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PRESIDENT POINTS TO CHALLENGES AND OPPORTUNITIES

A key role of the Building & Engineering Services Association (B&ES) is to help its members to face up to the challenges of the marketplace and to turn them into business opportunities, according to newly-elected president Jim Marner.

Speaking at the B&ES annual general meeting, Mr Marner went on to set out the principal items on the agenda for the year ahead.

"We must address the skills shortages which, at every level of the workforce, are threatening to limit the extent to which members can take advantage of the economic recovery," Mr Marner pointed out.

"We must continue to fight for the introduction of a fairer and more equitable payment culture that will allow businesses in the sector to operate profitably and to invest in skills, resources and technology.

"We must try to establish a more accessible and transparent pre-qualification regime."

"And we must ensure that building engineering services continues to hold its position in the vanguard of the 'digital revolution'," the president insisted.

Turning to the construction industry as a whole, Mr Marner reminded his audience that the Association must promote "intelligent thinking" at the outset of each project – along with an appreciation of what each party can contribute to its overall success.

"We must encourage the professional teams to provide detailed designs at an earlier stage – and so minimise the problems that will inevitably emerge once we are on-site.

"We must lobby for smarter procurement, preferred supply chain status and open-book, two-stage tendering – whereby firms can establish their competence, capability and

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financial stability before investing significantly in the production of detailed designs for a job they may very well fail to secure.

“Above all, we must re-establish trust between clients and contractors, and emphasise what *all* parties bring to the achievement of a successful construction contract,” the president concluded.

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Picture Caption:

Jim Marner, president of the Building & Engineering Services Association for 2015/16.

Note to Editors:

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