



Newsletter 2018

AUTUMN

WELCOME TO THE NEWEST TTA MEMBERS!

TTA is happy to welcome the following companies into membership:

Wardle Tiling

Cardiff and Vale College

Polyfab Coatings
and Systems Ltd

Richmond Ceramics

Tower Ceramics Ltd

S2C Midlands Ltd

Scarfato Ceramiche Ltd

Sarah Robert Tiling Ltd

Stitson Tiling Specialists Ltd

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.

Changes implemented to British Standard BS 5385 Part 1 : 2018

The latest revision to the British Standard BS 5385 covering wall tiling includes a number of important changes, of which TTA members need to be aware.

- Tiling direct to plywood is no longer recommended for wall tiling, but a bespoke tiling backer board should be used;
- Tiling should be carried out by a skilled operative, who has been trained to a level of competence, certified by a recognised authoritative body, such as the TTA;
- New adhesive coverage requirements for large format tiles;
- New minimum grout widths, dependent on the size of tile.

These changes are coming in as part of the regular review of the Standard and are designed to reflect product changes and developments within the industry since the publication of BS 5385 Part 1: 2009.

The incorporation of a requirement on Workmanship (Clause 7.1.3) is a change the TTA has been lobbying for and is highly significant for the whole industry. For the first time the Standard now recognises the importance of the quality of workmanship and requires that the installation of ceramic or natural stone tiling is carried out with "efficient supervision and the employment

of properly trained operatives, skilled to an appropriate level of **competence**, certified by a recognised authoritative body, e.g. The Tile Association".

"The new emphasis on skill levels enshrined in the Standard fits with Government initiatives to qualify the workforce," says Brian Newell, chairman of the TTA's Technical Committee. "It is also noteworthy that TTA has been explicitly mentioned in the British Standard, so it is a recognition of the work that TTA has been doing to drive up quality in the industry, enhance training opportunities and to ensure that the quality of work carried out in our industry is adequately policed. This is a very important development which will improve quality and also enhance customer confidence in the industry."

Other changes in the Standard mainly reflect recent technical developments in the market. The removal of plywood from the new Standard, as a recommended substrate for wall tiling, is viewed as necessary due to the wide variance in the quality of product now available on the UK market. A lot of cheaper imported plywoods are not able to provide a "stable and rigid background", as mentioned in the previous Standard. The decline in the quality of plywood is mirrored by the rise of specially developed tiling backer boards which are

now offered by a number of manufacturers. These are stable and moisture resistant, as well as being more environmentally friendly.

There are also new adhesive coverage requirements in the Standard, which have been introduced to cope with an increase in the size and type of tiles that are now on the market, in particular large format and heavier tiles. The Standard requires that tiles of a certain weight, for instance 9mm porcelain tiles weighing more than 14kg, should be solidly bedded regardless of their size.

Grout joint widths for wall tiles are also addressed, so that grout widths vary according to facial area of the tile concerned. Smaller tiles up to 600mm length should have a minimum joint width of 2mm, while larger tiles up to 1200mm length should have at least a 3mm grout width. In the case of ceramic panels, the grout width needs to be increased relative to the size of the panel. For instance a 3m panel will require a joint width of 5mm.

"The new Standard contains a number of important changes which everybody needs to be aware of, affecting both product usage and the quality of installation," says Brian Newell. "TTA is therefore planning to organise technical seminars in the coming months at which all these changes will be fully presented and discussed. More information on these events will be available in due course."

Last few tickets remaining for Tileman's Lunch 2018



There are now very few tickets remaining for this year's Tileman's Lunch, which is to take place on 7th December at a new venue this year,

Brown's Brasserie, Butlers Wharf,
26 Shad Thames SE1 2YG.

The price is £90 per person including vat.

Please contact the TTA office to book tickets. This pre-Christmas gathering of TTA members is always popular, so do not delay!

Strong results for adhesives manufacturers offset mixed fortunes on the high street, according to TTA survey

The first TTA surveys of retail tile sales and 'factory gate' tile adhesive sales shows a mixed picture. These are the first of what will be quarterly surveys going forward, which will compare market performance with the equivalent periods in the previous year.

Respondents to the retail survey were asked two questions:

1. For the period 1st April - 30th June 2018, are your total sales (ex VAT) across all product areas (tiles, adhesives, ancillaries etc) up (+) or down (-) compared to the same period in 2017?

