



contract contact

NEWS & UPDATES FROM THE CONTRACT FLOORING ASSOCIATION

Stand out from the crowd

by Richard Catt - Contract Flooring Association Chief Executive

In this first edition of the Contract Flooring Association's new newsletter, I'd like to take this opportunity to remind you how the CFA can help your company stand out from the crowd.

Since beginning my new role as Chief Executive Officer in October last year, I have met a number of members – both old and new – who tell me an important reason why they joined is that a growing number of public and private sector organisations now specify the use of a CFA contractor as basic criteria. What a powerful message to companies considering joining us.

As we move through 2008 I want to be certain that benefits of using a CFA contractor are apparent to even more architects, designers, main contractors and end-users.

ADVANTAGE

CFA membership underlines the basic values of good business practice in our industry, giving a real competitive advantage when selling your services to clients, including being up to date with British Standard Codes of Practice, Employment Law and Health and Safety. There is also a range of member helplines and services, which can be found on page three. And in the worst case scenario, the CFA offers a site inspection service to contractor members involved in installation disputes.

Some of these benefits immediately impress potential clients demonstrating a professional business approach. The CFA also plays a major part in shaping our industry through representation on standards committees, as well as influencing the Government through associate membership of organisations such as the National Specialist Contractors Council (NSCC) and the Construction Products Association (CPA). In conjunction with these organisations the CFA offers a genuine and direct voice to Government, influencing legislations

for the benefit of the contractor and manufacturer. Because the CFA is split into four main categories – Contractors, Distributors, Manufacturers and Consultants – there's a fantastic opportunity for widespread networking, through our committees, the members' area of our website, and our regional meetings.

We have a wonderful base from which to work, and I think you'll find that we're moving into a new era during 2008, with some interesting projects in the pipeline.



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BOOK YOUR FITA TRAINING PLACES NOW

A variety of specialist training courses are available at the Flooring Industry Training Association's two regional centres (Loughborough in Leicestershire, and Nelson in Lancashire).

All our courses are run continuously throughout the year at both training centres, popular courses include:

- Commercial Vinyl Fitting (Safety and Solid Vinyl)
- Understanding Moisture
- Timber fitting courses (from Basic to Advanced)
- Sanding and Sealing
- Carpet fitting courses (from basic to advanced)
- Estimating & Planning
- Laminate & Floating Wood and many more.

The full range of courses and fees can be found on the FITA website, www.fita.co.uk. Course booking forms are available for download from the site or alternatively from the FITA office by calling 0115 950 6836.

Courses are open to non-members but naturally CFA members are entitled to discounts.

Stamp of approval

By STEWART BINT, of Schlüter-Systems Ltd, World Market Leader in Essential Protection for Floor Tiling

Derby based Central Flooring (UK) Ltd joined the CFA late last year to gain an industry recognised 'stamp of approval'. Proprietor and Director Mark Andrew says: "We believe CFA membership is important to demonstrate that our company operates in accordance with, and exceeds, industry standards, whilst having the support of the UK's flooring industry behind us."

Due to the professional service, quality products and workmanship Central Flooring gain a lot of repeat business and are proud to have names such as: Natwest, Royal Bank of Scotland, Audi, Brewers Fayre and Comet as regular clients on their portfolio.

The team feel that CFA membership offers a strong edge to enforce the company's credibility when competing for business with new clients, against non CFA registered companies.

Due to the continued expansion, success and diversification of the business Central Flooring have recently moved from 130m² premises in the city centre to a 500m² site on the outskirts of Derby offering significant logistic advantages and further development opportunities.

Established in 2001 they have built a reputation for providing quality products and services across the Midlands and throughout the UK.

The team is Mark, the director, who manages the business and the contracts, along with Project Manager Kean Folley, who shares a business development role with Marketing Manager Clare Gerrard. Currently operating with 20 employees: Store Operatives, Accounts and 16 fitters including 4 trainees, Mark is a firm believer in fitter training and achievement, having already lined up the apprentices for CITB training in September and may use FITA to provide them with further training and experience before then.

DIVERSIFICATION

Central Flooring supply and install all types of quality floor coverings: subfloor compounds & treatments, vinyls, carpet tiles, carpets, design flooring, laminates, linoleum and various flooring accessories.

