# NOTES ON ASBCI ANNUAL GENERAL MEETING Thursday, 18<sup>th</sup> March 2021 Via Zoom due to COVID-19 restrictions

Alistair Knox (Chairman) Jonty Wilson (Vice Chairman) Diane Waterhouse (Vice Chairman) Julie King (Event Director) Mary Wilcock (Finance Director) Garry Knox (Marketing Director) Jane Pritchard (Director) Chris Thierry (Director) Ian Morris (Technical Director) Stephanie Ingham (Company Secretary) Kirsty Holdsworth & Carrie Depledge Alan Cannon Jones (Student Membership Director) Simon Platts Lotte Debell Sue Waters Lucy Murphy Nicholas Worsnop Jan Schofield John Newton Carolyn Hardaker Bea Couzens (ASBCI Marketing & Membership Cttee Vice Chair) Ashley Metcalf **Nigel Towell** Caroline Hicks / Jade Snart Glyn Garbett Jane Pritchard (Director) **Darren Cooper** Sinziana Andronic Paschal Little (Director) **David Mellett** Angie Lench Angela Gaskell Julia Kininmonth **David Buxton** Gaynor Crossland & Kerry Senior Kim Nicklin Steve McDonald **Mike Fralix** Stephanie Dick Maria Sheehan Keiron Wybrow Simon Allitt/ Heather Ball Claire Franco Chris Thierry (Director) **Barbara Waters** 

Present:

ASBCI Primark D W Consultancy University of South Wales Lectra UK GreenEarth JEP Consultancy **UK Retail Connect IMM** Associates ASBCI ASBCI CapitB ASOS Lotte Debell (Editorial) Sue Waters **BTTG/Shirley Technologies Chadwick Lawrence** City of Liverpool College Coloro De Montfort University Eurofins **Footwear Technical Services** Freudenberg Performance Material LP George Clothing Intertek JEP Consultancy Kufner Holding (GmbH) Lectra **ASBCI Honorary Member** Matalan London College of Fashion N Brown Nottingham Trent University **Roaches International** R H Smith & Sons (Smiffys) Sainsbury's Supermarkets SGS TC2 The Textile Institute The Very Group **TRS Worldwide TUV Rheinland TUV SUD UK Retail Connect** University of Manchester

# 21/972 .. APOLOGIES: .. had been received from:

Malcolm Ball Mike Danby (Vice Chairman) Ben Balfour/Sharon Lewis Caroline Ellis/Julie Groves/Katie Bottomley Vicky Kirkwood Alec Smith ASBCI Hon. Life Member Advanced Supply Chain Advanced Supply Chain Advanced Supply Chain Advanced Supply Chain Alec Smith Consultancy

Ton Wiedenhoff/Saul Guzman/Jackie Lewis Megan McGuire/Michelle Anstee Josie Ellis Martin Sofranko Adrian Dowson/Ian Sime Tom Sweeney/Ashleigh Quantrill Sheila Griffiths Lara Mazzoni/Keith Turner Emily Fulluck/Sumit Dargad Lise Edwards-Warrener/Renata Bailey-Sokel Ian Staton/Jonathon Thackray Helen Colebourn Steven Price/Helen Walczak Adrian Elliott **Richard Lawn** Noll Uloth/Justin Sumrie Peter Cussons Leo Sillence/Dave Richards Kaye Herriott/Pippa Clarkson Julia Ling/Helen Burbidge Della Swain **Fiona Bailey** Barbara Tomczak/Cathy Laird Ken Wright Anne Davies Andy Laycock **Kay Bentick** Dianne Butler/Jasvinder Kaur Melanie Wilson/Jacqui Brewin Indira Chauhan/Lynda Gibbs Lynne Tooms Ed Gribbin Kenneth Cupitt Lorraine Smith/Jo Toulmin Marcela Arboleda/Sarah Ingram Tricia Zourmand Alan Ross/Vikki Vallender Richard McGregor-Cheers/Mark Randall Julie Driscoll/Stuart Thomas Matteo Perrone/Lucy Green Emma Wilder Limin Cao/Arun Marwaha Michelle Cope/Lisa McCall Claire Norris/Federica Fontana Dippti Mistry/Sharon Archer Ed Grigg Andrew Fletcher/Garry Mawston **Robert Nurse** Daniel Smith/Peter Goodwin Charlotte Davingoff Niall Maplesden/Helen Clare Lydia Brearley Darren Cooper Peter Judd Sara Kwok/Anthony Marsh Sarah Durack Victoria Fothergill/Shyamini Nathoo Louisa Haywood/Julie Nevill Melanie Frame Helen Montgomery/Ella Sharp-Mitchell Liz Gee/Anna Ellis