Unsurprisingly to those familiar with recent developments on the high street, the overall picture was somewhat down, with sales some 2.56% lower than in the same period in 2017. The range of responses was from -14% to +8%.

2. Are you anticipating a figure up (+) or down (-) on the above for the quarter 1st July - 30th September 2018?

When asked to anticipate future trading trends, the mood was cautious, with an average expectation of growth amounting to 0.83%. The range of responses was from -10% to +5%.

In the tile adhesive survey, manufacturers were asked the following questions:

1. For the period 1st April - 30th June 2018, are your tile adhesive sales, in the UK only, up (+) or down (-) compared to the same period in 2017?

The overall market appraisal is positive, showing a sales increase of 2.9%, compared with the same period last year. The range of responses was from -9% to +18.9%.

2. Are you anticipating a figure up (+) or down (-) on the above for the quarter 1st July - 30th September 2018?

An optimistic mood also prevailed when manufacturers were asked to look ahead to the coming months, a 4.38% sales increase was envisaged. The range of responses was from -4% to +15%.

"This TTA survey is the first time that key sectors within the tiling market have been comprehensively analysed," says Paul Luff, TTA chairman. "It is a new initiative from TTA, which is intended to provide more information about the state of the industry. We hope that these ongoing surveys will provide valuable data for all those who want to understand key trends within our market."

"I would like to thank those TTA members who took part in the focus groups which enabled us to put the surveys together, and I can advise that we intend to roll these out to other membership categories going forward."

More detail on the headline data above is available to TTA members on request. Access to incisive market information is one of the benefits of TTA membership, and this will become a growing resource as new sectors are surveyed in the coming months.

TTA are currently gathering data for the second quarterly survey, covering the period from July to September, and these results will be released in due course.

Tailored business services from the TTA – another great member benefit



TTA Business Shield has now been formally launched via TTA member Stallard Kane Associates, who are specialists in health and safety, training and HR issues.

This features a dedicated unlimited helpline on 0345 674 0505.

By phoning this number 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 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**

TTA has a new insurance broker, Cobra, who are also a member of the Association. By giving them a call on 0203 004 2510, members are able to access



guaranteed savings, compared to any existing premium. Cobra are industry specialists and offer low interest payment facilities.

They offer cover on:

- **Public & Products Liability**
- **Employer's Liability**
- **Contractors - All Risks**
- **And many other types of risk**

Remember! Any TTA independent fixer taking out their public liability insurance with Cobra will benefit from £50 cashback.

Skillbuild final approaches

The SkillBuild 2018 National Final will take place at the NEC in Birmingham on 15/17 November. SkillBuild, coordinated by the CITB, is the largest multi-trade competition in the UK for construction trainees and apprentices.

Participants in the final will compete in one of ten different construction disciplines, including wall & floor tiling. The competition is designed to reflect the role of a wall and floor tiler and the standards that are expected within the construction industry.

The finalists in the Wall & Floor Tiling category come from TTA member colleges all over the country:

- **Callum Pearson** - Leeds College of Building
- **Cathal Murphy** - Southern Regional College
- **James Ackland** - Cardiff and Vale College
- **Mariusz Kaniecki** - City of Glasgow College
- **Maziyar Pazouki** - Cardiff and Vale College

- **Nathan Airey** - Cardiff and Vale College
- **Odhran Connolly** - Southern Regional College
- **Sean McLaughlin** - Southern Regional College

The sponsors of the Wall & Floor Tiling competition are Nicholls & Clarke and BAL.





AWARDS
2019

Masquerade



The tiling industry's big night will take place on Friday 12 April at The Hilton Birmingham Metropole at the NEC. The Awards night itself is to have the theme of a Masquerade Ball. On the day of the Awards, TTA will also once again be hosting The Tiling Show with a wide-ranging selection of stands from leading companies in the tiling industry.

All Awards Gold sponsors will get a complimentary stand at the Show, which will be opened up to the entire industry. Last year nearly 30 companies participated in the Show, and the TTA will be delighted to hear from any companies who wish to exhibit.

"This will be the second year that we have run The Tile Association Tiling Show," says Paul Luff, TTA chairman. "Feedback from the first year was positive, and we have taken on board suggestions for improvements, so we anticipate that the Show in 2019 will be even more successful."

