











1. Did you know that in the UK government says that Specialist Sub-Contractors working on certain public sector contracts should be paid within 30 days?

		Response Percent	Response Count
Yes		69.7%	145
No		30.3%	63
answered question			208
skipped question			4

2. If you have worked on public sector contracts in the last 12 months, how quickly have you been paid?

		Response Percent	Response Count
30 days		3.8%	8
Between 30 and 60 days		46.6%	97
Between 60 and 90 days		20.2%	42
In excess of 90 days		6.7%	14
Not applicable as we haven't worked on public sector projects		22.6%	47
answered question			208
skipped question			4

3. Are you aware of / familiar with the UK Government's "Mystery Shopper Service" in respect of public sector contracts?



		Response Percent	Response Count
Yes		13.0%	27
No		72.0%	149
Heard of it but don't know what it does		15.0%	31

Have you used, or tried to use this service, and if so what did you think of it? 15

answered question 207

skipped question 5

4. When you enter into the contract with the main contractor (on either public or private sector contracts) do you feel able to challenge payment terms that are longer than 30 days?

		Response Percent	Response Count
Yes, we are able to successfully challenge this		26.9%	54
No we are not able to challenge this		73.1%	147

If you are NOT able to challenge payment terms (particularly on public sector contracts) please tell us why not 93

answered question 201

skipped question 11

5. In general on private sector contracts, how quickly on average do you get paid?

		Response Percent	Response Count
Within 30 days		7.3%	15
Between 30 and 60 days		62.0%	127
Between 60 and 90 days		26.3%	54
In excess of 90 days		4.4%	9

What other experiences about payment do you have?

77

answered question

205

skipped question

7

6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

	Response Count
	163
answered question	163
skipped question	49

7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

		Response Percent	Response Count
Suitable for the industry and do not need changing		10.2%	20
Unsuitable/do not work and need changing		89.8%	177

If you have chosen unsuitable/do not work, please explain why? 137

answered question 197

skipped question 15

8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	Response Count
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183

answered question 183

skipped question 29

9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

	Response Count
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178











answered question 178

skipped question 34

10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously. If you are prepared to speak with the media anonymously, or go on the record as regards your experiences, please enter your email address, and we will contact you accordingly.






















	Response Count
	92
answered question	92
skipped question	120
















11. How many people do you employ, and what is your approximate annual turnover?

		Response Percent	Response Count
1-10		18.4%	38
10-20		6.8%	14
20-50		6.8%	14
50-100		4.9%	10
more than 100		2.4%	5
0-1 £million		21.8%	45
1-5 £million		19.4%	40
5-10 £million		6.8%	14
10-20 £million		10.2%	21
More than £20 million		2.4%	5
	answered question		206
	skipped question		6

12. This survey is anonymous, but if you could simply tell us which county you are in, that will help us to understand how things are across the country.

		Response Percent	Response Count
Avon		1.5%	3
Bedfordshire		2.4%	5
Berkshire		1.5%	3
Borders		0.0%	0
Buckinghamshire		2.0%	4
Cambridgeshire		2.4%	5
Central		2.4%	5
Cheshire		2.9%	6
Cleveland		0.5%	1
Clwyd		0.5%	1
Cornwall		0.0%	0
County Antrim		0.5%	1
County Armagh		0.5%	1
County Down		0.0%	0
County Fermanagh		0.0%	0
County Londonderry		0.0%	0
County Tyrone		0.0%	0
Cumbria		0.5%	1
Derbyshire		3.4%	7
Devon		2.0%	4
Dorset		0.5%	1
Dumfries and Galloway		0.0%	0
Durham		0.5%	1
Dyfed		0.0%	0

East Sussex		1.0%	2
Essex		6.8%	14
Fife		1.0%	2
Gloucestershire		1.0%	2
Grampian		0.0%	0
Greater Manchester		3.4%	7
Gwent		0.0%	0
Gwynedd County		0.5%	1
Hampshire		2.0%	4
Herefordshire		0.0%	0
Hertfordshire		3.9%	8
Highlands and Islands		0.0%	0
Humberside		1.0%	2
Isle of Wight		0.0%	0
Kent		7.8%	16
Lancashire		2.4%	5
Leicestershire		0.5%	1
Lincolnshire		1.0%	2
Lothian		1.0%	2
Merseyside		1.5%	3
Mid Glamorgan		0.5%	1
Norfolk		1.5%	3
North Yorkshire		1.5%	3
Northamptonshire		1.0%	2
Northumberland		0.0%	0
Nottinghamshire		7.3%	15
Oxfordshire		1.0%	2

Powys		0.5%	1
Rutland		0.5%	1
Shropshire		0.0%	0
Somerset		0.0%	0
South Glamorgan		0.5%	1
South Yorkshire		2.0%	4
Staffordshire		2.0%	4
Strathclyde		2.0%	4
Suffolk		1.0%	2
Surrey		2.4%	5
Tayside		0.0%	0
Tyne and Wear		4.4%	9
Warwickshire		0.0%	0
West Glamorgan		0.5%	1
West Midlands		5.9%	12
West Sussex		1.0%	2
West Yorkshire		4.9%	10
Wiltshire		1.0%	2
Worcestershire		0.5%	1
answered question			205
skipped question			7

Page 2, Q3. Are you aware of / familiar with the UK Government's "Mystery Shopper Service" in respect of public sector contracts?

1	Used it, did not hear back	Oct 30, 2013 6:44 PM
2	Its down to the people elected to participate; as to how they want to operate:	Oct 19, 2013 11:17 PM
3	Waste of time. Full of red tape. Process takes too long and can not establish what te payment mechanisms are within a company unless they are directly effected by the payment process.	Oct 18, 2013 9:49 AM
4	No	Oct 15, 2013 10:11 AM
5	Not used.	Oct 11, 2013 3:13 PM
6	never tried it as from what being reported there is no action being taken.	Oct 11, 2013 6:34 AM
7	We would like to	Oct 10, 2013 7:39 AM
8	Not much confidence in it Balfors directors share a meal other them I don't	Oct 9, 2013 9:45 PM
9	Not aware of the service.	Oct 8, 2013 5:23 PM
10	Ggg	Oct 6, 2013 6:37 AM
11	haven't tried it	Oct 3, 2013 8:23 PM
12	No	Oct 2, 2013 2:47 PM
13	Does not seem to have much impact	Sep 30, 2013 2:25 PM
14	No havent tried it.	Sep 30, 2013 2:04 PM
15	Useless	Sep 30, 2013 2:01 PM

Page 2, Q4. When you enter into the contract with the main contractor (on either public or private sector contracts) do you feel able to challenge payment terms that are longer than 30 days?

1	We feel that challenging contractors could delay payment even further	Oct 31, 2013 10:37 PM
2	We are told we will loose the project unless we adhere to main contractors terms	Oct 31, 2013 9:01 PM
3	Take it or leave it, plenty others who will accept these terms.	Oct 31, 2013 3:32 PM
4	They make you feel small and insignificant, and that they'll just go elsewhere.	Oct 30, 2013 8:00 PM
5	They will only pay when they want even if we agree early payment	Oct 30, 2013 6:44 PM
6	Private Sector - for fear of not getting any further work!!	Oct 28, 2013 12:13 PM
7	Main Contractor usually agrees a "halfway house" on payment time or sometimes holds no retention.	Oct 22, 2013 7:36 AM
8	We can challenge it, but the Main Contractor holds the cards and we are limited in waht we can do.	Oct 21, 2013 11:15 AM
9	we feel pressured to agree due to the financially negative climate we have become accustomed to.	Oct 20, 2013 9:43 AM
10	A contract is not set to be completed within a set time and the Contractor is able to acquire excess as the authority fail to work to a schedule; this has gone on for to long as the authority is NUPE Union run:	Oct 19, 2013 11:17 PM
11	No, they are looking for compliant contractors, who that can feel they can pay,when and if they want to.	Oct 19, 2013 9:06 PM
12	We cannot dictate the terms of contracts as it starts the contract on the wrong foot and they can give the work to someone else if they wish.	Oct 19, 2013 1:53 PM
13	Strict payment terms of main contractor	Oct 18, 2013 12:58 PM
14	We have unsuccessfully attempted to challenge this on several occasions. We have occasionally managed to reduce contract payment dates down to 35 days by referring to the mystery shopper, but inevitably, in practice, the payment is at least 5 days late. It is very rare that we have managed to be paid within 30 days.	Oct 18, 2013 12:38 PM
15	I risk upsetting larger customers	Oct 18, 2013 11:52 AM
16	We can challenge and do, but not with a great deal of sucess	Oct 18, 2013 11:05 AM
17	You can challenge and the only way to get reduced payment. Terms is by offering discounts on already tight prices. Main contractors are pushing payment terms out to 42 days 60 days and then introduce a early settlement policy to which you have to get your monies through a Third party bank! Ridiculous! .	Oct 18, 2013 9:49 AM
18	We wouldn't get the job - they're big, we're small, we have a very weak negotiating position.	Oct 18, 2013 9:23 AM
19	Smaller companies do not want to 'rock the boat' at this crucial stage of the project and 'lose it'	Oct 18, 2013 9:03 AM
20	only with some contractors	Oct 18, 2013 8:47 AM

Page 2, Q4. When you enter into the contract with the main contractor (on either public or private sector contracts) do you feel able to challenge payment terms that are longer than 30 days?

21	They just go somewhere else as they dictate terms on a take or leave it basis. It can often be the case that having been involved, quoted, designed to you are already "in contract" before the terms or the actual order is offered.	Oct 18, 2013 8:44 AM
22	It's take it or leave it.	Oct 18, 2013 8:26 AM
23	it is usually a take it or leave it basis	Oct 18, 2013 8:21 AM
24	Thou it gets you no where. The terms are pretty much non-negotiable	Oct 18, 2013 7:48 AM
25	These are the terms laid down in their contract, if you don't accept, you don't get the work, even though its secured on competitive tender	Oct 18, 2013 7:31 AM
26	There are contractors who will always accept longer terms, this then puts pressure on the supply chain as a whole to also accept the longer payment terms.	Oct 18, 2013 7:30 AM
27	Its a case of sign up to our terms and conditions or you dont get the work	Oct 17, 2013 11:45 AM
28	We have found that the main contractor generally invokes their standard trading terms or payment terms under an appendix to a standard form of contract, specifying payment terms in excess of 30 days. These we feel that we are forced to accept if we want to win the work.	Oct 16, 2013 3:16 PM
29	Major clients dictate that if we want to undertake their work we must accept their terms.	Oct 16, 2013 8:42 AM
30	Told to take it or leave it!	Oct 15, 2013 10:11 AM
31	The industry is incredibly competitive already and we know for a fact that some of our competitors have been selling products at well below cost hoping to ride out the storm. If we are lucky enough to win a contract, we have to be very careful about making any demands, including relating to payment terms, lest the main contractor just decide to go elsewhere.	Oct 15, 2013 8:11 AM
32	We do challenge payment terms in excess of 30 days but rarely get them changed. Competition is too fierce, in other words there's always someone in the wings who will accept their terms if we don't.	Oct 13, 2013 8:16 AM
33	They have their standard terms, and feel that in a competitive market, if you challenge it, someone else will win the contract	Oct 12, 2013 8:30 AM
34	Because If I challenged the payment terms i would Not have got the contract	Oct 11, 2013 6:41 PM
35	The chances are you will be told to take it or leave it	Oct 11, 2013 4:35 PM
36	We get told the contract will go elsewhere as there are plenty more firms gagging for work	Oct 11, 2013 4:34 PM
37	We try to challenge but are regularly bullied into accepting them or they will go elsewhere	Oct 11, 2013 4:09 PM
38	wont get any more work from them	Oct 11, 2013 3:53 PM
39	We get told we will lose the order	Oct 11, 2013 3:44 PM

Page 2, Q4. When you enter into the contract with the main contractor (on either public or private sector contracts) do you feel able to challenge payment terms that are longer than 30 days?

40	As soon as you try and negotiate they advise that they have at least another 3 sub contractors waiting to take the works.	Oct 11, 2013 3:30 PM
41	Yes have challenged and agreed 14 day payments, but when it comes to getting paid it always extends to 30+ days	Oct 11, 2013 3:21 PM
42	We are willing & able to challenge these terms but the MC's have rarely been willing to budge. More recently however they have become more amenable because their supply chain has diminished and is increasingly busy.	Oct 11, 2013 3:13 PM
43	Because the main contractor always has another subbie that will work to the extended terms	Oct 11, 2013 3:08 PM
44	we often are told, there are valuation dates, but we are never told when, so these are often mist !.	Oct 11, 2013 1:40 PM
45	The Main Contractor sets it down in their terms and conditions ans will not deviate.	Oct 11, 2013 1:10 PM
46	to difficult	Oct 11, 2013 10:38 AM
47	As we do not always work direct to public sector. The principle contractors terms are applied and is more difficult to negotiate	Oct 11, 2013 9:07 AM
48	We do try on every contract. We wotk directly for NHS and through contractors. The sub cons of the msin contrattors are removed from view. As sub sub cons we mainly get 45/70 dsy psyments.	Oct 11, 2013 6:02 AM
49	response is take it or don't win the job	Oct 10, 2013 3:21 PM
50	Its the same old conundrum - we need work; however, we very rarely accept terms over 45 days.	Oct 10, 2013 12:21 PM
51	They refuse to negotiate, saying it's their 'National' policy, due to market conditions and in-line with other Main Contractors	Oct 10, 2013 7:39 AM
52	Bullied	Oct 9, 2013 9:45 PM
53	Its a take it or leave it clause that juniors stick by saying others will do it or are doing it, or thats our terms sorry!!!	Oct 9, 2013 3:18 PM
54	We are constantly faced with a take it or leave it attitude, if we dont accept the terms they will find someone else who will!	Oct 9, 2013 9:06 AM
55	We finally took the decision to decline a couple of projects as Main Contractor would not alter their payment terms which in most cases were 49 days plus from "their" valuation submission.	Oct 9, 2013 8:30 AM
56	Main Contractor does not accept any challenges to payment terms	Oct 9, 2013 7:41 AM
57	Any challenge is seen as "Rocking the Boat"	Oct 8, 2013 6:06 PM
58	There are normally terms and conditions within the subcontract that indemnify payments or extend payments beyond their own terms. This can be in the form of a payment date schedule or simply on whether the work has been signed off for payment internally.	Oct 8, 2013 5:23 PM

Page 2, Q4. When you enter into the contract with the main contractor (on either public or private sector contracts) do you feel able to challenge payment terms that are longer than 30 days?

