



FALCON FORUM – 23rd September 2022

Present – Peter McAllister, Kevin Campbell, Mary Kemp, Bruce McAdam, Mhairi Burt, Kerry Jackson, Wendy Rodgers, Randal Wallace, and Heather Aird.

Business Update

We had a week and a half of industrial action, and we now need to draw a line under it and crack on, we need to focus on customers and delivering quality products. The financial year has ended but it has been like being in a football team where we had nine months of winning and the last three exchanges drawing a few. The new financial year started on the 1st of this month and there are many challenges ahead with shortages, and although the government has capped energy rates at 4 times higher than what's in our budget and its only capped for 6 months. In commodities steel is up 33% it was 39% last year. We are heading into a tough spell where efficiency is really impacted.

We have done really well retaining our customers we have lost a few to our competition but the key area of focus is to make sure as much product goes out the door as possible. If we work together to get as much productivity as we can and try and escape some of the quality issues that can come from part building a product and finishing it later due to parts. Saying that we have a strong order book.

Pro-lite, the reality with this is that due to the increase in labour costs and the price of steel we now need to progress to end of life between now and the end of January 2023. The only exception to this is the LD22 which is one of our biggest sellers. To M & B.

Dominator 6 burner is close to the same position, but if we manufacture some outside where the cost to produce is lower and build some inside the overall cost to produce balances itself out. We will use capacity to build other products and there will be no impact, but the cost to manufacture is too high and we have to do something with it.

Thanks to everybody we have a healthy order book, but its down to how willing our customers are willing to wait our value is dropping slightly we have lost business and market share as our competition has better availability.

Our value has dropped slightly we have lost business and market share as our competition has better availability, we have a healthy order book but it's down to how willing our customers are to wait for their products.

The Dominator is going to change to a slightly more square edge. There will be more focus on induction we don't want to put too much resource into gas products.

Staff Committee

We are looking for volunteers from the office population to join a committee to discuss pay and benefits, the trade union do this on behalf of the factory population, and we feel it is only fair for the

office population to have an opportunity to do the same and have a voice. If anyone is interested in joining, please contact HR.

Macmillan Coffee Morning

We will be hosting a Macmillan coffee morning on Friday 30th September, cakes will be provided but please feel free to bake and bring along. Break times will be extended to 20 minutes, and you will have an opportunity to donate via a collection box or QR code.

Food bank and Toy bank

We will have a food bank and toy bank set up on the run up to Christmas, more details will be available nearer the time, but this will be given to a charity in the local area. Used toys can be donated as long as they are in working order.

Facilities

Water Fountain – 3 water fountains are on order we are just waiting on them being delivered.

Canteen – The canteen has been of the radar we have allocated some funds to Steve Dillon for replacing the area around the sink, some paint, roof tiles and carpet. Wendy to speak to Steve to see where we are with it.

Remove broken chairs and old books.

Hot water in the canteen

Vending Machines – Decaf coffee in the coffee machine and look at more variety and a review of the pricing for the ones in the canteen.

Ladies Toilets – Smells coming from the sinks and can we have some free toiletries.

Cleaning – Bins in the office area not being emptied, the staff entrance needs cleaned and cleaning products in the kitchen are not being refilled – Wendy to talk to cleaners.

Other Business

Fire – People were standing at the door. Kim and Peter have had a fire debrief with regards some of the issue that were highlighted from the fire. There will be a communication to remind everyone of what should happen in the event of a fire.

Safety Shoes – We have chosen a selection of safety shoes that comply with health & safety legislation for the areas everyone works in. We won't ask anyone to pay for these, this means it's fair to everyone and we know that these shoes are safe and fit for purpose. If anyone has an issue, they want to discuss then please either contact H&S or HR.

Welbilt take over – Ali bought Welbilt the takeover is complete; this is a good thing as it gives us more corporate buying power.

Covid safety messages – review our risk assessments and take down the signage we no longer need. Kim to review.