The Awards represent an unbeatable opportunity to get your brand in front of key decision-makers from across the whole industry. Many companies now build the TTA Awards into their marketing plans for the year. If you are interested in getting involved, the TTA would love to hear from you. If past trends continue, next year's Awards could be

the best ever – so this is definitely the year to get involved. There is a range of great sponsorship opportunities available at the TTA Awards 2019. The cost of the Gold, Silver and Bronze packages is being held for another year, so they are excellent value for money and offer superb exposure for all brands in the tiling sector.

Full details of the sponsorship packages available can be found on the dedicated Awards website at www.ttaawards.com

Entries to the Awards are now open and will close on 31 December. So please think about your top projects, products and achievements – anything that you would like to put forward for recognition in 2019. Entries will be welcomed on the Awards microsite at www.ttaawards.com, where you will also find the full list of categories, the rules and all other relevant information about the event.

Tickets to attend the event are available from the Awards website or by calling the TTA on the number below. This year's costs are as follows:

£175 + VAT per person
£1575 + VAT for table of 10
£1400 + VAT for second table of 10

For further information on Awards sponsorship, entering or attending, please contact the TTA on 0300 365 8453 or by emailing awards@tile.org.uk

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Trailblazer Apprenticeship now being launched

Members of The Tiling Trailblazer Apprenticeship Working Group, steered by TTA, have worked for the last two years on the new Wall and Floor Tile Fixer Apprenticeship qualification. Feedback from the Department of Business, Innovation & Skills and the CITB has been very positive throughout - and we are delighted to be able to say that the new apprenticeship is now in the process of being launched.

It will play a major role in providing opportunities for young people who are interested in joining the industry and it will also help drive up skill levels of new entrants to the industry for the benefit of companies and employers.

The final stage of the process has just been completed, with the approval of the End Point Assessment (EPA) by the Institute for Apprenticeships, the public body which oversees the development and management of apprenticeships in the UK.

Martin Lindsay, director of Moderna Contracts Ltd and chairman of the Tiling Trailblazer Group says: "This is a very big milestone for us, it's good news for the industry and it supports Government and industry objectives to qualify the workforce."



Could you be a construction ambassador?



TTA is supporting the CITB initiative to create construction ambassadors. This is an initiative open to anyone - you just need to be passionate about the construction industry and willing to share your career experiences with others. What is important is that you can help new entrants see the fantastic opportunities that are available in construction.

The key roles of construction ambassadors are the following:

- To inspire the next generation of young people to take up a career in the Construction Industry.
- To pass on your skills, knowledge and enthusiasm to potential new entrants so that together we can close the skills gap that we are facing within the industry.
- To enhance your own personal development within the industry and to give something back to those starting out.

From the employer's point of view, there are many benefits to having Construction Ambassadors

represent a company. Reaching out to new entrants and helping them to understand construction career options is a benefit for the whole industry.

Other benefits include:

- Raising your company's profile within the local area.
- Engaging with education.
- Enhancing or addressing your company's community benefit targets.

More information can be found on the CITB website, or if you would like to be a Construction Ambassador in the tiling sector, please contact the TTA.

New technical publication

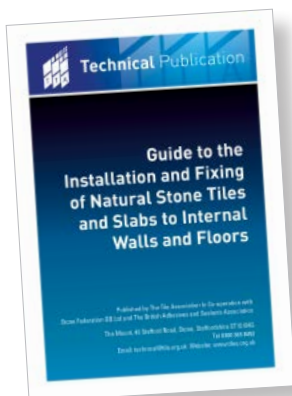
TTA has introduced two new publications in addition to the existing 15 - which range from Uncoupling Membranes to Movement Joints and Construction of Swimming Pools.

The latest addition is the Guide to the Installation and Fixing of Natural Stone Tiles and Slabs to Internal Walls and Floors. This new publication is now on the

TTA website, where it can be downloaded free of charge by TTA members.

Non-members can purchase them for £50 + VAT as a PDF, or for £50 + £1.50 P&P (VAT exempt) as a hard copy.

The next technical publication due to be launched will be on the subject of Large Format Tiles. There will be advertising opportunities within this publication and anyone interested in finding out more about these should contact the TTA.



New TTA contact details

To help direct your queries, we have amended our contact email addresses into our 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
awards@tile.org.uk
marketing@tile.org.uk



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