59	Many project surveyors simply refer to a HQ dictate and standard terms generally these vary from 45 - 65 days on average. With some proposed terms being even longer than this.	Oct 8, 2013 4:58 PM
60	Basically we are told that if you don't like it don't sign up for it. Very occasionally we can negotiate, but its rare.	Oct 8, 2013 4:35 PM
61	Normally sub-sub-contract and bound by our clients terms. If we don't agree to the proposed terms, we will lose the work.	Oct 8, 2013 4:30 PM
62	Larger clients dictate their own terms and when challenged, the response is pretty much "There are plenty of others in your position who will accept our terms, so if you dont like it, dont work for us"	Oct 8, 2013 4:28 PM
63	Customer is King, it's usually take it or leave it.	Oct 8, 2013 4:15 PM
64	Gsg	Oct 6, 2013 6:37 AM
65	Payment schedules issued with sub contract orders - non neegotiable	Oct 4, 2013 1:45 PM
66	we are fighting for contract s and don't wish to jeperdis our chances of gaining the contract	Oct 3, 2013 8:23 PM
67	We are unaware of the rules stated by government and feel unable to "rock the boat" for fear of reprisals	Oct 3, 2013 9:06 AM
68	We are usually sub sub contractors so do not get to deal with main contractors ditectly	Oct 2, 2013 8:18 PM
69	attitude of accept the terms or do not ge the work	Oct 2, 2013 4:00 PM
70	We could but they intimate that if we are not willing to accept the payment terms that there are other companies who they can use.	Oct 2, 2013 3:05 PM
71	We do challenge but not always successful	Oct 2, 2013 2:47 PM
72	Because they just use every trick and excuse in the book not to pay you just to delay payments to the point of lying about issues raised on site.	Oct 2, 2013 2:46 PM
73	60 days or more is offered take it or leave it?	Oct 2, 2013 2:40 PM
74	We always ask for 289 day payments but most will not amend their standard terms or will just pay us when they want to in any case. Every excuse is used from not having our insurances, to no director to sign off etc.	Oct 2, 2013 10:58 AM
75	They say that it's there company policy, but the recent project I was able to secure 30days.	Oct 2, 2013 6:14 AM
76	Not applicable to me as a consultant	Oct 1, 2013 3:17 PM
77	Usually attempt to challenge >30day payments however main contractors usually state that these are the terms. Some will entertain a discount for early payment however in our experience they will take the discount but still be late paying	Oct 1, 2013 12:33 PM
78	We always challenge but rarely get what we want.	Oct 1, 2013 10:05 AM

Page 2, Q4. When you enter into the contract with the main contractor (on either public or private sector contracts) do you feel able to challenge payment terms that are longer than 30 days?

79	Very difficult to challenge when you need the work, have already invested hundreds of man hours in the tender and pre qualification process, then to be told take or leave it.	Oct 1, 2013 8:50 AM
80	Main contractor simply does not pay on time	Oct 1, 2013 7:31 AM
81	Although I used to be a partner in an Engineering Practice, I am now a sole professional specialising in construction disputes.	Sep 30, 2013 3:20 PM
82	Often 30 days is made available with a kick back.	Sep 30, 2013 3:19 PM
83	very difficult as tend to disguise actual payment terms by using terms like specified dates, due dates etc which can be same day or x number of days after the actual valuation date. ie 30 days from due date could actually be 49 days as due date is 19 days after valuation date	Sep 30, 2013 2:51 PM
84	They offer a take it or leave it approach.	Sep 30, 2013 2:46 PM
85	As a small contractor, the balance of power lays with the much larger contractor, we are effectively forced to accept their terms in 99% of contracts.	Sep 30, 2013 2:35 PM
86	we are considered lucky to have the contract in the first place, and wouldn't receive future contracts if we annoy the main contractors surveyors	Sep 30, 2013 2:30 PM
87	At present trying to secure work away for construction like the plague or before tendering stating that it will be pro forma, because of the loss of our company we are now a lot smaller and we can do this, other larger sub contract companies cannot do this as they need to pay the overheads ect and are a rapid spiral of chasing turnover.	Sep 30, 2013 2:25 PM
88	We try to challenge and get payment in 30 days but typical responses are: "what discount will you give if we do" or "our systems are not set up for payment in less than 45 days".	Sep 30, 2013 2:20 PM
89	We simply do not deal with main contractors any more. We adjusted our business model accordingly.	Sep 30, 2013 2:17 PM
90	60 Days would be good!! Payment terms are always protracted in the Main Contractors favor in our experience.	Sep 30, 2013 2:10 PM
91	Our competition feel compelled to except extended terms thereby ruining our negotiating position!	Sep 30, 2013 2:04 PM
92	The contract terms may be 30 days but the main contractor (Balfour Beatty) pays what it sees fit, when it sees fit to do so. If we challenge it, we are likely to lose future contract work.	Sep 30, 2013 2:02 PM
93	Because you get greeted with "we can always go elsewhere with our business".	Sep 30, 2013 1:56 PM

Page 2, Q5. In general on private sector contracts, how quickly on average do you get paid?

1	Non Payment of invoices sent my company into administration at a cost of 70 peoples jobs	Nov 1, 2013 2:28 PM
2	Being thrown out or black listed when you challenge non-payment!	Oct 30, 2013 8:00 PM
3	The larger the company, generally the longer the payment terms	Oct 28, 2013 12:13 PM
4	Most, not all, Main Contractors are more concerned with price alone and not quality or longevity of the product. This is shown by most pre-order meetings being with QS's and often not with technical/quality staff	Oct 22, 2013 7:36 AM
5	Being given a payment date then the main contractor failing to stick to it.	Oct 20, 2013 9:43 AM
6	A set schedule for a term of contract is governed by the level of work required; which should be defined carefully to work against weather conditions in certain levels where alternate is Interior:	Oct 19, 2013 11:17 PM
7	Terms are considered eligible to pay after the period is over. I.e they are eligible to pay after 30 days. It works both ways though and subcontractors don't offer up supplier payments on day 1, they utilise their full terms and possibly longer.	Oct 19, 2013 1:53 PM
8	The use of withholding notices by main contractors as a tactic not to pay the amount claimed	Oct 18, 2013 12:58 PM
9	1) Certain sections of the local community feel they can barter when the works are completed even though they accepted the initial quotation. 2) Some larger private organisations have just extend their payment runs to 90 days on a 'take it or leave it' threat for their work.	Oct 18, 2013 9:03 AM
10	Some large client supermarkets are paying on 150 days.	Oct 18, 2013 8:49 AM
11	Applications consistantly knocked back with no notice and little communication. They don't bother.	Oct 18, 2013 8:44 AM
12	The majority of payments come in the 60-90 day, regardless of terms, however there is still a good number that end up over 90 due to delay tactics.	Oct 18, 2013 8:30 AM
13	supposed queries on our application/invoices - usually around when the payments are due, not within seven days as stated on our paperwork	Oct 18, 2013 8:21 AM
14	since april 2013 we refuse to accept contracts with payment terms over 35 days	Oct 18, 2013 7:51 AM
15	Always have to chase payments.	Oct 18, 2013 7:48 AM
16	Any excuse not to pay and contra charges that suddenly appear	Oct 18, 2013 7:36 AM
17	Certain contractors seem to always forget to make a payment or just dont pay on time	Oct 17, 2013 11:45 AM
18	Payment terms in general appear to be being pushed out. We now have to accept more 90 day payments than 30!	Oct 16, 2013 3:16 PM
19	Late payments and short payments	Oct 15, 2013 11:07 AM
20	Systematic undervaluing of applications. Retention held well beyond terms.	Oct 15, 2013 10:11 AM

Page 2, Q5. In general on private sector contracts, how quickly on average do you get paid?

21	where we have been employed by a Main Contractor who had no intention of paying and, despite being awarded a favourable Adjudication decision, they have still not paid the full amount owed!	Oct 15, 2013 9:13 AM
22	We have now started issuing Suspension of Work Notices as soon as payments are late. However, on some contracts the Suspension of Work Notice Period is 21 days, which doesn't really give the contractor much incentive to pay anywhere near the final date for payment. It seems that they just see this notice period as an extension to their credit terms. However, if we don't issue them, we tend not to get paid at all! Every month, with virtually every main contractor, we have excuse after excuse from Quantity Surveyors and accounts departments about why the payment isn't on time. This ranges from being told they "forgot" to pay us (how you can forget to pay £20k, I don't know - either someone is completely incompetent or the company doesn't even remotely have the correct systems in place) to outright lies telling us that a payment will be in this week's cheque run and then it doesn't turn up. And why on earth we have to put up with cheques and the ridiculous amount of time they take to arrive and then clear in our accounts in the 21st Century, is another major problem.	Oct 15, 2013 8:11 AM
23	Clients are holding onto their monies a lot longer, a lot of them don't issue with holding notices they just send a payment, we are then faced with having to find out why it's short. GE Energy are particularly bad at paying and are almost always over 90 day payers	Oct 14, 2013 3:40 PM
24	It used to be that if you dealt with the 'tier 1' bluechips you waited longer for your money but always got paid on time and in accordance with the contract. This is no longer the case - eg ISG. My old firm went into insolvency because of late payments from bluechip Main Contractors (Mace, Lend Lease, Laing etc)	Oct 13, 2013 8:16 AM
25	Many applications are only part paid with no explanation, leaving us to chase the unpaid part, otherwise would not get paid remainder	Oct 12, 2013 8:30 AM
26	Always light	Oct 11, 2013 4:35 PM
27	Retention is very difficult to eek out of clients	Oct 11, 2013 4:09 PM
28	The larger the company the longer it takes them to pay	Oct 11, 2013 3:44 PM
29	90 days with mitie engineering clause 12. basically paid as when paid but well put in the contract. owed us £68,000 when the main contractor went bust and didn't pay..	Oct 11, 2013 2:16 PM
30	Late retention being paid,	Oct 11, 2013 1:40 PM
31	QS not consistent in their approach towards signing off for work completed. They delay the payments by holding on to their signing off forms.	Oct 11, 2013 1:10 PM
32	we never seem to get the full amount owing .theres always something left to chase	Oct 11, 2013 10:38 AM
33	On average between 30 and 60 but a lot fall outside of the 60days	Oct 11, 2013 10:33 AM
34	More time is expended by accounts to continually chase payments due, and follows through to getting retentions released.	Oct 11, 2013 9:07 AM
35	Larger contractors now have 60 days as standard and appear to be wanting	Oct 11, 2013 9:04 AM

Page 2, Q5. In general on private sector contracts, how quickly on average do you get paid?

	even longer payment terms between 70-90 days.	
36	End of contract negotiations to settle the account. This usually involves the extras that the contract says: receiving and instruction does not guarantee payment. The contractor knows that if it goes legal, even if we win there are likely to be additional costs. And that we have already committed to wages and suppliers. In a tender price, this is generally the profit on the job.	Oct 11, 2013 7:42 AM
37	even though we have been paid within the payment date a lot of project we negotiate better terms for a larger discount. These terms are never met. We are constantly fighting every month to get payments paid to the agreed dates set out in the contract. It is both tiring and very wasteful of our resources which could be better used elsewhere.	Oct 11, 2013 6:34 AM
38	knockback on certification discounts required on start up then again at final account or when we are chasing payments. retentions taking an age to get paid	Oct 10, 2013 3:21 PM
39	The pay-less notices are more frequent & onerous than they were before the recession	Oct 10, 2013 12:21 PM
40	The final payment is the one with most concern	Oct 10, 2013 10:43 AM
41	Whenever I manage to get the terms I want, usually 35 days down from 60, the contractors payment office ignores what is in the sub-contract and pays when they like, say 50 days. I have to resort to 7 day notice to get paid. With one MC I am now issuing him a 7 day notice every month on the "final date for payment" which means I get paid in 42 days instead of the 35 in the document.	Oct 10, 2013 8:05 AM
42	Bigger the contract the longer it takes to get funds out? SSI Redcar took up to 120 days claiming it was waiting for funds being released from Bankers, still not good turnaround time from invoice due dates.	Oct 9, 2013 3:18 PM
43	It varies from contractor to contractor	Oct 9, 2013 12:40 PM
44	For us it is not so much the payment terms that we are affected by its the value that is paid against applications for payment which is seriously reduced by the contractor EVERY TIME.	Oct 9, 2013 9:57 AM
45	In addition it is near impossible to get a fair & final account settlement these days. There is no end to the excuses for not paying the retention figure, Miller & Carillion being two of the worst culprits in our experience.	Oct 9, 2013 8:30 AM
46	Slow	Oct 9, 2013 7:41 AM
47	B2B contractors have many excuses for late payment ranging from having payments signed off by Directors, paying by cheque to extend payments by further days whilst the cheque is in the post and bank time to cash. Some companies blame their own internal payment structures and having lack of details from us in order to process the required payments. Just delaying tactics.	Oct 8, 2013 5:23 PM
48	Generally speaking across a wide range of Contractors payment starts about 45 days and in some cases rises up to and beyond 70 days	Oct 8, 2013 4:58 PM
49	Retentions are withheld for too long, and sometimes they are treated as an additional discount.	Oct 8, 2013 4:35 PM

Page 2, Q5. In general on private sector contracts, how quickly on average do you get paid?

50	Short payment is more of a problem for us, rather than late payment. Clients reducing certification to assist their own cash flow.	Oct 8, 2013 4:30 PM
51	Many companies need to be chased for payment and some will not pay unless a statement has been issued. More and more i am experiencing payments in excess of 60 days now.	Oct 8, 2013 4:28 PM
52	In the past 2 years I've waited up to 150 days	Oct 8, 2013 4:15 PM
53	GgG	Oct 6, 2013 6:37 AM
54	Payment terms of 45days, payment schedules issued and valuations to be submitted at -7 days so actually payment terms are 52 days!	Oct 4, 2013 1:45 PM
55	we are always fighting to get paid agreed day works most of the time unsuccessful	Oct 3, 2013 8:23 PM
56	Either excellent within terms payments or complete thieving bastards, no middle ground.	Oct 2, 2013 9:56 PM
57	That even when we have agreed a price they still try to renegotiate especially at the end of the contract when they are perhaps not meeting their budget.	Oct 2, 2013 3:05 PM
58	Retention is on going?	Oct 2, 2013 2:40 PM
59	See comments above. The situation is just getting worse.	Oct 2, 2013 10:58 AM
60	We now will not work for the slow & bad payers that have come up in the 'press' or that have abused our credit.	Oct 2, 2013 6:34 AM
61	Not get final release of retention Not getting fairly valued on variations.	Oct 2, 2013 6:14 AM
62	Problems contacting QS's. Main Contractors Accounts only answering phones at certain times, accounts blaming QS's, QS's blaming accounts, both blaming 'their systems' generally given merry go round. Many issues obtaining an actual payment date and being able to cashflow accordingly.	Oct 1, 2013 12:33 PM
63	payment systems where we request payment but the 30 day does not start until they have sent their Subcontractor Payment Cert which can take up to 45 days to get then a further 30 day from that point. This then looks like they are paying within 35 days.	Oct 1, 2013 11:41 AM
64	Many main contractors look for dispute to delay and or reduce payments. Most main contractors will resist paying legitimate variations if they are not recoverable from their own client and many contractors will use delaying tactics creating cash flow problems for their sub contractors in order to force a final account agreement which results in the sub contractor receiving lower than entitlement.	Oct 1, 2013 8:50 AM
65	But deductions and contra charges are often applied without proper discourse to the certified amount	Sep 30, 2013 8:25 PM
66	Payments withheld by pointless queries	Sep 30, 2013 4:38 PM
67	We are lucky because everything we make is Bespoke (Mosaic Tiled Spas) and therefore our payment terms of 50% Deposit & 50% before shipping mean that if they don't pay they don't get!!	Sep 30, 2013 4:00 PM

Page 2, Q5. In general on private sector contracts, how quickly on average do you get paid?

