



Newsletter 2018

S U M M E R

TTA EXTENDS WELCOME TO NEW MEMBERS

The TTA is delighted to welcome a number of new members who have signed up to join the Association recently:

- EB Tiling Solutions Ltd
- PLM Tiling
- Rock Hard Stuff Ltd
- STS Ltd
- Mosaic Installation
- Abbey Dell Plastering and Tiling

- WERE Speciality Tiling
- Core and Ore Ltd
- Cobra Insurance Brokers Ltd
- Stallard Kane Associates Ltd
- BSel Contracts
- D & L Ceramic Tiling Ltd

The TTA trusts that our new members gain as much benefit from their membership as do all other companies and individuals who are part of the Association. Some of our new member services are detailed elsewhere in this newsletter. Any members who have any queries about their membership at any time should contact TTA head office.

Exciting new business services planned for TTA Members

The business services on offer from the TTA are an important benefit for members and TTA continuously looks to improve those on offer.

TTA Business Shield provided by



Through Stallard Kane Associates, specialists in health and safety, training and HR issues, the TTA is offering its members a new service called the TTA Business Shield.

This features a dedicated helpline which is now live and available to be utilised. By ringing 0345 674 0505, TTA members can access:

- Unlimited health & safety advice
- Unlimited HR/employment law advice

There is no restriction on the length of call or the

number of times that a member can contact the service.

The TTA Business Shield also incorporates a free 'Health Check'. Through this all TTA members can benefit from a two-hour compliance health check, completely free of charge. This includes:

- Health & safety documentation review
- Health & safety procedural audit and review
- HR & employment law procedural review
- HR & employment law audit including documentation review

New insurance benefits provided by



The TTA is working with Cobra to develop an insurance-backed warranty scheme for fixers. More details will be available on this soon!

The insurance broker, Cobra, is also offering TTA members guaranteed savings, compared to any existing premium. Cobra are industry specialists and offer low interest payment facilities. They will be offering cover on:

- Public & Products Liability
- Employer's Liability
- Contractors - All Risks
- And many others

Independent fixers will still benefit from £50 cashback when taking out Public Liability insurance through Cobra.

Both Cobra Insurance Brokers and Stallard Kane Associates have recently joined the TTA as members and were present at the Tiling Show in May, so many members will have already had the opportunity to speak with them and discuss the new services on offer.

TTA website improvements will boost member sales

The TTA has implemented an important new enhancement to its website at www.tiles.org.uk. This is exciting news for TTA stockist members in particular - retailers and showrooms which sell tiles or tiling products.

A new Stockist Search page - exclusive to TTA members - will help customers find information about stockists' businesses more easily and help drive up sales. This is an opportunity for stockists to tell current and future customers why they should be the preferred choice for all purchases.

The TTA website already scores very highly on all relevant product searches. Looking across

the website as a whole, the monthly hits on all types of listing, whether fixers, retailers, manufacturers or distributors, is now averaging 10,500.

Average monthly searches on the specific search functions within the site have more than doubled in the past year. 'Find a Tiler' has increased from 1,500 to 3,300. 'Find a Tile' has increased from 1,300 to 2,400. 'Find a Showroom' increased from 500 to 1,100.

Thanks to the SEO work carried out by the TTA Website Working Group, we now rank in the top position on key Google search terms, including

searches for 'find a tiler', 'tile fitter', 'tile showroom' and 'tiling technical inspections'. As we invest more in SEO in the coming months, this will only improve, providing even higher visibility for stockist members' businesses.

To take advantage of the new Stockist Search page, we do need stockists to keep their profiles up-to-date. Members can carry out their own updates very simply from the members' log-in area. And it should only take about ten minutes to go through the whole process.

If you have forgotten your login details, please email membership@tile.org.uk

2018 TTA Awards celebrate excellence in the tiling industry

Our annual Awards event once again celebrated the best of the tiling industry, with Awards being presented in 17 categories and more happening on the day than ever before.

The TTA congratulates all those who won Awards. As the industry's only national Awards, they are always highly competitive, and this year was no exception. So well done to all of this year's finalists and winners.

This year saw the introduction of two exciting innovations for the Awards Day. The first was The Tile Association Tiling Show. It is now hoped to develop the Show into a regular fixture of the Awards in the future.

The second innovation was the programme of CPD presentations which also took place during the day. Seven of our Gold Award Sponsors made presentations, which were well-received by those in attendance. It is also hoped to develop this further in the future.

Another way in which the Awards this year were notable was for the fact that there were more Gold Sponsors than ever before. This definitely reflects both the increasing stature and relevance of the

TTA Awards to member companies and the industry itself, but it also reflects well on the health of the industry as a whole.



