

IBB builds on reliability with robust Jungheinrich fleet

IBB Polish Building Wholesale was established eight years ago and now supplies over 10,000 customers in the UK, importing goods from Poland as well as the rest of Europe. The company is growing fast with four branches in total - two in London, one in Birmingham, and one in Manchester - all operating to exacting standards in a fast-paced environment where meeting customer demands, on time and to schedule, is absolutely critical.

Keeping goods moving on-site and loading lorries efficiently are essential activities requiring robust and reliable material handling equipment. Operating 10 hours a day, 6 days a week, forklift trucks are engaged in carrying heavy materials such as cement, plaster, and timber - all of which must be handled with great accuracy.

When it came to replacing the company's aging forklift fleet, IBB reviewed the market for a reliable supplier and turned to Jungheinrich UK. "We recognised Jungheinrich as a company with a good reputation," says Jacek Ambrozy, owner of IBB, "so we asked them to come and discuss our options."

Jungheinrich UK provided IBB with two new diesel counterbalance trucks, the DFG 430s and the



DFG 425s. The hydrostatic transmission on the DFG 430s and the automotive VW engine offered precision control and improved fuel efficiency in handling loads up to three tonnes.

"The trucks meet our needs for heavy duty handling in a relatively confined space, giving us the maneuverability we need," says Ambrozy. "Our operating team is very happy with the trucks and all are running smoothly. With 50 to 80 customers a day and moving some 40 tonnes daily, it is vital that the trucks do not fail."

Fitted with triplex masts for duties such as placing plasterboard into racking, the trucks are well equipped for the job and have cabins that provide a comfortable driver environment. The front, top and rear screens reduce exposure to the elements while still enabling the driver to quickly mount and

dismount in order to assess stock and product. Additionally, front and rear spotlights are fitted along with a panoramic mirror for enhanced driver visibility.

The trucks have been supplied with extra-long forks to facilitate the fast loading of palletized goods and plasterboard onto vehicles - allowing the loading of a lorry from one side only and reducing the need to re-position the vehicle in a constricted yard.

Ambrozy concludes: "We decided to rent the trucks from Jungheinrich for three months first, to see how they performed. They proved very capable for the job so we decided to place an order."

"Fuel efficiency is a big factor for us and easy access to the cabin is very important too. But, the most important factor is that everything works to a high standard and generates no problems for us. We are extremely happy with our new Jungheinrich trucks."

JUNGHEINRICH

Jungheinrich UK Ltd is one of the top three leading Intralogistics providers in the UK, generating a turnover of over £175 million annually. With a team of nearly 800 dedicated and highly experienced employees, operating from seven locations across the UK, we offer the industry's widest range of high

energy efficiency Pallet Trucks, Stackers, Counterbalance Trucks, Reach Trucks, Order Pickers, Very Narrow Aisle Trucks and Stacker Cranes in more than 600 truck variants.

In addition, Jungheinrich provides an extensive, 500 employee-strong, Customer Service Support Network. The company has evolved from a manufacturer of Forklift Trucks to a full Intral-

ogistics Solution provider, excelling in Automation, Racking Systems and Warehouse Planning, as well as in Long and Short Term Rental and Financial Services.

The company is a division of the Jungheinrich AG Group, which generates a turnover in excess of 2.7 billion Euros annually and has manufacturing facilities worldwide. www.jungheinrich.co.uk

Review London Build 2016

On the 26th and 27th October 2016 we were exhibiting at the London Olympia during the London Build Expo 2016. We had the opportunity to showcase our activities and promote IBB Builder to visitors engaged in the UK construction industry, like earlier this year during the North England in Manchester.

The London Build 2016 exhibition is the construction sector event that cannot be missed. It brings together professionals, experts, manufacturers, merchants, contractors, architects and all involved in the sector. The Expo appealed to all visitors looking for technologies, innovations and solutions for their construction projects.

We were welcomed with tremendous interest, particularly in our IBB Estimator software, IBB Builder magazine and our innovative range of thermal insulation products IBB Therm. London Build 2016 was a good way of getting IBB out there to new potential customers and showing off what we are good at. We have met many professionals from the sector, focused on networking and receive excellent feedback from visitors. IBB Builder was available in the media area as the press partner, what opened some new leads for IBB. Chairman Bartek Łuszcz, coach Piotr Graban and player Bartosz Kisielewicz from IBB Polonia London VC visited our stand to promote volleyball further. Our stand at the London Build was always busy, and even Mr Bean was our huge fan!