68	Generally 45% of our work is paid at 30-33 days, 50% at 40-45 days and 5% over 45 days. Generally though if we are not happy with the terms we walk away.	Sep 30, 2013 3:19 PM
69	short valuations, non payment because system is missing information, can't pay because contract not returned	Sep 30, 2013 2:51 PM
70	Withholding of final valuation and QS looking for a reduction for whatever reason they can come up with.	Sep 30, 2013 2:46 PM
71	Usually get paid on 30 days from end of month, pushing payments up to 60 days. We now ask for large deposits and set payment plans in place, but these are often ignored once the contract starts.	Sep 30, 2013 2:31 PM
72	reduced payment without notification	Sep 30, 2013 2:30 PM
73	Having to give large discounts to get the money paid earlier, which the main contractors do not adhere to anyway	Sep 30, 2013 2:25 PM
74	You have to constantly battle with QS to get a valuation accepted near the value you want.	Sep 30, 2013 2:22 PM
75	N/a	Sep 30, 2013 2:17 PM
76	The greater problem is the systematic under certification of applications which is far more damaging to business.	Sep 30, 2013 2:04 PM
77	Balfour Beatty - see above. Often in excess of 90 days	Sep 30, 2013 2:02 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

1	Being paid early is a misnomer. The worst payers in the industry use it to attempt to legitimise late payment policies.	Nov 1, 2013 2:28 PM
2	Unacceptable	Oct 31, 2013 10:37 PM
3	Wouldn't touch them with a bargepole	Oct 31, 2013 3:32 PM
4	We have used Bibby recently and found the sales pitch to oversell the product. In reality, you rarely get the % that they say, as there is a very convoluted equation used to determine the % you actually get. i.e. level of exposure to one client, credit score of client, value of job etc. None of which was explained clearly before signing.	Oct 31, 2013 9:44 AM
5	If I got 100% of my invoiced money I would consider it	Oct 30, 2013 8:00 PM
6	Another scheme to confuse the small firm who already has too many hoops to jump through	Oct 30, 2013 6:44 PM
7	no experience of this	Oct 28, 2013 12:13 PM
8	We do not accept them, unless our price is raised to compensate.	Oct 22, 2013 7:36 AM
9	We have never entered into these. Although with the correct assurances we would consider it.	Oct 21, 2013 11:15 AM
10	on every contract , a saving at the start to secure the contract and a saving at the end to be paid early	Oct 21, 2013 7:33 AM
11	Why should anyone have to pay for the privilege of being paid on time????????????????????	Oct 21, 2013 6:49 AM
12	none	Oct 20, 2013 2:00 PM
13	Pay to go to work seems unreal but you feel you have no choice as there are still idiots going in at stupid rates.	Oct 20, 2013 9:43 AM
14	Here where I have been employed with the V.o.G. when on the Tools; and finished subject to the bad organisation within the Labour party who fail to do anything efficiently as they don't like making commitments; many companies have been made bankrupt subject to the Labour party failing to pay on time who also fail to investigate thoroughly and submit a complete contract before hand:	Oct 19, 2013 11:17 PM
15	We have no experience of these.	Oct 19, 2013 9:06 PM
16	Not experienced.	Oct 19, 2013 1:53 PM
17	Never been involved but why should we have to pay to get paid	Oct 19, 2013 1:52 PM
18	The whole idea of this is abhorrent-we would never involve ourselves in this practice.	Oct 19, 2013 12:34 PM
19	To expensive.	Oct 19, 2013 8:21 AM
20	interest rates/fees to high.	Oct 18, 2013 5:17 PM
21	It should not be necessary to pay a fee to be paid early	Oct 18, 2013 12:58 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

22	We are being offered this facility by several Main contractors. We have even been offered terms to provide this facility to our suppliers. On principle we disagree with it, but I think it is a useful development, because it is unlikely that MC payment habits are going to change, and if a sub contractor can reduce his waiting time from 60 days to 7 days, then I dont blame them for making use of the facility.	Oct 18, 2013 12:38 PM
23	it is wrong as small contractors should be paid promptly	Oct 18, 2013 11:52 AM
24	Outrageous, paying a premium to get paid ! Main contractors have created this problem and will try any means to squeeze more from the specialist sub contractor	Oct 18, 2013 11:05 AM
25	We looked into factoring with Lloyds bank, but this appeared to be very long winded and to be honest quite confusing.	Oct 18, 2013 10:11 AM
26	Just a con and then you dont even get paid on time or they withhold monies so you dont get what you expected. RUBBISH!	Oct 18, 2013 9:57 AM
27	not had that experience	Oct 18, 2013 9:29 AM
28	Rediculous	Oct 18, 2013 9:23 AM
29	In theory, good, but fees are too big so margin is seriously cut.	Oct 18, 2013 9:23 AM
30	Never tried them but profit margins are so tight now that, if we use these schemes we would probably not win any work!	Oct 18, 2013 9:03 AM
31	we dont	Oct 18, 2013 8:47 AM
32	None	Oct 18, 2013 8:44 AM
33	not used it and will not pay to be paid.	Oct 18, 2013 8:39 AM
34	Not something we take up at the moment	Oct 18, 2013 8:30 AM
35	N/a	Oct 18, 2013 8:26 AM
36	our view is that we will not enter into this type of agreement, basically holding companies to ransom for their own due monies	Oct 18, 2013 8:21 AM
37	It's similar to a prompt payment discount, however what it really ends up as is a discount to be paid less late than usual	Oct 18, 2013 8:18 AM
38	we will not entertain them	Oct 18, 2013 8:15 AM
39	this idea is Disgusting having to pay to get your hard earned money in a reasonable time, i think this "idea" should be scrapped	Oct 18, 2013 8:05 AM
40	have never used it	Oct 18, 2013 7:51 AM
41	Its abuse simple as that.	Oct 18, 2013 7:48 AM
42	Don't do it!	Oct 18, 2013 7:46 AM
43	I could not operate without factoring, Although I have an exit stratify with late payments I still struggle, and it means ill be tied to factoring longer than I	Oct 18, 2013 7:43 AM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

	thought, which also costs a lot of money.	
44	They usually work but why should we pay to receive what is rightly due to us on time - its like bribery.	Oct 18, 2013 7:36 AM
45	Na	Oct 18, 2013 7:31 AM
46	Never worked on one but from what i have seen its deffinatly a case of the main contractor subbie bashing and being paid for it	Oct 17, 2013 11:45 AM
47	We have a scheme when working with British Sugar, via lloyds, which is both flexible and relatively inexpensive. This is cheaper than any system (or overdraft) offered by our bank and is the only system that we have experience with.	Oct 16, 2013 3:16 PM
48	Not used	Oct 16, 2013 2:18 PM
49	No experience of these	Oct 16, 2013 8:42 AM
50	We have dealt with such schemes in the past. These were not willingly accepted by ourselves and were only entered due to the lack of work through recent years. We would agree with the view that suc schemes are morally bankrupt.	Oct 15, 2013 2:51 PM
51	Bad Idea as its your money earnt in the first place why pay a fee to get it	Oct 15, 2013 11:07 AM
52	completed job for Carlisle hospital resin flooring not been paid, waiting for a snagging list in excess 120 days	Oct 15, 2013 9:49 AM
53	N/A	Oct 15, 2013 9:13 AM
54	Do main contractors have to pay these fees as well? I doubt it. Being realistic, there simply aren't the profit margins available at the moment to absorb even more costs, especially when you include for retention deductions. I also wonder how it would be enforced.	Oct 15, 2013 8:11 AM
55	None to date	Oct 15, 2013 8:09 AM
56	No experience, but would not be particularly interested providing we have agreed the terms of payment and these are adhered to.	Oct 15, 2013 8:08 AM
57	A gimic that benefits the contractor - sometimes without the clients knowledge on management fee/negotiated contracts	Oct 14, 2013 6:09 PM
58	not applicable	Oct 14, 2013 3:40 PM
59	I know of Carillion's scheme but have managed to avoid them. No other experiences	Oct 13, 2013 8:16 AM
60	No experience	Oct 12, 2013 8:30 AM
61	I am at present working with Bibby and have found that without this service I would have to close the business.	Oct 11, 2013 6:41 PM
62	Main contractors often take 2.5% MCD ???? I have not come across reverse factoring but am aware it goes on.	Oct 11, 2013 5:04 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

63	No experience	Oct 11, 2013 4:35 PM
64	Sounds unfair as most companies would be fine if they were paid on reasonable terms	Oct 11, 2013 4:09 PM
65	not come accross them	Oct 11, 2013 3:53 PM
66	We have never been offered this facility .	Oct 11, 2013 3:43 PM
67	I think they are wrong. I fail to see why we have to pay a fee in order to receive our monies!	Oct 11, 2013 3:30 PM
68	We will simply not entertain them.	Oct 11, 2013 3:13 PM
69	Don't know	Oct 11, 2013 3:10 PM
70	Why should you have to pay a fee to get money that is owed to you on time	Oct 11, 2013 3:08 PM
71	no experience of this	Oct 11, 2013 3:08 PM
72	As you have to price tight to win contracts to pay someone to get your money early is not really an option	Oct 11, 2013 2:16 PM
73	we as a company have not used this system yet, but are aware of such schemes, How can it be right for Sub Contractors to pay anyone, for payments that are due anyway ,to be realised early !, It's like saying to our employees, if you want your wages early you have to pay the company a percentages of your wages first !, the thing that everyone forget, is they are still paid late any way with this schemes,	Oct 11, 2013 1:40 PM
74	They are used to bash sub contractors and squeeze as much as they can out of the contract	Oct 11, 2013 1:10 PM
75	na	Oct 11, 2013 10:38 AM
76	We use Carillions Max trad system. It works well, however there is no guarantee that it will stay in place, or if the number of days interest free will be withdrawn	Oct 11, 2013 10:33 AM
77	Not acceptable	Oct 11, 2013 10:22 AM
78	Have not experienced this yet	Oct 11, 2013 9:07 AM
79	Disgraceful behavior by contractors, why should we have to pay to have our money. Very definitely unfair.	Oct 11, 2013 9:04 AM
80	Disgraceful	Oct 11, 2013 8:34 AM
81	I feel it is a worrying fact that Main Contractors are using our money to fund either other development work, earning interest or to funding losses sustained. To think we are now being given the ability to access our monies quicker via reverse factoring (that we pay the privilege for) all makes for a strange payment process. Have anyone considered what happens if a main contractor goes in bankruptcy that you have used reverse factoring with, does the administrator treat you as a creditor and a debtor and try to recover any advance of monies you have received then you have to wait on the administration process to learn you won't receive a penny!	Oct 11, 2013 8:29 AM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

82	This is an increasing practice and one of our larger customers moved standard payment terms to 90 days but saw the reverse factoring facility they sponsored as a way to assist their suppliers. We also have a customer pushing for 200 days credit!!	Oct 11, 2013 7:53 AM
83	NA	Oct 11, 2013 7:42 AM
84	We totally disagree with them. I think what will happen is estimators will add on the discount exactly as we do at the moment for the 2.5% main contractor discount. We only negotiate additional discount as we play the main contractor at their own game by adding it to the bid sum. they are in real terms getting nothing for nothing but as I have already said they never keep to the agreed payment terms anyway.	Oct 11, 2013 6:34 AM
85	We are currently working on Southmesd with Carrilion. They trialled new scheme on this project. It works well. However it is fundamentally wrong for them to charge interest to pay in a reasonable time. I am really surprised the Trust/DoH have not investigated in more detail if they are osying within 30 days.	Oct 11, 2013 6:02 AM
86	we will have to increase our costs but others wont and they will probably go bust. We just want to be paid in 30 days in line with what our suppliers request. We have a purchase order deal with suppliers but are tied into sub-contract order with far worse time by main contractor.	Oct 10, 2013 3:21 PM
87	Principle sounds no different to factoring (which we do) - no experience of the reality.	Oct 10, 2013 2:10 PM
88	We have never used any of these schemes but if we were constantly using outside finance, the fee to get paid earlier might be beneficial compared with bank charges etc.	Oct 10, 2013 12:21 PM
89	I won't do these types of contracts	Oct 10, 2013 11:05 AM
90	Positive in our experience	Oct 10, 2013 10:43 AM
91	NEVER BEEN PARTY TO THIS OR WOULD, WE FEEL THIS IS UNREASONABLE PROCESS	Oct 10, 2013 10:11 AM
92	Paying money to get paid WHAT you are owed anyway ...Interesting...NOT!!	Oct 10, 2013 9:02 AM
93	Would not enter into such a scheme.	Oct 10, 2013 8:05 AM
94	This makes my blood boil - I can't believe it can even be considered.	Oct 10, 2013 7:39 AM
95	Not something w consider sound business	Oct 9, 2013 9:45 PM
96	normally companies are late with payments :-)	Oct 9, 2013 7:11 PM
97	Money making main contractor scheme. Margins squeezed and asking for further % cut is a joke. Specialist contractors and other SME's a financing the construction works, while bullying Main Contractors get their cash well in advance of SME payments, We do have some clients who we wont name who are great payers, we want to keep them!!	Oct 9, 2013 3:18 PM
98	They COULD be a help to subbies IF the payment terms were 30 days but you could pay a fee to get paid earlier. It would be cheaper than borrowing.	Oct 9, 2013 12:40 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

	But blackmailing subbies into paying a fee for "early" payment by trying to impose unacceptable payment terms is practically criminal	
99	We have in the past offered a discount for early payment, however when they then pay later than expected they still take the discount and it is very difficult to get that back with many excuses on why it was late.	Oct 9, 2013 9:57 AM
100	Margins are already tight, we would rather wait than someone else take a chunk out of the payment, and oversee our bank account.	Oct 9, 2013 9:06 AM
101	Totally against it why should we pay to get what we are due? Absolute nonsense.	Oct 9, 2013 8:30 AM
102	Why should specialist subcontractor be penalised especially in current tough economic climate	Oct 9, 2013 7:41 AM
103	We haven't been involved. But its one hell of a front from the main contractors!	Oct 9, 2013 6:13 AM
104	We have had no experience of reverse factoring but can only assume that it involves us paying the contractor a fee for paying on time. This is all well and good but with retentions of 5% and having to give discounts on product and labour to win the work it squeezes cash flow and profit into virtually nothing. We cannot understand why main contractors cannot simply pay for the work carried out and on time. I think that specialist companies turning over under 2m should have a law stating that all payments should be within 45 days of completion of the site works. Not on completion signing off periods.	Oct 8, 2013 5:23 PM
105	We do not agree with reverse factoring at all. By the time all of the other costs are added, such as MCD, retention and in some cases rebates, the idea that we should then pay a fee to access our due payment within a resonable timescale is morally abhorrent.	Oct 8, 2013 4:58 PM
106	This only treats the symptom and does not address the cause in any shape or form. The term smoke and mirrors comes to mind.	Oct 8, 2013 4:52 PM
107	We have never been offered reverse factoring, but we will try to negotiate a discount for prompt payment. It's the same thing by another name.	Oct 8, 2013 4:35 PM
108	N-A	Oct 8, 2013 4:30 PM
109	Just been made aware of Balfour Beattys new payment scheme. Doesn't hit the real problem for us which is SHORT payment. Clients contra charging with no evidence just to support their own bank account. Early payment would assist, and yes I would probably be willing to pay for it. However, SHORT payment is our problem.	Oct 8, 2013 4:30 PM
110	no experience	Oct 8, 2013 4:28 PM
111	As long as they commit (in writing!) to paying the fees incurred to draw monies early, doesn't sound bad.	Oct 8, 2013 4:26 PM
112	We refuse to accept them and negotiate our own terms.	Oct 8, 2013 4:18 PM
113	Will never again trust anything that contains the word factoring.	Oct 8, 2013 4:16 PM
114	A firm I worked for 20 years ago or so tried and it was the end of the road for	Oct 8, 2013 4:15 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

	them (margins are small), it freed money in the short term the long term was dire.	
115	Gygd	Oct 6, 2013 6:37 AM
116	We have recently signed up to one of these, payments have been made regularly but our argument was why should we pay for outstanding / overdue monies but we were owed a considerable sum of money £250k+	Oct 4, 2013 1:45 PM
117	sometimes its the only way to manage your cash flow and has to be done	Oct 3, 2013 8:23 PM
118	Applied to be part of one but yet to be paid. Most of the discounts are reasonable but seems unfair we should pay to essentially get paid on time	Oct 3, 2013 9:06 AM
119	with Carillion the reality has been we are now getting paid earlier and not 120 days so it has been worth it though it is a bit gauling to be charged a fee just to be paid for a service we have offered them...a bit like being charged to withdraw your own money at at ATM.	Oct 3, 2013 8:53 AM
120	Legalised theft. We don't play that game. Yet...	Oct 2, 2013 9:56 PM
121	It all depends on the definition of early!!!	Oct 2, 2013 8:18 PM
122	no experience, however you shouldnt have to pay to get paid	Oct 2, 2013 4:00 PM
123	No direct experience but I would only consider these schemes as long as we were not out of pocket with charges.	Oct 2, 2013 3:05 PM
124	Not encountered this process	Oct 2, 2013 2:47 PM
125	N/A	Oct 2, 2013 2:40 PM
126	Unacceptable why should I pay to be paid what I am owed anyway	Oct 2, 2013 2:07 PM
127	Morally reprehensible. Like being mugged and then offered your wallet back for a fiver!	Oct 2, 2013 2:01 PM
128	We will not sign up to any contractor with such schemes. We are not that desperate!	Oct 2, 2013 10:58 AM
129	No experience and we are totally against it but we also know that if push came to shove we would probably consider it - cash is king	Oct 2, 2013 8:36 AM
130	No experience	Oct 2, 2013 7:52 AM
131	Robbery, unless designed to pay particularly early i.e. 7 - 14 days.	Oct 2, 2013 7:41 AM
132	Would not accept having to pay to get our own money !	Oct 2, 2013 7:29 AM
133	It could be positive but in the current mistrust market we doubt this will prove any more than further extending the credit for the bad paying main contractors.	Oct 2, 2013 6:34 AM
134	I have not been offered this services.	Oct 2, 2013 6:14 AM
135	No experience	Oct 1, 2013 3:17 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

