

# Team to run National Floor Show



**Bottom row (from left to right):** Abigail Maas, field sales executive; Sunny Patel, group sales manager; Andrew Vaughan, event director; Sam Cande, sales director; and David Del Greco, sales executive. **Top row:** Chloe Brownnett, event administrator; Charlotte Cowdrey, event coordinator; Isabel Hokken, PR & marketing assistant; Kali Nicholson, senior marketing manager; Claire Corbett, senior financial analyst; Sam Fisher, PR manager; Lucy Cheeseman, PR executive; Mirabelle Chatterjee, group operations director; and Isabelle Ansell, operations manager

GROUP sales manager at UBM Live, Sunny Patel, who is organising the National Floor Show at the NEC in Birmingham (September 7-9), reports that the event is gaining momentum,

'We're thrilled with its progress,' Sunny tells **CFJ**.

She adds: 'Some of my contacts within the industry have previously thought that I work out of a small office with only a cup of tea for company! So I'd like to reassure you that this couldn't be further from the truth.'

She explains that UBM Live is a multinational company, owning 40 exhibitions, 12 publications and 15 digital products and awards shows.

Each year its shows are reportedly attended by 250,000 marketers, with over 100,000 professionals receiving UBM Live publications; and each month its websites generate over 1m page impressions.

UBM Live has been running National Floor Show for the past nine years, reportedly attracting over 4,000 visitors and up to 276 exhibitors annually.

The team directly involved with National Floor Show 2010 includes 20 experienced professionals who are specialists in specific fields, including sales, marketing, PR, operations and administration.

UBM Live claims that the National Floor Show is the UK's only 'official' national flooring show.

UBM Live has also released a list of firms which have reportedly



'signed on the dotted line' for the National Floor Show at the NEC.

These are: **Adore Floors; Anisa Carpets; Asiatic Carpets; Associated Weavers; AT Industries; Bajong Carpets;**

**Bright Ideas; C & H Distribution; Classic Collection; Dinarsu; Ecovisse; CFR; Central Flooring; Beds Flooring; Cheshires of Nottingham; MCD Kidderminster; Garrad Waters; KJC Carpets; Janser UK; Karndeian; Laser Measure UK; Oriental Carpets & Rugs; Serdim Hali; Shaanxi Aoke Wood; T L Elliott & Co; Unnatural Flooring.**

■ T: 0207 921 8415

■ [www.nationalfloorshow.co.uk](http://www.nationalfloorshow.co.uk)

## Do you plan to exhibit purely for pleasure?

### 'This show's for serious exhibitors!'

**EXPRESSING** disappointment that the flooring industry is being 'forced' to choose between two events, Sunny Patel asks: **Are you exhibiting at a flooring show for a) real business or b) solely for pleasure?**

If you are out for 'real business', she asks a second question: **Would you prefer to invest in an experienced exhibition company that has the long-term interests of the flooring industry at its heart?**

If your answer is 'yes', she says: 'Then we can deliver this for you, whilst also providing a fantastic social programme! The NEC is a first class venue. We can help drive your business forward and deliver a real return on your investment.'

She adds: 'Myself and the team plan to make National Floor Show 2010 a truly exceptional event that the flooring industry can be proud of. We think its about time that the event started to live up to its name and become a truly national event, another regional show would not represent how fantastic this industry is.'

'UBM Live are prepared to invest in the show's long-term future. We have the full support of our board, which means that the industry will be able to benefit from our commitment to the event.'

'We are working to provide the flooring industry with an exceptional show; we have the resources and enthusiasm to provide the content the event needs to survive.'

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## Flowcrete wins Interbuild 'best at show' award

**FLOWCRETE** won the Best At Show Award at Interbuild Specifier with its Floorzone concept designed to cater for the complete floor area. It incorporates the Isocrete acoustic K system, Isowarm underfloor heating, Isocrete K-Screed and decorative resin finishes.

The Floorzone package is manufactured by Flowcrete and installed by the company's approved contractors.

