

Winter 2022

AGENTS NEWS

Journal of the Manufacturers' Agents' Association

Wishing you and yours a

Merry Christmas

and a

Happy and Prosperous

2023





Vice-President's Foreword

Dear MAA Members,

A warm welcome to our latest Agents News Magazine.

As we close off 2022, it's been another year of Change, Challenges and Opportunities.

In times of change the only thing certain is change. Change can come in many forms and can sometimes come in circumstances we have no control over. Accepting the loss of this control can be a very difficult thing to manage and deal with. Being able to take a

Step back and look at how we can tackle change, the things we can effect, is easier said than done especially with the multiple challenges we face currently.

Stoic philosopher Marcus Aurelius once wrote, "*You have power over your mind , not outside events. Realise this and you will find strength*". We Agents as Entrepreneurs seek out opportunities. There are always opportunities, even in the most challenging of times. As we move forward into 2023, take time to asses and explore opportunities, we may find there are many that already exist in our current businesses or find new opportunities that can transform our businesses.

Please reach out to fellow members and your MAA Area Advisors. We are working Agents. We are here and welcome contact.

Hope we can meet up more in the future.

Wish you all the very best for this Festive period and a very prosperous New Year.

Regards

Dave Cranston - Vice-President, December 2022



What's Inside This Issue?

MAA Incorporated 100 Years

Celebrating our Centenary of being incorporated with the Centenary Certificate from Companies House.

New Area Advisors Initiative

One of a number of exciting, new initiatives include the revision and refreshing of the Area Advisor roll.

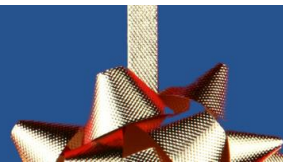
Hot Leads

See some of the latest opportunities with Manufacturers who are looking for Agents.

IUCAB ExCom Meeting 2022 Edinburgh, Scotland



The executive committee gathered for two days to collaborate on solutions to current problems facing Sales Agents and sharing knowledge and skills.



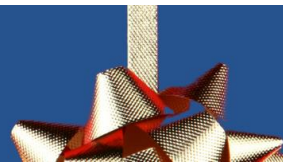
MAA Celebrates a Centenary of being Incorporated

Although founded in 1909, The MAA was officially incorporated on the 9th November 1922 and we are very proud to have received this Centenary Certificate from Companies House.

A huge thank you to all of our past and present Members, Council Members, Presidents, Vice-Presidents and Secretary Generals for your valuable contributions. We can't forget to thank also all our past and present Affiliates and International Associations for your support.

The MAA has a Member Referral Scheme

For every member you refer you will receive a £30 M&S voucher upon their successful registration. All you need to do is provide us with the name of the person you have referred to us and ensure they provide your name and membership number at registration and we'll do the rest.



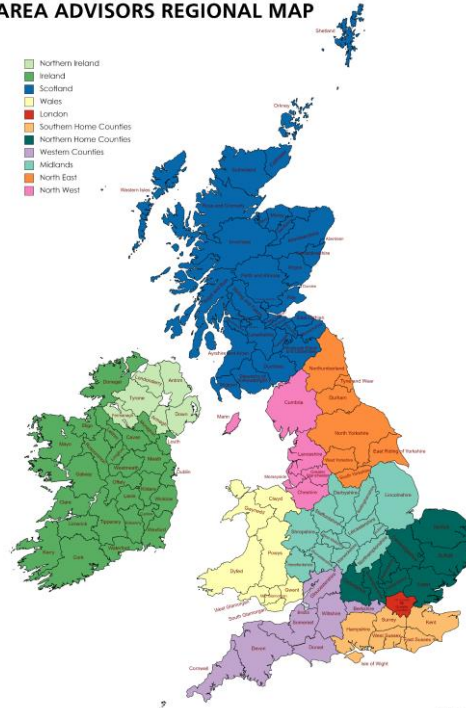
New Area Advisors Initiative

The MAA have been working on a number of exciting new initiatives over the last few months, one of which is the resurrection of MAA Area Advisors.

We have revised and refreshed the role and are currently filling the positions with some fresh, new faces.

The Area Advisors will be on hand to help and support members in their geographical area, as well as providing increased member engagement locally and nationally.

AREA ADVISORS REGIONAL MAP





IUCAB ExCom Meeting | Edinburgh, Scotland November 2022

The MAA hosted the annual IUCAB ExCom in November, welcoming European Sales Agent Association counterparts from France, Germany, Finland and Austria.



The Executive Committee gathered for 2 days where they focused on working collaboratively to discuss and solve current problems facing Sales Agents, sharing knowledge and skills and ultimately strengthening ties between their organisations and IUCAB.

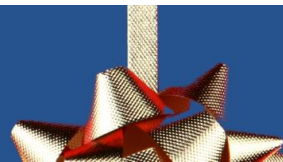


IUCAB ExCom Meeting | Edinburgh, Scotland | November 2022

We also took in some of Edinburgh's fascinating history and architecture with our European friends. They marvelled at the beauty and grandeur of Holyrood Palace and learned about the long history of Edinburgh Castle.



