

NEWSLETTER

The bond of quality product and first class installation



August 2020

MEMBER SURVEY

Thanks for a great response to the recent survey. A good cross-section of company sizes and demographics provided a broad range of feedback for the Federation Executive and Allnex to consider. The following were some of the points noted:

- Many members are rarely contacted directly by Allnex staff.
- Allnex has good market share of sales to Resin Flooring members.
- Allnex has less of a share of waterproofing and membrane roofing markets.
- Discretionary spending by members is positive towards Allnex products.
- Specification of Allnex products for pricing appears to be infrequent and needs addressing.
- 99% of Allnex spec's seen by members are priced in Allnex products
- Allnex have indicated that reps are currently doing more architects visits.
- Allnex have indicated that they intend increasing staff numbers.
- The new Allnex website is now active and there is a marketing person onboard.
- All members, bar 1, consider Allnex products are competitively priced
- 85% considered the Federation worthwhile and the conference of value.
- The Federation needs to keep reminding members of Federation benefits.
- Allnex is happy to make samples on request.
- Product training was seen as needing a boost.
- Allnex are proposing regional training seminars before Xmas 2020
- A number of new products are being worked on including a range of sealants

The Federation Executive and Allnex will continue to action these and other issues raised and report progress at the March conference.

OUTWARD BOUND SCHOLARSHIP

Congratulations to Andrei Vacaras, Operations Administrator at Access – Gunac, Auckland for his successful Allnex Contractors Federation Outward Bound application. Andrei is looking forward to learning leadership and communication skills that he can use to further develop his current administrator and scheduler roles and future roles in the company.

