



QUALITY BY ASSOCIATION

Comment

## CFA comment



**The chief executive officer: Richard Catt**

# CFA gives thumbs up to Harrogate Show

HARROGATE 2009 was particularly good for the CFA. Working from the newly designed **CFJ** stand, each day was filled with pre-arranged and impromptu meetings across the whole of our membership spectrum. As it should be at an exhibition, I didn't draw breath until 4pm each day when a quick call to the office was on the agenda. Although Harrogate has historically always been a residential show, I was very pleased with how well it worked for us.

It was only at the show that I learnt of plans by UBM to move the National Floor Show to Birmingham. It was interesting to hear initial reactions of those attending and my overall impression was that most exhibitors would prefer to stay at Harrogate.

The Harrogate exhibition centre has a 'charm' all of its own, which some question, but the other important element is the facilities that the town offers.

Put more directly, much of the business at Harrogate, relationships renewed and contracts signed, is done outside the exhibition halls. In these terms, access to restaurants and hotels for the floor show is near perfect at Harrogate with only perhaps Manchester's GMEX offering a suitable direct comparison or alternative.

So it was no surprise that I learnt that David Wildman has booked the Harrogate venue for an alternative show from September 5-7, 2010. CFJ have already confirmed that they will have a stand, as well as, I understand, a number of CFA manufacturer members.

So the decision as to which show the CFA will be attending has essentially been made. Ultimately we will go where the trade and our members want to be and that currently appears to be Harrogate.

On an entirely different, but no less topical note: Economic conditions continue to be tough and if the CPA's recent forecasts prove as accurate as they

historically have been (see the member's area of the CFA website for a copy) things are unlikely to get better in the early part of 2010. Among other headlines, they predict a further 2% decline in construction output in 2010 before returning to growth in 2011.

Nevertheless, there is a lot going on that has the potential to shape our industry for the future. In terms of legislation, one of the most significant things we have been working on in conjunction with the NSCC is a response to HMRC consultation on what they have termed as 'false self employment in construction' under the taxation of workers banner.

Essentially the Government is proposing to introduce legislation which deems workers that are neither directly employed nor genuinely self employed as workers in receipt of employment income. It would come as no surprise that this will of course benefit the exchequer. Criteria for this new category are proposed to include: 'Provision of all materials - that a person provides all materials required to complete a job....'

In our capacity representing you on such matters we have been working with NSCC to draw up a robust response to this consultation. In terms of the above criteria, we point out that bulk purchasing power often has influence on the supply chain for materials.

We will, of course, keep you updated on the progress of consultation either in CFJ or the member's area of the CFA website. Should you have any questions on any of the above, please don't hesitate to contact us at the CFA offices on **T: 0115 941 1126** or visit our website **www.cfa.org.uk**

It's been a difficult year, so I'm sure we are all looking forward to Christmas festivities. Therefore let me pass on good wishes from the team at the CFA office, and the CFA council, for a Happy Christmas and a more prosperous new year.



**CFA president: John Alcock**

# Want to know what's in it for you? There's plenty!

ANOTHER month has passed and another regional meeting was attended. This one attracted good numbers, including contractors, although it would have been nice to see more to balance the usual representatives of manufacturers.

I know I keep banging on about it, but there were two very good presentations, which benefited contractors present enormously.

One was on sustainability, which like it or not, is something that will impact on the day-to-day operations of contractors; the

other presentation was on the benefits of the CFA and the NSCC (National Specialist Constructors Council).

My feeling is that many contractors are just not aware of what they can get from the CFA and NSCC. The presentations were enlightening, highlighting examples as funding available for apprenticeships, and the Builders Profile, which basically means that if you're bidding for several jobs, you only have fill out the form once. It's like an online company

CV and means you don't have to waste time inputting the same information again and again. These were just two of the items well received by contractors who attended.

I think presentations and information like this are really valuable and should be of interest to all contractors. Obviously regional meetings are not ideal to widely disseminate such information as they are often so poorly attended. So how else can

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# Want to know what's in it for you? There's plenty!

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we give you the facts and benefits to you?

If contractors can't be bothered to go to a meeting, would they be any more likely to open a web page to check on the latest information? Would a web-based approach make a contractor more likely to ask questions?

