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Specialist Contractors Encouraged to Stand Firm

The latest NSCC State of Trade survey shows that late payment and under valuation are the biggest issues affecting the businesses of Specialist Contractors with a member of the Association of Interior Specialists (AIS) commenting that “*cash flow and the bullying tactics of main contractors are both real issues for us*”.

At an NSCC meeting earlier this month with representatives from across the whole specialist sector, NSCC Past President Graham Wren urged Specialist Contractors to stand firm on the principle of fair payment during the current economic downturn:

“The achievements of the Fair Payment Campaign are even more important in the current climate and those businesses that maintain 30-day payment terms, ensure contract conditions are met and resist the withholding of retention will be better placed to ride out the storm and respond when the market recovers.”

The results of the NSCC State of Trade survey confirm a downturn with 40% more Specialist Contractors reporting a decrease in the number of both enquiries and orders received compared to the beginning of 2008. However, with two thirds of respondents still working at over 75% capacity, there isn't any need to accept detrimental payment terms and undermine the substantial progress that has been made by the Fair Payment Campaign to date.

The current economic situation clearly reinforces the need for the NSCC Fair Payment Campaign to improve payment practices in the construction industry. NSCC is encouraging all companies committed to fair payment to support the campaign by signing up at www.fairpaymentcampaign.co.uk.

~ Ends ~

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Notes to editors:

1. The National Specialist Contractors Council (NSCC) brings together the common aims of 29 specialist trade organisations within the construction industry and is the authoritative voice of 7,000 Specialist Contractors in the UK.
2. The online NSCC State of Trade survey is carried out quarterly across the specialist sectors represented by NSCC and the results are analysed by the School of the Built Environment at Northumbria University.

3. A full copy of the latest NSCC State of Trade report will shortly be available on the Information page of the NSCC website at www.nsc.org.uk.
4. Further information regarding the Fair Payment Campaign can be found at www.fairpaymentcampaign.co.uk.