



Association For  
Audio Visual Professionals



membership  
benefits

**TRAINING**

**MEMBERSHIP**

**STANDARDS**

**SUPPORT**



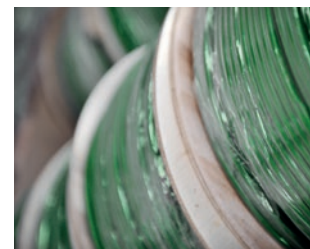
CAI was formed in 1978 to represent and establish standards in the rapidly growing TV signal reception industry. Although the technologies our members work with have developed beyond anyone's expectations since we formed, our core strengths remain the same.

We set industry standards and assess applications to join. Consumers who use a CAI member can be confident that the member they choose will have the skills and expertise necessary to complete their work to the expected standard.

We now represent businesses of all sizes from sole traders to multinationals, who specialise in many different areas of our industry. Members work in both the domestic and commercial sectors. Whether the CAI member is an installing company, consultant, distributor or manufacturer, they are all experts in their area of the audio, video & data reception and distribution industry.



[www.cai.org.uk](http://www.cai.org.uk)



## CAI's Focus

As well as the commercial benefits set out in the following pages we also continue to focus on:

- Offering members discounted training covering technical (including Aerial, Satellite, IRS, Fibre, Home Networking) and now Project Management and Digital Marketing.
- Developing Codes of Practice for the Industry; New versions of all our Codes of Practice have been issued or are in development, with updates as often as is practicable. They are developed with input from Installing Members, Manufacturer and Distributor Members, Broadcasters, Platform Operators, Network Operators, Ofcom, Cenelec, ETSI and BSI.
- Offering technical support and advice whenever required, including our Assessment and Technical Executive's time and expertise.
- Assessing all applicant members and existing members, enabling consumers to have confidence in members' work.
- Safe Working at height renewals at discounted rates.
- Publishing updates on Sky transponder listings, Freeview mux updates, general technical news and product news.
- Offering members, a listing on [www.getmeviewing.org.uk](http://www.getmeviewing.org.uk) - attracting over 40k visits per year, driving consumers and systems customers to CAI members.
- Providing access to CSCS cards via the CAI diploma for aerial and satellite engineers wanting to work on construction sites.
- Having input into the development of the various standards throughout Europe which impact our industry, ensuring CAI member's interests are represented.
- Representing member's interests to Ofcom, DUK, Broadcasters, SES/Astra, Eutelsat and The Broadband and Home Networking member Associations.
- Operating the existing Aerial and Cable Certification Schemes so members can be confident of using the right quality equipment, plus the new EICS certification for system equipment, ensuring compatibility from STB to LNB/Antenna.
- Plus, the many member benefits set out in the following pages.





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\*Offer is 50% off the monthly fee for the first six months after becoming endorsed. Eligibility criteria and an initial non-refundable assessment fee applies. Find out more at [trustedtraders.which.co.uk/confederation-of-aerial-industries](http://trustedtraders.which.co.uk/confederation-of-aerial-industries)





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Utility Aid are the only energy broker endorsed by CAI as they offer a bespoke policy tailored to our members' needs and requirements.

Utility Aid are dedicated to ethical energy provision and working in a way that is fair for all. They primarily work in the not-for-profit sector and are driven by the desire to help customers save time and money with their low-cost broking service – freeing you up to spend your resources elsewhere. They enable organisations to fulfil their mission, whatever that may be. They offer exceptional customer service via their six branches located up and down the country. Their team of Energy Specialists take the time to build relationships, understand and support every organisation and their needs as soon as they join.

Services include

- Free energy audit - they will review your current contracts and make recommendations based on your actual energy consumption: they never make guesses.
- Invoice validation (bill checking) on all your energy invoices - their team have returned over £1.2m to charities in the last year.
- Energy Management – an experienced account manager to answer all your questions as well as access to an energy analysis tool.
- Technology – a free Solar desktop analysis assessment to assess the potential of installing solar panels to generate energy.
- Support and guidance - they will guide you throughout the entire process: aid your understanding of energy sustainability and help you to reduce energy consumption through data management.

