



## Polyflor tucks in

**Polyflor, a leading manufacturer of commercial and residential vinyl flooring has recently had some of its SimpLay Loose Lay product installed at the famous Slattery's patissier and chocolatier in Whitefield, Manchester.**

Slattery's owner, John Slattery says, "We think that the new flooring looks fantastic and is a superb way to welcome our guests. We chose to install Polyflor's SimpLay product because of its hard wearing durability and ease of cleaning. As a busy restaurant, we need to feel safe in the knowledge that our flooring can stand up to a lot of traffic".



Simon James, Marketing Manager at Polyflor adds, "Polyflor has a proven history of providing flooring to the hospitality sector and we are delighted to see this trend continue with the installation at Slattery's".

Installed by local firm, Winton Flooring, the SimpLay collection of loose lay vinyl tiles and planks has been developed for a wide range of commercial interiors. Featuring eight authentic wood planks, six natural stone tiles and two weave pattern tiles, it is the perfect choice where quick and easy installation is required.

Featuring a 5mm gauge and 0.7 wearlayer, the range meets the demands of the toughest commercial spaces while offering the flexibility to highlight specific floor areas and easily change the floor design if required - eliminating prolonged disruption. SimpLay also features a PU surface treatment to assist ongoing maintenance and reduce life cycle cleaning costs and can also be installed over existing floorcoverings without the need of an adhesive.

**For further information on Polyflor, details can be found at: [www.polyflor.com](http://www.polyflor.com)**

## DATES FOR THE DIARY

### CFA Summer Ball

The 2013 CFA summer ball will be held at Carden Park Hotel near Chester on the **22nd June 2013**. Carden Park is another wonderful venue to equal recent events at Slaley Hall and the Grand Hotel Brighton. It boasts two championship golf courses, a spa and is close to the beautiful historic town and shopping centre of Chester.

Full details to follow, but if you would like to register interest, please contact the CFA offices on **Tel 0115 941 1126** or by email to **info@cfa.org.uk**.

### Harrogate Floor Show

It's never too early to put next year's dates in your diary! The Flooring Show 2013 will take place on **Sunday 1st, Monday 2nd and Tuesday 3rd September**.

### FREE CFA Moisture Seminars

CFA are considering offering a number of free seminars to members on moisture measurement. Hosted at the FITA training centre, these one day seminars (to include buffet lunch and refreshments) will be allocated on a first come first serve basis with an initial limit of one person per company. The seminars will be based on the new FITA course "moisture - preventing floor failures" designed to ensure that delegates have a detailed understanding of the theory of moisture, but perhaps more importantly how to use all of the commonly found pieces of equipment to carry out a site survey and avoid failures. Fit once! To register for further advanced information, please email **info@cfa.org.uk**.

### CFA Committee Meeting Dates 2013

#### Manufacturers Committee (am)

**Tuesday 12th March 2013**      **Tuesday 24th September 2013**

**Tuesday 11th June 2013**      **Tuesday 10th December 2013**

Manufacturers Committee meetings normally commence at 10:00am finishing at lunch time with an optional lunch and networking opportunity. They are normally held at the Hilton Hotel nr Jnc 24 of the M1.

#### Distributors Committee (pm)

**Tuesday 12th March 2013**      **Tuesday 24th September 2013**

Held at the same venue, Distributor Committee meeting include the option of the lunch time networking opportunity with manufacturer members. Lunch generally commences at 12:30 with the formal meeting starting at 1:30. Meetings aim to conclude by 3:30pm.

## NEW MEMBERS

June 2012 / November 2012

Since the last issue of Contract Contact, the CFA have welcomed the following new members:

### Contractors

Airedale Flooring Contractors Ltd - Silsden  
 Biswell Flooring Ltd - London  
 Contract Floors Ltd - Blackpool  
 Keble Flooring Ltd - Camberley  
 KJB Enterprises Ltd - Ashington  
 Parquet Flooring - London  
 Roger Hyde Ltd - Castle Hedingham  
 SJS Flooring Ltd - Hull

### Associate Members

Floorwise Group Ltd - Derby

### Distributors

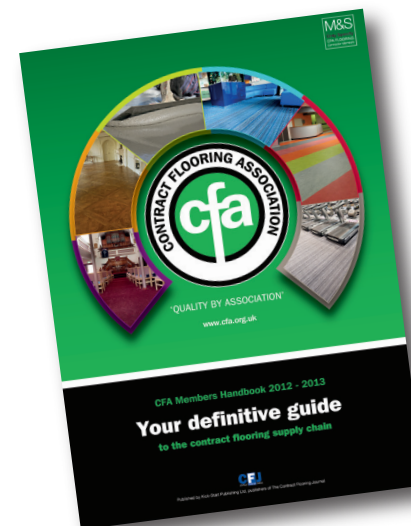
J De Bruyn Flooring Services Ltd - London

# contract contact

NEWS & UPDATES FROM THE CONTRACT FLOORING ASSOCIATION

## CFA - Inside Track

**Like most trade associations, the CFA has some core activities which are very visible and others that are not so visible.**



As you will see in these pages, we have another new member benefit for you in the shape of Foy Certification. With the introduction of a new provider we have attached a hard copy of our help-lines sheet for your reference.