Stay tuned for news in which event we will be taking part next by following us on Twitter (@ibbbuilder) or Facebook!





Master Builder Awards 2017

by Federation of Master Builders

Nominations are now open to Master Builder Awards 2017 by FMB and the entry closes at 5 pm on the 31st January 2017. Enrol now to prove your best standards and be for the chance to win the title of the Master Builder 2017.

The Federation of Master Builder will assess and present the best projects carried out by small and medium-sized builders across the UK. By taking part in the awards programme companies have a chance to win a new Vivaro van sponsored

by Vauxhall and benefit from the publicity. To enter fill the nomination form, upload your photos and provide client's references. It is possible to enter more than one project or same project in various categories.

The regional judges' panel will be assessing all entries and will shortlist the best for the final. All winners will be reviewed by the National Judging Panel who will award the national prizes. Winners will be announced at the Awards ceremony on Friday 15th September 2017 at the Intercontinental Park Lane Hotel. Descriptions of categories, nomination forms and full details of terms and conditions are available at www.fmb.org.uk/about-the-fmb/master-builder-awards

We strongly recommend our readers to take

part in the FMB awards, and we're looking forward to the announcement of the finalist and winners. Good luck to all participants.

Categories :

- New Home
- Energy Efficiency Project
- Small Renovation Project
- Heritage Project
- Large Renovation Project
- Commercial Project
- Kitchen and Bathroom Project
- Heavenly Builder
- Apprentice of the Year
- Building Merchant of the Year
- Lifetime Achievement Award

CSCS SmartCards reader

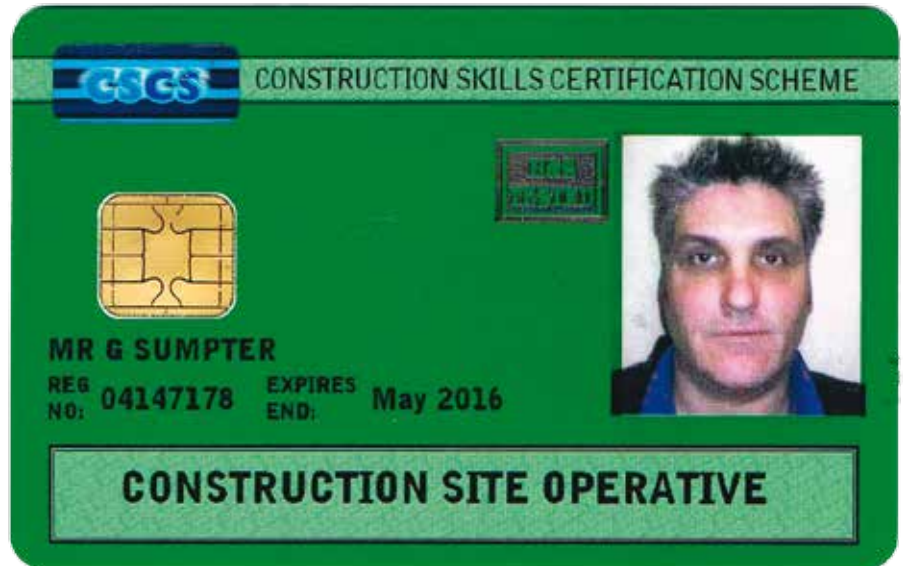
The CSCS cards fraud might be common, so the CSCS is urging employers to check CSCS cards validity with the means of electronic readers. Electronic checks allow confirming the employee's qualifications and training to do the job adequately and safely. The electronic smart card was introduced in 2010 and provides an easy way to tackle fraud and verify workers identity and qualification. However, the last year survey revealed that still, many employers are not using technology to check the CSCS cards validity. Simple visual checks are still the most common.

All CSCS cards are smart, and technology embedded in them allows a site manager to execute free checks on each worker. The chip contains information on the cardholder identity, qualifications and training. All information can be read on a smart-phone, tablet or PC allowing site managers instantly record the cardholder's information.