Lifetime Achievement Award 2018 - Left to Right, Paul Luff (Chairman), Paul Kelly, Rhona Kelly, Mark Kelly (Tilemaster Adhesives)

As chairman Paul Luff reflected after the event: "There are always a lot of people to thank after an event like this. But I would just like to single out a few people, without whom these Awards would not be possible. The first are our sponsors. There were a record number of them this year. I think this reflects firstly the strength of our industry and also

the value that our member companies increasingly put on these Awards, as a barometer of excellence and best practice that we should be proud of. The Gold sponsors this year were BAL, British Ceramic Tile, N&C Nicobond, Norcros Adhesives, Shackerley (Holdings) Group Ltd, Tilemaster Adhesives, Trimline Group, UltraTileFix, Walls and Floors. Our Silver sponsors, to whom we are equally grateful, were CITB, Lithofin and Local Heroes. One of the most gratifying features this year has been the number of new names taking part in the Awards, either as sponsors or entrants. This also reflects the vibrancy of our industry and indeed of the TTA itself."

The Awards also benefited from an expanded panel of judges this year. They were: Joni Tyler, Dave Stott, Sharon Taylor, Brian Linnington, Jeremy Harris, Andy Bowers, John Harris, Peter Bale, Edoardo Matarazzo, Billy Valler, Ian Crowther, Dave Rowley, Bob Howard MBE, Joe Simpson, Brian Newell and Paul Luff.

The evening was once again professionally and engagingly hosted by Emma Jesson.

All information on the winners and the event this year can be found at:

www.ttaawards.com



The full list of winners is as follows:

- Lifetime Achievement Award – **Paul Kelly**
- Employee of the Year – **Peter Oates**
- Trainee Tile Fixer of the Year – **Tom Grimley**
- Best Small Commercial Project – **Craven Dunnill Jackfield Ltd (Barbecoa Restaurant)**
- Best Large Commercial Project – **Dyson Briggs & Sons Ltd (Battersea Power Station)**
- Best Heritage Project – **Pontcanna Tilling (St Dingat's Church, New Tredegar)**
- Best Domestic Project – **Creative Stone & Tile (Private Residence, Northern Ireland)**
- Best Innovation – **Kerakoll (Biogel Adhesives)**
- Best Environmental Initiative – **Norcros Adhesives**
- Best E-Commerce Website or App – **Walls and Floors**
- Excellence in Marketing – **British Ceramic Tile (National Tile Week)**
- Excellence in Retail – **Topps Tiles**
- Excellence in Supply & Services – **Instarmac Group plc**
- Wall Tile of the Year – **Casa Ceramica (Futura)**
- Floor Tile of the Year – **Craven Dunnill (Chev Wood by Marazzi)**
- Excellence in Tile Contracting – **DMC Contracts Ltd**
- Tile Fixer of the Year – **Dan Kyle**

TTA Tiling Show scores a hit with exhibitors and visitors alike



Most exhibitors at the TTA Tiling Show, held on the same day as the TTA Awards, achieved good sales leads from the event and would definitely intend to exhibit again. That's according to research carried out by the TTA after the event, in which nearly 30 exhibitors participated.

The majority of exhibitors found that the type of visitors who attended were highly relevant to their

businesses and almost all exhibitors surveyed said they were likely or very likely to exhibit again if the event was run again in the future.

This positive response was mirrored by a survey of visitors, which found that the majority would be happy to recommend attendance at the Show to their colleagues in future, and 75% of those interviewed would be likely or very likely to attend if the Show was held again. Visitors particularly valued the opportunity the Show provided to find out about new products and also to establish contact with new trading partners.



The TTA is grateful to all exhibitors and visitors who helped make the first year of the Tiling Show a success. This year's exhibitors were: Aquacut, ARDEX, Armatile, BAL, British Ceramic Tile, Cobra Insurance Brokers, Emigres, FILA, Intceram, Jackson UK, James Hardie, Laticrete, Lithofin, Local Heroes, Mapei (UK) Ltd, Margaret Reid Display Solutions, N&C Nicobond, Norcros Adhesives, Palace Chemicals, Parkside Tiles, Shackerley (Holdings) Group Ltd, Smart Marketing Works, Stallard Kane Associates, STS Ltd, Tilemaster Adhesives, Trimline Group, UltraTileFix, Verona Stone Group, Walls and Floors and Warmup.

TTA Awards night raises over £2,000 for Children Today



Once again the generosity of the tiling industry was to the fore at the Awards this year. Children Today is the nominated charity of the TTA and every year those present at the Awards help raise significant amounts of money for this very worthwhile cause.

Children Today helps disabled children and young people up to the age of 25 enjoy a better quality of life by providing them with the specialised equipment they need to live their lives to their full potential. The organisation relies entirely on voluntary donations.

The equipment which the organisation purchases can include wheelchairs, walking aids, tricycles and other mobility aids, as well as communication aids and multi-sensory equipment.

This year the fundraising for Children Today took the form of a raffle held at the Awards Dinner, which raised £2,145. In an amusing coincidence, Trimline donated a case of wine for the raffle - and then won it back in the draw! Very generously they then donated the crate of wine to Paul Kelly, winner of the Lifetime Achievement Award.

