyant in comparison with new work in the healthcare sector.”

Growth in healthcare RMI, he explained, is largely underpinned by investment in buildings and M&E maintenance by NHS Trusts in England, which account for around 63% of RMI output. NHS Trusts from the three other home countries account for a further 19% of the market.

### ‘Highly fragmented and localised’

Steve Webb added that supply of RMI services is ‘highly fragmented and localised, due in part to the wide range of services provided’. He said: “In the state sector, at newer facilities (re)built under long-term DBFO contracts, RMI services are typically provided under 25+ year concessions by large facilities management companies. However, within the context of the entire UK estate, the proportion of RMI services delivered under long-term PFI/PPP concessions remains relatively small. The market is expected to continue to show growth in the medium to long-term, with total RMI in healthcare expected to be around £1.1 billion by 2014/15, up 29% on 2004/05.”

### Carbon and Energy Fund

One of the new areas for 2013 is being developed with the Carbon and Energy Fund, which is set to host a one-day event in a new ‘Energy Theatre’. The CEF will invite guests and NHS Trusts to attend. Healthcare Estates 2013 will also include the Contractors & Architects zone, and the Estate Management & Consultants area, plus key areas on Energy & Sustainability, and a New Product Showcase feature.

### Partner organisations

Partner organisations already signed up include BRE, Architects for Health, Design Council CABE, The King’s Fund, Healthcare Facilities Consortium, the Design In Mental Health Network, the National Association of Healthcare Fire Officers, the Medical Gas Association, and the Carbon & Energy Fund.

For more information on Healthcare Estates, contact the team: T: 01892 518877; Email: [healthcare@stepex.com](mailto:healthcare@stepex.com) or visit: [www.healthcare-estates.com/](http://www.healthcare-estates.com/) [www.healthcare-estates.org.uk](http://www.healthcare-estates.org.uk)

## New Affiliates aim for ‘lasting client relationships’

**Cadogans, a specialist engineering consultancy that says it strives to treat its clients as if they are ‘part of its in-house team’, has joined IHEEM as a Company Affiliate.**

Team leader, Building Services, Gerry Brannigan, said: “Early in a project we work hard to learn about the client’s organisation, and to ensure that everybody clearly understands the project’s scope. We find collaboration and cooperation leads to a successful outcome, and lasting relationships with clients.”

Cadogans has operated in the healthcare sector since 1970, with clients that include many NHS organisations. “For example,” Gerry Brannigan explained, “we work closely with NHS Tayside on projects relating to technical compliance issues. We respond with real action, business cases, and proposals, which comply not only with relevant HTMs and SHTMs, but also with Building Regulations and the operational needs of the departments affected.

“We focus on timely, informed investigation and design processes, providing solutions that are appropriate for the client’s requirements, and which can be implemented with cost certainty, quality, and a seamless handover to the operational users. No jargon, no buzzwords – just practical, sensible advice.

“We have a knack for problem-solving, and for quickly getting to the bottom of things,” he added. “Our approach is simple: investigate issues, solve problems, and then implement solutions. Whether the customer has an ineffective heating system, or is simply tired of dealing with constant complaints about, say, an HVAC system’s performance, our team will listen and respond effectively to ensure that the needs of a healthcare building’s users are met.”

### Family-owned firm

Another company to have recently joined IHEEM as a Company Affiliate is family-owned turnkey installation specialist,

Fulbourn Medical, which says it has provided ‘excellent service and support’ to the NHS, private healthcare, and partners, for over 40 years.

Its founders were reportedly ‘among the key players in developing modular theatres as far back as the 1960s’.

Describing one of its key areas of expertise, the company said: “Since the introduction of integrated/ergonomic operating theatres to the UK over 10 years ago, Fulbourn Medical has provided the full range of turnkey installation solutions required by these demanding projects, as well as for other care areas such as ITU, recovery, Accident and Emergency, and outpatient/diagnostic and interventional areas. Our wide-ranging services include survey, design and refurbishment,

structural engineering, project management, and installation and commissioning of all high and medium care areas of a hospital.”