The product's benefits are said to include heating out of sight with no risk of injuries from hot surfaces. This system is also claimed to give up to 30% of energy savings compared to conventional heating systems while delivering a healthier environment. ■ [www.flowcrete.com](http://www.flowcrete.com)

**David Pierpoint, left, Interbuild event director, with Tom Dossett, Flowcrete Midlands area specification manager**



## Business in brief

### Credit insurance worries

There is still no easing in the credit insurance market, say two-thirds of Construction Products Association members in a new survey. Most report they are still struggling to get any cover at all on many contracts.

### Cement sales fall 20%

Sales of aggregates and cement fell 20% in Q3 2009 compared with the same period of 2008, says the Mineral Products Association. Ready mixed concrete sales fell 26% and asphalt 17%.

### Wood firms 'are at risk'

Over 30 UK wood flooring firms could change ownership in the current economic climate, claims Plimsoll. It describes it as a buyers market for cash rich companies.

### Topps slips slightly

Topps Tiles' annual profit fell 45% to £16.3m, but the firm sees signs of a return to stability. Group revenue fell 10.6% to £186.1m, with sales down 13.5% and gross margin down 3.5% to 58.3%.

### Call to cut VAT on repairs

Garvis Snook, chief executive of main contractor Rok, has written to the chancellor asking him to cut VAT on property repairs to 5% to protect construction jobs.

### Job agencies warned

The Employment Agency Standards inspectorate (EAS) is warning 11 agencies which advertised for asbestos removal workers without properly checking health and safety implications. The pay and work rights helpline has information on employers' legal obligations. T: 0800 917 2368

### Mezzanine firms for grabs

The UK mezzanine flooring industry is facing consolidation with one in six firms possibly changing their ownership, says Plimsoll, which analyses 195 mezzanine firms, claiming that 19 of them could make acquisitions.

### China builders to beat US

China will overtake the US to become the world's largest construction market in 2018, says a new Global Construction report. It predicts that Nigeria will become the world's fastest growing construction market by 2020, followed by India and Poland.

### Rug fetches £2.6m

A rare Safavid silk and metal-thread prayer rug from late 16th century Persia sold for £2.6m at Sothebys recently. There were five bidders.

# Move to target debtor firms that cut and run

A NEW call for action on 'phoenix' firms which leave small businesses unpaid after going bust has been made by the Forum of Private Business (FPB).

The flooring industry, in particular, is plagued by the serious problem of insolvent companies that start again under a different name owing small creditors thousands of pounds.

The Office of Fair Trading is holding an investigation into the corporate insolvency market. The FPB, which has been called to give submissions to the OFT inquiry, wants to focus on 'phoenix' firms and their directors who abuse the liquidation process.

Matt Goodman, the FPB's policy representative, comments: 'When a business goes bust, banks and the government take their cut, but what about the small business which has supplied that company and has never been paid?'

'We have to focus on previously insolvent companies which have wiped the slate clean of debts and carried on trading and where that leaves its small creditors struggling with their own finances.'

'The review must find ways to help isolate and correct the problem.'

A 'phoenix' firm exists where the assets of one limited company facing liquidation are moved to another business. Often, some or all of the directors remain and the new business frequently operates in the same area as its predecessor.

For example, bankrupt flooring retailers sometimes open a new



**'We must take action against insolvent companies that start up again under a different name, leaving small creditors unpaid'**

– Matt Goodman, Forum of Private Business

outlet down the road, and major contractors going bust leave their sub-contractors without a penny.

It is legal to form a new business from the remnants of a failed company.

However, unsecured creditors, especially, rarely receive adequate recompense and company directors can transfer the assets of a failing company at less than the market value before the insolvency process begins, reducing the funds available to creditors.

The Better Payment Practice Campaign found that a quarter of UK companies have fallen foul of 'phoenix' companies.

And in a recent FPB survey, cashflow worries as a result of payment problems were voted as the number one concern of the members surveyed. Almost a quarter of respondents (23%) cited cashflow as their biggest headache – more than a lack of sales, complying with health & safety regulations and even restrictions in credit.

In all, 42% of respondents in the FPB survey reported a deterioration in payments, including failed payments arising from debtors becoming insolvent.