Recently, further diversification into ceramics provided the opportunity to carry out tiling in the flagship stores at La Senza which were fitted in sleek black granite floor tiles.

Working all across the UK they have recently tendered for a large contract in Jersey, and also



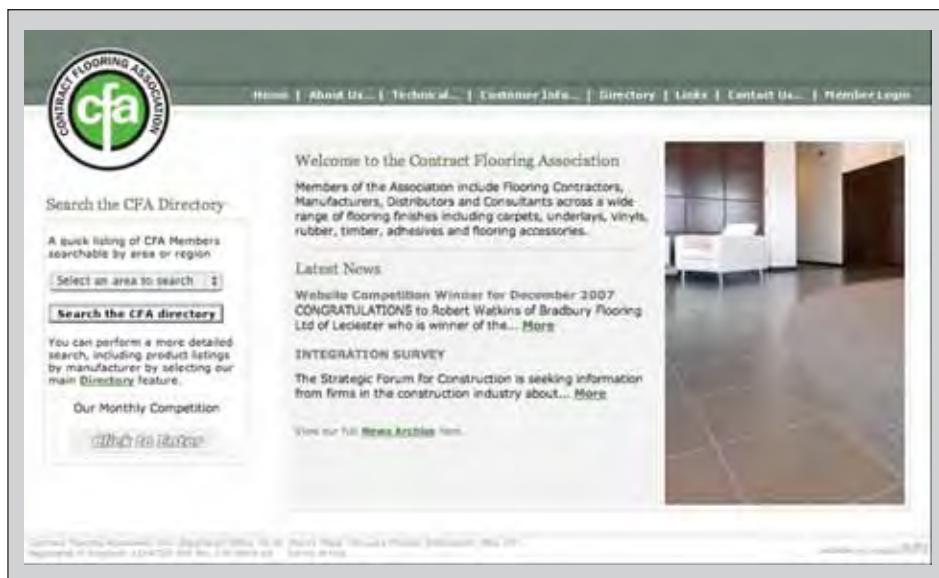
Pictured above: Mark Andrew

have projects currently booked in which include an 86 bed hotel, two large nursing homes and a substantial amount of student accommodation.

www.cfa.org.uk - Have you made use of the Members' Area on our highly informative website www.cfa.org.uk yet?

The Members' Area gives guidance on various subjects such as underfloor heating, anhydrite screeds, codes of practice, retentions, environmental matters, and other information that is proving useful to manufacturers, contractors and consultants in the flooring industry, along with several downloadable pdf documents. To access the Members' Area you will need your login details previously supplied to you by the CFA. If you don't have your login details please contact the CFA office by telephone or e-mail.

Many other features on the website are available to non-members as well, including member benefits, a full listings directory of CFA members broken down by area and category, and information about why it's important to select a CFA member to carry out flooring contracts.



NEW MEMBERS

During the last three months the Contract Flooring Association has welcomed the following new members:

- **British Harlequin plc,** Tunbridge Wells, Kent
- **C B Contracts,** Crossnacreevy, Belfast, Northern Ireland
- **Chapman Flooring Contractors,** Plymouth, Devon
- **CPD Distribution plc,** Sheffield, South Yorkshire
- **Eurofloor Projects,** Liverpool, Merseyside
- **J S Flooring (Sheffield) Ltd.,** Greenhill, Sheffield, South Yorkshire
- **Pergo Ltd.,** Tamworth, Staffordshire
- **PKJ Flooring (UK) Ltd.,** Wroughton, Wigan, Lancashire
- **Taylor Maxwell Timber Ltd.,** Clifton, Bristol
- **The Rubber Flooring Co Ltd.,** Blackburn, Lancashire

TOP TIPS FROM THE EXPERTS

Going hand in glove with safety



In each edition of Contract Contact we'll be featuring a top tip from one of FITA's registered trainers. Here, we look at safety gloves.

PPE (Personal Protection Equipment) is being demanded more and more within the flooring industry, and good practice is always going to promote safety.

Hard hats, safety shoes and vests have been long-time requirements, but goggles and gloves are not uncommon requests nowadays. John Roberts, FITA's Director of Training, has found some particularly impressive safety gloves, the Amelange A-TEK 1000 range, from Microlin Cooper Ltd.

While offering a high category of protection CE Category 2 (abrasion, cut, tear, puncture), they also maintain a good level of "feel." Described as cut-resistant, with the feel touch, meaning you



Pictured above: John Roberts

can feel, and move your fingers with ease, they are available in four sizes S, M, L, and XL.

**Microlin Cooper Ltd. – Tel: 01442 248797 www.microlincooper.com
e-mail sales@microlincooper.com**



FITA TRAINING

FITA runs short training courses for the flooring industry, ranging from one to five days, at its training centres in Leicestershire and Lancashire. While FITA has full support from the Contract Flooring Association and the National Institute of Carpet and Floorlayers, sponsorship is also provided by a number of individual companies, including:

- The Rubber Flooring Company
- F. Ball & Co Ltd
- Parador GmbH & Co KG
- Tacwise
- Gerflor Ltd
- Victoria Carpets Ltd
- Tramex Ltd
- Mohawk International
- Martin Lishman Ltd/Protimeter Ltd
- Interfloor Ltd
- Blåkläder Ltd
- Trefix
- ARDEX UK Ltd
- Becker Acroma Ltd
- KHR Company Ltd



BENEFITS OF CFA MEMBERSHIP

As well as underlining the basic values of good business practice in the flooring industry, membership of the Contract Flooring Association also gives companies a range of valuable individual benefits:

Insurance

Camberford Law plc 020 8315 5000
Layton Blackham 08701 600201

Employment/

Industrial relations helplines

NSCC 0870 429 6354
TARA Management Services 0161 794 8183

Tax and business

Baker Tilly 01293 565165

Training and CSCS helplines

NSCC 0870 429 6351

Contractual and legal advice

Wedlake Bell 0870 066 6871

John Holdsworth Associates 0191 417 2543

Anderson Strathern (Scotland) 0870 066 6872

Health and safety

Safety Services UK Ltd 0845 402 5050

Adjudication

James R Knowles 08707 530828

We are looking to publish case studies in future editions of Contract Contact, where members have made use of any of these member benefits. We can quote you anonymously, if you wish. Please send brief details of how you took advantage of the helplines, by e-mailing the CFA office at info@cfa.org.uk.

Monkey Business

By STEWART BINT, of Schlüter-Systems Ltd, World Market Leader in Essential Protection for Floor Tiling

There was no monkey business needed when two CFA members teamed up to provide a perfect floor for a real monkey business.

Flooring contractors J.T. Shakespeare & Co. Ltd. used F. Ball and Co. Ltd's recently launched Styccobond F48 High Temperature Grade Vinyl Adhesive to secure a luxury vinyl floorcovering in a restaurant subject to high temperature gain from floor-to-ceiling glazing.

The installation was in the restaurant area serving the new 'Monkey Forest' at Trentham, Staffs. Here, visitors are invited to walk amongst 140 free-roaming Barbary macaques.

Subfloor preparation comprised the application of Stopgap Green Bag floor smoothing underlayment mixed with Stopgap 114 latex to create a smooth, sound subfloor ready for the installation of the new floorcovering.

Styccobond F48, developed to provide a high resistance to heat and PVC plasticisers, was then used to secure the new vinyl plank throughout the area.

EXCELLENT

Formulated as a safer alternative to traditional reactive adhesives, F48 is solvent-free, non-hazardous and non-flammable. Its excellent dimensional stability reduces the potential for movement of floorcoverings subject to temperature variations which can lead to tenting and gapping – a common problem in such demanding environments. In addition, the high initial tack and fast drying time make for easier installation, which was much appreciated by J.T. Shakespeare. It also allows the floorcovering to be walked on almost immediately.



J.T. Shakespeare, who have a 50-year relationship with the products of F. Ball, were also impressed by the lack of wastage with F48, which is used straight out of the bucket and does not require mixing.



If you would you like to highlight one of your flooring installations in Contract Contact's Installation Case Study feature, please e-mail the details to the CFA's offices at info@cfa.org.uk

COMPETITION TIME

VIA OUR MONTHLY WEBSITE COMPETITION YOU CAN WIN £50!

Our questions are designed to encourage entries from all-comers, from installers, office staff to the MD.

February's question is:

As part of CFA membership contractor members are also members of the NSCC. What does the acronym NSCC stand for? Visit www.cfa.org.uk to enter the latest competition.