Alvanon/Motif ASOS ASOS Assyst Bullmer Ltd J Barbour & Sons Ltd J Barbour & Sons Ltd **Birmingham City University** Bodi.Me Ltd Burberry Burberry **Bureau Veritas Bureau Veritas** Chargeurs \*PCC Fashion Technologies Coats plc Colourmart Cordings Peter Cussons & Associates DeSL De Montfort University De Montfort University De Montfort University De Montfort University Dimensions Dimensions Fashanne Freudenberg Performance Materials LP Garmentech Ltd George Clothing George Clothing George Clothing George Clothing **Gribbin Strategic Guild of Cleaners & Launderers** Hobbs Hobbs Hohenstein Textile Testing Institute GmBH HSTTS HSTTS Hyve Group Hyve Group Hyve Group Incorporatewear Incorporatewear Incorporatewear Incorporatewear Incorporatewear Intertek Intertek James Heal James Heal Joules Joules Kufner Holding GmbH Peter Judd Consultants Labelon Labelon Lectra Lectra Lipsy London College of Fashion London College of Fashion

**Irving Scott** Andrew Lambert Janet Love/Lyndsey Hudson Zeta Beckett/Michelle Harris Lorraine Leach/Wendy Lonsdale Jayne Pye/Colin Walls Andrea Archer/Laura Hampson Andrea Archer/Karen Skeels Karen Chang/Simon Harvey Carole Wilson/Claire Lee Natasha Nicklin/Laura Lovatt Sarah Cheshire Claire Brealey/Joanne Poynor Lorraine Surtees/Denise Geddes Georgina Keay/Gary Lewin Helen Nicholls/Julie Palmer **Tim Stanton** David Reav Julia Kininmonth Justin Doughty/Katie Essex Helen Jacobs/Charlene Williams Mark Pennington/Clare Beach Pratimah Khedoo/Jon Bonacina Daniel Reinfield/Elizabeth Brandwood Michael Holland/Jon Robson Claire Whiteside/Kate Ablett Jo Bird/Glen Calloway **Richard Pinner** Lyndsay Clarke **Eimer Hawker Ray Watson** Vanessa Wakefield / Ross Barry Ian Strudwick Andrew Filarowski & Graham Clayton Jane Gwyther Drina Westwood / Matthew Westwood Joanne Brown Adam Mansell Helena Southon / Seemanta Mitra Hendrik Dold / Ilaria Colombo Laura Bettoni Debbie Allsop / Debbie Moorhouse Ruth Scanlan / Dr Karen Shah Charlotte Goldthorpe / Nicola Redmore Samantha Hudson-Miles David Backhouse / Dr Mark Sumner Claire Watson/ Dr Kevin Almond Jeffrey Thorpe Simeon Gill/Rachel Parker-Strak Steven Hayes/Jo Conlon **Barbara Waters** John Dakin/Paul Dakin Herve Andrieu Roz Adams/Gemma Goldsmith Anna Cunningham/Sadie Watts Dave Frodsham / Gordon Burns

Marlborough Marketing Marshall Consultancy Ltd Matalan Matalan Matalan Matalan N Brown N Brown N Brown N Brown N Brown N Brown Next Next Next Next Next Northern Clothing & Textile Network Nottingham Trent University Nutmeg (part of the Morrisons family) Nutmeg (part of the Morrisons family) Nutmeg (part of the Morrisons family) OGUK Optitex Pentland Brands **Pentland Brands** Pentland Brands Pentland Brands Planet Personnel Primark **Ray Watson Consultant** Recyclatex Shirley Technologies SDC The LYCRA Company **TRS Worldwide TUV Rheinland UK Fashion & Retail Association** UL VS Ltd UL VS Ltd UL VS Ltd University of Huddersfield University of Huddersfield University of Huddersfield University of Huddersfield University of Leeds University of Leeds University of Leeds University of Manchester University of Manchester University of Manchester Verivide Vetigraph Fashion Digital Solutions Ltd Whistles Whistles W L Gore & Associates (UK) Ltd

# 21/973 .. WELCOME & APOLOGIES:

The Chairman, Alistair Knox (AK), welcomed everyone to the meeting. Apologies were taken as read as per the aforementioned minute, 972.

