



# Institute of Carpenters

Members' Day and AGM

Carpenters Hall - 11 May 2019

James Filus, Director

National Association of Shopfitters

# Introduction

James Filus

- Graduated in 2002 (Criminology & Sociology)
- Early roles in a contact centre, research and general administration
- Moved in Local Government in 2007 - focus on complaints management, information law, governance, and transactional services
- Joined the NAS as Director in January 2019



# Today

Past, Present and Future of the NAS

- Our history
- Our work
  - The NAS today
  - Plans for the future
- Training and career opportunities



# Our history

'100 not out'

## Key events

- Formed in 1919, in the optimism of a post-war boom
- All founder Members belonged to the National Federation of Building Trade Employers. The NAS began life as an affiliate of the NFBTE.
- First Rules of the NAS agreed at a Special General Meeting on 13 October 1927
- Standard Conditions of Trading published in 1938
- Regional Associations granted in 1939
- October 1943 – became an autonomous Trade Association (leaving the NFBTE)

# Our history

'100 not out'

## Key events

- ▶ Formed in 1919, in the optimism of a post-war construction boom
- ▶ All founder Members belonged to the National Federation of Building Trade Employers. The NAS began life as an affiliate of the NFBTE.
- ▶ First Rules of the NAS agreed at a Special General Meeting on 13 October 1927
- ▶ Standard Conditions of Trading published in 1938
- ▶ Regional Associations granted in 1939
- ▶ October 1943 – became an autonomous Trade Association (leaving the NFBTE)



# Our history

'100 not out'

## Key events

- ▶ 1944 – NAS located at 9 Victoria Street, London SW1
- ▶ First full-time Director, Mr E Cutler, appointed on 1 November 1945 – remained in post for 28 years
- ▶ 1950 – Membership topped 100 for the first time
- ▶ Relationship with insurance brokers Darwin Clayton Ltd formed in 1953. This close relationship remains in place today
- ▶ 1964 – Noted 'doubts' about whether shopfitters should be within scope of the newly formed Construction Industry Training Board (CITB)



# Our history

'100 not out'



## Key events

- ▶ Relocated to Lenning House, Croydon, and then finally to NAS House, Warlingham, in March 1975. Freehold purchased on 27 April 1987
- ▶ 1979 – Launch of the NAS Design Prize Competition
- ▶ Quality Assurance schedule under BS 5750: Part 2 published in August 1989
- ▶ Membership reached its then peak of 219 in 1990
- ▶ Shopfitting Industry Group Training Association formed in 1993
- ▶ Affiliate membership category created in 1994



# Our work

The NAS today

## Strategic objectives:

- To act as the official channel of communication between the interiors sector, the global construction industry and Government.
- To provide a single voice on behalf of the industry, protecting its economic and commercial interests.
- To create and regulate fair trade practices within the industry.
- To provide a central conduit for industry research and the exchange of information between members.
- To promote the highest levels of technical competence, training and understanding among members.
- To foster good relations and understanding between members, their clients and the supply chain.

# Our work

The NAS today

## Current initiatives and activities

- NAS Buy:
  - Member only purchasing platform
  - Currently covers lighting, plans to expand as part of website redevelopment
  - 5% rebate on purchases returned to NAS – generated £1,545 to date
- Increasing our online/digital presence:
  - Redeveloping the NAS website and social channels
  - Using platform to better promote our Members
  - CRM development and stronger business intelligence
  - Recruiting a Marketing & PR Manager to lead in this area

# Our work

The NAS today

## Current initiatives and activities

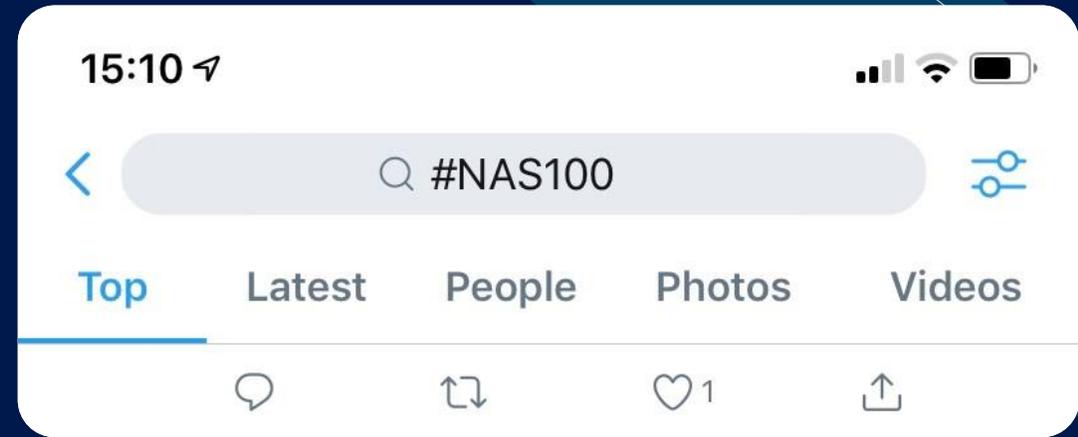
- Shopfitters Independent Training Forum (SITF):
  - Rebuilding/rebranding the Forum so that it is fit-for-purpose
  - Working with the CITB to produce a 3-year Training Needs Analysis for our Members. This will be used to commission training or develop our own training offer
  - Recruiting a Training Manager to lead in this area
- Promoting and refining PAS:82 (Shopfitting and Interior Contracting Management System):
  - Developed in partnership with the British Standards Institute and assessed by Altius

# Our work

The NAS today

## #NAS100 – Let's Celebrate

- A number of events to mark our Centenary:
  - Charity Challenge
  - Apprenticeship Competition
  - Centenary Golf Day
  - Centenary Celebration Fundraiser (after Autumn Conference)



# Our work

The NAS tomorrow

## Plans for the future

- Truth is, it is hard to say! But I'm working on this right now.
- My overall aim is for the NAS to be seen as a "best in class" Trade Association
- Must demonstrate that:

Value of membership > cost of membership

# Training and career opportunities

What I've learnt so far

## Apprenticeships and training

- Information from the Government shows that Apprenticeships in Construction, Planning and the Built Environment sector have grown in the last 3 years – returning to similar levels to that experience a decade ago
- Construction, Planning and the Built Environment accounted for 6% of the Apprenticeship starts in 2017/18 (23k starts)
- Parallel with 2.4m construction industry jobs in the UK in Q3 of 2018 (6.8% of jobs).
- However...

# Training and career opportunities

What I've learnt so far

## Apprenticeships and training

- Members have reported a skills shortage and that the Apprenticeships being offered are general and not specialist
- Concerns about the level of support from CITB if you are not an Apprenticeship Levy payer (like most SMEs)
- Divestment of National Construction College (NCC) creates uncertainty about feasibility of specialist training.

# Any questions?





# Thank you

James Filus

p: 01883 624 691 / 07739 763154

e: [james.filus@shopfitters.org](mailto:james.filus@shopfitters.org)

w: [www.shopfitters.org](http://www.shopfitters.org)