



GAMBICA

The Trade Association for Instrumentation,
Control, Automation and Laboratory
Technology Industries in the UK

MEMBERSHIP PROSPECTUS

*Our insight and influence help our
members to be more competitive*



Welcome from the Chief Executive

Thank you for picking up our brochure and I am really pleased that you are taking a look at who we are and what we do. We are very proud to be the voice of our industries and are always delighted to welcome new members to our vibrant community.

We have tried to summarise the many and varied values of GAMBICA membership in these few pages, but would love to speak to you in more detail about your strategic goals and how our activities can help you meet them, so please do not hesitate to get in touch.

Our industry continues to face unprecedented opportunities and challenges. GAMBICA has been and will continue to be focused on helping you take advantage of the positives and mitigate the threats.

Industrial strategy is a priority for the UK government, bringing with it sector deals such as 'Made Smarter', funding calls for innovation & digitalization and policy changes in areas such as export support, apprenticeships and energy efficiency. GAMBICA is highly engaged with driving this agenda, creating opportunities for members.

Political uncertainty remains a major challenge, which is why GAMBICA was instrumental in setting up the EURIS task force. This is a multi-association industry collaboration which advises government on the impacts of Brexit and seeks to eliminate the risks of trade barriers, administrative burden, regulatory divergence and other pitfalls in the complex relationship between the UK and EU.

These and other factors mean that it is as important as ever to maximise our influence in international & European standardisation through membership of BSI, CENELEC and the IEC and in the regulatory arena, where we continue to provide expertise and

leadership through membership of European trade associations.

We cannot achieve all of this without the active support of our members, therefore I would like to invite you to add your voice to our community and to use this insight and knowledge to push your business forward. Together, we achieve more than we ever could alone.

A blue ink handwritten signature, appearing to read 'S. Brambley', with a long horizontal line extending to the right.

Steve Brambley, *Chief Executive, GAMBICA*

Our mission is to deliver value to our members in the Instrumentation, Control, Automation and Laboratory Technology sectors.

Our insight and influence help our members to be more competitive by increasing their knowledge and impact. Together we remove barriers and maximise the market potential in our industry.

- We form a community of members and stakeholders that shares knowledge and best practice, shapes opinion and enhances the profile of our sector
- We influence policy, standards and regulation for the benefit of our industry
- We publish unique market reports and forecasts, allowing members to accurately plan future strategies and budgets
- We help members develop business by promoting our industry through exhibitions, events, publications and media campaigns

Member Benefits

| KNOWLEDGE | INFLUENCE | COMMUNITY |
|---|--|---|
|  |  |  |
| Regular briefings and updates on relevant industry issues, future opportunities and topical news | Influencing Government policy and lobbying on behalf of our sector, directly and as part of collaborative groups | Creating networks of members, associations, organisations, government, media, academia and other related stakeholders |
| Market data and trend reporting, economic forecasts and opinion surveys to help plan strategies and budgets | Developing technical standards that affect product compliance and acceptance worldwide | Development of International business through exhibitions, trade missions and promotional initiatives |
| Tracking and advising on the impact of changes in standards and regulation to stay informed | Shaping opinion through press campaigns, conferences, exhibitions, online and social media | Member events, seminars, consultations and training sessions across sectors and industries |
| Access to GAMBICA Business Support Helpline and Technical Consulting service | Promoting the benefits and breaking down barriers to adoption of technology in our customer sectors | Excellent meeting facilities and hot desking in London for members to use |

Membership Types

At GAMBICA we welcome companies from all areas of the industries we represent.

Industry Membership:

Our Industry Members are the manufacturers and suppliers of process instrumentation and control, industrial automation, test and measurement and laboratory technology products.

Associate Membership:

GAMBICA's Associate Members are UK companies that operate in the above sectors who are not manufacturers or suppliers, for example, System Integrators, distributors, etc.

University Associate Membership:

GAMBICA's Universities Sector is open to any UK university or Further Education establishment whose education or research activities are of relevance to GAMBICA's industry and associate members.

Affiliate Membership:

GAMBICA's affiliate members are manufacturers of Machine Safety Components, Electronic Position Sensors or Encoders.



GAMBICA has a number of groups which provide members with a network where common issues can be discussed. The groups are either at a sectorial, product group or technical interest level.

GAMBICA Board (By Nomination Only)

Industrial Automation Council

Laboratory Technology Management Board

Process Instrumentation and Control Council

Automation Products Group

Controlgear Group

Controlgear Group Technical Committee

Electrical Installation Test Instruments Group

Electronic Position Sensing

Enclosures

Encoders

Environmental Regulatory Group

Export

Flammable Atmospheres Group

Healthcare

Inter-connection technologies

Machine Safety Components

Process Measurement, Control & Systems Group

Service managers

System Integrators

Uninterruptable Power Supplies

Universities

Variable Speed Drives Group

Variable Speed Drives Group Technical Committee



"The current deluge of environmental legislation is daunting, we find GAMBICA's help in interpreting these regulations and providing practical guidance invaluable."

