

**COMMERCIAL COMMITTEE REPORT FOR PRESENTATION AT THE QUARTERLY  
MEETING ON 13<sup>th</sup> FEBRUARY 2020**

**Date of Reported Meeting:** Thursday 28<sup>th</sup> November 2019

**Date of Next Meeting:** Thursday 19<sup>th</sup> March 2020

**FPS 3<sup>rd</sup> Quarter Statistics**

The FPS Commercial Committee felt the market has been suppressed and noted a downward trend, it was noted the uncertainty around Brexit may be affecting this. It has been felt main contractors are tightening margins and the FPS needs to sell the message that buying quality to start with is more cost effective than buying cheap and having to rectify issues which arise. It was noted members are positive about anticipating the increase of work with projects such as HS2 and Heathrow.

**Why use an FPS member**

The Commercial Committee reviewed the leaflet promoting *why use an FPS member* and it was agreed to find out which forums are available for the FPS to present on buying assurance from the FPS.

**Fair Certification Standard for Evidence and Escalation**

The FPS Commercial Committee are looking at how to tackle the issue on fair certification, it was agreed to put together an escalation policy document to say to clients this is what the standard for evidence is. They have produced a draft guidance to progress.

**Fair Certification Editorial**

It was agreed that Debbie Darling produce an editorial piece rather than continuing with a position paper. The Chair agreed to send Debbie Darling points on why fair certification matters, it was noted the Fair Certification standard for evidence and escalation should be produced and an editorial piece will follow.

**Build UK**

Build UK have identified terms that are being seen in contracts and that Contractors feel are unfair. From this Build UK will be producing a best practice guidance.

**JCT Report**

The FPS is currently represented by Steve Wood, BBGE however there was no JCT report for the last few meetings.

**EFFC Sustainability WG**

The Commercial Committee noted that EFFC Sustainability WG are looking at sustainable concrete and carbon emissions.

**Heathrow Expansion**

It reported that the Heathrow expansion team contacted the FPS and met with them. It was noted that they are in the procurement phase. They have asked if the FPS can sense check two method statements for a trial pile, that they are planning to do. They have sent across their specifications. It was noted it will be a vast project, the size of Crossrail.

The FPS remains mindful of an NDA, however the information is currently in the public domain.