Promoting CFA members as a quality supply chain is something that we constantly do through many channels and you will recently have seen the new CFA members handbook distributed to over 7000 readers of our journal CFJ. Alongside an equally important internet directory listing, these work on behalf of members for anyone looking for a supplier of labour, material or both.

There is of course other work that I hinted at above that isn't perhaps immediately visible, but can never the less be important to our sector. Over the last twelve months, working through our Scottish committee, the CFA contributed to the new training standards to be used in Scotland for teaching apprentices. It was quite amazing how much we found that needed changing and I must take this opportunity to thank Scottish Committee Chairman, Neil Carmichael of Jack Carmichael Flooring, and our Scottish Committee for all their hard work.

In the area of training and qualifications, we have also just been invited to contribute to an update of the National Occupational Standards for flooring or NOS. The NOS provides an outline of skills used in our industry, against which the modules for assessment are developed for NVQ's and SVQ's. In addition, we have also recently helped to ensure that the standard for measuring slip resistance for flooring (BS7976) was not withdrawn. BSi were proposing to formerly discontinue it in favour of a similar, but equally very different standard used for testing runways.

But to return to more of the visible things. I am particularly pleased with the CFA Training Guide. The Council and I see it as having the potential to become the industry reference for all things training for our sector. We intend to update and publish it annually and so if there is anything that you would like to see added, please get in touch.

*Like all things CFA, it is of course yours – our members!*

*Richard Catt*  
 Contract Flooring Association CEO



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## New Training Course for 2013



Like much of the activity of the founding organisations CFA and NICF, FITA develops its courses to represent the current activity within the flooring industry and where necessary re-design courses to meet the needs of the commercial and domestic sectors. Nothing is static! It is with this in mind that the FITA council commissioned a complete review of all of the FITA courses in 2012 with the final ones having been finished and re-introduced in November 2012.

### Profitable Measuring and Quoting - Domestic

We have taken a decision to split the original estimating and planning courses in to two separate courses that are tailored for the domestic and commercial markets. This domestic course takes the delegate through all the stages of the sale, providing tips, hints and tricks on ways to secure the sale and ensure the order progresses smoothly. The course recognises all the skills used in a domestic environment and includes a range of supporting material for the delegate to take away and use in practice.

### Cost effective estimating and planning - Commercial

Cost effective estimating and planning recognises the different demands of client and material used in a commercial environment and naturally recommends a different structure for the quotation or tender. It also obviously looks at site measurement and surveys differently.

What both courses seek to do in equal measure, is provide a template by which companies who send delegates can seek to maximise profit. Developed by working with established companies from the different sectors, these courses are based on real world best practice.

### NEW! - Linoleum Installation - Basic and Intermediate fitting

Based on the experience of our instructors, best practice, British Standard and with the support of one of the leading manufacturers in the industry Forbo Flooring UK Limited, two entirely new courses on the FITA schedule could not come with better pedigree's. Suited to both domestic and commercial fitters, these courses are designed to teach the delegate the key differences between fitting this material and, for example, sheet vinyl. And those who know the material will confirm there are some critical ones!

### Moisture - Preventing Floor Failures

FITA has recently run its new moisture related course and feedback from that course has been excellent. This new course focuses on giving contractors a better understanding of moisture measurement so that they have more tools available to them to prevent floor failures - SAVING MONEY.

**CFA members enjoy a 15% discount on most FITA courses. See [www.fita.co.uk](http://www.fita.co.uk) for further details of course dates and prices or contact us via [info@fita.co.uk](mailto:info@fita.co.uk) or telephone 0115 941 6836. Book early to guarantee places.**

## Associate Membership Update

We are pleased to report that enquiries for associate memberships have been increasing, helping the CFA to broaden our appeal. Re-established in 2012, Associate Contractor membership allows all companies with a quality, credible and active interest in contract flooring installation to be considered for membership. This could include smaller sub contractors who do not have business premises, companies that have a contract flooring subsidiary, or even retailers with significant commercial activity.

As with all membership applications, companies who approach the CFA are published in our monthly email update for member feedback and go before the CFA Council for approval. Associate membership is seen by the Council as an important development for the CFA, allowing us to work with a part of our industry that we have previously not recognised or supported.



