



**Minutes of the 90<sup>th</sup> Annual General Meeting of the  
Hairdressing and Beauty Suppliers Association, 09.45am on 28<sup>th</sup> May 2018  
The Oakley Court Hotel, Windsor Road, Water Oakley, Windsor, Berkshire, SL4 5UR**

Sarah Cawkwell (President) opened the meeting at 09.45am and welcomed all the attendees.

1. Apologies for absence were received from

- James Odell
- Mark Giannandrea
- Nick Allen
- Richard Thomasson

2. The minutes of the 89<sup>th</sup> Annual General Meeting of the Hairdressing and Beauty Suppliers Association held at 10.00am on 6<sup>th</sup> May 2017 at the Culloden Hotel & Spa, Belfast, 42 Bangor Rd, Holywood, BT18 0EX were approved with no amends.

Proposed: Stephen MacDonough, Seconded: Dave Brunton. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions. The President duly signed the minutes.

3. Sarah Cawkwell (President) presented her report for 2017-2018.

The President gave a summary of HBSA activities for the last year and a brief summary of the hair and beauty markets in the UK. The main points raised were:

- 2017 has seen a small increase in membership
- Retiring members of Council include Garth Sliufko, Dion Ross and Mark Brill
- New members standing for election to Council, include representation from L'Oreal, Henkel, Salon Supplies and Procure
- Additional benefits to members include:
- M squared Media's extension of their discount rates to International Beauty Shows in Dubai, South Africa and India. HBSA branded pavilions are also being set up at these shows to allow companies a cost-effective way of exhibiting
- Croner are now offering an additional free service of auditing documentation, primarily around employment contracts, to our membership
- There have been four recurrent issues on Council meeting agendas over the past year:

- Pre -cursor chemicals and the industry's need to self-regulate. After dialogue with the Home Office, the HBSA has sent out a booklet produced by the HO, regarding due diligence of chemical sales, to our membership. We will be putting together a list of recommendations for the HO to assist manufacturers and wholesalers navigate this issue and prevent inadvertent sale to criminals
- The HBSA is actively assisting The Hair and Barber Council in its bid for mandatory registration. The recent APPG meeting suggested that combining Hairdressers and Barbers, with, Beauty therapists would be "ambitious". We will be receiving an update on activities from Keith Conniford at our July meeting. Sarah Cawkwell encouraged Council members to try and speak with their local MP in order to motivate them to attend the next APPG meeting on the matter
- The HBSA has achieved some success in its progress with the NHS tender agreement process. Wig suppliers wishing to be included on the NHS tender must join the HBSA and sign up to the newly written code of practice. Special thanks go to Nick Allen
- We are continuing our work with the Cosmoprof Asia organisers to try and reduce problems with counterfeit products. Special thanks go to Ian Nutall

4. To receive the report for the accounts to December 31<sup>st</sup> 2017.

The full year-end accounts up to 31st December 2017 were circulated prior to the meeting. The main points raised were:

- The Association is making a loss of £3,525 for the financial year
- The turnover for the Association has decreased year on year (the main drivers are event income and membership)
- The cost of sales has decreased in line with the decrease in revenue
- Gross profit is £2,000 down on 2016
- Secretarial services are the same as 2016

It was noted that there may a change to the directorships on the accounts which is being checked with an accountant. Other than this minor change the accounts were presented as a true record and were voted on.

Proposed: Ian Nuttall, Seconded David Vickers. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

5. To elect those members who retire under Article 19.3 and who wish to re-join the Council.

*Sarah Cawkwell, Renscene*

Proposed by Peter Vans Agnew, Seconded by Paul Rossi. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Stephen MacDonough, Professional Beauty Systems*

Proposed by Dave Brunton, Seconded by Philip Steele. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Ian Nuttall, Conair*

Proposed by Peter Vans Agnew, Seconded by Dave Brunton. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Martyn Wady, The Wady Company*

Proposed by Sarah Cawkwell, Seconded by Dave Brunton. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Paul Rossi, Goldwell*

Proposed by Dave Brunton, Seconded by Nick Allen. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Philip Steele, Denman International*

Proposed by Stephen MacDonough, Seconded by Paul Rossi. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Rachael Cock, Sally Salon Services*

Proposed by Sarah Cawkwell, Seconded by Jon Hardwick. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

6. To elect new members to the Council under Article 19.3 of the Association's Articles

*Ian Aherne, Salon Supplies*

Proposed by Paul Rossi, Seconded by Dave Brunton. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*James Odell, L'Oreal Professionnel*

Proposed by Jayne Lewis-Orr, Seconded by Sarah Cawkwell. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Nick Scoon, Procare*

Proposed by Peter Vans Agnew, Seconded by Paul Rossi. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

*Richard Thomasson, Henkel*

Proposed by Peter Vans Agnew, Seconded by Jayne Lewis-Orr. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

7. To elect an honorary Treasurer as per Article 20.3 of the Association's Articles

*David Vickers, Rand Rocket Ltd*

Proposed: Martyn Wady, Seconded: Dave Brunton. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

8. It was agreed to increase the membership fees for wig suppliers in 2018-2019. Full membership will remain at £380 + VAT and Wig Supplier membership will increase to £315 + VAT.

Proposed: Martyn Wady, Seconded: Dave Brunton. This proposal was voted on and passed by the attendees. There were no votes against and no abstentions.

9. Any Other Business

There were no points raised under AOB and the meeting closed at 10.30am

Please note that the 2019 Annual General Meeting for the Association will take place on May 11th at 10.00am.