### 21/974 .. MINUTES OF THE LAST MEETING (26.3.20):

Due to the Covid-19 lockdown situation which commenced in March 2020, the planned AGM which would have taken place at Barnsdale Lodge Hotel was cancelled and a combined Board Meeting and AGM took place via Skype. The Minutes of this meeting were agreed, proposed by Mary Wilcock and seconded by Alan Cannon Jones and duly signed.

### 21/975 .. CHAIRMAN'S ANNUAL REPORT:

Dr Alistair Knox (AK) ASBCI Chairman welcomed everyone to the 2021 Zoom Annual General Meeting and outlined the programme. AK advised that reports from the various ASBCI Directors would provide more detail on the Association's performance in 2020.

Once again due to the covid-19 restrictions, AK reported that the ASBCI's AGM would be a simple on-line event, without the usual additional presentations. The Association's official reports will be circulated electronically and will be available under the AGM section of the ASBCI website. Any queries members may raise will be dealt with subsequently.

Approval of last year's minutes were assumed by default as there were no queries raised.

#### Summary report

As with most organisations learning to cope with lockdown, the ASBCI has adapted as far as possible with home working and Zoom meetings. The traditional income-generating events such as conferences and seminars had not been possible, nor technical visits, nor normal committee meetings and face-to-face networking. A significant loss of income, and it was necessary to find new ways of working.

AK expressed his appreciation of the implications of the lockdown situation on members as it has, and continues to, decimate high street sales and supply chains. This would inevitably raise questions about ASBCI membership subscriptions, and losses to both income streams which would threaten the survival of the Association.

AK reported that there was an understanding that in time things would get better, and the benefits of networking and sharing best practice would remain valuable for members. A decision had been taken and it was agreed that the best use of the Association's limited cash reserves would be to defer subscriptions for 4 months, reduce the amounts pro-rata, and temporarily reduce staff pay - but continue to operate rather than hibernate on furlough. This worked and enabled operations to continue, for example to contribute to urgent discussions with the Cabinet Office on PPE sourcing in the spring of 2020, and with circulating Brexit guidelines in December (for what they were worth). A number of free webinars were delivered, along with contribution to other members' events, which continues. Work has commenced on the updating the Technical Handbooks, and this will include the addition of e-book options.

On the topic of e-publications, AK reported that the head office team had created the brilliant new e-zine "In Association", and of course the 2021 e-Yearbook. AK expressed thanks to all the members who had contributed such excellent articles and taken the opportunity to advertise as well.

AK commented that the membership had survived much better than seemed likely a year ago. The accounts show the Association had made a small loss for the year, but the Association has remained solvent and retained some cash reserves. It has been brutal on the high street with several high-profile failures, but prospects are beginning to brighten. Let us hope the economy continues to recover. Maybe later this year there will be the opportunity to host a traditional conference or networking event, and once more break bread together. Finally, AK expressed thanks to colleagues for their continued help, particularly the Halifax team of Steph, Kirsty and Carrie. AK advised that more detail would follow from the various committee chairs and expressed appreciation on behalf of members for the support they receive from the superb head office team.

#### 21/976 .. TREASURER'S REPORT:

Mary Wilcock (MW) Finance Director, reported that similar to many organisations, the ASBCI had suffered financially as a result of the pandemic with a reduction in income. The decision was taken in 2020 to provide support for its members by offering a one-off reduction to the membership fee renewals which effectively gave members 4 months of membership for free. This came at a cost to the Association of approximately £15,500 in 2020. The impact of this shortfall will also be felt in 2021 as the membership year currently runs from May to April impacting revenues from January to April for membership fees by approximately £10,500. The drop in income was offset to some degree by the Calderdale Council grant received for the sum of £10,000 which was offered to local companies who were facing the financial effects of the pandemic. In addition, the Association also benefitted from moving to an online arrangement for the Yearbook and quarterly magazine publications which brought in a total of approximately £7,000 in advertising revenue.

