

UK TRADE ASSOCIATION QUESTIONNAIRE

This questionnaire is to find out your views on a new trade association. It is being circulated to Salvo Code businesses and trade subscribers to SalvoNEWS. If you have non-subscribing trade colleagues who would like to complete it, please copy it or give them the pdf url (*at bottom of this page*), and ask them to complete and return it to Salvo. It would be good to have as much trade feedback as possible.

Trade from outside the UK are also welcome to complete the questionnaire, as most businesses these days have an international outlook, and all opinion is useful.

Thornton Kay, Salvo Llp 24 April 2007

Questionnaire

Please tick choices below:

1. Would you sit on the steering committee that will form the trade association? Yes No
2. Would you sit on the executive committee after the trade association has been formed? Yes No
3. Do you agree that membership fees should be proportionate to turnover? Yes No
4. Do you agree that the Salvo Code should be taken over by the trade association? Yes No
5. Do you agree that Salvo Theft Alerts should be taken over by the trade association? Yes No
6. Which parts of the trade would you like to be able to join the trade association?
- Fine architectural and garden antiques dealers Yes No
 - Architectural salvage and antiques dealers Yes No
 - Reclaimed building materials dealers Yes No
 - Demolition salvage dealers Yes No
 - Craftspeople & restorers Yes No
 - New, replica and reproduction makers/dealers Yes No
 - Developers, builders and other users of salvage (associate membership) Yes No
 - Government, police, conservation, green, institutional members (associate membership) Yes No
 - Journalists, media, promoters, web, photo libraries, TV companies (associate membership) Yes No
7. Do you agree that the trade association should be UK wide, not European or global.?
- UK only Yes No
- European Yes No
- Global Yes No
8. Which parts of Salvo Llp would you like to see incorporated within the trade association?
- None of it Yes No
 - Salvo Code Yes No
 - Salvo Theft Alerts Yes No
 - SalvoWEB Yes No
 - SalvoNEWS Yes No
 - Salvo Fair Yes No
 - Salvo Research and Statistics Yes No
 - Salvo Consultancy Yes No
 - All of Salvo Llp Yes No
 - I want the trade association to be called 'Salvo' Yes No

P.T.O.

9. What name would you give the trade association?

- Architectural Salvage Dealers Association

Yes No

- Reclaimed Building Materials Association

Yes No

- Architectural and Garden Antiques Reclamation and Demolition Salvage Association

Yes No

- Your suggested name:

Please sign below

Signed Date

Print your name here

Name of your business

Tel or Mobile or Email

Any comments? :-

BACKGROUND

On a number of occasions between 1995 and 2002, Salvo asked the trade if it wanted a trade association, and each time the answer was, "no, not if it is going to cost me money or lose me business". As a result the trade was not represented in important government decision-making, and this has cost them money.

In January 2004, after three years of hundreds of millions of taxpayer's pounds given for recycling and none for reclamation, Salvo again polled all Salvo Code businesses. This time there was a remarkable transformation. Of the 40 replies, 95 per cent were in favour of forming a UK trade association. The same percentage wanted to incorporate the Salvo Code into a trade association. But it still seemed that the trade were not prepared to pay the likely costs.

In 2006 Steve Tomlin pushed the agenda forward with a trade meeting held at the BRE in July during which there was a wide-ranging discussion, including how the trade see Salvo's future role, and how Salvo see Salvo's future role. A steering group was formed comprised of Kate Jerrold, Steve Tomlin, Anthony Reeve, Drew Pritchard and Sam Coster. There was guarded enthusiasm from the trade.

In April 2007, Steve Tomlin said, "As an industry we need to compete in a demanding market and influence government policy. Support for a trade association has been simmering for years. There is now broad support for the need to move it forward." Nicole Lazarus said, "BioRegional fully support its formation and the continued involvement of Salvo in it. A trade association would help the reclamation industry to represent itself in a sound professional way. We would like to assist in encouraging government and planners to develop a reclamation strategy." (BioRegional advise government on sustainability policy.)