136	Great Idea, however subbies will still have problems getting main contractors to agree variation values which continually affect interim payments and why should the sub-contractor be charged to be paid in a reasonable time when margins are tight enough already.	Oct 1, 2013 12:33 PM
137	not yet took part. My feeling's are though that we are being asked to pay to get what is actually our own money.	Oct 1, 2013 11:41 AM
138	Think its sad that we have to pay to get our own money. But in effect we have been doing it for years with discounts for payments within 30 days etc. Don't main contractors realise we add this onto the quote ?	Oct 1, 2013 11:26 AM
139	We have only used the Balfour Beatty system which is NOT reverse factoring. It works well, when the QS certifies the amount due by the right date!	Oct 1, 2013 10:05 AM
140	Not yet encountered this, but expect to see it soon.	Oct 1, 2013 8:50 AM
141	No experience of reverse factoring payment schemes	Oct 1, 2013 7:46 AM
142	pay to be paid is appalling.	Sep 30, 2013 8:25 PM
143	Robbery	Sep 30, 2013 4:38 PM
144	We feel that sometimes because of cash flow problems we could do with factoring but because we invoice interim payments no one is willing to take this on board	Sep 30, 2013 4:15 PM
145	N/A One client tried and we refused to deal with them.	Sep 30, 2013 4:00 PM
146	n/a	Sep 30, 2013 3:20 PM
147	Where able we build in to take off, but we will view contract to contract. This style however should not be necessary.	Sep 30, 2013 3:19 PM
148	we looked at Carillion EPF and with out bank charges just interest it would add extra costs of £145 per £100k to get paid 20 days earlier than we currently do ie 45 days instead of 65 . This charge above was calculated based on carillion interest charge to finance from 45days to 120 less our current lending rates to finance 65 days. in addition standard payment terms would increase to 120 days which affects other areas of contract ie dispute resolution etc we have not entered in to EPF with carillion	Sep 30, 2013 2:51 PM
149	N/A	Sep 30, 2013 2:50 PM
150	No experience yet.	Sep 30, 2013 2:46 PM
151	havent had this	Sep 30, 2013 2:35 PM
152	don't understand the schemes	Sep 30, 2013 2:33 PM
153	We do not entertain these options.	Sep 30, 2013 2:31 PM
154	N/A can't afford to do these longer term payment contracts so in the long run to build in extra finance you'll end up paying more to less contractors who can fund them	Sep 30, 2013 2:30 PM

Page 2, Q6. Please tell us your views or experiences of reverse factoring payment schemes. E.g those schemes that require you to pay a fee to be paid early.

155	We have been forced to take up factoring at a large expense as the banks will not support sub contractors working in construction and who can blame them as we never know where we are on applications for payment	Sep 30, 2013 2:25 PM
156	Our current stance is that we will not accept work under these terms;i.e. long credit terms but with earlier payment available at a cost. It is appalling that you should have to pay a fee to the finance bank to get paid within a reasonable time frame e.g. 30 or 45 days.	Sep 30, 2013 2:22 PM
157	We do not enter into such schemes.	Sep 30, 2013 2:20 PM
158	N/a	Sep 30, 2013 2:17 PM
159	We do not enter into these agreements.	Sep 30, 2013 2:10 PM
160	No comment	Sep 30, 2013 2:04 PM
161	Insidious. We would not sign up to such a scheme as it could be withdrawn at any time and we are then left having signed up to extended payment terms.	Sep 30, 2013 2:02 PM
162	They add complexity to an already complex process. Why don't they just pay on time.	Sep 30, 2013 2:01 PM
163	No experience of the scheme	Sep 30, 2013 2:00 PM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

1	I am not sufficiently familiar with the act to say whether or not it is suitable. It clearly doesn't work but that could be the inability to apply it rather than the act itself.	Nov 1, 2013 2:28 PM
2	No matter what the government does/threatens to do, unless you are a huge concern you will not get any repeat business by taking legal recourse to get paid.	Oct 31, 2013 3:32 PM
3	Adjudication should be a good remedy and we have used it in the past. However, if you are claiming against a client because they are putting you in a cash flow problem, then the solicitors fees in advance of a decision will put you off. In my experience, I have also rarely seen a 100% award to the subcontractor; there's always a 'as an experienced subcontractor, you should have known.etc...'. Despite the bulk of the adjudicators text falling clearly in the subcontractors favour.	Oct 31, 2013 9:44 AM
4	I find its an excuse to just withhold an amount that is un-economical the chase due to the costs involved in adjudication.	Oct 30, 2013 8:00 PM
5	Process all takes too long	Oct 30, 2013 6:44 PM
6	should be made legal	Oct 30, 2013 11:58 AM
7	Neither - firms just get round them to make it not applicable	Oct 28, 2013 12:13 PM
8	Quite time consuming, particularly for small firms that need to concentrate current resources on the work in hand at that time.	Oct 22, 2013 7:36 AM
9	Although I have ticked yes, I believe that there should be regulation placed on Main Contractors to prevent them imposing long payment terms.	Oct 21, 2013 11:15 AM
10	thwere is not a law in the land that can force people to pay if they know the routes they can stall until you give, if you take legal redress it still costs you	Oct 21, 2013 7:33 AM
11	Because most people in payments are university graduates who feel above the law and the sub contractors they employ, using educated talk to be little something that should be simple has become a crazy academic process.	Oct 20, 2013 9:43 AM
12	Effort and time is not accountable with the Labour run authorities: They dont like making a commitment and adhering to it:	Oct 19, 2013 11:17 PM
13	There is a black mark against you if you fight for your rights.	Oct 19, 2013 9:06 PM
14	Too slow, small contractors don't have the management resources available to dedicate to this.	Oct 19, 2013 1:53 PM
15	The penalties are not strong enough to discourage bigger companies from late payments. If there was a focus in part on large contracts being given to companies that paid subcontractors on time you would start to see a change. Carillion would get a lot less work	Oct 19, 2013 1:52 PM
16	In a recession, there is far too much pressure on sub-contractors to accept whatever payment terms are offered, in the hope/expectation that there will be further work from the same source. Blackmail is another word for it.	Oct 19, 2013 12:34 PM
17	Due to high cost burden placed on the sub-contractor to remedy failure to pay by large companies.	Oct 18, 2013 5:17 PM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

18	Adjudication can be helpful, but expensive, and MC contract terms often move the bias towards the MC. Do not remove adjudication unless a more cost effective dispute resolution procedure is rolled out.	Oct 18, 2013 12:38 PM
19	because I am regularly paid late!	Oct 18, 2013 11:52 AM
20	As an example the Retention release has resulted in final release for retention 'dates' inserted into contracts being 2 to 3 years after PC ! why do we need due date final date etc monthly account with 30 day payment - Simple !	Oct 18, 2013 11:05 AM
21	Construction Act - very rarely inforced or the main contractor tries to write it out of the contract with you	Oct 18, 2013 10:36 AM
22	Not something i have knowledge on	Oct 18, 2013 10:11 AM
23	MC's blatantly abuse the withholding process, they constantly undervalue and use fabricated contra charges to hold onto funds. And never value correctly. You cant adjudicate until after the project because you cant let the scheme down and also other contractors, and then only if you have any money left to do so!	Oct 18, 2013 9:57 AM
24	To expensive. Large corporations understand how these processes work and will reduce applications arbitrarily and in some cases refuse to pay leaving just enough outstanding so that it will cost the SME more monies in time and resource than what the outstanding balance is worth!	Oct 18, 2013 9:49 AM
25	Legal processes are too complex, take too long and cost too much so hardly worth going down that path.	Oct 18, 2013 9:23 AM
26	The remedies have no teeth if the PCs ignore them.	Oct 18, 2013 9:03 AM
27	The system is just not working	Oct 18, 2013 9:02 AM
28	I think the remedies are suitable but need to be enforced. Payment protection code is still being flouted.	Oct 18, 2013 8:49 AM
29	By the time a specialist contractor has resorted to litigation/adjudication they are usually in deep deep trouble and desperate.	Oct 18, 2013 8:44 AM
30	not adhered to by most main contractors.	Oct 18, 2013 8:39 AM
31	They do work in some situations but the cost and time can restrict the effectiveness	Oct 18, 2013 8:30 AM
32	Too slow & expensive for the small amounts we deal in - usually just a few thousand. Instigate any proceedings and that pretty much guarantees you're not going to get paid	Oct 18, 2013 8:26 AM
33	we are mainly sub-contractors, and bottom of the payment chain, every and any excuse is given for non, or shortfall in payments	Oct 18, 2013 8:21 AM
34	By and large contractor take no notice of them	Oct 18, 2013 8:18 AM
35	Main Contractors and clients think they god and that they are untouchable and even when an amount of money is agreed they chop and change it when you have left the meeting.	Oct 18, 2013 8:05 AM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

36	There is no teeth in it.	Oct 18, 2013 7:48 AM
37	Too many choose to ignore it, the rules must be enforced	Oct 18, 2013 7:46 AM
38	Big companies are not paying as per the terms agreed, we turn up do a great job for them, pay out for machines and labour and then they just send us on a chase for our money. its not fair we hold up our end of the deal, they don't.	Oct 18, 2013 7:43 AM
39	They are never enforced	Oct 18, 2013 7:36 AM
40	Costs of adjudication	Oct 18, 2013 7:31 AM
41	on short contract durations say 2 to 6 weeks and if you are a subbie at the tail end of the project you can find it difficult but anything that thretens adjudication will scupper any hopes of repeat business	Oct 17, 2013 11:45 AM
42	Generally too complex, so are time consuming/costly in terms of management and legal representation costs.	Oct 16, 2013 3:16 PM
43	nobody wants litigation, if you win adjudication they don't always pay	Oct 16, 2013 2:18 PM
44	Adjudication can be time consuming. Although we try to keep our legal fees for our clients realistic and acceptable, our overheads have increased (so we have to pass them on), Court Fees for issuing court Claims have risen, the Technology & Construction Court will only accept Claims where the value of the Claim is above £250k (or there is a very good reason why it should accept a Claim where the value is just below £250k), there aren't enough Judges at the TCC in LDN to deal quickly and effectively with processing Claims, there aren't enough Judges with Construction Dispute experience in Courts outside of LDN, and 'Judges Time' in Courts in being reduced due to central Govt cutbacks.	Oct 16, 2013 8:42 AM
45	Current remedies are too expensive, and the period between taking action and obtaining payment (resulting from a sucessful action) are normally too long for most subcontractors to bear. Main contractors also manipulate standard forms of contracts to ensure that such litigation is weighted in theor favour.	Oct 15, 2013 2:51 PM
46	Because there are adjudicators who have 'no teeth' and one is totally reliant on these people.	Oct 15, 2013 9:13 AM
47	Despite this, contracts still inflict incredibly long payment terms on subcontractors. We have a client (a reasonably sized main contractor) who has payment terms of 42 days, but who also add 14 days on this to allow them to check the valuation, and then still pay late (and then only if we issue Suspension of Work Notices).	Oct 15, 2013 8:11 AM
48	Larger firms know that this process is time consuming and requires a certain amount of knowledge and experience. They prey on this and hope that if you want further works then accept reduced payments and extended payment terms.	Oct 15, 2013 8:09 AM
49	Woefully unsuitable !	Oct 14, 2013 6:09 PM
50	just not worth the cost and time to take on the big companies	Oct 14, 2013 3:40 PM
51	The spirit is there but they still heavily favour the party holding the money.	Oct 13, 2013 8:16 AM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

	Because the potential downsides are too great (it's too easy for the MC to withhold monies or payless) and the process too expensive and onerous they tend to not be used until an absolute last resort (by which time many have already gone to the wall)	
52	Not strict enough, contractors do not stick to it and have little incentive to	Oct 12, 2013 8:30 AM
53	You have to deal with unscrupulous QS's who are working for unscrupulous Directors.	Oct 11, 2013 5:04 PM
54	Main contractors are able to put there own clauses IE 1 day for Payless notice	Oct 11, 2013 4:35 PM
55	The are too slow and too costly. Main contractors generally have deeper pockets and would send you into liquidation due to time and cashflow quicker than you could prove you were in the right	Oct 11, 2013 4:09 PM
56	no force behind it	Oct 11, 2013 3:53 PM
57	The construction act has no remedy against withholding of monies. Adjudication a etc have become s expensive that main contractors are aware and withhold the amount that any potential legal action will cost. It means that a sub contractor has to decide whether to challenge the MC and pay the adjudication fees (around 9k) or accept the whit holding of that amount by the MC. Either way the sub contractor stands to lose at least 8-9k	Oct 11, 2013 3:30 PM
58	It is too costly to go to adjuducation for every dispute & the MC's know that.	Oct 11, 2013 3:13 PM
59	main contractors take no notice. Im still trying to get paid retentions well after 12 months, even when defects have all been completed	Oct 11, 2013 2:16 PM
60	Most Sub Contractor are to scared to use such methods, for fear of repercussions from the main contractor, or worse lose future work.	Oct 11, 2013 1:40 PM
61	It is a huge risk to the relationships with clients and appears to be a threat to do further work.	Oct 11, 2013 1:10 PM
62	Too slow and cumbersome and by the time you get to bring your remedy, time has elapsed anyway and they may well have paid and got away with the late payment	Oct 11, 2013 10:33 AM
63	they are just flounced	Oct 11, 2013 9:07 AM
64	We have to either sign up to the payment terms offered or decline the work. In the current climate we have little option if we wish to stay in business other than agree to the payment terms.	Oct 11, 2013 9:04 AM
65	I got knocked and none of this worked	Oct 11, 2013 8:34 AM
66	Unless everyone in the industry pushes Main Contractors for payment for the correct amount and on time this does not work. If a specialist is cash right they might be able to sustain 90-120 days payments but a competitor who is demanding of payment, within the legislation, may notice their workload with the main contractor reducing	Oct 11, 2013 8:29 AM
67	Complicated and expensive. People tend to "settle" just to get out.	Oct 11, 2013 7:53 AM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