Instant checks are available if the card is inserted into the card reader or onto a compatible device such as a tablet or smartphone. Many card readers will work with CSCS smart cards. Prices start from around £40 + VAT, and CSCS provides the list of preferred suppliers.

If the cardholder's details will be displayed after reading, it means the card is genuine and will enable the verification of all details printed on the card. The dual interface card can be read with the help of a contact reader or a contactless reader. The reader requires the software to make it compatible with the computer or laptop.

CSCS Communications and Public Affairs Manager Alan O'Neill said: "CSCS believes that for construction sites to remain safe and productive all workers should have the correct qualifications and training for the type of work they carry out. This



was one of CSCS's primary objectives when introducing the electronic SmartCard in 2010. The CSCS SmartCard provides a simple and cost effective way to tackle fraud and verify that workers hold the correct qualifications and training before allowing them on site." CSCS is urging employers to help tackle card fraud and take advantage of the benefits offered by using the CSCS SmartCard.

Unsure how take advantage of the benefits that CSCS SmartCard technology can offer you?

CSCS partner with IT firms who provide software and solutions that can be integrated with the CSCS SmartCard. Only companies which have adequately demonstrated how their solutions benefit construction contractors or clients may become CSCS IT Partners. Biosite, a CSCS IT Partner since 2011, provides access control and workforce management systems designed specifically to address the complex challenges of the construction industry. It utilises state of the art biometric / fingerprint and wireless technology to provide a secure and reliable, yet flexible and affordable solution for today's ever increasing health and safety needs on construction sites.

Li Wang, Biosite Managing Director adds, "Biosite's biometric access control system, integrated with CSCS SmartCards, has completely transformed workforce management and security within the construction industry as site managers are now able to accurately monitor how many workers are on site

at any given time and can also permit or restrict access more efficiently – ensuring only CSCS accredited and trained personnel are on site." Biosite's integrated suite of products include: Biometric Access Control, Wireless Fire Alarms, Online Induction, Delivery Management, CCTV, Time Lapse, Document Management, Corporate Reporting and Manned Guarding. More details at www.biositesystems.com

Benefits of Biosite's access control system include:

- Scan CSCS SmartCard chip and import CSCS SmartCard and photographic information.
- Access is only granted once fingerprint ID and CSCS accreditations checked and verified.
- Site access based on accreditation information coupled with unique biometric information.
- Automatically lock operatives out of construction site if their cards are fake, or their accreditations have expired.
- Ability to prove only inducted and accredited individuals have been granted access on to site.
- Accurate time and attendance reporting.
- Rapid fingerprint matching in less than one second resulting in faster throughput.
- 'Near Miss' data capture and 'Toolbox Talks' recording using fingerprint registration.
- Unique ability to de-duplicate profiles by individual fingerprint across multiple sites.

(source: Biosite, CSCS)

Construction wage Increases

Construction workers are in line for a pay rise from the beginning of the new year. Wage increases have been agreed by the main construction wage agreement bodies, the Construction Industry Joint Council (CIJC) and the Building and Allied Trades Joint Industry Council (BATJIC).

According to the Career Explorer Wizard by GoConstruct the average salaries for construction indus-

try are as below. Please note below salaries will vary depending on location / employer.

- Self-employed contractor or sub-contractor who runs his or her own construction business - average salaries are in the region of £19,000.00 to £55,000.00.
- Construction directors responsible for planning and managing all construction activities - Average salaries are in the region of £60,000.00 to £80,000.00.
- A contracts manager who identifies, secures and manages projects and contracts - Average salaries are in the region of £26,000.00 to £30,000.00.
- Site engineers/technicians look after the technical, organising and supervising side of construction projects - Average salaries are in the region of £19,000.00 to £32,000.00.
- Building control surveyors who make sure that regulations are followed on construction sites and projects. - Average salaries are in the region of £30,000.00 to £40,000.00.
- An electrical engineer who is responsible for the design, development, control and maintenance of the electrical systems and components of buildings, rail networks, power distribution networks. - Average salaries are in the region of £25,000.00 to £60,000.00.