The situation is getting worse. The Insolvency Service reports

4,716 compulsory liquidations and creditors' voluntary liquidations in the third quarter of 2009, a rise of nearly 15% compared to the same period a year ago.

Coinciding with the OFT's investigation, an Early Day Motion (EDM) calling on the Government to conduct a review of the UK's insolvency laws to protect unsecured creditors has now been signed by more than 30 MPs.

One of them, Dai Davies, the Independent MP for Blaenau Gwent in south Wales, says problems associated with 'phoenix' companies are adding to employment woes.

'Constituencies like mine, which have seen a huge decline in traditional jobs such as manufacturing, coal and steel, increasingly rely on family businesses and smaller employers, particularly those providing work for 10-15 people,' says Mr Davies.

'These companies need cashflow. Yet bigger businesses abuse them by building up debts then changing their names overnight and starting again. The liquidation process means the taxman gets most of the money and smaller creditors are left with nothing.'

■ [www.fpb.org](http://www.fpb.org)

## Steico snaps up exclusive wholesaler Puhoswood



**Steico, now including Puhoswood, supply a range of construction and insulation products**

**STEICO** has acquired Puhoswood, wholly owned UK subsidiary of Puhos Board Oy. It's a year since Steico appointed Puhoswood as its exclusive wholesaler.

The range of construction and insulation products made by the Steico Group; namely i-joists, wall studs and LVL (laminated veneer lumber), with natural wood fibre and hemp based insulation in both flexible and pre-formed panel formats, will now be complemented by flooring deck products such as Weather Dek2 and Sprucefloor.

Steico aims to become the largest i-joist supplier to the UK market by 2012. The company's projections show a 15% increase in market share in 2009 which will accelerate opportunities for growth and profitability. Steico AG recently posted a first half profit before interest and tax of £3.01m on a turnover of £46m and is forecasting profits of £5.2m on sales of £98m for the full year 2009.

■ T: 01634 733220 ■ [www.steico.com](http://www.steico.com)

## Industry in brief

### NSCC welcomes CRA

The Concrete Repair Association (CRA) has been accepted as a member of the National Specialist Contractors' Council (NSCC). CRA represents 35 specialist contractors, product manufacturers and suppliers in concrete repair. [www.nsc.org.uk](http://www.nsc.org.uk) [www.cra.org.uk](http://www.cra.org.uk)

### ASDA joins CPA

Retail giant ASDA has joined the Construction Products Association in a bid to improve its ties with specialist sub-contractors and product suppliers.

### Shopfitters get card

The National Association of Shopfitters (NAS) has launched a Shopfitter Competency Card for everyone in the sector to demonstrate competence, qualifications and health & safety awareness. T: 01883 624961

### Swiftec customer site

Swiftec, supplier of construction site protection products, has a new website in response to customer requests. T: 0800 0740004 [www.swiftec.co.uk](http://www.swiftec.co.uk)

### FerFA Terrazzo guide

The Resin Flooring Association (FerFA) has published a guide to seamless resin terrazzo, including creating a terrazzo floor, selection criteria, detailing and cleaning & maintenance. [www.ferfa.org.uk](http://www.ferfa.org.uk)

### QS lands chief's job

Quantity surveyor Paul Morrell, former partner of construction consultants Davis Langdon and deputy chair of the commission for architecture and built environment (CABE), is the government's first chief construction adviser, a three-day a week job earning £120,000.

### New floors website

North Yorkshire Timber has a new-look website featuring quality hardwood flooring plus accessories, including skirting boards, architraves and floor installation products. [www.flooringanddoors.co.uk](http://www.flooringanddoors.co.uk)

### Snickers for charity

Snickers Workwear raised £2,700 at Interbuild for two children's charities, Children in Need and Browning House, Leeds. Visitors were asked for £2 donations for tape measures from Snickers' sister company, Fisco Tools.

### Screwfix hits 100

After 30 years of supplying tools, hardware and accessories to tradesmen, Screwfix has issued its 100th catalogue. [www.screwfix.com](http://www.screwfix.com)

# Bostik steps forward as new FITA sponsor

**BOSTIK** has applied to become a full sponsor of FITA (Flooring Industry Training Association). Thanks go to CFA president John Alcock, who also works for Bostik.