68	We have been involved in two lengthy adjudication cases and found them very expensive. Even though it was brought into speed up the dispute process it is still a legal route and requires legal representation which is very expensive.	Oct 11, 2013 6:34 AM
69	If you have to use the construction Act you will lose any chance of working for the Contractor again	Oct 10, 2013 6:03 PM
70	they are not working - I expect the payments being stretched out by main contractor but being tightened by my suppliers will cause many small /medium businesses to fail over this winter	Oct 10, 2013 3:21 PM
71	We are involved in numerous small value contracts. The cost / time / hassle in using remedies outlined make them impractical.	Oct 10, 2013 2:10 PM
72	The law is there but Main Contractors are good at writing out the helpful clauses within their own subcontract conditions.	Oct 10, 2013 12:21 PM
73	The Main Contractor will only pay when he wants to pay, the rules for adjudication are far too complex and you need to be a solicitor to understand the process.	Oct 10, 2013 11:05 AM
74	7 days is too long. On some site I can have invested another £100k of my cash inot the job in that period. Some Mc's see the 7 days as a legitimate extension to the payment period and a a notice is "water off a ducks back"	Oct 10, 2013 8:05 AM
75	No one takes any notice	Oct 10, 2013 7:39 AM
76	Balance of power	Oct 9, 2013 9:45 PM
77	The process is too long and costly we struggle to get payments now so prolonged litigation kills SME companies.	Oct 9, 2013 3:18 PM
78	Main contractors either ignore them, or impose worse terms on you to try and get round the law (eg with retention, you aren't allowed to tie the release to the practical completion date, so they give a date for first release which is months or a year after practical completion)	Oct 9, 2013 12:40 PM
79	well it is obviously unsuitable as many companies are no longer in business to challenge this, when you are a small company who needs cash when it should be paid it is too long to wait to go to adjudication and you end up settling for what is offered to you and the big companies know this and exploit it.	Oct 9, 2013 9:57 AM
80	A long and labourous process, and a costly one to the sub contractor, who already is suffering with payments being late. Even if a sub contractor is successful, the main contractor will still hold up the payment!	Oct 9, 2013 9:06 AM
81	I have been in the construction industry for over 15 years and there still doesnt seem to be a fair, quick & easy way to get your dispute heard/solved and in my opinion main contractors know this and take full advantage of it. Many of us don't have the finicial resources our time to spend on lawyers fees etc.	Oct 9, 2013 8:30 AM
82	Need to be paid when agreed, on time in order to be able to pay suppliers, workforce, etc.	Oct 9, 2013 7:41 AM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

83	They are too lengthy and costly	Oct 9, 2013 7:28 AM
84	I don't think they need changing, people need educating as to what they a obligated to provide / do under the legislation.	Oct 9, 2013 6:13 AM
85	No real Teeth ,unlike Germany where a bank can freeze the funds or accounts for companies or Directors	Oct 8, 2013 6:06 PM
86	The Act is largeley bypassed by sub contract agreements that in some cases can range to hundreds of pages of clauses that no small specialist contractor has time to read and when payment time comes all the clauses within the contract can work against you.	Oct 8, 2013 5:23 PM
87	Simply because larger contractors treat small subbies with contempt. That is an undeniable fact.	Oct 8, 2013 4:35 PM
88	Do not as a deterrent to main contractors who simply choose to ignore payment terms agreed at the outset of the contract.	Oct 8, 2013 4:30 PM
89	Does not remove the facility for clients to hold onto monies that are properly due out simply to assist their own cashflow. They meet the requirements by paying or certifying by an agreed timescales. Does not require them to pay what is properly due.	Oct 8, 2013 4:30 PM
90	Although late payment legislation exists, on the few times i have had to invoke this legislation & issue additional charges, interest etc, although largely successful in facilitating payment of the original invoice, the additional charges have not been paid.	Oct 8, 2013 4:28 PM
91	Adjudication costs thousands to do properly and you cannot claim your costs back, only get the losing party to pay the adjudicators fees, which are usually not a lot in the scheme of things.	Oct 8, 2013 4:26 PM
92	Adjudication can work, but there should be other alternatives too.	Oct 8, 2013 4:18 PM
93	Vxdxh	Oct 6, 2013 6:37 AM
94	Interpretation of the construction act varies we have had to seek legal advice many times on item what we think contractors shouldn't have done.	Oct 4, 2013 1:45 PM
95	because we are seeing no change	Oct 3, 2013 8:23 PM
96	Because the practices are rife something needs to change	Oct 3, 2013 9:06 AM
97	They need to enforce Construction Act, it is too easy for all-powerful, multi billion MCs to ignore the will of SME supply chain.	Oct 3, 2013 8:53 AM
98	Bad payers use this as a further excuse to extend terms.	Oct 2, 2013 9:56 PM
99	The threat of adjudication does not guarantee swift resolution	Oct 2, 2013 8:18 PM
100	Large firms ignore this	Oct 2, 2013 4:00 PM
101	Because small specialist companies generally do not have the time or the funds to pursue companies and once you have done this it is unlikely that you will get work again. Your company will be blacklisted.	Oct 2, 2013 3:05 PM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

102	If adhered to they appear OK	Oct 2, 2013 2:47 PM
103	What remedies are these then? Main contractors just delay things to the point that you are forced down the route of adjudication in the meantime your suppliers are threatening wind up orders on your company.	Oct 2, 2013 2:46 PM
104	MC use the rules to suite the way they want to work the law	Oct 2, 2013 2:43 PM
105	Too complex for ordinary people to understand and operate. Too easy to create barriers to operation.	Oct 2, 2013 2:01 PM
106	'Cos main contractors do not care what the act says. They will pay what they want when they want to. I could write a book all about it but I am time constrained.	Oct 2, 2013 10:58 AM
107	They are unwieldy and too complicated	Oct 2, 2013 8:36 AM
108	It provides enforcement for paying on time, but no protection against unscrupulous QS's under certifying applications to bolster their own cash flow	Oct 2, 2013 7:41 AM
109	They have no teeth	Oct 2, 2013 7:29 AM
110	These are simply ignored by the main contractors. Any additional 'complications' are an excuse to mess with payments.	Oct 2, 2013 6:34 AM
111	The burden of proof you have to provide is extensive	Oct 2, 2013 6:14 AM
112	For smaller disputes, a simpler remedy needs to be available as cost of adjudication is now becoming disproportionate	Oct 1, 2013 3:17 PM
113	Variations always an issue. Main Contractors/Clients should be forced to agree costs upfront so all parties know their exposure.	Oct 1, 2013 12:33 PM
114	All that has happened the main contractors hav exchanged their orders to counter any improvements made by the Act	Oct 1, 2013 11:41 AM
115	its such a long winded process, main contractors know that by the time you have actioned the process the have been sitting on your money for months anyway.	Oct 1, 2013 11:26 AM
116	Construction Act allows too much flexibility and is open to interpretation. Main Contractors will continue to operate however they want to.	Oct 1, 2013 10:05 AM
117	Main contractors are circumnavigating these initiatives by extending payment terms, extending retention release dates, and introducing reverse factoring.	Oct 1, 2013 8:50 AM
118	Main contractors ignore rules and agreements	Oct 1, 2013 7:31 AM
119	Adjudication has been hi-jacked by the legal profession.	Sep 30, 2013 8:25 PM
120	If we are going to challenge customers with Construction Act etc we are going to lose clients	Sep 30, 2013 4:15 PM
121	Like most small businesses we struggle to get finance even though we have a good credit history, so why should we be bank rolling the main contractors. Its up to them to sort out their own finance packages, not to send the little	Sep 30, 2013 4:00 PM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

	guys to the wall with stupid and unworkable Terms & Conditions. If their livelihoods, and I mean the Owners & Directors of the big guys were made directly accountable for their companies losses then a lot of the problems we all face would disappear. If everything they own is on the line then they will be less likely to dismiss the concerns of the rest of us!	
122	I have the impression that there still is much slow payment.	Sep 30, 2013 3:20 PM
123	Government need to show more teeth with those contractors who pay when forced or still adopt a paid when paid mentality. Also those who hold money back at completion while they negotiate the final account.	Sep 30, 2013 3:19 PM
124	Contractors are merely imposing unworkable amendments to JCT's that take away rights and are very aggressive when you challenge them ie insolvency clauses, extending suspension notice time, reduce their notice times. No effective recourse if they under value interim AP's which they do to build up a chunk at the end to use as leverage to get a further discount /delay final account payment. Can't suspend, can't use legal 7 day letters and adjudication etc is extremely costly.	Sep 30, 2013 2:51 PM
125	There are too many ways that a Main contractor can get round paying in full or in time.	Sep 30, 2013 2:46 PM
126	Because of the often explicitly cited "option" of losing further works and the fear of that happening!	Sep 30, 2013 2:31 PM
127	As a subcontractor we are always treated as if the relationship is one sided, with the threat of losing work from regular customers if we chase payments, stop work or seek legal recourse.	Sep 30, 2013 2:31 PM
128	it takes too long to get paid and the opinion of the main contractor is we can't afford it so you'll have to take us to court.	Sep 30, 2013 2:30 PM
129	Unfortunately the MCGs employ many Commercial Managers to protect their own interests and they will always find a way not to pay you no matter what is put in place.	Sep 30, 2013 2:25 PM
130	All the cards are in the hands of the main contractor. The ridiculous retentions system, the MCD deductions, and then the absolutely rule of the QS who will argue and debate and delay approving valuations, thereby stringing out the actual payment date.	Sep 30, 2013 2:22 PM
131	The main contractor always has the power and holds the purse strings and knows most subcontractors will not go down the adjudication or litigation avenue.	Sep 30, 2013 2:20 PM
132	Don't know	Sep 30, 2013 2:17 PM
133	WE do not have experience of this Act and have not used (Actually unaware)	Sep 30, 2013 2:10 PM
134	Too costly and legalised	Sep 30, 2013 2:04 PM
135	Main Contractors (generally) ignore their requirements. Litigation to challenge this would take many months and, on the few occasions we have attempted litigation, we have not been awarded interest/compensation for late payments	Sep 30, 2013 2:02 PM

Page 2, Q7. Do you think that the remedies available to get paid the correct amount and on time, such as the Construction Act, adjudication or litigation are;

136	Cost, unbalanced supply chain. large Customer: Small supplier= one unfair outcome.	Sep 30, 2013 2:01 PM
137	Do not work because the main builder dictactes payment terms.	Sep 30, 2013 1:56 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

1	I'd ask him to appoint a Minister for Construction who had a clear remit to challenge the top 20 main contractors on late payments with a direct line of communication to sub contractors of these businesses based on a name and shame policy.	Nov 1, 2013 2:28 PM
2	There should be an independent financial institute to deal with payments within commercial construction	Oct 31, 2013 10:37 PM
3	Equal payment terms for all for client, contractor, sub contractors and suppliers	Oct 31, 2013 9:01 PM
4	De-politicise local planning authorities and replace elected "numb-nuts" with professional people who care about the majority, not pander to the local NIMBY's	Oct 31, 2013 3:32 PM
5	30 day payment terms on every job, all along the payment chain. Guaranteed gross margin contracts, to encourage partnering and less conflict.	Oct 31, 2013 9:44 AM
6	Why cannot it be law that invoices are settled in 30 days like in Germany?	Oct 30, 2013 8:00 PM
7	This issue is a major reason why I am not encouraging students to enter construction.	Oct 30, 2013 6:44 PM
8	ensure on-time and fair payments	Oct 30, 2013 11:58 AM
9	Make disposal of inert waste easier - sort out the EA regulations to make them more workable	Oct 28, 2013 12:13 PM
10	Firmly agreed payment terms and times	Oct 22, 2013 7:36 AM
11	To continue with infrastructure projects and government projects such as schools, health etc.	Oct 21, 2013 11:15 AM
12	resign	Oct 21, 2013 7:33 AM
13	Get a grip of the main players, particularly Carillion	Oct 21, 2013 6:49 AM
14	make principle contractor pay on time .	Oct 20, 2013 2:00 PM
15	Ask why so many specialist contractors have gone under in the last 5 years but main contractors are see record profits its not rocket science and you dont need a degree to work this one out!	Oct 20, 2013 9:43 AM
16	Dispose of Council run authorities and Privatise all works even to the point of a road sweeper and the Salvage collection: I worked for the MoD and subject to bad weather conditions; local authorities failed to do anything at all even to the point of heavy snow storms in January 1982 where they failed to go to work and were paid for bad attendance:	Oct 19, 2013 11:17 PM
17	To work for a day with a mid sized sub contractor in the office to see contracts/ chasing for money....	Oct 19, 2013 9:06 PM
18	A system similar to hospital waiting times, where large companies/clients can be fined if they do not achieve specific payment terms. I.e 95% of payments have to be paid within terms.	Oct 19, 2013 1:53 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

19	Spread the work out amongst smaller companies	Oct 19, 2013 1:52 PM
20	Pump more money into the kitty, and give major priority to main contractors with a proven record of handling sub- contractors well (e.g. Willmott Dixon) And don't let the sharks have any contracts (e.g. Carillion)	Oct 19, 2013 12:34 PM
21	Reduce the Ludicrous amount of costly bureaucratic regulation. Wake up! smell the coffee, third world counties are making us appear back-ward.	Oct 18, 2013 5:17 PM
22	Get banks to lend to SME's and need to get more apprentices in the industry/improved training	Oct 18, 2013 12:58 PM
23	Ban retentions. Make paying the supply chain within 35 days part of the main contract. Inform him of how fabricated contra charges are being used to reduce the amounts payable to SC.	Oct 18, 2013 12:38 PM
24	penalise large companies for late payment	Oct 18, 2013 11:52 AM
25	Abolish Retention, do not place government contracts with Tier 1 main contractors that will not sign up to fair payment charter, review and take work away from tier 1 contractors that continually flout the rules	Oct 18, 2013 11:05 AM
26	Make it illegal to with hold payment beyond 30 days without a good reason	Oct 18, 2013 10:36 AM
27	Payment dates agreed at the commencement of the project are adhered to. Outlaw back to back payemnts often administered by the main contractor.	Oct 18, 2013 10:11 AM
28	Getting rid of paid when paid was good, equally back-to-back payment terms are ESSENTIAL so if MC is on 28 days the rest of the supply chain has to be on the same. A need for a very quick arbitration panel to review under valued applications would help.	Oct 18, 2013 9:57 AM
29	Pay the main contractors the same way in which they pay sub contractors. 30 day payment terms. Not paid up front or within 14 days. This would help to take away the need to keep the monies in the accounts to boost the balance sheet.	Oct 18, 2013 9:49 AM
30	Small businesses are going under because larger companies/clients are delaying payment causing major cashflow problems	Oct 18, 2013 9:29 AM
31	Cancel HS2 and put that money into projects that will grow the economy at a local level. Force larger companies to pay all bills on 30 days, or face real penalties eg 10% per part month overdue.	Oct 18, 2013 9:23 AM
32	1) Project Bank Accounts.	Oct 18, 2013 9:03 AM
33	The companies should be outlawed from the contracts.	Oct 18, 2013 9:02 AM
34	Payment terms in contracts need to be strongly backed up especially when 'fighting' for payment from larger firms.	Oct 18, 2013 8:49 AM
35	get m&e companies to pay a fair amount on extra works	Oct 18, 2013 8:47 AM
36	Save hundreds of jobs and small businesses in the subcontractor market by making tye big boys pay on time, or put a mechanism in place to speedily resolve the issue/complaint.	Oct 18, 2013 8:44 AM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