I know I keep going on about it,

but as I only have six months or so left as CFA president, I think it is worth a re-visit. I really believe that the regional meetings are ideal, as not only do you get to pick up valuable information, but it is also a great opportunity to network and exchange ideas face-to-face. And this cannot be achieved online.

That said, I would be really happy to use and promote

whatever medium works best if it means getting the information across to you; you only have to tell me.

As much as the CFA's job is to provide information and support, to get the best out of the association means you putting a little bit in yourselves, even if it's only to tell us how you like your info.

Sometimes it is worth remembering that it is YOUR association and therefore up to you to help shape it. Your feedback and input is valuable and it doesn't have to be all positive either. But if you don't participate you may be missing out on more than you realise, and it may be information valuable to your bottom line!

## Return for FITA sponsors

SPONSORS are returning to FITA (Flooring Industry Training Association) to allow for the provision of training at the most cost effective price possible. Despite the difficult economic climate, all FITA's sponsors are back for 2010.

Benefits to sponsors include having product information given to course delegates and displayed in the FITA library, while sponsors' products are used on courses. Their banners are displayed in the FITA training centre and logos features on trade magazine advertisements. Sponsors' products are demonstrated at exhibitions and other events wherever possible. For example at Interbuild a number of sponsors' products were featured in FITA demonstrations. (pictured right)

FITA recently signed on a new sponsor Unifloor, manufacturer of specialist sound insulation products for subfloors, including Jumpax. Meanwhile, F Ball and Co, Blaklader, Polyflor, Balterio, John Butler Contracts and Courtis Contract are among the companies continue to support the FITA training venture.

New sponsors are always welcome. Training is, of course, vital to the flooring industry and companies considering helping out are invited to contact the FITA office. Packages can be tailored to suit all budgets. **T: 0115 941 1126**

## CFA meets 'Dragon Slayer'

A BUSINESSMAN who featured in the tv series Dragon's Den recently addressed the CFA environmental committee. Paul Tinton of Prowaste Management Services won support from Dragon Deborah Meaden when he appeared on the show last year.

Paul reminded CFA members how site waste management plans impact on contractors and sub-contracts. He outlined best practice for on-site waste management and separation, plus available options for recycling.



Prowaste, established three years ago, is committed to recycling and reducing landfill. **www.prowaste.co.uk T: 0800 612 2027**

## Help with customer service

A PRESENTATION on BRE Construction Lean Improvement Programme was given to a CFA manufacturers' meeting recently. Addressing an audience of over 30 manufacturer members, Aaron McDonald of the Building Research Establishment explained that the lean improvement programme was created in 2003 to support the UK construction industry to improve financial performance.

It is also designed to help firms provide a better product and service to customers and to cope with skills shortage.

BRE operates across the whole construction supply chain from raw materials suppliers and processors to manufacturer and contractors.

The techniques apply to manufacturing and administration processes and BRE has an library of clients who can demonstrate real cost

benefits from the programme.

A copy of Aaron's presentation is available by emailing [info@cfa.org.uk](mailto:info@cfa.org.uk) or on the URL: <http://www.bre.co.uk/page.jsp?id=355>

## £50 refund for CSCS fitters

THE CFA Anglia region has elected a new chairman, Jonathan Ardley, of Ardex. The region's latest meeting was hosted by Altro in Letchworth when the CFA members were welcomed by the md of Altro, Richard Kahn.

Richard Catt outlined the benefits available to CFA members, specifically mentioning free credit checks through NSCC and the fact that members' listing on the CFA website has a good potential to attract business.

Tracey Perry from Altro explained the company's adoption of the practice of sustainability, including a major project in conjunction with Tarkett and Polyflor to recycle waste material and off cuts.

Suzannah Nichol then spoke on the work of the NSCC, including an update on the Fair Payment Campaign and the Builders Profile which is clearly gaining momentum and attracting more and more main contractors to accept this method of prequalification with the enormous benefit of easy online access, while enabling flooring contractors to have to fill out the information only once. CFA members get this service for the reduced rate of £199.

Suzannah also reminded members that they can obtain a £50 refund from NSCC (through their CFA membership) for any fitter they register with a CSCS card.

**Aaron McDonald of the Building Research Establishing addresses a CFA manufacturers' meeting, explaining BRE's Construction Lean Improvement Programme**