(source: GoConstruct)

	2017		2017	
	Operative date	Award	Operative date	Award
Thermal insulation, Engineering	1 January 2017	1.0%		
Thermal insulation, H & V	1 January 2017	0.8%		
Flat glass industry	1 January 2017	2.3%		
Plumbers- England	2 January 2017	2.0%		
Electricians- England	2 January 2017	2.0%	1 January 2018	2.5%
Electricians- Scotland	2 January 2017	2.0%	1 January 2018	2.5%
Steelworkers	9 January 2017	2.0%	8 January 2018	2.5%
Builders, CIJC	26 June 2017	2.8%		
Civils, CIJC	26 June 2017	2.8%		
Demolition	20 July 2017	3.0%		
Builder - Northern Ireland	7 August 2017	2.0%		
Heating & Ventilating	2 October 2017	2.5%		

This information is for guidance only. Ensure its validity before application.

(Table Source: RICS)

One union

for all construction workers

From 1st January 2017 construction workers will benefit from powerful union of Ucat - Union of Construction, Allied Trades and Technicians and Unite - Britain's and Ireland's largest trade union with over 1.4 million members working across all sectors of the economy.

Ucatt formal transfer to Unite was announced on Wednesday, 2 November as members of Ucatt voted by 85.5 per cent to merge with Unite. Unite and Ucatt will be finalising details of their future together over the coming weeks. Ucatt will join Britain's largest construction union on 1 January 2017. The common voice will give construction workers more powers in pressing for a joined up industrial strategy, securing good quality jobs and dramatically boosting the number of proper apprenticeships. Employers will be dealing now with one union and one voice. This will help to defend the rights of construction workers and hopefully have impact on

reduction of the unfair treatment. One union will create strong voice for the construction industry.

Commenting Unite general secretary Len McCluskey said: "This is a historic moment for the construction industry and the men and women who work in it. From January 2017, construction workers will for the first time have one united powerful union on their side at work.

"Bad bosses and construction firms employing sharp practices should beware. Our new combined industrial voice will be used to defend the rights of

construction workers across the UK and to campaign for secure decent jobs which pay the rate for the job.

"I look forward to working with our new colleagues and welcoming Ucatt members into the Unite family. Together we will be strong progressive voice for Britain's construction workers and their industry."

Ucatt acting general secretary Brian Rye said: "By joining with Unite, the industrial muscle of all construction workers will double overnight, which is good news for all members.

"Employers are going to have to get used to dealing with one voice and one union. They need to understand that shoddy and underhand practices including; dismissing workers without warning, exploiting workers by paying them via agencies or umbrella companies and ignoring key safety laws will not be tolerated and will be exposed."



BOOK REVIEW

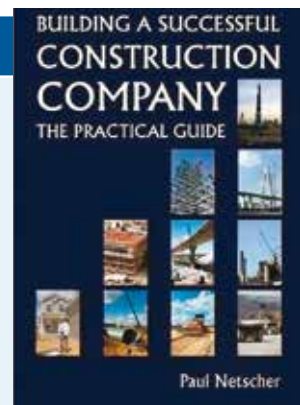
Building a Successful Construction Company: The Practical Guide by Paul Netscher

"It is an interesting reading and practical guide on how to make your construction company more profitable. A 'must read' before you price your next project. Many construction companies fail despite the hard work and knowledge of their managers and owners. Some companies even start well, earning good profits, building successful projects, and the company grows – only for it all to come crashing down, often leaving a mountain of debts behind. So why do construction companies fail? Is it due to bad luck?

This book explores important aspects of managing a construction company that impact its success and profitability. Obviously managers should have an understanding of running a business as well as the appropriate technical skills. But, it's usually more than this.

The chapters in this book focus on the importance of selecting the right project, how to find projects, tendering correctly, winning the project, delivering the project, avoiding unnecessary costs, increasing revenue, financial and contractual controls, managing the company, the importance of employing good people, growing the company and ensuring the company has a good reputation. The chapters are set out in an easy to read format, filled with practical tips, which provide a step-by-step guide to growing profits, remaining profitable and running a successful construction company".

We highly recommend this useful guide for insight on how to successfully manage projects. It consists of case studies and easy to follow practical advices. Very helpful and well worth a read.



If you want to know how to:

- complete the project on time
- complete the project at or under budget
- complete the project safely
- provide quality in all aspects of the project
- leave the customer, the owner and the client satisfied