The ISO 9001/2008-accredited company also has ‘a long-established service business’ dedicated to providing on-site support for operating theatre lights, pendants, and standby battery units. The service team, with

field-based engineers, can provide planned preventative maintenance, emergency repairs, spare parts, testing, and commissioning, throughout the UK.

“Where Fulbourn Medical differs from other vendors is in the key area of clinical consultation,” the company added.

“Senior staff have been involved in such consultations since the introduction of architectural systems into the UK over 25 years ago. This knowledge is key when developing solutions with clients, as it helps bring all parties together by sharing knowledge and expertise gained on past projects. The understanding we have of ergonomics in both the integrated theatre and ITU environments, coupled with our sound knowledge of the technology for these areas, means that every project is managed efficiently, and enables us to help customers with the key decision-making processes.”



Gerry Brannigan.

Are all NEW MEMBERS OF YOUR STAFF  
aware of the Institute and its services?

**PLEASE ENCOURAGE THEM TO JOIN!**

[membership@iheem.org.uk](mailto:membership@iheem.org.uk)

# First anniversary for popular newsletter

The IHEEM *newsletter* has just passed its first anniversary and, the Institute's recruitment and membership manager, Chris Parker says, 'has quickly been recognised as a primary source of up-to-date information on all that goes on within IHEEM'.

Regular content includes:

- IHEEM news.
- Details of the programme of branch technical meetings and presentations.
- Information on both IHEEM's own and external providers' CPD seminars.
- Details of IHEEM's membership products and their respective benefits.
- News from partner and associated organisations.

By seeking to engage via short articles, the *newsletter* is designed to lead readers to the IHEEM website, the comprehensive source of information for members and non-members alike.

The newsletter is circulated to around

2,800 individuals each month, including members, previous event attendees, and those who have subscribed to it via the dedicated link on the IHEEM website.

Chris Parker adds: "I am delighted that the *newsletter* has quickly become so well established. We will be seeking to improve on it during the next year, and I would welcome any feedback on what subscribers would like to see being sent to me at: [newsletter@iheem.org.uk](mailto:newsletter@iheem.org.uk)"

The *newsletter* complements *Health Estate Journal*, which remains the primary source for Institute, Industry, and Health Sector News, as well as technical articles.

Chris Parker adds: "If you do not receive the *newsletter*, please let IHEEM know and we will put you on the mailing list. Members need only update us with their email address, while non-members may sign up to receive it by visiting [www.iheem.org.uk/Newsletter](http://www.iheem.org.uk/Newsletter)



## Diary dates

**15 Jan:** IHEEM East Midlands Branch presentation on 'LED lighting in the healthcare environment' by Thorlux Lighting. BOC Tradequip offices, Derby. T: 0116 225 5976. Email: [peter.pierce@lcrfms.nhs.uk](mailto:peter.pierce@lcrfms.nhs.uk)

**16 Jan:** IHEEM Southern Branch presentation on 'Understanding circuit protection selectivity and back-up protection' by Steve Anderson, Eaton, followed by Branch Meeting, Southampton General Hospital. T: 023 8079 8433. Email: [neil.haskell@uhs.nhs.uk](mailto:neil.haskell@uhs.nhs.uk)

**16 Jan:** IHEEM North-West Branch event on 'Carbon-negative building and emerging technologies'. Venue/timings to be confirmed. T: 01457 867637. Email: [ptansey@googlemail.com](mailto:ptansey@googlemail.com)

**5 Feb:** IHEEM West Midlands Branch AGM and Presidential Address. City Hospital, Birmingham. T: 01902 695342.

**7 Feb:** IHEEM North-West Branch presentation on 'Low loss transformers'/Branch AGM. Venue/timings to be confirmed. T: 01457 867637. Email: [ptansey@googlemail.com](mailto:ptansey@googlemail.com)