Association of Suppliers to the British Clothing Industry

- 2020 was heavily impacted by the pandemic
- Membership fees were reduced in 2020 by approx. £15,500 as a result of the one
  off reduction of membership fees, offering effectively 4 months membership free
- This reduction in fees will also impact 2021 income by approx. £10,400
   There were no payable events in the year so no income, a drop of £26,600 from
- 2019
- Moving to digital advertising in the year book and quarterly publications brought in a welcome £7,236
- A one off grant of £10,000 from Calderdale Council helped boost the income for the year, helping to offset the drop in fees and event income



Compared with 2019, the ASBCI's net income decreased by £54,000 although in 2019 the Association had received extra-ordinary income of £30,000 which was the sum received from the insurance claim following the office fire at Square Road. Without the one-off items (the grant and insurance claim proceeds), net income decreased by £34,000. A drop in membership fees and a big drop in income as a result of restrictions in holding live conferences and seminars highlights the importance of charged live events to the solvency of the ASBCI.

Costs have been kept to an absolute minimum during the pandemic but some costs are fixed and cannot be reduced. MW reported that office and supporting staff had shown their support for the ASBCI by agreeing to take a reduction in their salaries for a 4-month period despite continuing to work full time on reduced pay which is to be applauded but it is not something which would be requested for a second time. Overall, £16,000 was saved in costs during 2020 which was attributed to staff costs and costs associated with holding live committee meetings.

MW reported that overall, the ASBCI had broken even during the last year but the future remains uncertain mainly due to the fact that the prospect of holding live conferences and seminars remains unclear at the current time. This is a concern as the income these events generate is critical to the ASBCI's ability to continue operating into the future.

In the first budget draft for 2021, based on full membership fees being applied for the period from May to December, and with advertising income remaining on a level with 2020, with no event income, the ASBCI is looking at losing approximately £22,000.

This assumes that all members remain on the same level of membership with no cancellations or resignations. In summary, MW reported that on a positive note the ASBCI broke even in 2020 but it remains imperative that costs are kept to an absolute minimum.

AK thanked MW for her report and announced that discussion regarding the ASBCI's membership fees would form part of the Membership & Marketing report from Garry Knox. It is clear that the ASBCI is still solvent which is due to careful prudent management in previous years, cash reserves were still in place, although the books will need to balance going forward in order to protect the Association's long-term future.

#### 21/977 .. MARKETING & MEMBERSHIP REPORT:

Garry Knox (GK), Marketing & Membership Director gave his report as follows:

GK reported that membership currently stands at 90, as a result of a net loss of five memberships, which considering the impact of the pandemic, is quite remarkable even with discounted and deferred payment.

New memberships include:

- Hohenstein Q1 2021
- Summit Media Q1 2021 (complimentary due to their participation in the recent webinar).



2020 was a year of so many changes, and how we communicated with and supported the membership was vital.

As Marketing and Membership Director at the March Board meeting in March 2020, GK raised the question on how membership would look at a time when retailers and manufacturers were already starting to see signs of a struggle taking hold.

GK was delighted to report that the sentiment had full board support and that Dr Alistair Knox (ASBCI Chairman), Stephanie Ingham (Company Secretary) and Mary Wilcock (Finance Director) found a solution that would support the association and its members alike.

As a result, the membership renewal rate had been as good as could have been expected, (in fact, a lot better!) given the dreadful course of events that followed and continue to impact the industry.

The solution however should not be short term, as the effects of the global pandemic will not be short term.

Once again, marketing activity has continued to support the association; in particular, PR for events and social media for all events and other matters such as promoting the Association, student memberships and technical handbooks.

Social media is by far the most consistently strong performing channel. ASBCI now has a total of 1806 followers on LinkedIn (up 20%), 720 on Twitter (up 2%) 655 on Facebook (up 3%) and 231 on Instagram (up 15%).

Online presence in 2020 was more important than ever before. Tone of voice and content have been imperative considerations. Also, the continual flow of ASBCI and member webinars has provided a welcome source of knowledge and networking that has not been possible to offer in person. The creation of digital content and titles (In Association / digital yearbook) have been well received and have made the difference in perceived benefit to members.