They also managed to sample some of the traditional local Scottish cuisine and visit the wonderfully festive Christmas Markets.





IUCAB ExCom Meeting Edinburgh, Scotland November 2022

We plan to continue working closely and strengthening ties with our European counterparts and IUCAB throughout 2023 and beyond, as the benefits this brings our Association and our Members are invaluable.

If you would like to find out more about IUCAB and how you can register on their B2B platform, ensuring you and your Agency are visible to European Principals, please contact us at info@thema.co.uk and we'll be in touch.

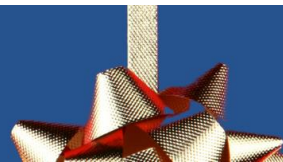


70th IUCAB Delegates Meeting & Congress

18-20 MAY
2023
BERLIN,
GERMANY

If you are interested in attending as an MAA Member, please email us at

info@thema.co.uk

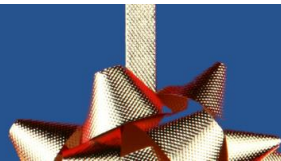




Here is the list of some of the current opportunities we have with Manufacturers in the UK and Europe who are looking for Agents.

We'll be circulating these regularly via our [Website](#) and [LinkedIn](#) page so please make sure you are following our company page for hot off the press opportunities.

1. Reference - 63509 Manufacturer - Electrical Comm & AV Products
 - Location - Japan
 - Market Classification - ELE2, ELE4
2. Reference - 62122 Manufacturer - Stainless Steel Equipment Design & Manufacture
 - Location: France
 - Market Classification: CON1
3. Reference - 62124 Manufacturer - Internal Lighting
 - Location: UK
 - Market Classification: ELE2, LIG1
4. Reference - 61181 Manufacturer - Electrical Wholesaler
 - Location: UK
 - Market Classification: ELE9
5. Reference - 59876 Manufacturer - Air Cleansing & Filtration
 - Location: UK
 - Market Classification: HEA2

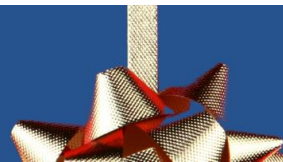


6. Reference - 61896 Manufacturer - Office Furniture
 - Location: Spain
 - Market Classification: FUR1, OFF1
7. Reference - 61596 Manufacturer - Air Cleansing & Filtration
 - Location: Ireland
 - Market Classification: HEA2
8. Reference - 59876 Manufacturer - Electrical Enclosures
 - Location: South Africa
 - Market Classification: ELE1, ELE3, ELE4, ELE8, ELE9, UTI1
9. Reference - 59490 Manufacturer - Plastic Injection Moulding Machines
 - Location: Europe
 - Market Classification: MAC1

If any of the above are of interest to you, please get in touch and quote the relevant reference number at info@thema.co.uk or on Tel: 01895605439.



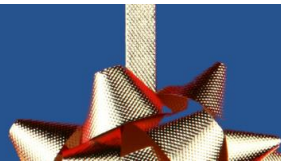
The poster features the MAA logo (SINCE 1899 The Manufacturers' Agents' Association) in the top left. To its right, the text 'AGM 2023 ANNUAL GENERAL MEETING' is displayed in blue, flanked by two green shamrocks. Below this, 'SAVE THE DATE' is written in blue. The date '20 JULY' is prominently shown in large green letters. The word 'Ireland' is written in a large, green, cursive font. At the bottom, it says 'IF YOU'RE INTERESTED IN ATTENDING, PLEASE EMAIL US AT INFO@THEMAA.CO.UK'. A decorative green vine with shamrocks is in the bottom right corner.



It just leaves us to say thanks to all the new members who joined in 2022 and of course, all of the members who provide continued support by renewing their membership every year.

We look forward to continuing to support you in 2023.

- Andrew Worboys
- Danny Gladish
- Simon Scott
- Prash Chauhan
- Lucy Walsh
- Cathy Vandeputte
- Charlotte Barrett
- Neil Makin
- Stephen Townsend
- Nick Beal
- Tony Kelly
- Frank Byrnes
- John Kemp
- Jason Quaife
- Anthony Healy
- Tracey Bowden
- Andrew Hulse
- Ian Foster
- Matthew Lightbown
- Kenny Wilson
- Geoff Hutchins
- David Ferguson



We
need you



*The MAA are looking for
enthusiastic and dedicated
members who would like to be
more involved in the MAA.*

*We are looking for
**COUNCIL MEMBERS &
AREA ADVISORS***

INTERESTED?

EMAIL US AT
INFO@THEMAA.CO.UK

DO WE HAVE ANY RECENT CHANGES TO YOUR DETAILS?

Have you recently moved or changed your phone number and/or email address?

Working in new market sectors or changed market sectors?

Please let us know to ensure your data is up to date to make the most of your membership.

Email us at info@thema.co.uk

Call us at 01895 605439