**12 Feb:** IHEEM London Branch AGM and Presidential address by Greg Markham, King Henry VIII Hotel, London. T: 0208 337 4487. Email: [crawfcall@aol.com](mailto:crawfcall@aol.com)

**14 Feb:** NHS Sustainable Development 2013 Conference and Exhibition. The Brewery, London. (IHEEM has a number of fully funded invitations available). T: 0161 238 8893. Email: [raphael.vigars@govtoday.co.uk](mailto:raphael.vigars@govtoday.co.uk) [quoting IHEEM9]

**26 Feb:** IHEEM East Midlands Branch AGM and presentation on 'Photovoltaic and other renewable energy systems and technologies' by Viessmann UK. BOC Tradequip offices, Derby. T: 0116 225 5976. Email: [peter.pierce@lcrfms.nhs.uk](mailto:peter.pierce@lcrfms.nhs.uk)

**5-7 Mar:** Ecobuild 2013. ExCeL, London. T: 020 7560 4466. [www.ecobuild.co.uk](http://www.ecobuild.co.uk)

**10-12 Apr:** 5th European Conference for Hospital Engineering. Kursaal Bern Culture & Congress-Centre, Bern, Switzerland. T: +41 61 733 0128. [www.eche2013.ch](http://www.eche2013.ch)

**14-15 Apr:** Design in Mental Health Conference & Exhibition. National Motorcycle Museum, Birmingham. T: 01892 518877. Email: [dimh@stepex.com](mailto:dimh@stepex.com). [www.designinmentalhealth.com](http://www.designinmentalhealth.com)

**10 Jun:** British Institute of Facilities Management (BIFM) 'ThinkFM' conference. Royal College of Physicians, London. T: 0845 058 1356; [www.thinkfm.com](http://www.thinkfm.com)

**8-9 Oct:** Healthcare Estates 2013. Manchester Central. T: 023 9282 3186; [www.healthcare-estates.com](http://www.healthcare-estates.com)

## Institute supporting Climate Week

IHEEM is supporting Climate Week 2013, which will take place from 4-10 March, and is being backed by numerous business organisations, local government and educational establishments, scientific bodies, professional Institutes, the third sector, and a wide range of high profile individuals.

Said to have support 'from every part of society', Climate Week 2013 will, it is hoped, see many different organisations, including NHS Trusts and private healthcare providers, hold events ranging from talks, workshops, and training

sessions, to open days and exhibitions. Participants can also take part in 'Britain's biggest live environmental competition' – the Climate Week Challenge ([www.climateweek.com/challenge](http://www.climateweek.com/challenge)), and enter the Climate Week Awards. Categories include 'Best Technological Breakthrough', 'Best New Product', 'Best Initiative by a Public or Uniformed Service', 'Best Initiative by a Governmental or Statutory Body', 'Best Campaign', 'Most Inspirational Leader', and 'Most Inspirational Young Person'. For more information, visit: [www.climateweek.com](http://www.climateweek.com)



# Promotion brings Associate Member new challenges

A newly promoted Estates Officer at the Bradford District Care Trust, who began his working life as an apprentice electrician aged 16, and whose varied subsequent career has seen him spend 19 years in the NHS, is among the latest tranche of new IHEEM Associate Members (listed right).

Martyn Mallinson almost became a television engineer at 16 when, having decided 'A' levels were no longer for him, he was faced with a choice of two jobs on offer at the time – television engineer, or apprentice electrician.

Choosing the latter, he began his apprenticeship at a small contracting company, spending much of his time on commercial and industrial work for the 'dwindling' textile and engineering trades. He said: "One of my first jobs, however, was on a Barclays Bank refurbishment, where I soon got to grips with the relatively new plastic conduit system, learning to warm the conduit up by rubbing a cloth up and down it before bending it, and then trying to find a spring that wasn't kinked or sprained."