Web traffic from social media is up by 40%. The number of users increased by 71 compared to the prior year and have started to attract a younger demographic, possibly linked to the growth of Instagram but also the webinars could possibly have been a way to extend their digital learning. All traffic is organic as the ASBCI do not execute paid search campaigns.

### 2021 Challenges

- Global recession
- ASBCI Benefit structure for membership Objective set for Marketing and Membership committee members

### **Future Considerations**

- When to invoice for membership renewals?
- How much for?
- Creating a greater difference in terms of what's available to members and non-members.

To sum up, GK added that his sentiment for 2021 is the same as it was for 2020

"We will be remembered for what we DO and also, what we DON'T do ... "

### 21/978 .. STUDENT MEMBERSHIP REPORT:

Alan Cannon Jones (ACJ) gave his Annual Report as Student Membership Director.

Throughout his career, ACJ repored that he had met many challenges and opportunities but the past year during Covid had brought challenges that were totally unexpected. That said, the planning and achieving in both response and anticipation of our members requests, hopes and dreams continues.

Striving to support the academic members continues, both tutors and students with a range of resources that include webinars, publications and answering email requests. IT skills have all been on a steep learning curve as the ASBCI battles against the odds to share and receive information.



The Garment Costing webinar in the afternoon of 30th June 2020 was aimed specifically for the academics and this event was well attended (virtually) resulting in a good exchange of information from the question time both actual and follow up emails. ACJ hoped that the Academic members also took the opportunity to connect with the range of webinars throughout the year that have been provided by the ASBCI member organisations.

ACJ highlighted the many resources listed and accessed via the ASBCI website. There are regular updates and listings of virtual events that are provided to access and use for all members.

Teaching during this past year has really challenged all tutors and students as well as apprentices with the situation denying physical access to so many resources. Tutors working from home providing learning materials and tutorial support via zoom etc to students shut away in bedrooms, spare rooms, garages, converted lofts and places not even thought of. The ASBCI has communicated with International students studying from home back in their own countries and it is hoped that responses provided have helped and made a difference.

ACJ reported that a recent response was given in reference to Sustainability from one of the Academic members.

The team at ASBCI took a collective part in this and were able to give a very full and detailed response to their research questions. This demonstrates the strength of the Association and breadth of knowledge when working togethe, pooling experiences.

Unfortunately, it has not been possible to include any student competitions and awards during the past year due to the obvious reasons. ACJ invited members to feedback with any suggestions from academic members with regard to re-introducing a project that would be meaningful and appealing for students. Any suggestions for an award will be discussed with member companies for sponsorship and hopefully it will be possible to offer an opportunity early in the next academic year.

ACJ summarised by saying that the point of his report was to emphasise the value of membership and that together, a great deal can be achieved. "The most important offer to you, the student members, is opportunity".

### 21/979 .. TECHNICAL COMMITTEE REPORT:

Ian Morris, (IM) gave his report as Technical Director.

IM reported that following a very active year in 2019, with a mix of seminars and technical visits, the onset in March 2020 of the Coronavirus-related lockdowns and meeting restrictions meant a complete re-think on activities.

With a move to online communications, and the growth of digital media, the Technical Committee have delivered two projects, and commenced a third, which set a precedent for the near and medium-term future.

#### 1. Garment Costing technical booklet - Amazon Kindle version

The printed booklet, as fellow members will recall, was published in 2018, to a successful sales and reader feedback result. A 'live' seminar version was delivered in June 2019.

Working with Lotte Debell, the ASBCI Editorial Consultant, Dr Alistair Knox and Ian Morris worked on converting this into a Kindle digital media version. This meant that many of the images and photos had to be removed, as Kindle favours text, and less so images. The Kindle version was launched on Amazon in the Spring at £9.99, a notable reduction on the hard copy price of £30 for members and £60 for non-members. The ASBCI receive a percentage of the sales value. To date (March 2021) 45 sales have been recorded, generating a revenue for the ASBCI of £249.

#### 2. Webinar of Costing Seminar

Working as a team comprising the Halifax office team, plus Alistair Knox, Ian Morris, and Garry Knox, three webinars were 'broadcast' on Zoom, in June and July 2020. Each was introduced by Garry and Ian, and Alistair then presented a 30-minute narrated PowerPoint, based on the version he has successfully shown at the Pure event in London. Each day had two webinars, the first for company based ASBCI members, and the second for academics, mainly lecturers at member design colleges. A Q&A session then followed, chaired by Ian.

