Balfour BeattyGround Engineering



9th ISM London May 10-13th 2009 -Retrospective

Mark Hinton

BEng (Hons), MSc (Eng)

Head of Business Development



Held on HMS President









Anchusa class corvette
1918 commissioned as a
'Q' ship (Mystery Ship) –
disguised as a merchant
ship to attract U boats in
WW1, equipped with
hidden weapons



Who came along



- 77 Delegates for Conference
- 13 Companions

Rest of South Korea
World, 3

Europe,
43

North

America
, 31

 37 Delegates 1-Day Short Course Where were the Japanese?





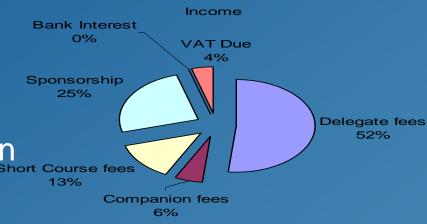
- Toronto
- 99 delegates
- 11 countries
- \$6,700 profit
- Sponsorship\$23,300

- London
- 77 delegates
- 10 countries
- \$10,000 profit
- Sponsorship\$21,500

A success!



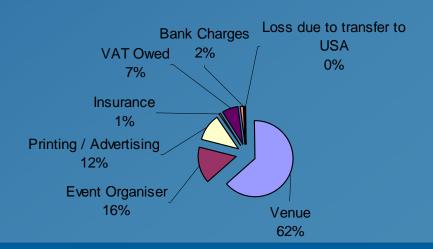
 Despite worst possible timing with global uncertainty as we entered world recession



 Profit Circa £10,000 (\$15,000 USD)



• Expense £47,000



Expense





- Sponsorship without it would have been a loss of circa £5,000
- The short course generally financially neutral we had hopes of 25% greater attendance – would have added directly to bottom line.
- Without Tutors cost being minimal would have made a loss on short course
- But considered worthwhile to stage course it spread the word about ISM and Micropiles



Couldn't have done it alone

- ISM UK Organising Committee
 - Mark Hinton Chairman BBGE
 - Mike TurnerApplied Geotechnical
 - Clif Kettle
 Bachy Soletanche
 - Stuart Bradshaw Treasurer Terrain Geotechnical
- Mary Ellen Bruce
- Special Thanks to HMS President staff who were excellent through out – especially Shaun

Memories SlideShow



Thank you for your time