Leaving the firm after 14 years, Martyn Mallinson joined one of the company's customers, a mill which required a full-time electrician. He said: "We had the usual mix of old (some machines converted from belt and pulley to motor-



*Martyn Mallinson.*

driven) and new equipment (I remember some spinning frames with a soft start apparatus, where each phase was connected to a water tank, and used the resistance of the water to start the machine without breaking the threads). The textile industry was, however, in decline, and after three years the company ceased trading. The day I learned I was to be made redundant, however, I rang my old company, who told me

I could re-start there immediately."

When the electrical company subsequently 'felt the pinch,' he began seeking a new job, and in 1993 applied for an electrical craftsman position with Bradford District Care Trust (a mental health and community health Trust). He spent 10 years in the role, responsible for all maintenance, fire alarms, intruder alarms, generators, and central stations, before becoming a technician, with the added responsibility of Authorised Person for electrical safety.

Martyn Mallinson said: "I was recently promoted to hospital engineer in charge of planned preventative maintenance (or Estates Officer as it is known at the Bradford District Care Trust), so will have a new set of skills to learn, including management duties. I am looking forward to the challenge, and equally to many years of IHEEM membership."

## Congratulations

IHEEM would like to congratulate the following, who had Institute grades awarded, or Engineering Council status conferred on them, recently.

### Fellow

- Brian Cambridge
- David Easton
- Andrew Lyness

### Member

- Mark Bradley
- Deborah Carr
- Cedric Chung
- David Crothers
- Thomas Crothers
- Paul Dutton
- Christian Graack
- Daniel Choon Hin Kong
- Martyn Hill
- Peter Holland
- Stephen Kassim
- Matthew Lessells
- Shaun Lundy
- Mei Leong Niew
- Eleanor Matthews
- David Morrall
- John Robert
- Mark Sleator
- Bobby Thomson- O'Connor
- Mark Williamson
- Lun Ying Richard Wong
- Hung Ying Yu

### Associate Member

- Jorn Gruneberg
- Martyn Mallinson
- Stuart Whitehead

### Company Affiliate

- Apex4D
- Forbo Ireland
- Fulbourn Medical (GK Wood & Sons)
- JCP Consulting
- Keuco UK
- Lucy Electric UK
- Michael Lonsdale Group
- P&HS Architects
- Quantarc
- Vinci Facilities
- Wall Cladding Services
- Whitewater
- Zip Industries (UK)

### Student Affiliate

- Atemlefac Amin Tazifor

### Engineering Technician

- Roger Perkins

### Incorporated Engineer

- Iain Threlkeld

## Free entry to SDU event

IHEEM has available a number of fully funded (no cost) invitations to the NHS Sustainable Development 2013 Conference and Exhibition, to be held at the Brewery Conference Centre in London on 14 February.

IHEEM members who work in the public sector may attend free-of-charge by quoting special promotion code IHEEM9 when booking. For details, visit: [www.iheem.org.uk/write/Documents/Events/NHS\\_Sus\\_Development\\_Invitation.pdf](http://www.iheem.org.uk/write/Documents/Events/NHS_Sus_Development_Invitation.pdf)

In February 2011, the NHS outlined a 'Route Map for Sustainable Health' (HEJ – April 2011), creating a framework for action to develop a sustainable health system. The Route Map builds upon the actions within the 'NHS Carbon Reduction

Strategy', and ideas developed in the publication, 'Fit for the Future', and was developed in collaboration with over 70 health and care system partners. Last year, the 'Sustainability Health Check 2012' report (HEJ – March 2012) showed how sustainability is viewed by leaders in the health service, and demonstrated the public's desire for a more sustainable healthcare system. The report's aim was to help NHS organisations and their leaders save money by being more sustainable, particularly with the support of the public.

At next month's event, the NHS SDU will also present the Sustainable Development Strategy 2014/15 – 2019/20 consultation.