To allow others to also see these seminars, a video recording was edited by member company IMMedia, and some factory filmed scenes were added. The video link was uploaded to the ASBCI website, where it has had nearly 200 views.



### 3. Technical Booklet update, and creation of digital version

The booklet 'Tried & Tested' on textile testing was published in 2009, and was in need of a major update, potentially with new and updated content.





In November 2020, the ASBCI initiated a project to re-write the booklet, with a plan to publish it, both in printed, and digital form. A launch meeting, on Zoom, was run, with Ian Morris acting as Editor and Project Manager.

A wide range of member organisations are involved on the working party (Bureau Veritas, Eurofins, HSTTS, Intertek, Roaches International, SGS, Shirley Technologies, TUV Rheinland, TUV Sud, UL), plus SDC Enterprises, and Geraldine Cosh (Safety Consultant).

Following the launch Zoom meeting in November 2020, progress as of March 2021 is excellent. Many of the first draft chapters have been written and are being reviewed using Dropbox to centralise all the documents, and the related image bank. Others are in draft, and will be reviewed when uploaded to Dropbox in the coming weeks. With the strong support of the Halifax team, Lotte Debell (ASBCI Editorial Consultant), and the input of Dr Alistair Knox, it is hoped to publish the new booklet (printed and digital) in the late Spring of 2021.

In summary, although the ASBCI and its members are missing the conventional live Technical Seminars, a process has now been introduced in order to deliver well-managed and presented webinars, and videos, and to reinstate the Technical Booklet publishing programme, all using the very latest digital media where appropriate.

#### 21/980 .. 2020 EVENTS COMMITTEE REVIEW

Dr Julie King (JK) ASBCI Events Director reported that the last year had been a challenging one for everyone, and the ASBCI is no exception.

The 2020 conference had been scheduled for April at the Hilton Hotel in Leeds, but understandably was cancelled in light of the COVID-19 pandemic and subsequent lockdown. It had been provisionally considered to reschedule for the first week of October 2020 as a possible date to aim for but again, it became obvious this would not be feasible.

During the intervening period, the ASBCI was able to promote member and reciprocal partner webinars and indeed host some of the ASBCI events online whilst the Events Committee continued to meet virtually to discuss the future of the conference and how to continue to keep the Association's profile high and offer members events for them to attend. In light of this, two webinars were delivered, both free events to members and non-members alike. These were intended as a lead up to the May 2021 conference Beyond 2020 – smartification in a post-covid landscape and were well received and attended.

The first was held on 2<sup>nd</sup> December 2020 under the banner Survival of the Smartest and was titled Smart Skills Beyond 2020 – the new learning mentality.

This event took place online in partnership with MOTIF who provided the technical platform, a new role which has developed since the move to online delivery, and the event brought together a panel which would answer delegates' questions. The event was a tremendous success and it became clear that one hour simply wasn't long enough for the webinar. The level of chat and range of questions coming though on the day were exceptional.

The second, very recent webinar followed the same theme and was held on 3<sup>rd</sup> March 2021. Smart Consumers Beyond 2020, The post pandemic digital opportunity, was slightly longer at 90 minutes duration, again with speakers first and a panel Q&A. The technical partner for this event was Eurofins, and the experience was again very positive with over 200 registered for the event.

Much has been learned in both technical knowledge and in the organisation of online events from these and the ASBCI is looking forward to its very first ever online conference in May. JK ended her update by saying that she was looking forward to a return to live events in the future but nevertheless was looking forward to welcoming members to the online May conference.

#### 21/981 .. DATE OF NEXT MEETING AND ANY OTHER BUSINESS

AK thanked JK for her report and commented on the dramatic change to the ASBCI's delivery of events and asked members if there were any additional points they wanted to raise.

A provisional date was agreed for the 2022 Annual General Meeting of 17<sup>th</sup> March 2022 which will be subject to confirmation and whether this will take place live or online.

AK thanks all those for attending and the AGM concluded at 4.00 pm.

Signed:
Seconded:
Date: