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Contents

6 Chief Executive's welcome

Brian Berry outlines current areas of focus for the FMB

7 News

The latest headlines including measures to end late payments to small businesses

13 Viewpoint

The FMB's viewpoint of the issues affecting the construction sector

14 New members

Welcome to our new members

17 Interview: energystore

FMB member energystore discusses its recent research and development activities

18 External Affairs

What the post-Brexit immigration system might mean for you, and how to navigate development finance using our guide for SME house builders



21 Marketing

Your guide to creating great case studies

22 Training

Limit the impact of Brexit by taking on an apprentice

23 FMB Insurance

Winter is coming and it is the busiest time of year for structural defects claims

25 New board appointments

Congratulations to the members elected to the FMB Board and Presidential Team at the 77th national AGM

26 Events calendar 2019

A guide to the FMB's calendar of conferences and events for 2019

28 Connections

Find out more about member offers and discounts from Connections' partners

30 LABC

Everything you need to know about Building Regulations certificates and unauthorised work

32 The tale of two builders

Leigh Wood and Andy Brayshaw outline their journey from apprentices to business owners



33 Community relations

Liz Male, of Liz Male Consulting, explains how to build community relations

34 Rising cost of timber

David Hopkins of the Timber Trade Federation talks about the rising timber costs and the 2019 market outlook

35 Energy efficient vehicles

Why increasing air pollution is driving change and a closer look at the first-ever electric excavator from JCB

37 New and improved FMB contracts

The FMB contract templates are now easier to use with clients

38 Sign on the dotted line

Why failing to use a written contract, can lead to issues for contractor and client alike

40 Debt recovery

Late payments can have a huge impact on SMEs but help is at hand when clients fail to cough up the cash

43 Regional updates

News from around the regions and devolved nations

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Level 5, 78 Chamber Street,
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Editorial

Editor Michelle Gordon
Marketing executive
Danika Ferguson
Senior designer David Twardawa
Picture editor Claire Echavarry
Publishing director Joanna Marsh

Production

Production manager
Aysha Miah-Edwards
+44 (0)20 7880 6241
aysha.miah@redactive.co.uk

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Advertising

Advertising manager
Frazer Blake
+44 (0)20 7025 2900
frazerblake@fmb.org.uk



@fmbuilders



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FEDERATION OF MASTER BUILDERS

David Croft House
25 Ely Place
London
EC1N 6TD
Tel: 020 7025 2900
www.fmb.org.uk

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BRIAN BERRY

Welcome

It's hard to believe the year is already drawing to a close with 2019 now firmly in sight and all that it entails with the advent of Brexit. However, before we contemplate the big 'B' let's take a quick look at some of the issues the FMB is focusing on:

Retentions

The FMB is actively working to support the abolition of retentions. Consultation with FMB members suggests that poor practices around retentions are the norm with members reporting that late payments range from between one and six months. This is bad news all round as money tied up in retentions hinders the growth, productivity and expansion of small construction companies. The Government's approach is that all building work will have defects so there needs to be a mechanism to ensure the return to site to remedy defects, which also insures against the risk of downstream insolvency. The FMB is working with Government and other industry groups to try to find a solution as without an industry consensus nothing is going to change.

Licensing of all building companies

The FMB's campaign for all construction companies to be licensed is gaining momentum with over 30 different organisations declaring their support. The next stage is for the FMB to encourage the Government to support the setting up of a task force to develop a delivery plan.

FMB Insurance

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Have a great Christmas and New Year!

BRIAN BERRY,
Chief Executive of the FMB

"91% of customers would recommend FMB Insurance construction companies."



Merry Christmas

Wishing a Merry Christmas and a safe and happy New Year to all of our members, from the team at the FMB. We look forward to supporting you in 2019.

Cost pressures cast shadow over construction

The construction industry experienced modest growth in the third quarter of 2018, following a weather-related boost to activity in Q2, according to the Construction Products Association.

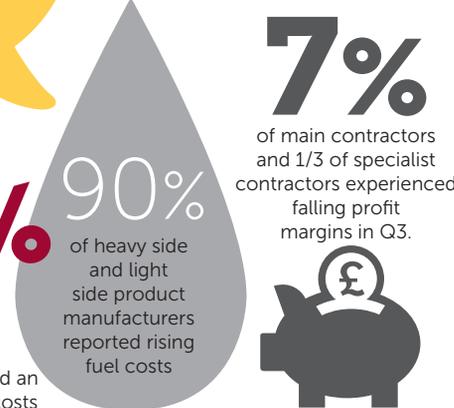
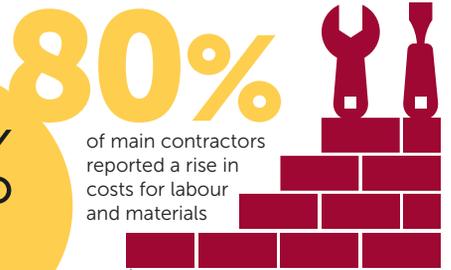
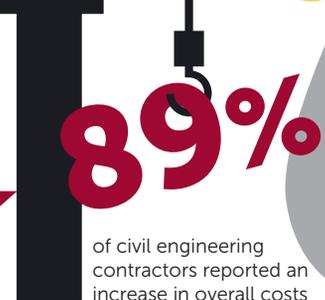
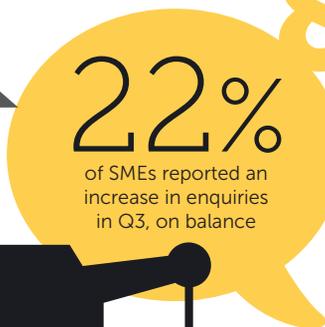
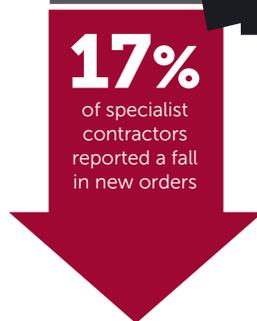
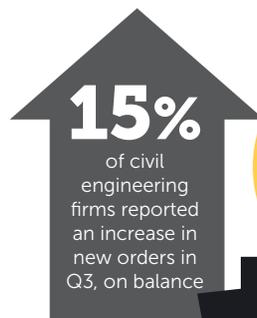
Its Q3 survey of product manufacturers, contractors, civil engineers and SMEs showed an increase in activity for:

- **27%** of product manufacturers
- **25%** of main contractors
- **16%** of SME builders
- **10%** of civil engineering firms

However, output was reported lower for one-third of specialist contractors.

New orders and enquiries logged in Q3 indicate that the growth drivers over the next year will be restricted to private housing, repair and maintenance, and infrastructure, whilst further cost rises have been reducing profit margins for contractors since the beginning of 2017.

Key survey findings include



Call for employers to root out CSCS card fraud

Unite, the construction union, is calling on construction employers to 'up their game' in rooting out fake Construction Skills Certification Scheme (CSCS) cards, following recent news reports that a fake CSCS card seller was jailed for more than three years.

All new CSCS cards contain a microchip and employers should electronically check cards for all employees when they start work, says Unite.

Its National Officer Bernard McAulay said the number of fake cards in the system is tainting the CSCS brand and diminishing the

confidence of workers in the scheme and employers need to up their game and ensure all cards are checked electronically.

"Allowing unqualified workers damages productivity and potentially the safety of all workers on that site," he added.





Making big businesses pay

Small Business Minister Kelly Tolhurst has unveiled measures to prevent large companies from abusing their position in the market by making late payments to small businesses.

Some large companies use late payments and extended payment terms to exert control over small businesses in their supply chain. Nearly a quarter of UK businesses report late payments as a threat to their survival and research from the Federation of Small Businesses (FSB) suggests that tackling the issue could add £2.5 billion to the economy and keep an extra 50,000 businesses open each year.

The new proposals, which build on government action to improve access to finance and the appointment of the Small Business Commissioner, include:

- A call for evidence to consider the best way boards can implement responsible payment practices throughout their supply chain, for

example giving a non-executive director responsibility for the company's prompt payment performance

- Promoting innovative technologies, such as the latest accounting software, to help small firms manage their payment processes, and empowering trade bodies to highlight the best and worst practices in payment behaviour

Late payment is the biggest challenge affecting small businesses said FSB National Chairman Mike Cherry. "The voluntary Prompt Payment Code is not working when it allows signatories like Carillion to pay on terms of over 120 days, so we want to see a new tough and transparent compliance regime being proposed," he said.

The Government's consultation period, which collected feedback from the UK business community on how to tackle the issue, has recently closed.

NEWS IN NUMBERS



27 months

For the first time in 27 months new orders and employment has declined, according to the IHS Markit/CIPS UK Manufacturing PMI



13,000

The number of deaths each year estimated to be linked to past exposure at work, primarily to chemicals or dust, according to the 2018 Health and Safety at Work statistics from the Health and Safety Executive



43,500

The number of new homes registered by UK builders during the third quarter of 2018, according to NHBC's latest new home registration statistics – making it the highest quarter since 2007



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Plan for building more homes

A new set of planning rules should be produced for sites with more than 1,500 homes to speed up property building, according to an interim report on the build out rate of large sites from Sir Oliver Letwin.

Sir Oliver said he could not find "any evidence" that major developers are "holding land as a purely speculative activity" – and their business models rely on selling houses.

Instead, having too many identical properties on large sites – and the limits on how quickly these can be sold – is the fundamental reason behind the slow build out rate.

The Government will now consider the report before deciding next steps.

The report calls for:

- planning rules requiring homebuilders to offer a range of property types on big sites, so they can be completed more quickly without "flooding" the market with a large number of identical properties;
- a National Expert Committee to be set up to advise councils on the different types of properties that should be offered on

large sites; they would also handle appeals where there is a dispute between developers and local authorities;

- incentives for homebuilders to change plans for existing sites to start offering a variety of property types immediately; and

- councils to be given a more muscular role in guiding major homebuilding projects – and the power to purchase undeveloped land for 10 times its existing use value making it viable for more affordable housing to be built.



Slow growth for SME construction firms

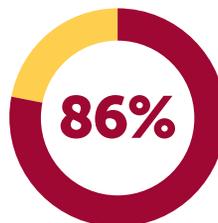
Growth among construction SMEs slowed in most parts of the UK in the third quarter of this year, according to the Federation of Master Builders' latest State of Trade Survey.

Brian Berry, Chief Executive of the FMB, said: "A range of factors are at work here, not least ever-increasing material prices. Anecdotally, we are hearing worrying reports of banks withholding

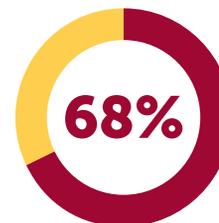
previously agreed funding for projects which is delaying start dates and dampening growth. This may or may not be related to Brexit-nerves. The construction skills shortage is also taking its toll.

"This slowdown in growth should ring alarm bells for the UK Government and give rise to a total rethink of its misguided post-Brexit immigration proposals."

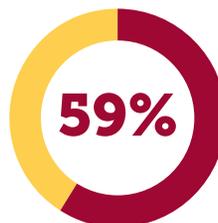
The survey revealed



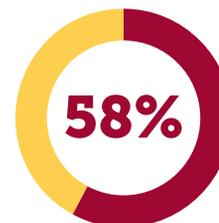
of builders reported increasing material prices in Q3 2018, up from 76% in Q2 2018



of construction SMEs are struggling to hire bricklayers



of construction SMEs are struggling to hire carpenters and joiners



of construction SMEs expect salaries and wages to increase over the next six months

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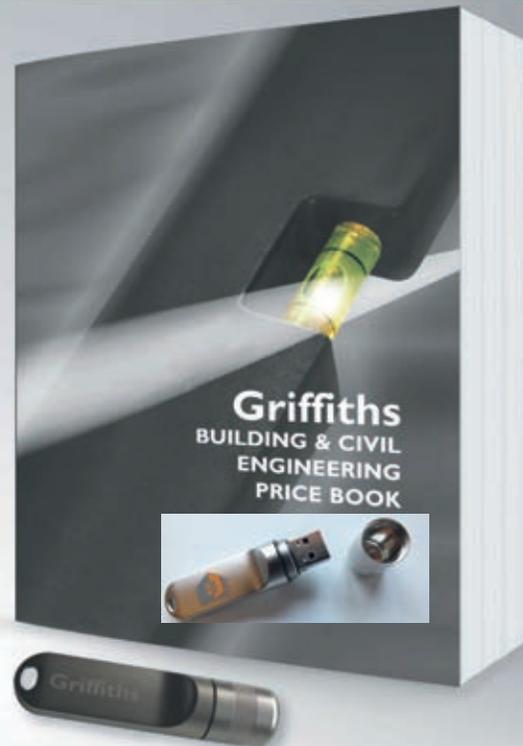
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Viewpoint

1

The FMB gives its viewpoint on the headlines affecting the sector

Tackling tool theft

FMB Chief Executive Brian Berry has called on the public to be vigilant and report any suspicious activity to the police after FMB research revealed that half of builders have been victims of tool theft.

"The impact of this on the nation's smaller building firms is particularly disruptive," said Brian. "Not only is there a high cost in terms of both time and money spent

replacing these expensive tools, and to fix the damage caused, but without the right tools, firms are simply unable to work."

Builders should take steps such as bringing in tools at night, where possible, installing extra locks or safes in their vans and parking against a wall or in a secluded location not visible from the road.

Measures should also be implemented to give builders the best chance of recovering any tools that are stolen, such as installing a basic CCTV system, overtly branding items with company details and registering tools' serial numbers on an online database.



Victory for common sense

The FMB has hailed the Government's decision to lift the borrowing cap on councils as a victory for bold thinking and common sense.

"This is the most exciting and potentially transformative announcement on council housing for many years. It is something the house building sector and local authorities have been crying out for since the last economic downturn as a means by which to increase house building," FMB Chief Executive Brian Berry said.

3

Local authorities have been frustrated by the artificial cap on their ability to borrow against their assets to build homes said Brian, despite having a strong interest in doing so and the appetite to directly fund.

Lifting of the cap could also provide more opportunities for SME builders, said Brian.



2

Builders back high street

It is estimated that as many as 300,000 to 400,000 homes could be created by making use of empty spaces above high street shops, said FMB Chief Executive Brian Berry following the Chancellor's announcement of a £675 million Future High Streets Fund to allow councils to rejuvenate town centres.

"This is space just waiting to be turned into residential accommodation," he said. "There is a pressing need to re-invent many of our town centres in light of changing patterns of retail and leisure. The Government should be applauded for its ambition to safeguard the life of our high streets."

Brian urged councils to look at how they can work with builders and developers to make better use of existing town centre buildings and facilitate the development of wasted space above shops.

He also welcomed the announcement of £1bn to guarantee capacity to support lending to the SME housebuilding sector which he said will help to speed up the delivery of homes.

New members

Welcoming our new members to the FMB

EASTERN

- Homecraft Builders Ltd
- Property Revolutions Ltd
- The School Renovation Company Ltd
- Ruletown Ltd
- McDonald & Son Builders Ltd
- Smith and Johnson Bricklaying and Building Services Ltd
- CJ Construction and Maintenance Ltd
- M Foster Roofing & Construction
- Dunsby Construction Ltd
- GA Living Spaces Ltd
- DFB Contractors Ltd
- Hale Construction Limited
- JC Bricklaying and Building Contractors
- WJ Construction Limited
- JB House Limited
- Bowers Builders Limited
- Garon Building Services Limited
- SMT Builders Limited
- Vepcons Limited
- King Loft Conversions Ltd
- Mortimer Construction Services Ltd
- Midway Building Contractors Limited
- Turnkey Construction Services Ltd
- Pulse Decorating and Refurbishment Ltd
- Lawson and Sons
- Goodhart Construction Services Limited
- Urban Structures Limited
- Loughton Lofts Ltd
- Empire Building Solutions Ltd
- Raw Services
- Omniform Ltd
- Constructional Developments Limited
- Greater Space Ltd
- Atkins Developments Ltd
- Thind Building Services Limited
- Jewel Building Contractors Ltd
- Wisechyoiss Limited
- Genesis Contractors Ltd
- Forest Drives and Resin Ltd
- 4 Your Place
- Exacting Standard Ltd
- Pure Raven Construction Ltd
- DSB Construction Limited
- KBH Building Services Limited
- Simply Easy Refurbs Limited
- Home Construction and Maintenance Ltd

LONDON

- Hansen & Co Uk Ltd
- Touchwood Build Ltd
- Baltic Interiors Ltd
- Sunny Eco Group Ltd
- All Division Building Ltd
- Marek Majewski
- AFE Contracts & Carpenters Limited
- Crown Build Ltd
- AJOG Construction Ltd
- ABCD Building Services Ltd
- Daltrey Builders



- New Road Group Ltd
- J Q Developments
- Grand Building & Construction Ltd
- Spectrum BMR Ltd

MIDLANDS

- Peter Antonius Construction
- P R Property Maintenance (UK) Ltd
- CBS Loft Conversions
- Phil Lester Construction
- Contemporary Construction Services Ltd
- Briggs Tanner Builders Limited
- Framewrap UK Ltd
- Tenstruction
- Clifford Harris Ltd
- Fenax Developments Limited T/A FDL Contractors
- Manorwood Building Services

NORTH WEST

- Staffordshire Brickwork Specialists
- Wickstead Developments Ltd
- MRS Properties (Lancashire) Ltd

- Moss Properties (NW) Ltd
- J Robertson Building Contractors Ltd

NORTHERN COUNTIES

- Bennett Building & Roofing Ltd
- W J N Building Services
- MD McDonald Roofing Limited
- Derwent Flooring Contractors
- Zebra Property Solutions (NE) Ltd
- Enviro - Clear Limited T/A ECL Building Maintenance

NORTHERN IRELAND

- J & N McManus Ltd
- Cecil Hunter
- Gordon Beacom
- Firtree Developments (NI) Ltd
- Fred Cowan Contractors
- Eamon O'Rourke Builders
- Cooke's Building & Joinery Contracts
- K Bristow & Son
- O'Gara Contracts Ltd
- Brookend Contracts Ltd
- Eugene Jones Ltd
- Whitten Brothers
- C & R Mccartan Ltd
- The Care & Assist Company Ltd

SCOTLAND

- DVM Interior Solutions Limited
- Tayton Construction Ltd
- Calais Roofing & Property Services Ltd
- Kincardine Building Services

SOUTH WEST

- SKD Loft Conversion Specialists Limited
- Curtis Construction

- K L and Son Building Services
- Jamm Developments Ltd
- Renovate Building and Maintenance
- Moon Developments Limited
- Chic Building
- G Bond Builders
- MMB Renovations Ltd
- P & P South West Roofing
- HCG Building Contractors
- Leigh Burton Construction Limited
- Tobrace Builders Ltd
- Regent Building Ltd
- A S Baker Carpentry & Building Limited

SOUTHERN COUNTIES

- Town and Country Paving
- David Michaelson Limited
- Sticks & Stones Construction
- Surrey & London Basement Company Ltd
- Fleetwood Property Services Ltd
- SSJB Contractors Limited Southern
- Meadow & Mayfair Ltd
- Tobias Barfoot Ltd
- Hoop Building Services Ltd
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- Refined Developments Ltd
- Award Building Solutions Limited
- DRG Developments & Building Services Ltd
- The PJS Partnership Ltd
- Upright Construction (South East) Ltd
- G Daniel Building & Maintenance Ltd
- TZ Construction Ltd
- M G Webber Building & Construction
- Gatti Homes Limited
- DChampion Roofing Ltd
- Castle View Building Services

- Artistra Renovations Limited
- Berkshire Decorating Solutions T/A Signature Property Developments
- JMS Plumbing and Heating Services
- SAACT Limited
- Stephenson & Son Carpentry Limited

WALES

- Imperial Diamond Limited T/A Gratton Oakes
- G.I.Evans Bricklaying And Groundworking Contractors
- Jones Building Ltd
- J C Williams Developments Wales Ltd
- Services 360 Limited
- Oakwater Luxury Lifestyle Living Ltd
- Alun Davies (Caio) Ltd

YORKSHIRE & TRENT

- ACT Solutions
- SS Joinery & Building Contractors Limited
- Full Circle (Cyclical) Maintenance Ltd T/A Brighter Kitchens
- Montgomery Homes (UK) Ltd
- DKR Developments Limited
- Hyper Construction Ltd
- NRCS
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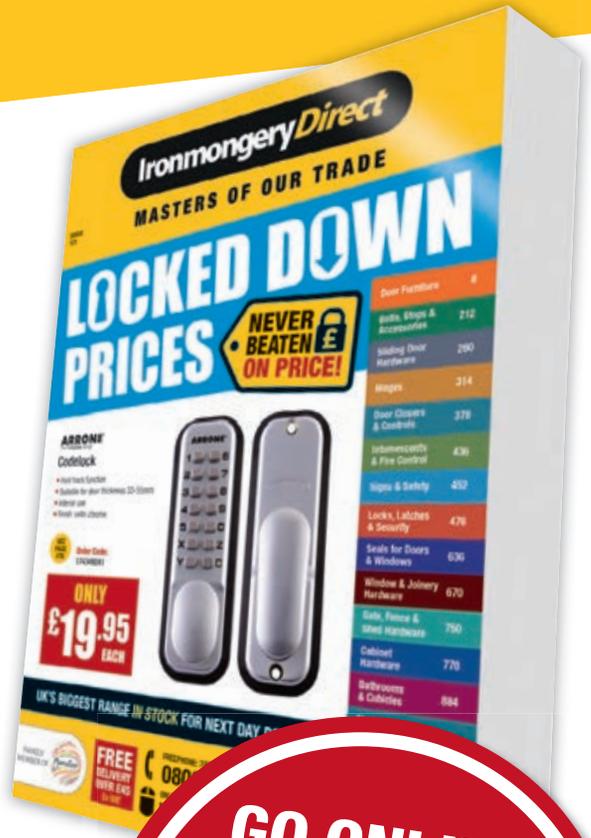
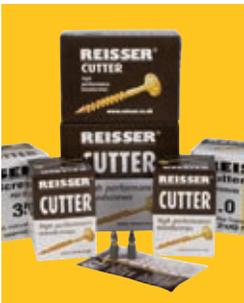
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Sandy MacGregor, Regional Manager for Scotland (left) and Technical Director Neil Ferguson (right).

FILLING A GAP IN THE MARKET

Research and development is a key focus for FMB member energystore. Master Builder caught up with the team to talk about challenging the way things are done in construction

Cavity wall manufacturer and installer energystore has been in business for over 40 years, starting out in Northern Ireland, and expanding into mainland UK.

As well as manufacturing and distributing cavity wall insulation, it has an installation arm, carries out thermal imaging and surveying and distributes funding.

Over the last two years it has opened factories in Preston and Clydebank, and has a new factory opening soon in Northampton.

Research and development is key for energystore, which is working to increase the applications of its Expanded Polystyrene (EPS)

bead, superbead, and collaborating with universities to test its products.

The company is driven by a desire to challenge the way that things are done, explained Sandy MacGregor, Regional Manager for Scotland, who said that many house builders will do things in a certain way because that is the way that it has always been done, rather than it being the best way.



"If we look at NHBC statistics for cavities and insulation, it appears as one of the top five problems in their inspections for every region in the UK," he said. "In some regions as low as 29% of cavities and insulations are rated as good or better by NHBC, which is an astounding stat when you think of how easy it can be to get it correct, so we are trying to look at ways to help with it."

Since the start of 2018 the EPS product has received NHBC approval and KIWA accreditation for use in new-build timber frame installs, achieving REI45 classification in fire testing against BSEN 1365-1. Edinburgh Napier University is currently testing its acoustic performance, for party wall application and energystore is hoping to achieve Robust Detail for its superbead product.

energystore has also been developing TLA, a new thermal lightweight aggregate, which is being used in insulated floors to replace traditional board and screed combinations.

"The beads are mixed with a combination of cement and water and then installed in the floor as an insulant that flows in rather than the rigid boards that are used currently. The advantages are that this product fills all of the voids and any undulations in the floor, or around any surfaces in the property and is a single layer with no breaks or thermal bridges. The product is also quicker to install than traditional methods with no onsite storage or waste," explained Technical Director Neil Ferguson.

Sandy added: "The testing and pilots have gone exceptionally well, and we're excited about the opportunities ahead for this product, which we believe offers an innovative solution for difficulties currently seen in this area."



Post-Brexit immigration system – what it might mean for you

In September, the Migration Advisory Committee published a report that sets out a series of recommendations for the new immigration policy post-Brexit. The recommendations outlined were alarming, and what is more alarming still, is that the Government has announced that it will adopt them. This could be catastrophic for the UK construction industry.

The Government has confirmed it will apply the Tier 2 immigration system, which currently covers migrant workers from outside the EU, to EU workers. Even if tweaked and improved slightly, the Tier 2 system would not work for the construction industry as it imposes arbitrary skill levels and salary thresholds on migrant workers. It is also far too bureaucratic and clunky. One FMB

member told us that under the Tier 2 system, it took him eight months to acquire the appropriate visas to hire four bricklayers from India.

We are also concerned that the report explicitly recommends that there should be no migration route for lower skilled

“We are concerned that the report explicitly recommends that there should be no migration route for lower skilled workers”

workers with a possible exception for seasonal agricultural workers. Tradespeople with a Level 2 qualification or lower will be considered low-skilled workers, which is bordering on insulting.

The FMB has been highly critical of these recommendations in the national media and in its formal response to the Government. Our comments have received coverage in The Times, The Guardian, The Telegraph, The Mirror and The Independent.

We are working to ensure that the Government listens to the concerns of the FMB, and of the wider business community, and rethinks its current position. Otherwise, Ministers will not realise their ambitious targets for new homes and infrastructure projects as there will not be enough people to build them.

ACTIVITY SNAPSHOT

The FMB External Affairs team is responsible for policy and public affairs work, media engagement and events. Here's what the team has been up to recently:

1 Release of the State of Trade Survey Q3 2018. Q3 saw a slowdown in growth within the UK's SME construction sector.

2 Eastern Business Conference held in October, which included the launch of the FMB's Guide to Development Finance, aimed at SME house builders.

3 Media campaign in October raising awareness about the issue of tool theft.

4 Scotland AGM, annual dinner dance and business conference

in October. Monica Lennon MSP gave the main address.

5 Attended and ran various events at the political party conferences.



FMB Chief Executive Brian Berry with the Chancellor of the Exchequer, The Rt Hon Philip Hammond MP

Conservative Party Conference

The FMB held two events at the Conservative Party Conference including:

- A panel discussion with Prospect and the British Property Federation on Brexit and skills. Speakers included Lord Porter, Lord Adonis, Helen Gordon, CEO of Grainger and Stephanie Boland, the Digital Editor of Prospect.
- An Enterprise Forum Business Reception at which FMB Chief Executive Brian Berry spoke alongside the Chancellor of the Exchequer, the Rt Hon Philip Hammond MP (pictured) — a first for the FMB!

Meetings also took place with Peter Aldous MP; Councillor David Renard, Leader of Swindon Council; Mark Pawsey MP; and Chris Philp MP.

Labour Party Conference

The FMB held two events at the Labour Party Conference including:

- A panel discussion with the New Statesman and the British Property Federation on innovation and skills. Speakers included the Shadow Housing Minister Sarah Jones MP.
- A joint business reception with the New Statesman at which the Shadow Secretary of State for Business, Energy and Industrial Strategy Rebecca Long-Bailey MP spoke.

Meetings also took place with Tan Dhesi MP; Alan Whitehead, Shadow Energy Minister; Stephen Timms MP; Councillor Paul Smith from Bristol City Council; and the HS2 team.

UK Finance and the FMB launch guide to development finance for SME house builders

Over the past decade, for many SME house builders, development finance has been difficult to access. Although there have been improvements in recent years, nearly half of SME house builders still say a lack of finance is a major constraint on their ability to build more new homes.

Together with UK Finance, the FMB has published a

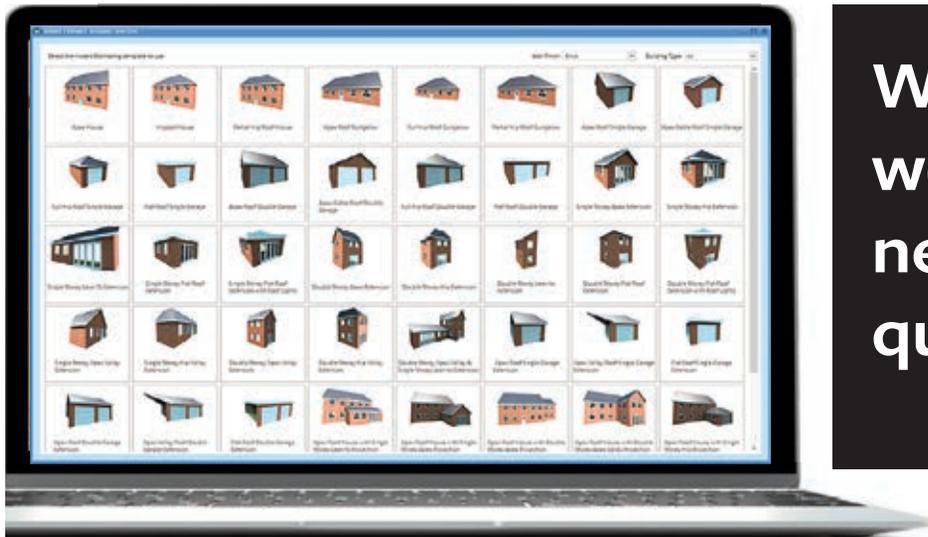
guide to development finance to help SME house builders navigate the development finance process and access the funding they need.

The guide offers practical advice on how small house builders should present their finance applications to lenders to improve their chances of success, as well as listing

alternative options available if an application is turned down. It also offers advice on how to make the most of the diverse range of finance options available including challenger banks, private equity, crowd funding, finance brokers and Government-supported funds.

To view the guide visit: fmb.org.uk/SME_housebuilders_guide





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YOUR GUIDE TO CREATING GREAT CASE STUDIES

Your FMB Find a Builder profile is your chance to promote your business to prospective clients, so it is important to showcase your hard work through great case studies with images

Competing for a potential client's attention can be tough, which is why it is important to make your business stand out. The old saying 'a picture is worth a thousand words' rings true; publishing good quality photos helps to showcase what you are capable of, it can provide inspiration to clients with a similar project, and it also makes you more memorable than those who only list their services.

Need a helping hand?

A guide to creating the perfect case study is available online on the Member Dashboard to help you get the most out of your Find a Builder profile.

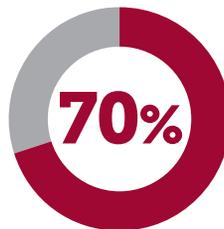
Sharing your case studies

1 Publish your case studies on your company website, Find a Builder profile and social media channels.

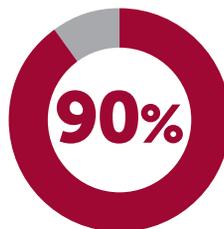
2 Enter your project in the 2019 Master Builder Awards for a chance to win an Isuzu D-Max Utah Pick-Up, worth more than £30,000! Entries close on Monday, 7th January 2019. Enter today at www.fmb.org.uk/mbawards

Key facts

According to research published by the Content Marketing Institute:



of UK marketers dedicate resources to creating visual content to promote their businesses



of consumers conduct online research before they buy

The majority of UK marketers believe case studies offer an effective marketing technique

Member case study

FMB member J K Construction is leading by example. The company's case studies provide a short summary of the work undertaken and include quality images of the finished product, which makes them more likely to be contacted by potential clients.

Case study content is courtesy of FMB member J K Construction Ltd of London.



Residential Conversion and Basement Excavation London W12

This project in Shepherd's Bush was based on a clear design-led premise: To allow the maximum possible light into a lower-ground/partial basement flat. The aim was to create a spacious, modern design, combining openness with privacy.

Challenges included the major structural/basement works with close surrounding residents in a quiet residential area and keeping good relations with neighbours during the works.

We were able to work closely with both the clients and their Architect Ben Smith, to deliver a beautiful new flat to a demanding specification.

Principal works included:

- Extensive structural works and basement excavations: Substantial underpinning throughout (approx. 40m²).
- Construction of a substantial extension (approx. 40m²).
- Creation of outside garden patio area. This required underpinning of boundary walls to create a relaxing area bounded by large-scale glazing units.
- Use of Sweet Chestnut cladding to create a contemporary exterior.
- Joinery units included kitchen with storage and central kitchen island.
- Full decoration throughout to high standard.

TAKE ON AN APPRENTICE

Master Builders must prepare for what could be a challenging post-Brexit labour landscape. The Migration Advisory Committee report, published in September, advises that the Government's post-Brexit immigration system should only let in people applying for jobs at Level 3 or above, or with a minimum salary of £30,000. This visa system would exclude essential players in the site team, including labourers and Level 2 bricklayers and carpenters.

The FMB is encouraging members to prepare for ever-worsening skills



ANNIE SUMMUN, Director of Public Affairs at Kiesel Group and member of the FMB Training Group said: "One of the most important people on any construction site is the labourer who sweeps and tidies up, ensuring the site and its workers are kept safe so tradespeople can get on with their jobs. It's about the whole team working together. These so-called 'low-skilled people' work hard and are essential to the UK construction industry. Not extending visas to workers like them overlooks the contribution they make to our business, and the UK economy."

shortages as the flow of migrant labour from the EU reduces. It may become more difficult to hire tradespeople, and salaries could continue to increase. Firms can prepare by taking on an apprentice.

Apprentices can help to increase your firm's capacity, can be trained in specific

skills you are struggling to recruit, and can help you win work, as clients are more drawn to working with socially-responsible firms.

Visit the FMB website to find out more about taking on an apprentice: go.fmb.co.uk/2orUBUU.

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WINTER IS COMING!

At FMB Insurance we have reached our busiest time of year for structural defects claims – what we like to call “Water Ingress Season”

This occurs every year over winter from October until March where, during this period, we see a 50% increase in the number of claims we investigate.

Throughout this time over 60% of claims relate to leaks, with our top four types including:

- Flat roof leaks (33.5% of all claims)
- Leaking windows and doors (12.5% of all claims)
- Leaks from defective lead flashings and apron to chimney stack (9% of all claims)
- Leaks caused by deficient valleys and guttering (4.5% of all claims)

While some of these claims are down to defects within the works undertaken, often a simple programme of maintenance could have prevented the leak from occurring – or at least keep the roof in good working order for longer. Recommending simple maintenance to your clients can prevent a whole host of problems in future.

Top maintenance tips to share with homeowners

- Regular cleaning of gutters to remove leaves or branches
- Ensure no debris is left on flat roofs
- Regularly check roof tiles and slates and secure any that are loose
- Complete visual inspections to ensure seals around windows and doors remain adequate and reseal where necessary
- Check that brickwork is in a good state and re-point any badly weathered areas
- To give additional security and peace of mind to clients you should also consider an insurance-backed guarantee for any works undertaken. FMB Insurance can provide these to members and their clients to cover works for 2, 6 or 10 years post-completion. Cover is provided in the event that the builder ceases to trade and defects are discovered within the insured works.

Visit www.fmbinsurance.co.uk, call 01353 652760 or email fmbinsurance@fmb.org.uk to find out more about the types of insurance and warranties we offer.

What happens in the event of a structural defects claim?

For our insurance-backed guarantees, when initially notified of a structural defects claim the following steps* are taken:

- 1** Claims form is received and reviewed in conjunction with original documents from when the works were placed on warranty.
- 2** Investigation takes place to determine whether the original builder has ceased to trade, and if still trading then the defects are discussed with them.
- 3** An in-house RICS Surveyor is sent to assess the problem and produce a schedule of remedial works.
- 4** A schedule of remedial works is sent to FMB members that are based locally to the claim.
- 5** An FMB member is appointed to undertake the works and they are paid directly.

*Steps may change dependent on the circumstances surrounding the complaint and builders' trading status.

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To read our FAQs, and understand more about how the Scheme works and full terms and conditions, please visit www.tradepoint.co.uk/loyaltyfed. Order your FMB card here: Admin.TradePointB2B@Trade-Point.co.uk

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2018 FMB AGM RESULTS

Thank you to all members who took part in the 2018 AGM, including those who voted electronically in advance and those who attended the AGM at the Hilton Bournemouth in order to vote.

National FMB Board appointments

Congratulations to the members who were elected to the FMB Board and Presidential Team at the AGM.

National Presidential Team appointments:

1 Arthur McArdle of Woodfield Building Services (Staffs Ltd) was elected National President for 2018/19

2 Jan Etchells of Syntonic Kitchen Technicians Limited was elected National Vice President for 2018/19

3 Gary Lewis of G J Residential was elected Immediate Past President for 2018/19

New appointments to the National Board:

4 Trevor Thorn
Thorn Homes Limited
Region: South West

5 Chris Carr
Carr & Carr (Builders) Limited
Region: Yorkshire and Trent

6 Ian Henderson
Hende Building Services Limited
Region: North West

7 Annie Summun
Kisiel Group
Region: London

The 77th National Annual General Meeting (AGM) of the Federation of Master Builders was held at the Hilton Bournemouth on Saturday, 8th September 2018.



FMB Rules and Articles of Association

Alterations to the FMB's Rules and Articles of Association were also agreed upon at the AGM.

The Articles form part of the constitution of the Federation

of Master Builders, and are publicly available on Companies House, whereas the Rules remain private between members.

! Copies of the updated FMB Rules and Articles of Association can be viewed and downloaded from the Member Dashboard on the FMB website fmb.org.uk/members

Details of the full FMB Board are available at: fmb.org.uk/about-the-fmb/who-s-who/

Diary dates



FMB conferences and events 2019

Save these dates in your diary and visit the FMB website for more information

8TH

MARCH 2019

FMB North Joint Master Builder Awards Gala Dinner

The Midland, Manchester



FMB National Conference 2018

22ND

MARCH 2019

FMB Northern Ireland Master Builder Awards Gala Dinner and AGM

Malone Lodge Hotel, Belfast

5TH

6TH

APRIL 2019

FMB Southern Counties and London, Master Builder Awards Gala Dinner, AGM and Business Conference

The Belfry, Oxford

10TH

MAY 2019

FMB Cymru Master Builder Awards Gala Dinner and AGM

Cardiff



FMB National Conference 2018

6TH

JUNE 2019

FMB Scotland Master Builder Awards Reception and AGM

Edinburgh



FMB National Conference 2018

21ST

22ND

JUNE 2019

FMB South West, Midlands and Eastern Master Builder Awards Gala Dinner, AGM and Business Conference

Hilton Double Tree, Stratford-upon-Avon



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GEORGE WALLIS Isuzu Communications Manager

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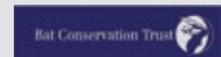
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BUILDING REGULATIONS CERTIFICATES AND UNAUTHORISED WORK

LABC explains how building certificates work and what to do if building works have been carried out without permission



As a builder, the responsibility for making sure a building regulations application has been made is usually yours and you'll need to pass on all the necessary paperwork at the end of the project.

If the submission was a Full Plans application there should be an Approval Notice – usually sent to the architect who made the application – plus a Completion Certificate, issued after the final inspection once you have supplied all necessary paperwork, such as electrical and gas certificates, structural or thermal calculations and, if the project was a new dwelling, SAPs and an Energy Performance Certificate.

If the work was carried out under a Building Notice, there won't be an Approval Notice but you will be supplied with a Completion Certificate once all the work has been inspected and deemed to comply with the regulations.

You must notify your local building control team when work has finished and obtain

a completion certificate. Failure to do so may delay your final payment and is likely to be identified during any future local land search enquiries when a property is sold, which can cause difficulties.

You should pass these certificates to the building owner and advise them to keep them in a safe place as obtaining replacement copies may take time and will incur extra costs in the future.

Where minor works are carried out to a property, either as part of a wider project or as standalone installations, certificates may be issued by a tradesperson under the Competent Persons Schemes. This allows registered installers to self-certify certain types of building work like window installation, installation of a wood burner or boiler or electrical work. If you have employed a subcontractor for

these works you should ask for the certification.

What if I carried out work without permission or I'm working for a customer who has had unauthorised work carried out in the past?

Just ask about a Regularisation Application – a retrospective application that checks work against the standards in place at the time it was built. You can apply for a Regularisation Application for any works started on or after 11th November 1985.

Your client may have been advised by a solicitor to get round this problem by purchasing building regulations indemnity

insurance but remember these policies do not actually ensure that the work is safe. Most people would prefer the peace of mind that a Regularisation Application can bring. Building Control may ask for plans and calculations depending on what was carried out and will make inspections to determine how well the work was done – you may need to uncover elements like foundations, beams and bearings and insulation.

! Need to find out more or apply for permission? Please ask your local building control team. Advice is normally free and you can often make your application over the phone, so no more form filling. You can find further information at www.labc.co.uk

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TALE OF TWO BUILDERS

Leigh Wood and Andy Brayshaw are committed to training apprentices following their own successful journey to business owners

Both completed a three-year apprenticeship at Leeds College of Building, but just as their careers were taking off, their employer announced redundancies which left them wondering, what next?

With a few years of experience under their belt, they decided to go it alone and set up LA Building and Joinery in Leeds in 2011, specialising in extensions and renovations. They won their first contract that year and first employed

staff in 2012, including their first apprentice.

"We wanted to take on an apprentice as soon as it was financially viable as we felt strongly that we were given this opportunity and wanted to give back to someone else," said Leigh (pictured).

"It was great for business and a positive learning curve for our apprentice and ourselves. To date we have had two apprentices and I would encourage anyone



to take on an apprentice as I feel we should be passing our skills and industry knowledge onto the next generation; it's the best way for people to learn."

The company continues to grow, now employing five people, and in 2017, it became an FMB member.

"We wanted to belong to an organisation that is recognised as having quality builders as members. Since joining, we have seen enquiries go up and we are winning work by being able to let potential clients know we are Master Builders," said Leigh.

Read more about them at: fmb.org.uk/about-the-fmb/builders-blog



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Once you're on site, the immediate community, local groups and potential occupants will all want to understand what's being built and the timescales involved. They'll be the first to complain about bad parking, dust and noise, and they'll likely say no one is telling them what's going on. They could even affect your chances of getting planning permission next time.

All builders will benefit from gaining the goodwill and support of local residents and this can only be achieved through good communication.

Traditionally, community relations has been managed through newsletters and public meetings. But as our use of the internet increases, the old, often expensive and time-consuming methods of communication can be partially replaced by a more effective tool: a community relations website.

A typical community relations website may include a project timeline, an interactive map, Q&As (to which users may contribute), the Construction Management Plan, regular updates on construction work and images including time-lapse photography and CGI fly-throughs.

Other useful information might include an introduction to the development team, information on corporate social responsibility initiatives such as apprenticeship schemes, and external links, such as to the Considerate Constructors Scheme.

Finally – but perhaps most importantly – a community relations website can allow people to register their interest in the project to get information they

BUILDING COMMUNITY RELATIONS

For any builder involved in development projects, communication with local residents usually starts during the planning process, but it doesn't end there as Liz Male, Director of Liz Male Consulting, explains

want, be it on property sales, lettings or employment opportunities.

Our research shows that online community relations appeals particularly to those under 40, working parents and commuters. Many 'hard-to-reach' groups can also find what they are looking for thanks to the accessibility of the internet and opportunity to use automatic translation, large text and text-to-speech technologies.

Online communication also has the advantage of being available 24/7, which means construction companies can communicate immediately with residents when required. Residents most frequently view our clients' community relations websites late at night.

Of course, online community relations will never replace the power of face-to-face communications. Knocking on doors and talking to neighbours is still the best thing to do, and a screen will never compensate for a human face.

But when works commence, most people go online to get the information they feel entitled to. Rather than allow residents to become frustrated at the first point of contact and resort to social media to speculate, the savvy builder will use this opportunity to provide a first impression that is welcoming and informative.

Guest article contribution by Liz Male and Penny Norton from Liz Male Consulting lizmale.co.uk

WHAT IS HAPPENING TO TIMBER?

Since the Brexit referendum, timber has seen big price rises, but what are the main influences and what does the market look like for 2019? David Hopkins, Managing Director of the Timber Trade Federation (TTF), takes the long view



Photography: SCA Wood UK, Metsä Wood UK, Sodra Wood Ltd.

Why have wood prices continued to rise? A fair question for any builder needing to price jobs and make a profit. Although 92% of softwood imports come from European countries, the currency depreciation effect which followed the 2016 Brexit referendum is less prevalent now. So what else is influencing prices at merchants' trade counters?

Global demand for timber is at an all-time high. Markets around the world are all buying more softwood, and from many of the same producers who have traditionally served the

UK. Wood producers across northern Europe have been able to gain higher prices in other markets, putting stress on supply and prices here in Britain. Combine this with low log inventories at European sawmills, plus British mills running almost at sawmilling capacity, and what the European Organisation of Sawmill Industries (EOS) calls a "bottleneck" in recruiting extra sawmill staff, and a pressured supply picture emerges.

Asian demand for softwood has also diverted supplies. As we look towards 2019, demand from China, a substantial influence during 2018, is gradually calming. China has for many years absorbed excess production from Europe but increasing connections between China and Russia may influence the balance of international supply and demand going forward. The market in the USA, another profitable destination for European timber

producers, is also cooling slightly, perhaps due to fears of trade wars between China and the US. These factors may well contribute to a less febrile atmosphere around softwood prices in the UK in 2019.

All of this seems a long way from home. Yet supplies of a perennial favourite of the British public, namely Oak, have been experiencing the same trends. China has become the main market for French sawn Oak timber, while a presentation from EOS at a TTF conference in 2018 showed European Oak roundwood exports to China had increased 244% in the past decade. Log export bans and sawmill shut-downs in some European countries have also added to supply pressures.

Global demand for all kinds of panel products has also been exceptionally high during 2018. This has been coupled with a shortage of raw materials, resulting in steep price increases across a sustained period for importers. OSB has also taken market share from plywoods, but UK manufacturing capacity is currently running higher than demand. There is a hint of weakening in global markets but the outlook for 2019 is still one of very tight supply.

Builders' merchants have been absorbing at least some price increases, protecting builder customers from the full force of 2018's market dynamics. Yet while it's certain that building with wood is great for the environment, as it locks CO₂ within the fabric of the building, its global popularity will continue to play a significant role in local pricing and availability.



Above clockwise: Metsä Wood Finjouis. Sodra Glulam. SCA's timber imports coming into the Port of Hull.

 Guest contribution by the Timber Trade Federation, tff.co.uk

DRIVING CHANGE

Air pollution contributes to an estimated 40,000 deaths each year and costs the economy an estimated £22 billion but if we are to tackle the issue, the way in which vehicles are powered needs to change

The UK Health Alliance on Climate Change (UKHACC) has called on the Government to implement the biggest shake up in air quality legislation since the middle of the last century.

In its new All-Member Report into air pollution launched on 29 October, UKHACC, which represents Medical Royal Colleges, the Royal College of Nursing, the British Medical Association, Faculty for Public Health, BMJ and The Lancet, called for the implementation of a new Clean Air Act.

It wants legally enforced air standards, governed by an independent statutory body to ensure consistently

cleaner air across the UK.

Road vehicles contribute massively to high levels of air pollution and MPs have called for a ban on new sales of petrol and diesel cars to be brought forward to 2023, while a number of cities are looking to introduce clean air zones, with charges for vehicles that fail to meet emissions standards.

Diesel prices have soared in recent years and a recent FMB survey revealed that, as a result of the increases, 45% of respondents had made lower margins on projects, 13% had to turn down jobs a greater distance away, 17% had been forced to increase prices and 10% have reduced vehicle use.

Breath of fresh air

JCB has unveiled its first ever electric excavator, designed to meet a growing need for zero-emission environmentally-friendly construction equipment.

The JCB 19C-1 E-TEC mini excavator, will allow contractors to work inside buildings and in emissions-sensitive inner-city environments, as well as operating in tunnels and underground, without having to install costly exhaust extraction equipment.

Five times quieter than its traditional diesel-powered counterpart, the fully

charged electric machine is capable of putting in a full shift in normal operation.

JCB Chairman Lord Bamford said: "JCB has been at the forefront of developing innovative, low emission construction equipment for many years. In producing an electric JCB mini excavator, we are offering our customers a practical and affordable solution for applications that demand zero emissions and quiet operation."



For more information visit:
www.jcb.com

Introducing ThistlePro

– our new brand for our performance products



ThistlePro DuraFinish

60% tougher than standard plasters for high traffic areas.



ThistlePro PureFinish

ACTIVair technology clears the air by removing harmful formaldehyde from the room.



ThistlePro Magnetic

Plaster that attracts magnets to create interactive spaces.



ThistlePro UniFinish

No need to pre-treat with PVA to re-skim most walls.

We are grouping our plaster into three distinct categories, making it easier for you to identify the right material for the job at hand and tell your merchant what you need.

Our 4 specialist performance plasters – Thistle DuraFinish, Thistle PureFinish, Thistle Magnetic Plaster and Thistle UniFinish, are being re-branded under the name **ThistlePro**.

Each of these products deliver additional benefits above just creating a quality finished surface, ranging from unique feature properties to reduced maintenance costs.

Part of the new Thistle family

Available from your local British Gypsum stockist

AS EASY AS ABC

A contract enhances your reputation as a professional builder and recent improvements to the FMB contract templates mean they are now easier to use

A year ago, we sent out a survey to members about the FMB template contracts and received 600 replies with feedback about how the contracts could be improved.

The results showed that of those members who use written contracts the FMB versions were the most popular, followed by the Joint Contracts Tribunal (JCT). However, feedback indicated

so there is no need to refer to a separate document.

- A new innovative timeline feature, which helps your clients to understand the project milestones and the impact of any changes.
- Improved format as an editable PDF rather than hard-copy only. The contract is designed for you to enter the relevant information then print off ready for signatures.
- No retention clauses.

- Payment options, so you can choose between staged payments or monthly payments.
- Shorter payment terms of 14 days.

The contracts are available exclusively to members from the Member Dashboard at www.fmb.org.uk. Log in and look for the link to 'Resources.'

Which contract is right for you?

If you are carrying out a straightforward project for a client, say a porch or boundary wall, or you are new to using written contracts, the 'Short Form Contract' is ideal.

This sets out basic project details including staged payments, details of your and the client's responsibilities, as well as what you will do about changes to work, and what happens if things go wrong.

For slightly more complex projects, the NEW 'Simple Building Contract for Domestic Work' is the contract to look for. It is designed for work of any value, for a domestic client, and will be applicable to most types of work that Master Builders carry out.

You can also access forms for changing the work, subcontractors and commercial contracts, and versions of all contracts specifically for members in Scotland and Northern Ireland.

 We would welcome your feedback via email to hayleylorimer@fmb.org.uk.

"We use the FMB contracts, and find them quite straightforward to manage. It helps both builder and client if you both know exactly where you stand."

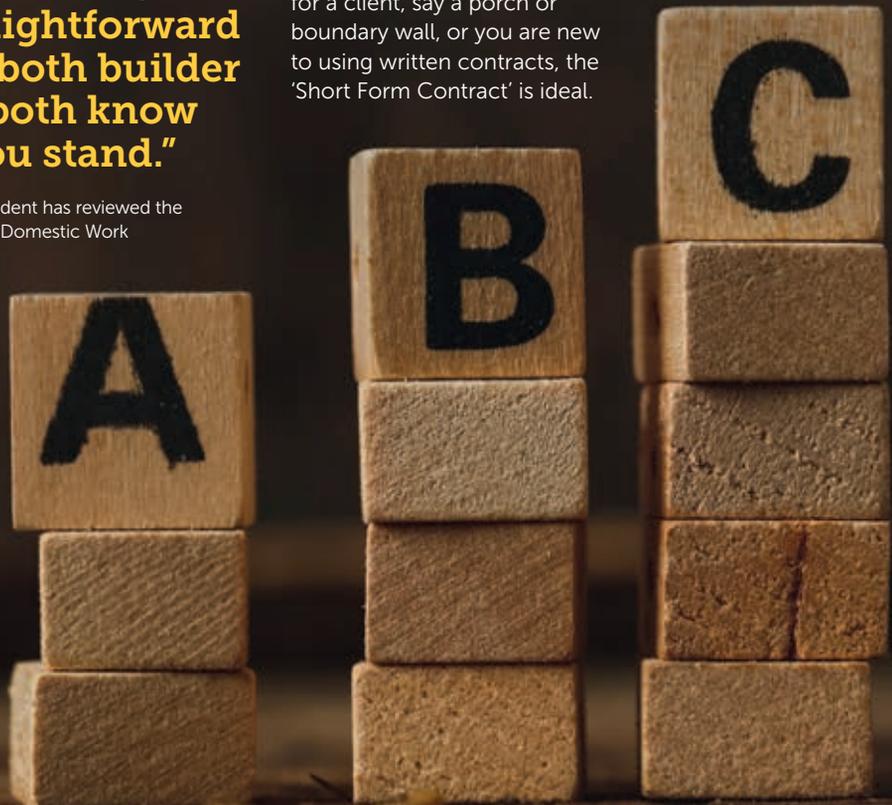
ARTHUR MCARDLE, FMB National President has reviewed the new Simple Building Contract for Domestic Work

improvements were needed to ensure the contracts were:

- Simpler and easier to understand;
- Available in an editable format;
- More concise.

We have taken your feedback on board, and with advice from our Legal Advisors, we are updating all of the contracts to ensure they contain:

- Less legal jargon.
- Better contract structure, with similar terms grouped together, and guidance included within the contract



WHY YOU SHOULD BE SIGNING ON THE DOTTED LINE

FMB research revealed that 40% of members don't use a written contract, but failing to record details of a project can lead to issues for contractor and client alike

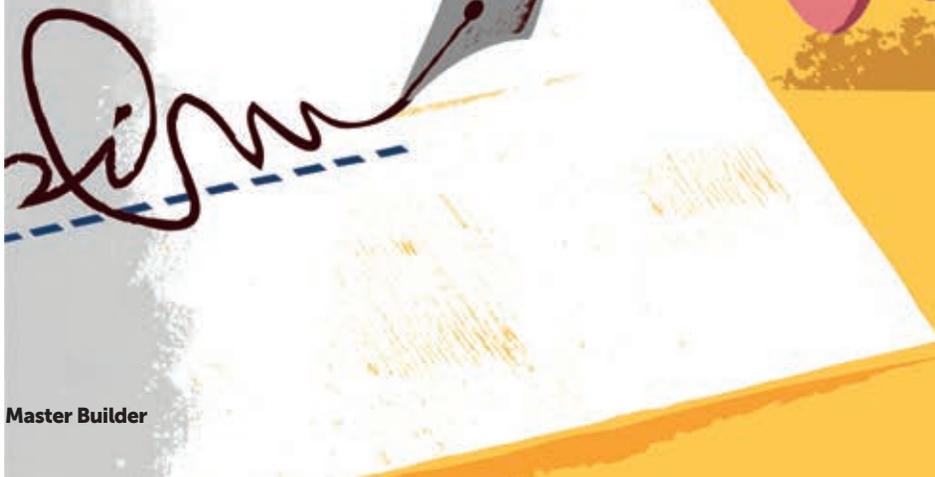


ILLUSTRATION: IKER AYESTARAN

There seems to be a reluctance among some SME construction firms to use written contracts, with FMB research revealing that 40% of members don't use them.

Contracts may seem too restrictive but failing to write down the particulars of a project can lead to confusion and often disputes between contractors and clients further down the line.

"The benefits of a contract are that it sets expectations and means that nothing is assumed between the parties," explained Contract Strategist Sarah Fox, who recently worked with the FMB to improve and simplify its suite of contracts.

She said people are used to agreeing to terms and conditions and contracts can help give builders a professional edge. "When you are having a building project done you are spending a lot of money," she said. "Having a clear contract is a really good way of establishing that you are a professional Master Builder rather than a rank amateur because people expect to see contracts nowadays."

While, to a builder, the way in which a project will unfold is fairly obvious, a client who hasn't had building work done before often has a limited understanding of the process.

"The best thing about a contract is that it helps to bridge the gap between what the builder knows and what the client knows," said Sarah, who specialises in helping companies write contracts in 500 words.

A contract should clearly identify the roles of each party, detailing what both the contractor and client are responsible for.

"If you have got a written contract then everybody's expectations are clearly outlined, down to such details as whether you are providing your own toilet and washing facilities, and things like how any special materials orders will be handled," said Hayley Lorimer, Director of Membership Services at the FMB.

Where a written contract doesn't exist both clients and contractors make assumptions and it is likely these won't be the same.

"As soon as you have mismatched expectations you have an opportunity for the relationship to get a bit sticky," said Sarah.

"This can end up in complaints, people being rude on social media or putting bad reviews on

websites, or bringing claims and we can avoid some of this nasty stickiness at the end by just being really clear at the beginning about the process and what the client can expect."

Contracts can also cover what will happen if projects are delayed by weather, for example, or if clients change their mind about the spec, or request additional works.

"It is about having clear paths for anything that might happen because we all know that when a construction project starts, it is the first time that someone has done a project on that site, for that client, in that weather and things will not go according to plan but at least if you have a contract you know what happens next... you don't need to be constantly tearing your hair out saying I wonder what is going to happen now," said Sarah.

"If you didn't have a proper contract, every time the client changed their mind about what they want to do you would need another bunch of terms to deal with that change. If you have a contract, you can have a clause which says if you are going to change your mind this is how we want to deal with it."

If a dispute does arise, a written contract can make it much easier to deal with, as it provides a record of what was agreed, rather than relying on people's recollections.

"Managing disputes becomes much more difficult if there is no written contract because it is basically just 'he said, she said, I thought they were going to do

this' and it becomes a bit vague," said Hayley.

"A lot of members shy away from contracts because they think they will be bound by the terms of the contract and it will be less easy to walk away from the job if things go wrong but actually it makes it easier."

A contract offers protection to both sides and while it holds contractors accountable to meeting certain terms and conditions, it also dictates payment terms and client behaviour.

"We have got to stop thinking of contracts as being sticks to beat each other with," said Sarah. "They are in fact tools that help people do business and that help projects run as smoothly as they can".

"Rather than being an annoyance, a hurdle, a barrier to doing business, contracts are actually good and help us to do business and be more successful"

SARAH FOX, Contract Strategist



You can read more about the FMB's new and improved user-friendly contracts on **page 37**.



CHASING PAYMENTS

Late payments are not just an inconvenience, they can have a huge impact on small businesses but help is at hand to support Master Builders when clients fail to cough up the cash

Master Builder spoke to Charise Marsden, Debt Recovery Manager at law firm Keebles LLP, which provides the FMB's debt recovery helpline, about the measures that members can take to protect themselves against the impact of late payments.

Keebles has successfully worked with many members to recover their debts and to avoid lengthy and costly court battles. As part of its arrangement with the

FMB it provides an initial letter to debtors for undisputed debts and a 30-minute consultation for disputed debts.

Q How much of a problem are late payments?

"The FMB debt recovery helpline receives calls from members on a weekly basis. As SMEs are often sole traders, they don't have the support network of larger companies. The Keebles team can help Master Builders to handle difficult customers and take matters further if necessary," said Charise.

Q What impact can late payments have on a business?

"For owner-managed businesses a large contract will take up all of their time and if they are not getting paid for the resources and the work that has been undertaken that could be the difference between them being able to pay their rent or mortgage one month," explained Charise.

"We are all human at the end of the day and if someone is not paying you it is going to cause you an immense amount of problems. In fact, poor cashflow is the number one reason for the failure of SMEs."



“Communication and documentation are the main driving focus to protect against bad debts”

Q What kind of reasons do clients give for late payments?

All too often clients will withhold final payments for a job or try to “get a deal” on payment as they believe it will be too much hassle for the builder to chase, explained Charise. She advises companies to “protect their interests” by using written contracts outlining the work that is to be carried out and detailing a payment schedule.

“One common trait that we come across is people often still do business on a handshake and a gentleman’s word,” said Charise. “We try and instill that everything needs to be in writing because if you have only got a verbal agreement, whilst it is contractually binding it is a lot more difficult to prove your case in court.”

It is also advisable to put details in writing when asked to do “extras” after a project has started, even if it just a follow-up email outlining what was agreed, the additional cost and any time implications, etc.

“In a lot of cases we find that builders have been asked to do additional work and have “shaken hands” on it and later on the client has refused to pay and denied any agreement,” said Charise.

In commercial situations, when working for larger organisations on a project, small businesses can often find themselves in a “David and Goliath” situation said Charise, with the larger

business trying to get money off the final bill or delaying payment to improve their own cashflow. Sometimes larger businesses will try and rely on “pay when paid” clauses but, in many cases, such clauses are unenforceable against the sub-contractors.

“It is just about protecting themselves,” said Charise. “Should it come to an unfortunate situation where they haven’t received payment and they may have to take the matter to court, it is much easier to prove what was agreed if there is a written contract whereas a verbal contract is a lot more difficult as it is their word against their client’s.”

Q What action should a business take to recover that money?

“The courts frown upon people going in quite hard with debt recovery and issuing legal proceedings when it is not necessarily needed so everything is built to promote communication and negotiations and to try and do everything possible in each party’s power to avoid legal proceedings if at all possible,” explained Charise. “I would never suggest that the first thing they [members] did was ring a solicitor.”

Communication with customers is key she said, as there could be a genuine reason for non-payment that could be easily resolved. “Call the customer, explain that payment is overdue and

ask if you should be expecting to receive the payment and issue a follow up in writing supporting your position to make it clear that you have done everything in your power to avoid having to go down the legal route.”

If phone calls and written communication fail, members can ring the debt recovery helpline for advice from the team on the best way forward.

“Communication and documentation are the main driving focus to protect against bad debts,” she said. “As long as the work is being done and everything is being recorded officially, they are talking to one another and the contract clearly outlines when invoices are due to be paid, that is all they can do.

“Sometimes a client will push things as far as they can but we often find that a demand letter from a solicitor’s firm at that point prompts payment!”

Q Can anything be done to mitigate against the effect of late payments?

Charise advises staged payments, especially for larger projects, breaking them down into certain procedures or jobs, so that a set amount of work is done and invoiced before moving onto the next stage.

 If you are experiencing problems with late payment you can contact the FMB’s debt recovery helpline on **0113 399 3470**.



International Van
of the Year 2019

COMETH THE HOUR



COMETH THE VAN

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Official Government Test Environmental Data. Fuel consumption figures mpg (litres/100km) and CO₂ emissions (g/km). New Combo Van range: Urban: 57.6 (4.9) – 62.8 (4.5), Extra-urban: 67.2 (4.2) – 70.6 (4.0), Combined: 62.8 (4.5) – 67.3 (4.2). CO₂ emissions: 116 – 109g/km.*

Model shown New Combo L1 Limited Edition Nav with offside sliding side-access door (optional at extra cost) and Night Blue metallic paint (no-cost option). Small business users only. Offer subject to availability, on selected models at participating Retailers only. Conditional Sale. Finance subject to status. Ts&Cs and exclusions apply. Applicants must be 18+. Finance by Vauxhall Finance, CF15 7YT. 6 Years 0% APR with minimum 18% deposit (plus VAT on total transaction price). Offer available on orders or registrations from 1 November to 17 December 2018. All offers available to small businesses 1–24 units (purchase only). All other customers are excluded. Available at participating Retailers only, may not apply to all Retailer stock. #Fuel consumption data and CO₂ emission data are determined using the Worldwide harmonized Light vehicles Test Procedure (WLTP), and the relevant values are translated back to allow the comparability into NEDC, according to regulations R (EC) No. 715/2007, R (EU) No. 2017/1153 and R (EU) No. 2017/1151. The values do not take into account in particular use and driving conditions, equipment or options and may vary depending on the format of tyres. For more information on official fuel consumption and CO₂ emission values, please read the guideline 'Guideline for fuel consumption, CO₂ emissions of new passenger cars' freely available in all points of sale or at www.vauxhall.co.uk/WLTP Vauxhall Motors Limited reserves the right to change, amend or withdraw this offer at any point in time. Correct at time of print.



FMB CENTRAL

Staying connected: Events round-up

1 The successful Eastern Counties conference in Chelmsford focused on 'Funding to Grow: Everything an SME builder needs to know about finance'. Speakers included Fergus Harradence, Deputy Director, Construction, Department for Business Energy and Industrial Strategy; Mike Conroy, UK Finance; and Andy Gryllis, Homes for England, among others. The FMB also launched its *Guide to Development Finance* in conjunction with UK Finance, to help small and medium-sized house builders access the funding they need. Regional President John Watson said the event was well attended and very informative.

2 Midland members attended a half-day conference and AGM at Becketts Farm, Wythall, Birmingham, that focused on 'Employing people in construction - the pros

and cons'. Speakers included representatives from Aspire Partnership, Peninsula, CITB, and SATS Health & Safety Consultants. Alan Foxon from Leicester also won a Bosch Site Power Drill, worth £165, donated by EH Smith Builders Merchants for a prize draw.

3 FMB Directors John Watson and Caroline Meehan met with the Builders Merchants Federation at a regional meeting in Nottingham, delivering a joint presentation on the FMB's latest activities.

4 The Worcester and Hereford branch hosted two events – the 'Windsor's Walk' and the Midland Region Annual Quiz Night (won by John Watson's team) – which together raised £470 for the Juvenile Diabetes Research Foundation.

2019 diary dates

- The joint Eastern, Midlands and South West Master Builder Awards ceremony, AGM and Business Conference will be held on Friday, 21st and Saturday, 22nd June 2019 at the Hilton by Doubletree, Stratford-upon-Avon, Warwickshire.

FMB CYMRU

Sustainable drainage systems to become mandatory

From 7th January 2019, Sustainable Urban Drainage Systems (SuDS) will become a mandatory requirement for new developments in Wales. Single dwellings or work where the construction area is 100m² or less will be exempt but the vast majority of new developments will need to comply. SuDS aim to manage rainfall in a way similar to natural processes, making use of the landscape and natural vegetation to control the flow and volume of surface water. Sustainable systems are seen by the Welsh Government as key to reduce flood risks and protect water quality. Local authorities will become the SuDs approving body, which is a step change as surface water drainage is currently managed by Welsh Water. To find out more about the support and training that is available to assist with this significant change, contact the FMB Cymru office on **01656 750 955**

FMB CYMRU

Influence goes right to the top of the tree

FMB Cymru Director, Ifan Glyn, recently accompanied the First Minister of Wales, Carwyn Jones, on a site visit to a housing development in Coed-Ely, Rhondda Cynon Taf. The tour provided an opportunity to highlight how challenging the housebuilding sector is for small firms. Challenges discussed include an overly complex and costly planning process and lack of access to finance and viable land. The First Minister seemed receptive to our concerns and is keen for the Welsh Government and FMB Cymru to continue to work together.



First Minister of Wales, Carwyn Jones, with FMB Cymru Director, Ifan Glyn

The Construction Wales Innovation Centre opens

The Construction Wales Innovation Centre (CWIC) recently opened its newly built centre in Swansea. CWIC exists to meet industry demand for bespoke and specialist construction training in areas where training is not provided by colleges or other 'open market' providers. CWIC is eager to ensure that the training on offer is driven and shaped by industry demand. To this end, FMB Cymru sits on the newly created CWIC Board to ensure that our members' needs are met and the training provided is fit for purpose.

CONTACT FMB Cymru Director, Ifan Glyn
Email: ifanglyn@fmb.org.uk
Mobile: 07769 687 227



Gareth Guiver, President and Chair of FMB South West Board and Adam Simmons, from Breathe Magic.

FMB SOUTH

Breathe Magic continues life-changing work for children with FMB support

Ken Farnham, Chair of the FMB South West Charity Fund and its trustees donated a further £2,550 towards Breathe Magic, which aims to improve mental and physical health outcomes for young people with hemiplegia – a

paralysis on one side of the body – through a unique combination of art forms, with magic tricks to enhance the two-handed skills of children with hemiparesis. For more information visit: breatheahr.org/breathe-magic/

Small is Beautiful: Delivering more homes with small building firms

Earlier this year we asked members what they felt were the top challenges faced by small builders trying to deliver new homes. The top three obstacles were availability of land, access to finance and the expensive and complex planning system. Recently, we presented these findings to an audience of planners at the Royal Town Planning Institute (RTP) with recommendations of sharing best practice and working proactively to increase the percentage of houses built by smaller firms. The report is available online at www.fmb.org.uk

CONTACT FMB South Director, Phil Hodge | Email: philhodge@fmb.org.uk | Mobile: 07741 240 665



Save the date!

Next year's regional business conferences for the southern regions will be:

- Southern Counties and London region:
5th April 2019 at the Belfry Hotel, Oxford
- Midland and South West regions:
21st June 2019 in Stratford-upon-Avon

Make a note in your diary as more information will be published on the FMB website closer to the time.

FMB LONDON

Stealing the show

A big thank you to the Master Builders who turned out to advise the public at the annual Homebuilding and Renovating Show at London's ExCeL centre. Over three days, hundreds of people queued up to speak to Master Builders at the show's Ask the Expert advice centre. An eager audience also attended a member presentation on how to choose and work with the best builders, while hundreds of homeowners visited the FMB stand to learn how to find a Master Builder in their local area.



Getting down to business

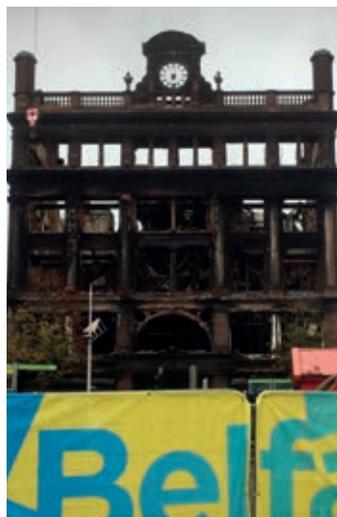
Next year's London and Southern Counties business conference, social weekend and AGMs will be held in Oxford on Friday, 5th and Saturday, 6th April 2019. In addition to the usual activities, a gala black-tie dinner will take place on Friday where the winners of the London and Southern Counties Master Builder Awards will be announced. More information will be available shortly. To register your interest in attending, email events@fmb.org.uk.

CONTACT FMB London Director, Barry Mortimer | Email: barrymortimer@fmb.org.uk | Mobile: 07469 350 116

NORTHERN IRELAND

Phoenix from the flames!

The devastation of the iconic Bank Buildings in the centre of Belfast, which was engulfed in flames in August, is a depressing image. The building dated back to 1785 and was most recently home to Primark. Two months on, a safety cordon is still in place and many surrounding businesses in the main retail area have had to close. However, out of the mayhem is a campaign that allows members a chance to reshape how the city works. You can now share your ideas on regeneration and development as part of the hashtag campaign **#MyBelfastIdea**.



Your voice to political parties

During October, we met with representatives from all main political parties in Northern Ireland. These meetings, both public and private, allowed us to raise members' concerns over workloads, potential border issues and shortage of labour. Our politically neutral position means that decision makers can hear first-hand about the challenges you face. Please contact us if you have any issues you want us to raise.

Board meeting

- FMB NI will hold its quarterly board meeting on Friday, 7th December at the Silverbirch Hotel, Omagh, Co Tyrone, starting at 6.30pm.

CONTACT FMB NI Director, Gavin McGuire | Email: gavinmcguire@fmb.org.uk | Mobile: 07341 869 080

FMB SCOTLAND

Welcoming new Board members

The FMB Scotland AGM, business conference and annual dinner took place at the Crowne Plaza Hotel in Glasgow on Friday, 26th October. Following a successful business conference on 'Energy efficiency and retrofitting: Business opportunities for

SME builders', four new board members were appointed. Congratulations to Theresa Brown, Lee Cairns, Ryan Fair and Stuart Livingstone. Members also elected a new Scotland President Ronnie Pennycook and Vice President Lindsay Neill.

Introducing the new Scotland Board

Name	Member Company Name	Location
Theresa Brown	Young, Wilson & Cunningham Ltd	Glasgow
Lee Cairns	Thistle Trade Group Ltd	Edinburgh
Ryan Fair	George Fair Joiners & Contractors	Glenrothes
Jim Gilmour	ODC Ltd	Torrance, East Dunbartonshire
Andrew Haldane	Haldane Construction Services Ltd	Falkirk
Stuart Livingstone	Stuart Livingstone Joinery Ltd	Taynuilt, Argyll & Bute
Willie McEwan	McEwan Property Management	Edinburgh
Stephen Meechan	Scotia Design & Build Ltd	Bathgate
Lindsay Neill	Crannog Construction Ltd	Linlithgow
Ronnie Pennycook	RS Pennycook	Edinburgh
Alastair Raitt	HM Raitt & Sons Ltd	Musselburgh
Norrie Russell	Spectrum Decorating	Airdrie
Peter Tait	DITT Construction Ltd	Lerwick, Shetland
Robert Wilson	Wilson Decorators Ltd	Kirkintilloch

Promoting Master Builders across Scotland

We exhibited at the Homebuilding and Renovating Show in Edinburgh on Saturday, 20th and Sunday, 21st October, where we spoke to hundreds of consumers about the benefits of choosing a Master Builder. Thank you to members Peter Archibald, Robert Bywalec, Gary Finnie, Ian Bennett, Andrew Haldane, Iain Cameron and Lindsay and Rosie Neill for your support.

We also exhibited at Skills Scotland in Glasgow in October, where over 4,000 young people aged between 15 and 17 attended to consider their future careers. With support from members and the CITB, we promoted careers in the construction industry to the Master Builders of tomorrow.

If you are interested in participating at events or exhibitions in Scotland, please contact Gordon Nelson.



Join a roundtable discussion on licensing

This year the FMB launched a campaign calling for licensing of the UK construction industry. To achieve wider campaign support in Scotland, we are hosting a breakfast discussion on licensing with the NHBC on Friday, 14th December from 8.30am to 10.30am in Edinburgh. A range of industry stakeholders and policy makers will be attending and you are welcome to join. Please contact Gordon Nelson if you are interested.

CONTACT FMB Scotland Director, Gordon Nelson | Email: gordonnelson@fmb.org.uk | Mobile: 07769 687 232

FMB NORTH

Financial boost for firm

A £630,000 investment by FW Capital, which manages the North East Property Fund, has enabled FMB member company JD Homes to pursue its first multi-plot residential development. The short-term loan helped to bring forward a housing scheme known as 'The Stables' in Stannington. Congratulations to JD Homes!

Out and about

● **UK Construction Week:** FMB Director Caroline Meehan joined a panel discussion on 'rebuilding confidence in the construction industry' and highlighted the FMB's Licence to Build report during UK Construction Week in October.

● **Homebuilding and Renovating Show, Harrogate:** Supported by members, we spoke to homeowners at the show in November to promote the benefits of choosing a Master Builder through our Find a Builder service.

Your time to shine!

The North Joint Area regional awards ceremony will be held on Friday, 8th March 2019. The clock is ticking to get your nominations in by Monday, 7th January 2019! Visit fmb.org.uk/mbawards

CONTACT FMB North Director, Caroline Meehan
Email: carolinemeehan@fmb.org.uk
Mobile: 07471 953 171

PROFESSIONAL SERVICES

THE NEW FALCON AND APOLLO FROM SOLID GEAR - HIGH TECH SAFETY BOOTS FOR THE WINTER

Incorporating some of the most advanced technical features in safety boot design.

With a focus on comfort and S3 safety, Solid Gear's Falcon (shown right) and Apollo boots are probably the most robust boots you can get for the winter months. With durable uppers these heavy-duty boots will keep your feet dry and insulated so you can work comfortably in the roughest conditions on site. What's more, the new oil and slip resistant Vibram soles deliver outstanding grip on snow and ice – even at low temperatures.

The Apollo has a premium full-grain impregnated leather upper while the Falcon is a mix of full grain leather and a Cordura Rip Stop fabric. Both boots deliver better water repellency and breathability than many other boots, while their fiberglass toecaps feature multilayer technology for a roomier toe box, while the new thinner and stronger composite plates add extra flexibility.

There's over 30 boots and shoes in the Solid Gear Safety Footwear range, all of which integrate modern designs and sporty looks with best



in class materials for comfort, protection and durability.

● **To get more information on Solid Gear - the Next Generation of Safety Footwear, visit the website at www.solidgearfootwear.com alternatively, call the Helpline on 01484 854788.**

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As part of our commitment to maintaining quality, any potential buyers would need to sign a 'self-certifying' form to say that they have at least two year's experience laying resin bound paving, or alternatively that they have attended a recognised training course.

● **Visit www.suresetshop.com for more information**



SNICKERS NEW WATERPROOF JACKETS WILL KEEP YOU WARM AND DRY – ALL DAY, EVERY DAY!

You can count on year-round comfort and protection with Snickers Workwear NEW AllRoundWork Waterproof Jackets. They'll make your working day easier and more comfortable with built-in quality, functionality and high performance features to cope with the very worst that the weather can throw at you.

With lightweight and heavier-duty designs and styles for professional tradesmen and women, these jackets are 100% waterproof. The insides are fully sealed from the worst of the weather and every seam is taped or sealed. Even the pockets and cuffs are specially designed to keep the weather out and dry warmth in.

There's a host of designs, styles and extensive size options so you can select just the right jacket for you and your job. To back them up, Snickers has a great range of Winter Vests and Bodywarmers, even a Body Mapping Micro Fleece - so you'll be well looked after all day, every day.

● **Getting information on Snickers Workwear Jackets is easy. You can call the Snickers Helpline on 01484 854788, checkout the website and download a digital catalogue at www.snickersworkwear.co.uk or email info@snickersworkwear.co.uk**



HELIFIX HELPS PRESERVE HISTORIC TITANIC DOCK PUMP HOUSE

Helifix non-disruptive and concealed masonry repair systems have been installed on the large pump house adjacent to the Thompson Graving Dock in Belfast, where the Titanic was fitted out.

Opened in 1911, this long terrace of gabled brick buildings required major structural repairs and stabilisation due to historic settlement and rotation. Now part of the Titanic Foundation, it was important that these repairs were sympathetic, restoring structural integrity while retaining the original appearance of the buildings.

Alongside 500 metres of stainless steel HeliBars, bespoke manufactured SockFix grouted sock anchors, ranging from 1.2 to 5 metres in length were also used to reinstate failed arches and lintels, and reconnect main elevations to internal cross walls. These anchors were inserted into core-drilled clearance holes before being pumped full of grout, expanding the sock to fill voids and forming a strong mechanical connection with the masonry; the retained cores were then replaced in the external masonry to create an almost invisible repair.



FISCO'S NEW 'MARK-RIGHT' - THE 'TIME-SAVING' TAPE FOR RIGHT-HANDED CRAFTSMEN.

If you're fed up with reading tapes upside down, get to grips with Fisco's new 'Mark-Right' Tape. It's designed for right-handed craftsmen and women with a blade that reads from right to left.

So measuring and marking gets a whole lot easier and more accurate because you won't have to read the tape measure upside down and use your left hand to hold the tape in position whilst marking.

What's more, the 'Mark-Right' reduces marking and cutting time for a right-handed user by 50%. Check out the video at www.youtube.com/watch?v=ECTpcx7JzGI

Available in 5m lengths, the blade is graduated in mm and inches, is accurate to EC Class II and housed in a tough ABS case with a positive action slide lock brake, belt clip and zeroing end hook.



WHAT WOULD YOU DO IF YOU HAD A FEW MORE HOURS IN YOUR DAY?



Would you spend more time with your family, catch up with an old hobby, or finally finish your to-do list? You could also spend that time taking on more projects, learning new skills and taking your

business to the next level. If only you didn't have to waste all those hours estimating materials and figuring out costs!

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● **Ask for a free demo today, and test-drive our award-winning software for yourself. Email info@easypricepro.com or call 03333 321502**

WEBEREND ONE COAT DASH DESIGNED FOR SPEED OF APPLICATION AND ONSITE EFFICIENCY

Saint-Gobain Weber has launched high performance weberend one coat dash, a one coat render that can receive a dry dash finish without the need to apply a base coat or a second pass. Designed to achieve a durable and weather resistant finish it is especially suitable for the challenging Scottish climate where dash finish is commonplace.

Suitable for brick, blockwork, concrete, natural stone and clay substrates weberend one coat dash can be applied and finished on the same day, avoiding the longer drying times associated with a traditional two coat system and allowing faster application, reduced programme periods and improved onsite efficiency.

Onsite preparation is quick and easy requiring only the addition of water to the factory-blended, through-coloured render mix. It is suitable for application by hand and by spray render machine which will speed the process further. When applied at 16mm thickness coverage is approximately 1m² per 25kg bag. weberend one coat dash is factory produced for consistency of proportioning and available in three key colours: white, cream and buff.

- **A promotional video on Weber's YouTube channel youtu.be/mFdiOZQAJ-A demonstrates the time saving attributes of this one coat system in comparison with a traditional two coat system.**
- **For more information or technical support contact Saint-Gobain Weber on 08703 330 070, or visit www.netweber.co.uk.**

TWO NEW 18V LXT 5-PIECE BRUSHLESS KITS FROM MAKITA

Makita, the UK's number one professional power tool manufacturer, has introduced two new 18V LXT 5-piece brushless kits which come with three 18V batteries and a twin port fast charger in a carry holdall.

The DLX5042PT 5-piece construction kit contains a Makita DHP484 combi drill, compact DTD153 single-speed impact driver, the DGA456 115mm angle grinder the powerful DHR242 SDS+ rotary hammer and LED flashlight

The second kit is the DLX5043PT more suited to woodworking applications. This kit features the combi drill, impact driver and flashlight contained in the DLX5042PT kit together with a Makita DHS680 cordless circular saw and DJV182 jigsaw.

Both new Makita kits provide a financial saving over buying the products individually and are supplied complete with three 18V 5.0Ah Lithium-ion batteries and a twin-port fast charger. The tools are packaged in a rugged, flexible tool bag that has a shoulder strap, handgrip and very useful trolley wheels and an extendable handle for ease of transport of your tools whilst keeping them safe.

● **For more news and product information about Makita UK please visit makitauk.com. Follow us on Twitter @MakitaUK, Facebook.com/makitauk and google.com/+makitauk**



IBSTOCK BRICK CELEBRATES BEST OF BRICK AT BRICK AWARDS

Ibstock Brick is celebrating the success of architects and brick contractors at this year's Brick Awards.

The awards, organised by the Brick Development Association (BDA), saw three outstanding projects using Ibstock Brick products named as winners, with a further two projects receiving commendations. Ibstock Brick also proudly sponsored three awards; Individual Housing Development, Architect's Choice and Supreme winner.

The Architect's Choice Award, was awarded to BPTW Architects for a project in Greenwich, which utilised the Funton Old Chelsea Yellow brick to mirror the existing bricks whilst adding a contemporary twist.

Anglian Brickwork Ltd, who won the Specialist Brickwork Contractor Award, used Ibstock Bricks in a project at the David Attenborough Building.

Darren Bowkett, Operations Director of Ibstock Brick, said: "Each year the standard of award entries improves. As the market leading brick manufacturer we are delighted to be associated with the celebration of brick as a modern building material. We would like to congratulate everybody involved with the award-winning projects for their success in showcasing how brick can be used within creative and contemporary architecture. Ibstock Brick is committed to providing products which offer design flexibility for the most innovative building facades."

EEBS CIS PAYROLL ON TRIAL

This summer we have seen first-hand a marked increase in the number of HMRC inspections. Three of our long term clients have experienced revenue inspections, and we are delighted to confirm that the arrangements that we have in place for each client has been verified as compliant with all of the current legislation by HMRC. The commitment from ourselves and our clients to get things right continues to pay off. We are proud to have business model that has evolved with legislation over the last 17 years and remains steadfast, providing complete peace of mind to all of our clients.

There is no alternative to a bespoke, individually tailored set up for clients that are monitored and reviewed as part of an ongoing process. Any potential supplier who tells you different is either spinning a cheap line to get your business, or simply doesn't understand the complexities involved. Merely holding a CSCS card and being registered for the construction industry scheme for example, will most certainly not satisfy the requirements for HMRC compliance.

● **If you need advice on your CIS payroll arrangements contact EEBS today. T: 01245 493832 E: info@eebs.co.uk W: eebs.co.uk**



BESPOKE DESIGN FROM FGS TRANSFORMS LEEDS COUNCIL OFFICES

FGS's contracting team has helped transform a 1970s Leeds City Council office block into an innovative public-sector building, helping to improve the thermal efficiency and aesthetics of the building.

Merrion House is an iconic concrete tower block in Leeds City Centre jointly owned by Town Centre Securities and Leeds City. Designed by architects BDP and delivered by main contractor BAM Construction, the work has breathed new life into the 170,000 sq ft of office space, including the creation of a 50,000 sq ft new six-storey extension.

FGS supplied SGG Cool-Lite Xtreme 60-28ii sealed units to deliver thermally superior windows. The solar coating allows high natural light transmission to create an all year-round brighter interior, whilst limiting solar gain to reduce the reliance on costly air-conditioning.

FGS's unique VS-1 curtain walling system delivered clean sightlines and streamlined aesthetics on the new atrium extension. The system allowed the architect to reduce the number of horizontal steel supports and the strength of the mullions allowed glass spans of up to 9m.

The WICONA WICTEC 60 stick system curtain walling was installed to create the remainder of the building envelope, offering a narrow face width of 60mm and giving a filigree appearance.

The project involved stripping back over 700 existing pre-cast concrete panels from the ten-storey tower block, leaving the concrete frame, with the use of two tower cranes.

Says John Foster, FGS commercial director, "FGS was involved from the early planning stage. Our key date tracker was established and discussed with off-site suppliers, ensuring correct and timely delivery of all materials to site. Pre-loading of the glass on to the stillages in the correct sequence was planned and discussed at length prior, speeding up our installation times, allowing us to keep to schedule."

● For more information, visit www.fgs-uk.co.uk.



OPTIM-R SUPPORTS ORGANIC GROWTH OF GARDEN MUSEUM

The Kingspan OPTIM-R Roofing System has provided a lightweight and thermally efficient solution for the Phase II extension of the Garden Museum in London.

Situated within the deconsecrated St Mary's-at-Lambeth, the Garden Museum is the only museum in the country dedicated to the design and history of gardens.

To protect the architectural site the extension was constructed on a reinforced concrete raft. The project team adopted a passive-led energy strategy to meet the Church of England's 2050 sustainability plan and the London Plan.

"We had to achieve a 40% improvement on the standard carbon emission targets," Alun Jones, Partner at Dow Jones Architects, said. "That was a big ask for an extension on a listed building and we knew the insulation specification would play a key role. We were particularly interested in the super thin OPTIM-R Vacuum Insulation Panels (VIPs) as they would allow us to keep the overall thickness and weight of the roof as low as possible without having to reduce the thermal performance of the layer."

With an aged thermal conductivity of 0.007 W/m-K, Kingspan OPTIM-R VIPs can deliver an insulating performance up to five times better than commonly available insulation materials. The Kingspan OPTIM-R Roofing System combines OPTIM-R VIPs with infill panels of the same thickness which can be cut to fill awkward spaces and to allow penetrations through the layer including rooflights and ventilator kerbs.

● For more information, visit: www.kingspaninsulation.co.uk/optim-r



SAINT-GOBAIN RELEASES SAGEGLASS HARMONY

Saint-Gobain released SageGlass Harmony®, the world's most elegant dynamic glass. Unveiled at Glasstec in Dusseldorf, Germany, Harmony is a unique glazing solution for building owners and designers seeking to maximize visual and thermal comfort. Unlike other solar management solutions that compromise aesthetics and impede views, Harmony dynamic glass provides daylight, heat and glare management while maintaining a natural and seamless connection to the outdoors.

Harmony delivers a gradual in-pane tint transition from fully clear to fully tinted. The result is a glazing that affords a more seamless connection with the outdoors while still providing optimised daylight, color rendering, heat and glare control. SageGlass CEO Alan McLenaghan said: "Harmony represents the best glass technology evolution ever produced in our dynamic glazing portfolio. It represents a near perfect balance between the performance and aesthetic goals a solar control and glazing solution needs to deliver".

● Full production of SageGlass Harmony will begin early in the third quarter of 2019. For more information, visit www.sageglass.com/harmony



NORBORD LAUNCHES SUPER-QUIET FLOORING RANGE

Norbord's CaberFloor P5 – the UK's most specified chipboard flooring product, has been upgraded to produce a high performance floor with reduced impact and airborne noise transmission.

Called CaberAcoustic, the new product comprises 18mm or 22mm CaberFloor P5 chipboard with a 10mm acoustic felt layer permanently bonded to the underside.

Designed as a floating floor laid over an existing deck in either new-build or refurbishment applications, CaberAcoustic is installed with the tongue-and-groove joints glued with CaberFix D3 adhesive and all perimeters of the panel sealed with acoustic flanking strips.

Norbord CaberAcoustic boards are 2,400mm long x 600mm wide and are available in 28mm and 32mm thicknesses with standard TG4 edge profiles. They come in packs of 40 (28mm) or 36 (32mm) sheets.

● For further information, call 01786 812 921 or visit norbord.co.uk



ACHIEVE EXPERT DUST CONTROL WITH ADDEX

For small builders working in occupied houses, dust has always been an issue. If you are building a loft conversion or extension, you will eventually have to break through last knockings and you should have a strategy in place to manage dust. That's where Addex products can help. An Allsaw from Addex can help cut through brickwork and while it is not suitable for engineering bricks or flettons, it handles most other masonry. You can connect Addex's MaxVac, an M Class dust extractor to help extract dust, and an Addex Dust Blocker 500 dust filter unit can clean the area by drawing in air through a three-stage fan and blowing it out the other side. The unit is designed to be left running 24 hours, so it picks up any airborne dust, giving homeowners confidence that their home environment is as clean as can be.

● For more information from Addex call 01432 346850





KINGSPAN LAUNCHES FACADES BUSINESS

Kingspan Group, the global leader in high performance insulation and building envelope solutions, has launched Kingspan Facades – a new business designed to make it easier for developers and contractors to create high-performance, compliant buildings that achieve their project’s aesthetic aims.

Combining systems and expertise from across the Group, it is a service-led business providing specifiers with a comprehensive portfolio of advanced building envelope systems suitable for a multitude of applications and architectural styles.

“We’re noticing a real drive in the industry for more detailed and accessible technical guidance, particularly around facade systems,” said Mel Courtney, Managing Director of Kingspan Facades. “By offering solutions incorporating all of Kingspan Group’s facade products under a single business, we are in a unique position to provide the most appropriate solution.”

Kingspan Facades will be underpinned by an industry-leading Compliance Assured scheme to support customers through design, installation training and on-site inspection during construction and handover of a BR 135 / BS 8414 tested Kingspan Facade system.

The new business will encompass the BENCHMARK by Kingspan brand, combining its architectural rainscreen facade systems, including Dri-Design, with a full spectrum of different insulation cores.

● For more information visit kingspanfacades.co.uk

TWO KEY APPOINTMENTS FOR CALOR HOUSING DEVELOPMENT TEAM

Calor, the UK’s leading provider of LPG, has strengthened its offering to the rural housing development market with the appointment of two specifier consultants.

Ivan Griffiths will help manage the Eastern and Southern regions, while Rachel Heyes is responsible for the North, Scotland and Wales.

The pair join Ian Thornton, who will continue to cover the South West and Midlands regions, and Ian Digby, who has led Calor’s dedicated housing development team since 2016.

Calor works with many national housebuilders and also partners with a range of major housing associations and social housing providers.

As the closest alternative to mains gas, LPG costs significantly less to install than air source heat pumps, oil heating or electric storage heating systems, as it does not impact on standard house designs.

● For more information on Calor’s offering to the housing development sector, visit www.calor.co.uk/business/building-with-lpg or call 0800 121 7827.



KINGSPAN INSULATED PANELS HELP TO CREATE IM PROPERTIES’ FIRST ELECTRICITY COST NEUTRAL BUILDING

Kingspan’s high performance insulated panel and PV products, combined with next-generation battery technology, created a seamless energy solution for IM Properties’ Electricity Cost Neutral (ECN) facility at The Hub business park in Birmingham.

The 6,039m² warehouse and office space, could effectively benefit from zero electricity bills. It combined Kingspan’s PV panels with next-generation battery technology, to create the first EPC A+ non-domestic building in Birmingham, and potentially offset 115,956 tonnes of CO₂ annually.

894 Kingspan Energy Rooftop Solar PV panels, with a forecast generation of 224,286kWhr, have been installed. Estimates suggest that the building will consume and store 90% of the energy it generates, equating to 201,857kWhr of ‘free’ clean energy. The battery can also charge itself from the grid at times when the tariff is at its cheapest, in a process called peak shaving. The projected cost of this power is more than met through revenue generated by various services and schemes, in addition to the potential to exporting the excess electricity back to the grid, creating an ECN building.

The solar array was installed over a roof formed from 19,984m² Kingspan Trapezoidal Roof Panels, which can deliver U-values as low as 0.18W/m².K and are suitable for building applications with roof pitches of 4° or more after deflection. Together, the system carries a 25-year combined PV and insulated roof panel guarantee

All the Kingspan insulated panels used on the project have a BRE Green Guide Rating of A+. By using both roof and wall systems from Kingspan Insulated Panels, a potential overall air leakage rate of 3m³/hr/m² @ 50Pa or less can be achieved, reducing energy use, carbon dioxide emissions and costs.

All Kingspan Insulated Panels systems are supported by an unrivalled technical support service, from developing the initial concept to the installation and project handover.

● For further information, visit: www.kingspanpanels.co.uk



ACTIS SAYS CITB FUNDING MAY HELP EXPAND OFFSITE HOMES OFFERING

The Construction Industry Training Board’s (CITB) announcement that it is ploughing £5 million into helping underrepresented people move into the industry has been welcomed by insulation specialist Actis.

Its Pathways into Construction fund will help building firms to take on workers from key underrepresented sectors of society: women, former military personnel, young people not in education or training, the long-term unemployed and certain students, in a bid to address the skills shortage – which is likely to become more severe after Brexit.

Actis has been a long-term champion of one method of plugging the skills gap – namely increasing the percentage of offsite properties built every year.

Timber frame, factory built homes take far less time to construct than their brick and block counterparts, while offering equally good, if not better, thermal performance.

Actis regional director Jemma Harris, a former naval officer, says the CITB initiative, combined with an increase in offsite construction, will go some way towards addressing the housing crisis.

She says many of the trainees taken on via the CITB programme could learn some of the ‘easier’ construction skills required to construct off site homes, enabling those with a longer construction pedigree to address the more complex aspects.



MANY ARE LEAVING IT TOO LATE TO SECURE THEIR HOMES

In a recent survey of nearly 600 tradespeople 85% said their customers only asked them to fit security products following a break-in to their property.

The survey, carried out by leading online supplier, IronmongeryDirect, also revealed that only one in three tradespeople feel ‘very confident’ when advising customers on better ways to secure their home. In addition, only 14% said they felt confident advising customers on smart security products.

Research by the National Home Security Month campaign shows that a home is five times more likely to be burgled if no security measures are in place against those with two or three measures taken.

The top three concerns among tradespeople’s customers, as revealed in the IronmongeryDirect survey, were poor window security, poor door security and a lack of alarm systems.

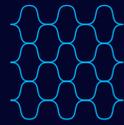
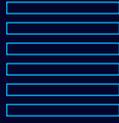
Wayne Lysaght-Mason, Managing Director at IronmongeryDirect, said: “Certain parts of a property are more vulnerable to a break-in than others, with doors and windows obviously being the most susceptible, while dark areas outside provide the ideal cover for intruders.

“To address these vulnerabilities, there is a wide range of products available to help keep a building safe and secure – from a basic lock to sophisticated alarm systems. Increasingly, homeowners are also switching to smart technology products providing remote monitoring to secure their property.”

● For more information call 0800 168 28 28 or visit IronmongeryDirect.com.



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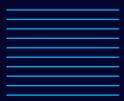


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