Mark Shepherd, Managing Director
Fairford Electronics

Events

GAMBICA holds a number of member events, including; a twice yearly Economic and Political Update including a presentation from Oxford Economics who forecast on investment trends in our sectors and a broader worldwide economic view; and annual sector conferences with a range of guest speakers and panel discussions selected especially for our industries. We hold an annual networking lunch with over 200 senior colleagues from member companies, as well as guests from government, institutions, other associations and academia. Additionally, GAMBICA negotiates preferential member exhibitor and visitor packages for the

leading industry exhibitions and conferences. Visit our website for a full and current listing.



What does GAMBICA stand for?

When GAMBICA was first formed in 1981, the abbreviation stood for the Group of Associations of Manufacturers of British Instrumentation, Control and Automation. However when the BLWA was integrated in 2001, the abbreviation stopped being used and now GAMBICA is simply used as the name of the association.



The GAMBICA Team, 2018

History of GAMBICA

GAMBICA was formed in 1981, by merging the interests of three associations, SIMA, BIMCAM and CAMA, and then in 2001 integrating the BLWA.

The history of these associations goes back even further, in some cases to the early 1900's.

- 1915** – BLWA (British Laboratory Ware Association) is formed
- 1916** – BOIMA (British Optical Instrument Manufacturers' Association) is established

- 1944** – BIMCAM (British Industrial Measuring & Control Apparatus Manufacturers) is established
- 1953** – SIMA (Scientific Instrument Manufacturers' Association) is formed from BOIMA
- 1972** – CAMA (Control and Automation Manufacturers' Association) is established
- 1981** – GAMBICA is formed by merging BIMCAM, SIMA & CAMA
- 2001** – BLWA merged with GAMBICA

Representing the Instrumentation, Control, Automation & Laboratory Technology industries in the UK

200+ Members



Industry
turnover

£6.9b



Export value



£3.7b

40,000



Industry employees

Standards committee
representation



100+

Ranked 2nd by BSI



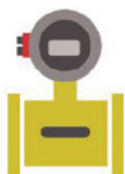
75%

GAMBICA member
industry representation

Our Sectors



Industrial
Automation



Process
Instrumentation &
Control



Test &
Measurement



Laboratory
Technology

Our Activities



Market Data &
Analysis

Market Data &
Trends, Economic
Forecasts, Opinion
Surveys



Technical &
Standards

Shaping Standards,
Tracking Regulation,
Government
Consultation



Representation

Influencing
Government Policy,
Lobbying on behalf
of our sector



Communication

Press Articles,
Conferences &
Exhibitions, Online
& Social Media

Test & Measurement

Members of the GAMBICA Test & Measurement Sector manufacture a very wide range of products from digital multi-meters to oscilloscopes to thermal imaging. The group works together to help improve the whole UK T&M sector, by direct participation in working groups whose output includes the IET Code of Practice on Building Regulations Part P, UK Wiring Regulations / BS 7671 and HSE guidance publications.

Process Instrumentation & Control

The Process Instrumentation & Control (PIC) sector represents companies that manufacture or supply instrumentation and/or control to the process and energy supply industries. Within the PIC sector GAMBICA offers its members an arena for the exchange of sector-specific opinions and experiences e.g. digitalisation, future skill shortages, standards and legislation, technological trends and any technical or commercial issues affecting business in the UK.

Activities also include the unique Measurement and Control Information Exchange System (MACIES) statistics collection which provides a comprehensive report of UK market size and industry distribution for many product and service categories using aggregated sales data of participating companies.

Industrial Automation

The Industrial Automation Sector represents companies that manufacture and supply automation equipment in the UK, from PLCs to enclosures. Our industrial automation members focus on sector-wide issues and work together to solve them, from providing technical guidance to the end-user community, or promoting the adoption of automation technologies via press articles, social media campaigns and conferences.

GAMBICA also welcomes companies that operate elsewhere within the industrial automation industry, for example panel builders and system integrators, via our associate member scheme.

Laboratory Technology

The Laboratory Technology sector represents suppliers of laboratory instrumentation, equipment, consumables, chemicals and service. The industry is heavily dependent on government funding so we work closely with major funders and clients, for example, the Department of Health, Department for Business, Energy and Industrial Strategy and the Department for International Trade, to bring insight to our members in the form of policy briefings and statistics on the state of the market. We also focus closely on providing export assistance and leads including those from the website product directory and our tender alert service for the UK and EIRE.

Universities

GAMBICA's Universities Sector is open to any university or Further Education establishment whose education or research activities are of relevance to GAMBICA's industry members. It was established to foster effective collaboration between academia and industry to guarantee the UK's position as a global leader in technology innovation.



"GAMBICA membership connects us with our industry... in ways we could never achieve alone."

Tony Collins, Managing Director, Priorclave





GAMBICA

GAMBICA Association Ltd.
Rotherwick House
3 Thomas More Street
London
E1W 1YZ

Telephone: +44 (0)20 7642 8080

Email: info@gambica.org.uk

Web: gambica.org.uk