The full list of marvellous prizes that were won and the companies that donated them was as follows:

- **Four Ball on the Brabazon Course at the Belfry** - donated by UltraTileFix
- **Supercar driving experience** - donated by Larsen Building Products

- **2 Club Wembley VIP tickets to England vs Nigeria on 2nd June** - donated by Building Adhesives Limited
- **Afternoon Tea for two at Fortnum and Mason** - donated by Smart Marketing Works
- **£100 Marks and Spencer vouchers** - donated by Walls and Floors
- **Fitbit Charge 2** - donated by Norcros Adhesives
- **Champagne** - donated by Mapei
- **Case of wine** - donated by Potter Perrin
- **Case of wine** - donated by Trimline Group

The TTA board would like to thank all prize donors for their generosity and also all those who bought tickets for the raffle.

To find out more about Children Today visit:

www.childrentoday.org.uk

Annual TTA Golf Day - WINNER!

For those who fancied a slightly more energetic start to the day, the TTA Awards this year started off with a Golf tournament held at the nearby Marriott Forest of Arden Golf & Country Club.

As ever this was a great opportunity to meet up with industry colleagues for 18 holes of golf ahead of the big evening festivities. Over the years this course has played host to seven English Opens and five British Masters. Colin Montgomery, Thomas Bjorn and Darren Clarke have been amongst the illustrious winners here.

Joining them was this year's winner of the TTA Trophy, sponsored by Mapei – Richard Sibley from Capitol Tiles of Coventry. The Award for the longest drive, also sponsored by Mapei, was won by David Young of WB Simpsons & Sons (Midlands). The Award for the nearest to the pin, sponsored by Royal Mosa, was won by Steve Ball of Palace Chemicals. Many thanks to both the award sponsors and congratulations to the winners. Word is that the TTA Golf Day was once again a most enjoyable way to start off our annual Awards celebration.



TTA Awards 2018 Golf Day Winner - Richard Sibley (left). Trophy presented by Richard Friebe (right).

TTA takes the lead in assisting fixers to gain their CSCS cards

CITB funding secured by the TTA is now assisting fixers to gain their NVQs, and in turn CSCS cards. This is in accordance with the Government's aim to achieve a fully qualified workforce by 2020, stimulating the market by providing a route to qualification for experienced operatives via on-site assessment (OSAT). CSCS cards are required for all construction site workers no matter which trade.

The TTA hopes to assist those in our industry sector who have previously gained their CSCS cards via the Industry Accreditation route, as time-served tilers. Since this route is no longer available and further card renewals may not always be accepted without the new qualifications, the TTA encourages those card holders to complete the EWPAR or OSAT route.

Experienced tilers who gained their CSCS cards via the industry's Accreditation route can achieve an NVQ following just one day's assessment of their work on site. The assessor will also need to assess the candidate's knowledge, and this can be carried out verbally and through supporting documentation. Tilers who go down this route can carry on working, whilst being assessed to NVQ L2.

The TTA is also looking to recruit NVQ assessors to help take advantage of this opportunity to upskill the construction industry. Having independent NVQ assessors will help the TTA strengthen its training activities and make it easier for companies and independent fixers to access the training support they need, and the aim is that eight new NVQ assessors will be trained over the next 18 months.

"The TTA has worked hard to secure this funding for our industry," says Bob Howard MBE, chair of the Training Committee. "We are providing an opportunity for tilers to obtain the certifications that they need in order to keep working in the changing CSCS environment, and also playing our part in assisting Government in driving up skill levels within our industry and achieving a fully skilled workforce by 2020."

The training that is now on offer comprises a one-day course at a Training Centre or a visit on-site, although there would be an additional charge for the latter. The training costs £500 +VAT for TTA members and £600 +VAT for non-TTA members. Both are subject to a £68 registration fee.

The industry needs more Floor & Wall Tiling NVQ Assessors for the future – funding is available to those interested in training as an Assessor – expressions of interest are encouraged.

Please contact the TTA on training@tile.org.uk or by telephoning **0300 365 8453**.



If we may be of assistance in any way, please do not hesitate to contact us at the address below or email membership@tile.org.uk

Centre of Excellence status renewed for Leeds College of Building

The TTA is happy to announce that Leeds College of Building has successfully renewed its status as a TTA Centre of Excellence.

This follows an audit carried out by the TTA, which found that the College continues to maintain its very high training standards. Leeds College now provides a superb resource for apprentice tilers seeking training in the Leeds and West Yorkshire area. For the College, the accolade of being a TTA Centre of Excellence strengthens its offer to the community, enabling students to access the most suitable training available.



GDPR update

As you are a member, you will continue to receive news and updates by email from the Tile Association and Tilezine.

If you do not wish to receive further communications please email membership@tile.org.uk

New TTA contact details

To help direct your queries, we have amended our contact email addresses into our three main areas. Please use the following email addresses according to your type of query:

membership@tile.org.uk

training@tile.org.uk

technical@tile.org.uk