## CFJ/CFA Launch 2013 Apprentice of the Year Award

The Contract Flooring Journal and Contract Flooring Association have recently launched the Apprentice of the Year Award for 2013. This award is part of the CFJ Awards that take place on an annual basis in the Spring. We would like to encourage as many employers as possible to enter their fitting apprentices in recognition of the hard work they are undertaking to fulfil their potential as specialist flooring installers. The winner will receive a cash prize of £500 plus a specialist tool kit, a FITA training course of their choice including accommodation and an invitation to the awards lunch to receive their prize. A copy of the entry form can be found in the download section of the CFA website <http://www.cfa.org.uk/downloads.php>



## What members say about CFA benefits

Julian Burnell from CFA member Peter Evans Contract Interiors Limited recently contacted the CFA requesting information and support regarding retentions. Julian was specifically asking if we had any information relating to changes to the construction act which prohibited main contractors linking the release of retentions within the subcontract to a release under the main contract.

We were able to provide a range of advice and support to confirm this understanding and help them to respond to the main contractor withholding payment.

Julian sent us the following reply and testimonial: *"Thank you very much, your reply is extremely informative and very appreciated, I have to say it is a pleasure and if I may say, a privilege to be a member of the CFA and have such professional advice and reference material provided freely and in such a prompt manner, again thank you Richard".*

## New CFA member benefit - FOY Certification

### Andrew Foy introduces Foy Certification:

Foy Certification works with specialist contractors and suppliers to the construction industry who want to stand out from the crowd by gaining ISO 9001 Quality Management, ISO 14001 Environmental Management and OHSAS 18001 Health & Safety Management accreditations.

**I am also aware of the many safety certification schemes (CHAS, Safe Contractor etc.) that contractors face and would be delighted to assist CFA members to successfully obtain these.**

Our industry increasingly demands of its specialists, independent certification to the ISO standards. Having worked as a specialist contractor, successfully implemented these standards and experienced their benefits, I have become a passionate believer in their power to control, improve and grow a specialist construction business. But often, implementation is bureaucratic, irrelevant and inappropriate to the business needs, and offers nothing for the future.

I take good contractors through a process of fitting ISO to their business not expecting their business to fit to ISO. I contend that any business serious about enhancing customer satisfaction and assurance can achieve their ISO certifications quickly and cost-effectively – my customers average 8-12 weeks, fitting the process around their everyday needs. I have helped two-man businesses turning over £250K to major subcontractors turning over £35M+. The ISO standards are written to be applied "appropriately" to any business of any size.

### Unique features of Foy Certification:

- Guarantee Audit success
- My Attendance at the Audits to represent your interests
- Offer structured Aftercare
- Whole process will not divert you from your current needs
- Fixed fee, no open-ended day rates

My customers tell me that I redefine and cut through the route to ISO recognition and leave them feeling elevated and empowered. See <http://www.foycertification.com/testimonials/> for latest comments.

### Testimonial - Vosseler UK (four person business) MD Patrick Devlin:

"Andrew helped us develop an Integrated Management System and obtain certification for the system under ISO9001, 14001 & 18001. Thanks to his input we achieved this in less than 12 weeks. He was able to de-mystify the process and showed us how to apply the ISO standards to develop our own existing systems. We'd recommend Andrew unreservedly to anyone considering seeking certification for these ISO standards."

### What will Foy Certification offer CFA Members?

- 1 hours free advice a year to CFA members in gaining:
  - ISO 9001 Quality Management,
  - ISO 14001 Environmental Management
  - OHSAS 18001 Health & Safety Management accreditations
  - Safety Scheme accreditations such as CHAS, Achilles and Safe Contractor
- Further support and help available by arrangement



To contact Foy certification call 07528 571 357 or email [andrew@foycertification.com](mailto:andrew@foycertification.com)

## FITA Hosts Itec Contract Floors - Invisiweld (Cold Weld) Training Days

On the 9 October and 16 November 2012 FITA was pleased to host and deliver, two cold weld training days for FITA sponsors itec Contract Floors.

Delivered by a FITA Instructor, the courses included an overview of the FITA basic commercial vinyl fitting course, practical demo with an overview of sheet vinyl installation and best practice in commercial applications, Invisiweld cold welding demonstrations and the chance to try cold welding yourself.

20 places were available for each day and both courses were fully subscribed. The courses were free to delegates invited by itec and the feedback was excellent. It provided those who attended a unique opportunity to understand the benefits of cold welding in conjunction with an overview of the extensive itec product range. It naturally also gave the itec team an opportunity to get closer to their customer.

Rumour has it that itec may consider similar days in 2013! For further information please contact Jason Barrett at Itec Contract Floors on 07854 110 868.