**Telephone:** 0808 1788 170

**Website:** [www.utility-aid.co.uk/contactform/CAI](http://www.utility-aid.co.uk/contactform/CAI)



Evolving Connectivity is the UK's leading trade show for content delivery. Each year the show is hosted by CAI and attracts installers and industry colleagues to the event which showcases new products and gives an insight into the industries future through keynote speaker talks.

CAI members wishing to exhibit receive discounted stand space, saving £65 per square metre by being a CAI member. To find out more contact Amanda Ward.

**Telephone:** 01923 803030

**Email:** [amanda.ward@cai.org.uk](mailto:amanda.ward@cai.org.uk)

**Website:** [www.evolvingconnectivity.com](http://www.evolvingconnectivity.com)



**approvedbusiness.co.uk**

Approved Business is a business-to-business platform connecting both users and businesses together quickly and successfully. With clear and precise company profiles as well as category specific quote forms, visitors are able to find what they are looking for at a click of a button. Their highly effective marketing and advertising opportunities are designed to save you time and money on your marketing strategy whilst delivering invaluable, real results. Their skilled editorial team and designers take the pressure away by enhancing your corporate image, mirroring your company website and designing a unique profile page, generating highly targeted traffic to your website.

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- Monitor your traffic through the very latest tracking software

CAI members are being offered a 12-month featured listing for a special price of £295 + VAT (usually £695). Included is full design of the business listing and support throughout the year. To obtain this exclusive offer, CAI members must quote the offer code on the Approved Business Enquiry Form. Offer code is located in the members only section of 'My CAI'.

**Contact Name:** Billy Simms

**Telephone:** 01474 557208

**Email:** [info@approvedbusiness.co.uk](mailto:info@approvedbusiness.co.uk)

**Website:** [www.approvedbusiness.co.uk](http://www.approvedbusiness.co.uk)





# EVOLUTION



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## CAI FOUNDATION DIPLOMA IN SIGNAL RECEPTION QUALIFIES YOU FOR A SKILLS CARD

### Route 1

Must have more than 5 years' experience.

#### Requirements:

CITB Health Safety & Environment  
'Specialist Work at Height' Test  
Electrical Safety for Signal  
Reception Systems  
Safe Working at Heights Certificate  
Work Based Assessment

### Route 2

No previous experience required.

#### Requirements:

CITB Health Safety & Environment  
'Specialist Work at Height' Test  
Electrical Safety for Signal  
Reception Systems  
Essential Principles for Installers  
Safe Working at Heights Certificate  
Work Based Assessment

&

#### Complete 2 of the following courses:

Basic Aerial & Satellite Installation  
Fibre Optics in Signal Distribution  
Home Networking & Connectivity  
IRS Networks Stage 1



Contact the CAI Training team on: **01923 803030**  
or email: **amanda.ward@cai.org.uk** for a quote.



# FLEET AND COMMERCIAL

Fleet and Commercial is a CAI approved insurance partner, meaning that we are able to offer CAI members competitive pricing and excellent service across a wide range of insurance services.



## ABOUT US:

We pride ourselves on bringing a fresh approach to insurance broking, with dedicated skilled account handlers that can provide advice and guide you with your insurance needs only a short phone call or email away.

We specialise in commercial insurance products for businesses like yours, so understand the need for a quick and efficient service that allows no margin for compromise when delivering the right policy for you.

We are able to provide cover not only for Aerial Installers but also TV & Satellite Installers/Engineers, Alarm Installation, Home Automation, Automatic Gate/Entry System installers or any other business activities you are involved with.

We use a panel of insurers who understand the needs of CAI members, and their policies can include the following covers:

- Unlimited Height Limits
- Professional Indemnity extensions
- Defective Workmanship and Rectification of work cover
- Damage to the item being worked upon
- Financial Loss
- Environmental Clean-up costs
- Alarm / security device failure
- Inefficacy (failure to perform)
- Removal of customers goods

We can offer CAI members tailored packages for Public, Products & Employers Liability, Stock & Contents, Personal Accident & Professional Indemnity insurance along with all of our other services.

## CONTACT US:

Contact us now for a quote and to see what we could do for your business - just let us know you are CAI members!

✉ [james.archer@fleetandcommercial.co.uk](mailto:james.archer@fleetandcommercial.co.uk)

☎ 01993 843 040



Check out our socials!  
@Fleet and Commercial

[www.fleetandcommercial.co.uk](http://www.fleetandcommercial.co.uk)

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