Richard Catt, of FITA, says: 'Here is another leading company which sees the commercial value of supporting FITA.'

A package of benefits is offered to sponsors who can commit to various levels of sponsorship.

The role and influence of FITA is being increasingly recognised across the commercial spectrum with major companies like Marks & Spencer nominating FITA as its preferred supplier of training.

Another new FITA sponsor, recently announced, is **UNIFLOOR**,



which manufactures Jumpax.

Current FITA sponsors include: **F BALL AND CO, BLAKLADER WORKWEAR, BALTERIO, JOHN BUTLER CONTRACTS, COURTIS CONTRACTS and POLYFLOR.**

Official supporters of FITA include Interfloor which has held demonstrations for sponsors.

Among other FITA supporters, most of whom supply materials for training, are **ARDEX, BROOKS TIMBER, FESTOOL, GERFLOR, JUNCKERS, MOZART BLADES,**

**POWER ADHESIVES, SPOTNAILS MAESTRI, T&R FLOORCOVERING DISTRIBUTORS, TACWISE, VICTORIA CARPETS and WERNER MULLER.**

See list of upcoming FITA courses on page 22.

If you would like an information pack with details of its various sponsorship packages please contact FITA.

- Email: [info@fita.co.uk](mailto:info@fita.co.uk)
- T: 0115 950 6836
- [www.fita.co.uk](http://www.fita.co.uk)

## Industry in brief

### Wood safety DVD is out

A new Health & Safety Executive DVD for the woodworking sector explains a good strategy and shows that most woodworking machinery accidents are preventable simply by ensuring operators are trained and supervised. T: 01787 881165 <http://books.hse.gov.uk>

### FTBA gives helping hand

A former carpet salesman in Scotland, aged only 36, without a family income, and recently diagnosed with advanced rectal cancer has received a £300 grant from the Furnishing Trades' Benevolent Association for special bedding he will need after a major operation. FTBA also gave £500 to the 80-year-old widow of a floorlayer for a new bed after 40 years in the old one. [www.ftba.co.uk](http://www.ftba.co.uk)

### Left-handers for golf

Southpaw Open, the annual charity tournament for left-handed golfers, organised by Rotary Club of Bournemouth North, takes place on Friday June 11 at Canford Magna Golf Club in Wimborne, Dorset, in aid of Julia's House, the Dorset Children's Hospice. Entry fee is £50 a player or £180 for a team of four. Details from Stan Webb. T: 01202 768184 M: 07956226942 Email: [stanwebb@btinternet.com](mailto:stanwebb@btinternet.com)

### Interiors seminars

The seminar programme at the Interiors Show (January 24-27) at the NEC, Birmingham, include your online audience, future colour trends and how to prevent your products from being ripped off. [www.interiorsbirmingham.com](http://www.interiorsbirmingham.com)

## World tiling champ tests Rotozip saws



Mirco testing a Rotozip saw

WORLD champion wall and floor tiler, Mirco Tschenett has tested two spiral saws from **ROTOZIP**, reportedly with outstanding results.

Mirco, 21, from Switzerland, achieved championship status at the 39th Worldskills International held in Shizuoka, Japan, recently.

He tested the RotoZip RZ3 and RZ5 for creating intricate dry cuts. Later he commented: 'The ease with which the spiral saws cut even the hardest tile is amazing.'

The RZ3 and RZ5 are described as lightweight, robust spiral saws delivering a no-load speed of

30,000 rpm, with rated power inputs of 500W and 600W respectively. When used with the X-Core and Diamond Floor Tile XBIT, the RZ3 and RZ5 are designed to produce difficult freehand dry-cuts in the toughest of tiling materials.

The X-Core is made using vacuum brazing technology at temperatures of over 1000degC to guarantee longer life expectancy, faster speeds than conventional drill bits and the ability to make clear cuts without blow-outs.

- [www.rotozip.com](http://www.rotozip.com)

## THE GLUES BROTHERS by Bob Lawton