37	To enforce existing housing regeneration act	Oct 18, 2013 8:41 AM
38	i would ask him to bring a rulling that fines main contractors for every day they are late paying the agreed payment dates.	Oct 18, 2013 8:39 AM
39	Enforce the 30 day payment throughout the supply chain for all projects, public and private.	Oct 18, 2013 8:30 AM
40	Abolish retentions and create project bank accounts with strict payment terms.	Oct 18, 2013 8:29 AM
41	Pay main contractors on time so it has a better chance of filtering down the chain.	Oct 18, 2013 8:26 AM
42	Payment terms Fines for main contractors that do not pay on time Not allow contractors that do not pay subbies on time to win government contracts	Oct 18, 2013 8:25 AM
43	companies that cease trading on a Friday ingloriously appear back trading on a Monday leaving all its subbies and suppliers with non payments of their debts	Oct 18, 2013 8:21 AM
44	Why do you allow deliberate bad payment practice to go on without penalty ?	Oct 18, 2013 8:18 AM
45	30 day net monthly as law	Oct 18, 2013 8:15 AM
46	Payment terms, they should turn the idea on the head Main Contractors that do pay on time and do pay there sub contractors up should be allowed tax relief or some sort of bonus for this, as paying sub contractors on time and a reasonable rate would surely help the decline of Subbies going to the wall and help the wider economy in terms of unemployment in the construction industry	Oct 18, 2013 8:05 AM
47	to make sure that all sub contracts have a maximum 35 day payment provision .	Oct 18, 2013 7:51 AM
48	State in law that the requirement is 30 working days maximum, and to simplify and speed up the process of claiming late payments	Oct 18, 2013 7:48 AM
49	Make paying on time law and enforce it	Oct 18, 2013 7:46 AM
50	I would ask him to introduce fines for any large company who is found to be withholding money for no good reason, Make it severe so its in their interest to agree to terms.	Oct 18, 2013 7:43 AM
51	Yes - this abuse is costing many small companies their business!!	Oct 18, 2013 7:36 AM
52	Reduce overall costs in construction using project bank accounts or similar, administered by the Client and the Client earns his own interest	Oct 18, 2013 7:31 AM
53	make it law that payment terms are adhered to with severe penalties if they are not adhered to	Oct 18, 2013 7:30 AM
54	Give more work to small and medium sized local businesses	Oct 17, 2013 11:45 AM
55	reduce minor health and safety legislation red tape costs and enforce compliance with payment terms	Oct 16, 2013 3:16 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

56	get payments paid on time and reduce payment terms	Oct 16, 2013 2:18 PM
57	Introduce a new minimum payment period Act, with provisions for interest and penalty payments imposed on late payers, release more Govt immediately funds to commence labour-intensive public construction projects and direct Police/HSE/Border Control personnel to construction sites to fine/arrest/remove untrained/uninsured/illegal immigrant labour, to reduce the bars to entry for UK contractors who are insured, licensed, etc.	Oct 16, 2013 8:42 AM
58	To ensure that main contractors who are awarded public sector work pass favourable payment terms throughout the supply chain, and that such practices are not abused through reverse factoring, etc.	Oct 15, 2013 2:51 PM
59	why isnt there a law in place to ensure that small companies get paid on time	Oct 15, 2013 12:05 PM
60	Release fund to build	Oct 15, 2013 11:07 AM
61	Insist payment terms are fair and reasonable. We are not here to fund the big contractors.	Oct 15, 2013 10:11 AM
62	why are small business having to wait so long for there money !!	Oct 15, 2013 9:49 AM
63	Make it law to pay in line with the terms of the contract	Oct 15, 2013 9:13 AM
64	Exactly this issue. Keeping small to medium-sized businesses afloat in the construction industry at the moment is all about cash flow. The margins are so small that it's not possible to keep paying our own suppliers without getting paid by our customers, so the problem is much bigger than just the delays in payment from main contractors to subcontractors - it affects the whole supply chain, which ultimately is not just the construction industry.	Oct 15, 2013 8:11 AM
65	Give applications for payment more weight, Invoices are legally binding but an application for payment is just a polite request. No contractors we work with stick to a true application for payment certification process.	Oct 15, 2013 8:09 AM
66	Less onerous terms and conditions for small business finance and to free up finance for expansion.	Oct 15, 2013 8:08 AM
67	Reduce the size of multi-million pound contracts, i.e create lots more one-off contracts for local regional Contractors. A lot of value has become the rich pickings for a chosen few who simply say all the right answers at pre-qualification and then deliver using a select few subcontractors who are commercially ridden. I've seen no end of BS from public clients about contractors must use local workforce, local subcontractors for carbon footprint etc Pre-quals are n't worth the paper for some initiatives, contractors complete them on a 'what answer are they looking for basis' rather than a true reflection of how are we going to carry out the work and any audits are a joke. Local and public Authorities have all the work let and conveniently packaged up in frameworks the size of which make access to the work only viable for a few fortunate national players . Many regional contractors have suffered and lost huge amounts of turnover in the past 10 years. I would like to see more spot tenders for genuine local contractors with genuine local workforces and subcontractors. The Construction Act should give tighter control of the Main Contractors ability to just being able to certify what he likes and hide behind on account, don't necessarily agree etc. Perhaps by somehow making available stiff penalties if differences in valuation are not resolved within 30 days. The main contractor should be made to totally refute	Oct 14, 2013 6:09 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	any claims or agree in principal and certify a reasonable value, within the rules and timings of certification. Far too often there is a subcontract clause or main contract clause that allows long periods of response and then pondering. And by now I'd be out of time, with plenty more to say	
68	30 day payment terms With holding notices to be sent at all times with asuitable time to meet discus and then amend payment,because if we dont get chance to react to a shortfall this can lead to another month of non payment	Oct 14, 2013 3:40 PM
69	We need a fundamental shift away from traditional contracting. The current public sector move to BIM is exciting but would gain further momentum if it had teeth in the private sector. Collaboration and teamwork are the answer as they will reduce issues on site however the main contractor/sub-contractor relationship would still need structural change. It can only really work with project bank accounts with shared risk and reward.	Oct 13, 2013 8:16 AM
70	Nothing because Vince Cable is an idiot who will do nothing for our business	Oct 12, 2013 8:30 AM
71	I dont think I would even get 1 sec with those people	Oct 11, 2013 6:41 PM
72	To make it fair on all levels with pay. this is the only industry where you do the work and don't know for sure if your getting paid.If i treated my subsidies like that i would not get anyone to work for me. There should be a wedsite available to check if the contractor has paid for works done if there was any disputes etc.	Oct 11, 2013 5:04 PM
73	Payment terms	Oct 11, 2013 4:35 PM
74	Let local councils use smaller contractors	Oct 11, 2013 4:34 PM
75	Make him set up a department like the HSE to audit contractors on their payment performance and penalise them accordingly with damages and make them pay meaningful interest to the wronged subcontractor	Oct 11, 2013 4:09 PM
76	create more building	Oct 11, 2013 3:53 PM
77	Introduce law binding rules that companies are forced to honour the payment terms set out in JCT contractors or similar. Sub contractors should be able to report late payment to a government department who would have the power to force companies to make payment. Cash flow is the biggest risk to our business and we are constantly at risk because of late payment which restricts browth.	Oct 11, 2013 3:43 PM
78	Enforce uniformity of contracts and make illegal the change of standard terms involving payments and whit holding notices.	Oct 11, 2013 3:30 PM
79	If payments were received on time it would give companies like mine the cash to invest in the future training of staff. Late payments increase bank charges and borrowing costs. Leaving nothing for future investment.	Oct 11, 2013 3:21 PM
80	I would implore them to support subbies and facilitate cash being distributed down through the supply chain as required (and agreed).	Oct 11, 2013 3:13 PM
81	The fact that contractors can 'force' their suppliers to do variations and not commit to a fixed price (or indeed pay at all) even though the supplier gives a price. The knock on is that the supplier (us) then does not get paid the	Oct 11, 2013 3:10 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	variations at the end of the job. It doesn't happen outside of construction, if you quote a price an are told to proceed, then you do it, invoice it and get paid . Also, restrict payment terms to 30 days and get all construction companies to not only disclose their current payment profiles to government but also show them on a web site open to all. They should detail all payments over 30 days and why	
82	Why the millions of pounds of taxpayers money gone into the banking system is being held by the banks (some of them partially owned by the taxpayer) and not helping small businesses as it is supposed too!	Oct 11, 2013 3:08 PM
83	Why do main contractors get away with not passing on the payment benefits they receive on public sector contracts. 30 day payments in my experience do not exist.	Oct 11, 2013 3:08 PM
84	Big construction companies driving smaller companies in administration, who then dont pay their debtors but start trading again the next day under a different name.	Oct 11, 2013 3:05 PM
85	Build and make it cheaper	Oct 11, 2013 2:16 PM
86	Very Simple, Put LAWS in place to stop late payment and retention abuse by the main contractor, may be have some kind of system place where the Sub Contractors can obtain information of when the main contractors receive payment from the client, I have yet to see ANY government minister go with out not receiving there wages for more than 30 days after their payment date, or have a percentage of their wages held back for up to 3 years, and still may be not get paid.	Oct 11, 2013 1:40 PM
87	Make it mandatory to pay in 30 days if there are no disputes, and at least when there is a dispute, make a partial payment to help the sub contractor to enable them to pay their workforce.	Oct 11, 2013 1:10 PM
88	sort out late payment and out dated retention practices	Oct 11, 2013 10:38 AM
89	Get rid of retention, it ties up too much capital for tyoo long	Oct 11, 2013 10:33 AM
90	Get the main contractor to advise all sub-contractors when a payment is made.	Oct 11, 2013 10:22 AM
91	unfair contract terms	Oct 11, 2013 10:08 AM
92	Simply make it illegal not to pay on time because it borders on a fraudalant acts	Oct 11, 2013 9:07 AM
93	Ensure payment is within 28 days nothing else.	Oct 11, 2013 9:04 AM
94	PAY QUICK	Oct 11, 2013 8:34 AM
95	Bring back Nominated Sub Contracts, with the option of direct payment from the client or via project bank accounts!	Oct 11, 2013 8:29 AM
96	Simplify payment terms - none of this valuation date, due date, 45 days after due date blah blah... Valutation at X date and payment X days after. Keep it simple.	Oct 11, 2013 7:53 AM
97	Change late payment legislation to have some teeth: current rules are	Oct 11, 2013 7:42 AM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	laughable and unenforceable. Why does no one want the VAT man on their backs, because there are strict and quickly enforceable fines and penalties that can have an effect on your business if you do not pay.	
98	Bring in contracts that have not been amended with hundreds of additions aimed at stitching you up. A lot of the conditions are very onerous and you need a legal brain to understand most contracts.	Oct 11, 2013 6:34 AM
99	Payment times and retentions	Oct 11, 2013 6:02 AM
100	30 day payments and withheld money has to go into a holding account and any small business going bust then the main contractor still has to pay the bill - therefore main contractors do not gain financially by watching subcontractors go bust through their non-payment games	Oct 10, 2013 3:21 PM
101	Have a single form of pre-qualification document.	Oct 10, 2013 2:10 PM
102	Ensure fairness between all parties. Keep to standard terms and conditions that are already in place throughout the industry, set up standard payment terms, find a way of making Main Contractors mindful of subcontractors' work content rather than take on a contract with impossible time scales and then expect "work hungry" subcontractors to bale them out. We would also like some sort of ring-fencing of retentions and certainty of payment of same.	Oct 10, 2013 12:21 PM
103	Work only in the public sector to be given to companies that employ an apprentice, look at employment status of ALL construction workers, make it a legally binding condition of paying on 30 days with harsh penalties to those who don't.	Oct 10, 2013 11:05 AM
104	Payments to be made on agreed date and penalties for failure, also separate contract administrators so the main contractors cannot continue that their assessments are always right.	Oct 10, 2013 10:43 AM
105	ENSURE THAT THE UK BRINGS IN LEGISLATION TO ENSURE 30 DAYS PAYMENT	Oct 10, 2013 10:11 AM
106	If proven that Contractors are late paying... Card system for further Gov awards ..Green 30 Days, Amber 60 Days Red 120 Days to discourage such acts.	Oct 10, 2013 9:02 AM
107	I would ask him to amend the act to include 3 tiers of payment from client to contractor, contractor to subbie and subbie to sub-sub of 21, 30 and 35 days respectively on which we could all run our businesses. £2500 fine for late payment plus interest at base + 3% , claims administered by adjudicator.	Oct 10, 2013 8:05 AM
108	Ensure that specialist subcontractors are paid in the same way as main contractors i.e in 30 days or less.	Oct 10, 2013 7:39 AM
109	Fair payment !!!	Oct 9, 2013 9:45 PM
110	Arrest our corrupt Banskters like Iceland did it!	Oct 9, 2013 7:11 PM
111	Pro forma payments for materials a condition of contract supported right up to Client level.If the funds are not there now then they should not start the build. SME co's are having to bankroll jobs when credit limits are cut, late payments cause bad relations with the SME suppliers destroying years of sound relationships. ASME co's very often have better credit limits than the	Oct 9, 2013 3:18 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	spin off divisions of Main Contractors that actually place the orders with the SME's. However no g'tees from parent company of the Main contractor so funds are at risk constantly.	
112	Realise that all businesses are linked together and favour should not be shown to the Big Contractors.	Oct 9, 2013 12:40 PM
113	That construction companies are not allowed to reduce payments for work completed and if they do they are not allowed to drop below a certain percentage deduction say 10% and that they are not to pass on deficiencies in their own margins on to small contractors.	Oct 9, 2013 9:57 AM
114	Fairer payment system for sub-contractors, and to look into the disgraceful way that main contractors claw money back from the sub contractor several months after the work has been done earlier on in the contract.	Oct 9, 2013 9:06 AM
115	To review payment terms & reducing the endless red tape when it comes to health & safety.	Oct 9, 2013 8:30 AM
116	help with payment terms	Oct 9, 2013 7:41 AM
117	Introduce legislation so subcontractors are paid within 30 days	Oct 9, 2013 7:28 AM
118	Subcontractors subsidising the projects.	Oct 9, 2013 7:28 AM
119	Open up the public sector to SMEs, cut the pre-qualification questionnaires etc and run one pre-qualification scheme which ALL government departments should us.	Oct 9, 2013 6:13 AM
120	Government contracts should be prioritized to smaller businesses at local Level for all works below £5000.00	Oct 8, 2013 6:06 PM
121	Payment terms and retentions for companies turning over under 2m should be very strict and companies who turn over more than this generally have cash reserves to deal with later payment terms. The law should be changed to account for this with companies turning over under 1m to be paid within 30 days of completion of site work, under 2m within 45 days and above 2m 60-90 days dependent upon turnover and project value. Retention's for small companies turning over under 2m should be reduced to 2% maximum and abolished completely for companies turning over under 1m. This would enable small companies to employ staff and pay suppliers on time, both of which most small companies struggle with.	Oct 8, 2013 5:23 PM
122	To audit contractors on public schemes to make sure that the payment codes and contractual obligations around payment are being properly followed.	Oct 8, 2013 4:58 PM
123	Start a proper apprenticeship scheme for all building trades, NVQ's etc. are a waste of time.	Oct 8, 2013 4:35 PM
124	Ask him to make a contractors "fair payment" record a significant part of all Major Project tender evaluation criteria.	Oct 8, 2013 4:30 PM
125	Payment Structure. I think the act has improved in that it at least ensures a payment, or certification must be made within a set date. It fails to remove the facility for payments to be made short just to assist the bank account of the payer. This move would build confidence, reduce risk and uncertainty -	Oct 8, 2013 4:30 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	lead to more training programmes etc as a result of more confidence, less risk.	
126	Too many companies delay payment based on the claim that "We cannot pay you, because our clients haven't paid us", so therefore would encourage to enforce a statutory maximum settlement of 60 days from invoice date.	Oct 8, 2013 4:28 PM
127	Cut down on red tape such as employment legislation regarding redundancy etc. Construction is cyclical, we have to pay large salaries for good people with no guarantee there will be a project for them once they finish the one they are on, but a guarantee we will have to pay redundancy/run the risk of tribunal!	Oct 8, 2013 4:26 PM
128	Payment delays	Oct 8, 2013 4:18 PM
129	propose the guaranteed payment scheme within contractual terms without retribution from main contractors	Oct 8, 2013 4:16 PM
130	Make it law to pay on 30 days and actionable at 45 days.	Oct 8, 2013 4:15 PM
131	Hdh	Oct 6, 2013 6:37 AM
132	Payment terms	Oct 4, 2013 1:45 PM
133	that smaller companies under a certain turn over supplying labour should have a legal right to be paid on a 14 day invoice so as not to be used to fund main contractor's projects	Oct 3, 2013 8:23 PM
134	Enforce payment terms by the big, main contractors between them and their supply chain	Oct 3, 2013 9:06 AM
135	Agree an industry-wide payment term, even if that is 60 or more days because that would mean we in turn would be able to agree with our own suppliers such terms on these contracts, thus avoiding cash flow issues.	Oct 3, 2013 8:53 AM
136	Reduce vat rates, find a scheme to encourage building in line with the car scrapage scheme.	Oct 2, 2013 9:56 PM
137	Make it as in Germany, the moment a payment is overdue then withdraw labour or services	Oct 2, 2013 8:18 PM
138	pass enforceable laws with regards to payment within 30 days.	Oct 2, 2013 4:00 PM
139	The impossible - why main contractors are allowed to override a sub-contractors terms and conditions? For example our payment terms are 30 days net - our contractor has 35 working days.	Oct 2, 2013 3:05 PM
140	That a To make the Fair.Payment charter mandatory for all construction contracts	Oct 2, 2013 2:47 PM
141	Insist that main contractors pay on 35 days max.	Oct 2, 2013 2:46 PM
142	Strict 30day payment for all, plus reduce paperwork within the industry its killing small business.	Oct 2, 2013 2:40 PM
143	PAY on time every time no Excuses or delaying tactics simple	Oct 2, 2013 2:07 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

144	Recognise Main Contractors as Construction Managers, which is what they really are, and regard them according to how well they manage construction instead of how well they manage cash.	Oct 2, 2013 2:01 PM
145	Ban all retentions, Demand Main contractors to treat Subbies fairly.	Oct 2, 2013 10:58 AM
146	Encourage project banking & abolish retention	Oct 2, 2013 8:36 AM
147	Stop the main contractors withholding payment for no reason	Oct 2, 2013 7:52 AM
148	Abolish and outlaw retention	Oct 2, 2013 7:41 AM
149	Make it statutory to pay by 30days, or add penalties	Oct 2, 2013 7:29 AM
150	We need to get back to simple common law rules & abuse of the acts or law should be punished automatically as it destroys free trading.	Oct 2, 2013 6:34 AM
151	Make 30days as standard Make it law that variations are paid in full and agreed on a monthly basis stop this paid on account, so you don't get knocked 20% off your final account.	Oct 2, 2013 6:14 AM
152	Introduced more stringent legislation to enforce payments	Oct 1, 2013 3:17 PM
153	Simplify e-tendering and PQQ processes. Prevent the use of non-standard forms of contract and supplementary main contractors terms and prevent amendment to standard clauses of standard forms of contract. Make it law that sub-contracts have to be written in plain English, without all the legal jargon. Subcontractors Final Accounts must be settled within 4 weeks of completion on site. Increase the Late Payment of Commercial Debts to 10% above base and ensure that this cannot be amended in sub-contracts.	Oct 1, 2013 12:33 PM
154	To ensure that all payments were made 30 days from Month end. This would free up cash flow meaning SMEs could expand.	Oct 1, 2013 11:41 AM
155	create a system where unpaid contractors can act easily and add significant interest on a daily basis without the need for solicitors or adjudicators, this will force the MC to at least start entering into conversation to get the matters resolved.	Oct 1, 2013 11:26 AM
156	Abolish retentions	Oct 1, 2013 11:15 AM
157	Ban retention. Ensure the whole supply chain (including 'low-level' suppliers) is paid within 35 days on all contracts both public and private and police it.	Oct 1, 2013 10:05 AM
158	Introduce a mechanism whereby main contractors will only be awarded public works if they can demonstrate in a fully transparent manner that they treat their supply chain in a fair and ethical manner. This should hold up under scrutiny of independent audit.	Oct 1, 2013 8:50 AM
159	Increase public sector capital expenditure	Oct 1, 2013 7:46 AM
160	cut times between submission of invoice/claim and payment date which do not fit the 30 day timescale	Oct 1, 2013 7:31 AM
161	Make contracts fair and equitable.	Sep 30, 2013 8:25 PM
162	Get rid of the unfair practice of withholding payment based on poor work	Sep 30, 2013 4:38 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

	which is in fact up to standard	
163	Where is the money going that is supposed to help small businesses and why aren't banks helping in the way of overdraft facilities even though they see the progress of the company. When you are doing well they praise you when you help they hide under the carpet	Sep 30, 2013 4:15 PM
164	Make the Directors of the big companies that take risks directly responsible for their actions. Make them directly responsible for losses that they cause. Also make sure that there are sufficient insurances in place to compensate the subbies, when they, the big guys, go bust and leave a mess behind them.	Sep 30, 2013 4:00 PM
165	Double the late payment interest rate	Sep 30, 2013 3:20 PM
166	See answer above.	Sep 30, 2013 3:19 PM
167	remove unfair contracts. impose standard contracts with no amendments other than particulars of the job so everyone knows what they are working to	Sep 30, 2013 2:51 PM
168	get rid of rules / regulations / certificates as destroying all business as they can't afford them	Sep 30, 2013 2:50 PM
169	Id ask him to make it unlawful not to pay on time without a formal challenge within five days of issue of the invoice. Large companies drag out payments with spurious enquiries without entering formal challenges to invoices.	Sep 30, 2013 2:35 PM
170	insist that all contactors pay up as governments terms and conditions	Sep 30, 2013 2:33 PM
171	See 7	Sep 30, 2013 2:31 PM
172	Ensure all parties in the supply chain are paid WITHIN 30 days or receive a percentage of money up front, to enable small companies to trade. Alternatively to extend/create a government short term loan system to enable specialist subcontractors to borrow against invoices without the heavy costs of factoring/ invoice finance companies.	Sep 30, 2013 2:31 PM
173	No retention and payment to subcontractors in max 30 days or 5 % interest to be paid by the contractor immediately if in default. ALSO what do you say to a company that has done everything the government has asked of them(i.e to directly employ operatives so as to pay paye tax and N.I) who now struggles to secure work through competitive tender with these extra overheads and cannot afford to pay redundancies? And therefore lose these contracts to smaller business with no overheads and hire and fire subcontract labour?	Sep 30, 2013 2:30 PM
174	In our experience the main problem is that when the payment certs are due the MCGs manipulate the payment to their advantage as they have not got the money in the contracts themselves. No Company can run a business when the onerous conditions within the contracts that will not allow you to pull of site for the fear of the repercussions and more to the point when they can pay you a pittance of the money applied for and say it will be sorted at Final Account. The main problem is that they can and always will get of not paying what is owed. Some sort of standard practice of payment would help so the the sub contracts agree beforehand a measure of payment throughout the contract. No retention as we never get paid them and its our profit margin.	Sep 30, 2013 2:25 PM

Page 2, Q8. If you had 30 seconds with the minister in charge of business, what would you ask him to change in the construction sector in order to help the economy?

175	The system is rotten - I can't think of anything succinct enough for 30 seconds!	Sep 30, 2013 2:22 PM
176	Simplify the PQQ process rather than saying you will simplify the process.	Sep 30, 2013 2:20 PM
177	Why do the government allow main contractors to act in such an immoral (and at times probably illegal), non-business like and destructive fashion towards their supply chain that is predominantly SME's?	Sep 30, 2013 2:17 PM
178	If EVERYONE paid in 30 days the playing field will remain level for all businesses. Only companies that use longer term payment as a tool will be disadvantaged. Why is this not done in the UK? Cash Flow problems will reduce to an acceptable level over night which must be good for everyone!	Sep 30, 2013 2:10 PM
179	Retention of title	Sep 30, 2013 2:04 PM
180	Have a statutory law in connection with payment of debts	Sep 30, 2013 2:04 PM
181	30 seconds? Give me 30 months with him / her ... Invest in new schools, hospitals, prisons etc. Large, medium-long term projects.	Sep 30, 2013 2:02 PM
182	Listen to Debbie Abrahams, read her report and impliment the recommendations in full	Sep 30, 2013 2:01 PM
183	Allow sub-contractors to charge interest on late payments and have the government back it up with a firm legislation	Sep 30, 2013 2:00 PM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

1	I'd ask them why when they sit at board meetings and discuss how they de risk their businesses against sub contractors going bust that paying on time is never a solution they recognise.	Nov 1, 2013 2:28 PM
2	Late payments, and PLN's. These ruin people's businesses, financial credibility and personal lives.	Oct 31, 2013 10:37 PM
3	Payment policies and bullying of subbies to " have no choice but to agree terms that are too long "	Oct 31, 2013 9:01 PM
4	Have serious look at their Health & Safety departments, as it seems like the tail is wagging the dog. An ethos has been created where you dare not question any new H&S initiative, no matter how ludicrous the Acronym or petty without being branded as "uncaring" about the safety of your workforce! Also PLEASE, PLEASE, PLEASE can we standardise on a SSIP/Pre-Qualification body, at the moment we are CHAS, Constructionline, Safecontractor, Worksafe, SMAS, etc, etc, It costs us a fortune every year to re-new, and countless hours of form filling!	Oct 31, 2013 3:32 PM
5	Stick to agreed payment terms and not to indulge in the bloodsport of Subbie Bashing!	Oct 31, 2013 9:44 AM
6	Why does the construction sector, in general, have so many people with no morals? Who trade and deal with little or no integrity.	Oct 30, 2013 8:00 PM
7	Who is teaching your QS to behave like this, it can't be taught at University	Oct 30, 2013 6:44 PM
8	on time payents to sub contractors	Oct 30, 2013 11:58 AM
9	to have more respect for the individual trades - we are people not just figures on a spread sheet.	Oct 28, 2013 12:13 PM
10	As above, plus acknowledging that if a subcontractor is 1 day late with delivery all hell breaks loose. On the other hand if they are 20 days or more late with their payment, they think nothing of it.	Oct 22, 2013 7:36 AM
11	To encourage the partnering type approach with sub-contractors.	Oct 21, 2013 11:15 AM
12	the work is completed on time why is payment ont on time	Oct 21, 2013 7:33 AM
13	What gives you the right to expect small sub contractors to fund your operation?	Oct 21, 2013 6:49 AM
14	swifter payment. ask if they could manage to go 90 days with out payment	Oct 20, 2013 2:00 PM
15	Mountains of paperwork and if your money wasnt paid at the end of every month how would you feel and your family!	Oct 20, 2013 9:43 AM
16	Organisation is absurd with local authority; where Companies are organised until Council Maintenance contracts are allocatedt; where the contractor does not have a set schedule because the authority fail to be able to scale anything thoroughly:	Oct 19, 2013 11:17 PM
17	To treat others like he would like to be treated.	Oct 19, 2013 9:06 PM
18	Payment schedules could they cope with waiting 90 plus day's while having to settle their own accounts in 30	Oct 19, 2013 1:52 PM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

19	Treat your sub-contractors with respect, not disdain. Stick to your payment terms. Pay people on time and the correct amount. Make every effort to agree every valuation with all sub-contractors.	Oct 19, 2013 12:34 PM
20	Productive work practice over bureaucratic expedience. Pay the correct value for the job.	Oct 18, 2013 5:17 PM
21	To change late payment culture towards Sub-Contractors and onerous terms and conditions	Oct 18, 2013 12:58 PM
22	Ensure your surveyors produce the paperwork timeously to enable the accounts dept to pay SC on Time. Often payments are delayed because of apathy. eg producing payment notices on the final due date & then sending them for authorisation & then to the accounts dept. This process often extends the payment period by 10 days or more.	Oct 18, 2013 12:38 PM
23	how quickly they pay small contractors with less than 10 employees	Oct 18, 2013 11:52 AM
24	It is not always the CE, perhaps just to explain what his staff are doing and does he accept these as good business ethics, can I go into Tesco and say I will pay you next week for the shopping, or I will pay you half because I haven't had time to look at the account	Oct 18, 2013 11:05 AM
25	Pay your suppliers on time (or before) and you will get better service and better rates. We will not have to act a credit card to our late payers and will save money.	Oct 18, 2013 10:36 AM
26	Stand by their financial obligations. Fed up with bearing the financial burden on behalf of the main contractor.	Oct 18, 2013 10:11 AM
27	Payments terms and valuation process overall. The undervaluation of Variations is woefully exploited.	Oct 18, 2013 9:57 AM
28	PAY YOUR SUB CONTRACTORS PROMPTLY	Oct 18, 2013 9:29 AM
29	Pay subcontractors on the same basis as employees, ie every month on the 30th so we can provide a reliable service at a reasonable cost.	Oct 18, 2013 9:23 AM
30	1) Project Bank Accounts. !!	Oct 18, 2013 9:03 AM
31	A law to be paid on time.	Oct 18, 2013 9:02 AM
32	Attitude to the smaller subbies who keep them going. Quite often they go for the cheapest option which not only provides poorer quality and also means payments may not need to be as prompt as what they should.	Oct 18, 2013 8:49 AM
33	as above	Oct 18, 2013 8:47 AM
34	Stop allowing your commercial managers and QS's to simply penalise the specialist sub contractor in order to hit their margin target and achieve their own profit target. Its just outrageous theft.	Oct 18, 2013 8:44 AM
35	To work with us	Oct 18, 2013 8:41 AM
36	i would suggest they do as we do run our business based on cashflow we accumulate or pay for via the bank loans and stop using our money which provides interest to gain an additional margin on their profit.	Oct 18, 2013 8:39 AM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

37	More consideration for longer term relationships, for the benefit all parties	Oct 18, 2013 8:30 AM
38	Abolish retentions and create project bank accounts with strict payment terms.	Oct 18, 2013 8:29 AM
39	Ensure that a payment regime is pre agreed and then stick to it.	Oct 18, 2013 8:26 AM
40	Pay on time and remove contract award from Quantity Surveyors	Oct 18, 2013 8:25 AM
41	to be more honest and reasonable with contractors, and fair chances at contracts instead of continually choosing the so called elite companies and stand by their own contractual agreements	Oct 18, 2013 8:21 AM
42	Why are you not able to perceive that a more collaborative approach benefits everyone - Proven !	Oct 18, 2013 8:18 AM
43	why they think it is necessary to pay subcontractors on 60-90 days would they be happy to be paid by the company they work for on these terms. i dont think so.	Oct 18, 2013 8:05 AM
44	why they feel it is ok to hold on to sub contractors payments over 35 days	Oct 18, 2013 7:51 AM
45	To look after their contractors and pay on time. After all their business would crumble without the subcontractor	Oct 18, 2013 7:48 AM
46	What makes their staff think they don't have to pay sub-contractors	Oct 18, 2013 7:46 AM
47	Again we are a small outfit trying to grow, But I can still pay everyone on time. As per agreed terms, I just don't get why they cant.	Oct 18, 2013 7:43 AM
48	Bullying tactics of their Qs	Oct 18, 2013 7:31 AM
49	I would ask for more transparency, I always maintain that as long as I know when I will receive payment I can deal with it, it is the not knowing that is the main issue	Oct 18, 2013 7:30 AM
50	Building/construction is a team game, so stop putting profits before the team and perhaps you would see less subbies going into administration and handing over projects late	Oct 17, 2013 11:45 AM
51	Stop trying to pass responsibilities down the supply chain so that minor suppliers end up with all the risks. Send out enquiries for tenders with only the information relevant to the sub contract works so that we don't have to spend the first week of the tender period wading through information that generally has nothing to do with the sub contract but which has been sent "just in case" and to cover the main contractors posterior.	Oct 16, 2013 3:16 PM
52	get ethical and morally correct	Oct 16, 2013 2:18 PM
53	Ensure fair and reasonable payment practices, simplify dispute resolution channels, instigate more transparency within the procurement process.	Oct 15, 2013 2:51 PM
54	Pay us on time, so we can continue provide the services you ask of us without us having to compromise our own business	Oct 15, 2013 12:05 PM
55	The way they pay people	Oct 15, 2013 11:07 AM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

56	Pay us on time and value our works fairly and accurately.	Oct 15, 2013 10:11 AM
57	YOU NEED US AS MUCH AS WE NEED YOU SO WHY MAKE LITTLE COMPANIES SUFFER.	Oct 15, 2013 9:49 AM
58	To be professional with regards to payment in line with the contract otherwise the subby could go out of business	Oct 15, 2013 9:13 AM
59	Payments.	Oct 15, 2013 8:11 AM
60	Attitude towards advance payment for mobilisation for small specialist sub contractors and retention on small value sub-contracts.	Oct 15, 2013 8:08 AM
61	Make there Qs's liven up and get issues from the last val resolved before the next. Open the doors up to local contractors and spread the work more.	Oct 14, 2013 6:09 PM
62	Dont forgot you need us to help you carry out your works on site,non payment affects everyone but m,ore so the smaller companies-Dont bog us down with paperwork get the people that matter to talk to each other and not just faceless emails	Oct 14, 2013 3:40 PM
63	It would have to be with all chief execs of all main contractors simultaneously as the only change will come from joint action in changing how projects are priced and how risk is shared between the relevant parties. Sub-contractors are the most important funders of main contractors balance sheets and to stay afloat we need to be experts in treasury as much as our trade. It is fundamentally wrong.	Oct 13, 2013 8:16 AM
64	Payment practice - their quantity surveyors have no incentive to pay on time, often meaning we are paying interest as we need to pay our suppliers. We are bank rolling our clients.	Oct 12, 2013 8:30 AM
65	hmm that would not be likely	Oct 11, 2013 6:41 PM
66	A level playing field. We are constantly fighting with QS's who use underhand methods to not pay for works done or withholding payments in the hope we cant meet our obligations leading to all other kinds of complications.	Oct 11, 2013 5:04 PM
67	Payment terms	Oct 11, 2013 4:35 PM
68	Make sure that they treat subcontractors fairly and be flexible in their approach by treating different levels/size of contractor appropriately	Oct 11, 2013 4:09 PM
69	ensure prompt payment to ensure work force can be paid and do away with uncertainty	Oct 11, 2013 3:53 PM
70	Stop risking the livelihoods of SMEs.	Oct 11, 2013 3:43 PM
71	Change the attitude of making money out of sub contractors.	Oct 11, 2013 3:30 PM
72	Pay on time and abolish pay when paid.	Oct 11, 2013 3:21 PM
73	As above. In the current market I would be much more comfortable warning them about the consequences of their actions given that we have found that we are getting busy and are in a position to pick whom we work for, and we remember those who have acted unethically in recent years.	Oct 11, 2013 3:13 PM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

74	Pretty much as above	Oct 11, 2013 3:10 PM
75	Awarding work to the cheapest price regardless of quality, training (or lack of it), specification or accreditation	Oct 11, 2013 3:08 PM
76	Do you operate your accounts department outside the uk to avoid paying subcontractors??	Oct 11, 2013 3:08 PM
77	They would not change because they dont care about their supply chain, there are too many alternatives for them to use if you make demands.	Oct 11, 2013 3:05 PM
78	Their working practices and payments and their thought power to subbie bashing	Oct 11, 2013 2:16 PM
79	would not speak to them, as the saying goes, you have to lead with example from the Top, and unfortunately the chief executive is often the one who is making all the financial decision.	Oct 11, 2013 1:40 PM
80	To standise their tender and contract documentation at an Industry Level, to avoid complications for Sub Contractors in the interpretation of the tender questions.	Oct 11, 2013 1:10 PM
81	as above and sort out the quality of their staff and payment systems	Oct 11, 2013 10:38 AM
82	Ask them to stop amending the standard forms of contract. Sometimes the amendments are more extensive and complicated than the original form. Pay quicker and delete retention.	Oct 11, 2013 10:33 AM
83	As answer 8. above	Oct 11, 2013 10:22 AM
84	unfair contract terms	Oct 11, 2013 10:08 AM
85	Attitude and payment structure (both for obvious reasons)	Oct 11, 2013 9:07 AM
86	Stop on line e-auctions of contracts and pay according to the Construction Act.	Oct 11, 2013 9:04 AM
87	PAY QUICK	Oct 11, 2013 8:34 AM
88	Come clean, pay your due debts on time without spurious counter claims or deductions from the amounts due. An instruction to proceed with a variation is acceptance of our variation figure provided prior to the instruction given and is not for negotiation at final account stage.	Oct 11, 2013 8:29 AM
89	I believe its there ethos that causes the issues - bid the MC cheap and hammer the subcontract chain to regain margin.	Oct 11, 2013 7:53 AM
90	Stick to terms, honour instructions to proceed and remove the we might pay you clause.	Oct 11, 2013 7:42 AM
91	Treat us fair and with respect. We find avery main contractor we work for are very disorganised and our profits suffer because of it. They do as little as possible on site.	Oct 11, 2013 6:34 AM
92	Retentions and psyment times	Oct 11, 2013 6:02 AM
93	look after your supply chain better - no QS tricks changing personel at end of	Oct 10, 2013 3:21 PM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

	job etc and 30 day payments	
94	Withdraw retentions. The administrative burden is a nightmare (particularly with low value projects). Also look realistically at the amount of contractual documentation / conditions required for small projects - one size does not fit all!	Oct 10, 2013 2:10 PM
95	Why do they keep changing standard conditions of contract? Surely the standard terms were introduced to be just that "standard terms" that all parties agreed to.	Oct 10, 2013 12:21 PM
96	Look at value to	Oct 10, 2013 11:05 AM
97	The better you pay the better service you should get and works should be suspended or indeed cancelled if payment not made within reason on time	Oct 10, 2013 10:43 AM
98	AS ABOVE	Oct 10, 2013 10:11 AM
99	Their ethics,,, you don't pay for your OWN PERSONAL shopping by bartering, badgering or simply not paying .. YOU would get arrested !	Oct 10, 2013 9:02 AM
100	Change culture of application cutting and pay on the date agreed in the sub-contract so that when the recession finally passes away there will be some specialist sub-contractors left in business in the UK to do the work, without having to go overseas, they'll be moaning about lack of skill trades then won't they, having been the root cause of putting them out of business in the first place!	Oct 10, 2013 8:05 AM
101	Their payment procedures if beyond 30 days.	Oct 10, 2013 7:39 AM
102	Quality!!	Oct 9, 2013 9:45 PM
103	Create a public Black List and punish for the late payments!	Oct 9, 2013 7:11 PM
104	SEE Question 8	Oct 9, 2013 3:18 PM
105	I'd like to show them the benefits of adopting win-win attitudes towards their suppliers - they would prosper more if they included their suppliers in their decision making processes	Oct 9, 2013 12:40 PM
106	That they sign a fair and resonable charter so that they are not allowed to deduct monies from a contractors account for no valid reason, ie we dont have the money in the job and we are reducing your payment, we had not budgeted for that much this month even though you are on programme, remeasuring work to suit them and not the contractor and then refusing to pay. Taking discount and then not paying on time.	Oct 9, 2013 9:57 AM
107	Stop holding payments up, stop clawing payments back for work completed months ago in a contract.	Oct 9, 2013 9:06 AM
108	Payment terms as it has a huge bearing on our cash flow and in turn level of performance I.E being able to pay our suppliers on time to get fabricated products to site.	Oct 9, 2013 8:30 AM
109	pay on time every time	Oct 9, 2013 7:41 AM
110	Payment culture towards subcontractors	Oct 9, 2013 7:28 AM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

111	Why don't they respect sub contractors cash flows	Oct 9, 2013 7:28 AM
112	Have you run out of good sub-contractors yet? As if they keep 'bashing' 'knocking' the subcontractors they aren't going to be interesting in working with them / have continued battles over variations / claims.	Oct 9, 2013 6:13 AM
113	Honesty , Fairness Stop looking at specialist contractors as replaceable and worthless	Oct 8, 2013 6:06 PM
114	Probably ask them why they strive to utilise small local/regional specialist subcontractors and then very rarely give contracts out. It is an ideology of main contractors to try and use small local companies but invariably it comes down to price. We believe that this is mainly due there being not much financial incentive for them to do so.	Oct 8, 2013 5:23 PM
115	I would ask for more use of short forms of contract, one / two unified PPQ scheme. Fair and resonable payment terms	Oct 8, 2013 4:58 PM
116	Change shoes with me for a couple of months, see how we exist at the bottom of the pond!	Oct 8, 2013 4:35 PM
117	Stop awarding subcontracts based on price alone and introduce best value criteria for supplier evaluation.	Oct 8, 2013 4:30 PM
118	I would ask them to introduce a Project Bank Account or similar. This would assist supply chain right down. It would avoid delays to the project as a result of payment abuse. It would reduce insolvencies and improve our sector.	Oct 8, 2013 4:30 PM
119	To respect the smaller companies and their need for liquidity, as the main contractors rely on our debt facilities to finance their projects.	Oct 8, 2013 4:28 PM
120	Try to be ab	Oct 8, 2013 4:26 PM
121	Payment delays	Oct 8, 2013 4:18 PM
122	Appreciate we as sub contractors are their main source of credit and such respect us rather than abuse us.	Oct 8, 2013 4:16 PM
123	Make it law to pay on 30 days and actionable at 45 days.	Oct 8, 2013 4:15 PM
124	Gfghh	Oct 6, 2013 6:37 AM
125	Payment terms and issue payment notices / pay less notices before payment so time to answer queries rather than wait another month for your money	Oct 4, 2013 1:45 PM
126	that they implement a system to check on a regular basis that there sub contractor s are happy with their payment structure s and if they have any other concerns	Oct 3, 2013 8:23 PM
127	Their attitude towards their supply chain and the way they treat them	Oct 3, 2013 9:06 AM
128	Pay us fairly and in time without us having to chase. If we or any other SME involved did not complete our contract in time, we will get hit by punitive late payment penalties, yet getting them to pay us....	Oct 3, 2013 8:53 AM
129	Pay 30 days on the day with no excuses	Oct 2, 2013 8:18 PM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

130	pay on time, stop part payments for no reason even when sites have agreed measures etc	Oct 2, 2013 4:00 PM
131	That our terms and conditions are the ones that should be adhered to by the main contractor not them imposing theirs on ours. Within reason I would ask him why that is.	Oct 2, 2013 3:05 PM
132	To champion the abolishment of retention clauses. This is one of the areas commonly abused	Oct 2, 2013 2:47 PM
133	Quit the arrogance and they shoddy way they deal with sub contractors.	Oct 2, 2013 2:46 PM
134	Pay on time	Oct 2, 2013 2:43 PM
135	To insist that all sub contractors are paid within the agreed time scale as per the contract.	Oct 2, 2013 2:40 PM
136	PAY on time every time no Excuses or delaying tactics simple	Oct 2, 2013 2:07 PM
137	Move towards a collaborative arrangement - long term multi contract agreements with targetted savings through efficiency. A bit like the manufacturing models.	Oct 2, 2013 2:01 PM
138	See above	Oct 2, 2013 10:58 AM
139	As above	Oct 2, 2013 8:36 AM
140	Stop withholding payment for no reason	Oct 2, 2013 7:52 AM
141	Under certification of applications.	Oct 2, 2013 7:41 AM
142	Just pay their Subbies on time, they will get a more willing and able workforce	Oct 2, 2013 7:29 AM
143	I'd ask for them to size their company according to their credit facility, respect their supply chain & cut the bullshit. Properly recognise the value of their supply chain in the delivery of their service to customers.	Oct 2, 2013 6:34 AM
144	Pay fairly don't use sme to fund there projects.	Oct 2, 2013 6:14 AM
145	Pay subcontractors and suppliers on time	Oct 1, 2013 3:17 PM
146	Spend more time and money planning, co-ordinating and scheduling the works with the sub-contractors to avoid site delay and disruption. Mutually agree variations as they become apparant and provide written instruction in a timely manner, pay on time, do not string out final accounts for months. Leave the sub-contractor to concentrate on the site works rather than worrying about being paid all the time.	Oct 1, 2013 12:33 PM
147	Why do your site staff not listen when programming works to their sub contractors	Oct 1, 2013 11:41 AM
148	Treat your subbies as your other employees, pay them like you pay your employees (on time and regular). You will then get loyalty and pride of workmanship etc in return. Also it means subbies dont have to load prices to cover late payers.	Oct 1, 2013 11:26 AM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

149	To adopt a form of contract that is fair to all. Why use a form of contract then add amendments, er, to gain an advantage over the subbie? Of coarse	Oct 1, 2013 11:15 AM
150	Be fair and pay within 30 days. It's the right thing to do!	Oct 1, 2013 10:05 AM
151	I fear I would be wasting my time. The response would likely be quite high minded sounding rhetoric whilst at the same time ignoring the pressure applied to their coal face QS's and PM's to operate as they do.	Oct 1, 2013 8:50 AM
152	More equitable risk transfer	Oct 1, 2013 7:46 AM
153	withdraw their instruction to delay payments for as long as possible	Oct 1, 2013 7:31 AM
154	Make contracts fair and equitable	Sep 30, 2013 8:25 PM
155	Please employ people that understand how a build is done in real life not just on paper and make sure programs allow for trades to not be on top of each other. Builds will get done quicker!	Sep 30, 2013 4:38 PM
156	Please help small businesses by way of paying within 30 days thus helps cash flow to make companies grow	Sep 30, 2013 4:15 PM
157	Adopt a balanced attitude to claims and variations. In particular to identify sub-contractors in main contract settlements.	Sep 30, 2013 3:20 PM
158	Walk the walk, they all talk the talk and often in contract revert back to type when the young QS gets involved who is out to make a name for themselves. Also shut down these remote accounts call centers who know diddly about anything, delaying tactic.	Sep 30, 2013 3:19 PM
159	employ enough competant qs's/staff to manage the projects and payment process effeciently in the first place. Employ professional subbies that can do the job and pay them on time with out all the excuses like system says a box hasn't been ticked because that bit of paper is still sat on someones desk and we can't be bothered as other things to do excuses	Sep 30, 2013 2:51 PM
160	Their pay structure, and therefore enable the workers that actually do the job to receive a fair share of the job. Also remove regulations, increase rates, pay you bills on time to improve the moral of the work force	Sep 30, 2013 2:50 PM
161	Show some honesty and integrity and treat suppliers fairly.	Sep 30, 2013 2:46 PM
162	Pay us on time and keep us out of the final payment	Sep 30, 2013 2:39 PM
163	Id ask them to pay me on time so i can give them the service they need, a bankrupt subby cannot provide the service they need and demand.	Sep 30, 2013 2:35 PM
164	please comply with the terms and conditions you won the job on	Sep 30, 2013 2:33 PM
165	See 7	Sep 30, 2013 2:31 PM
166	Reduce payment terms to within 30 days from invoice. To ensure everyone gets paid and enable cash flow.	Sep 30, 2013 2:31 PM
167	Why do you get your middle management to do all your dirty work of non/ reduced payment to subcontractors	Sep 30, 2013 2:30 PM

Page 2, Q9. If you had 30 seconds with the chief executive of any of the major main contractors what would you ask them to change and why?

168	Its all about been paid so some sort of mechanism needs to be agreed before the start of a contract to ensure this happens and everyone is well aware of the cash position. Im sure you think that there is its called a contract but its just not working. An agreement should be made on payment for the month which they cannot then back down on. They refuse to meet face to face to agree this as its easier not to pay by email.	Sep 30, 2013 2:25 PM
169	Retrain your QS department to understand how a supply chain should work and that they should be working with their sub-contractors as a team not adversaries.	Sep 30, 2013 2:22 PM
170	Stick with approved and accredited subcontractors and stop using them as pricing agents before giving the work to a cheap, unapproved alternative contractor.	Sep 30, 2013 2:20 PM
171	Their board of directors, their shareholders, their business strategy, their policies and procedures, and their staff.....I think that would do.	Sep 30, 2013 2:17 PM
172	I would ask them to review their overly complex contracts and to try and simplify things, especially when employing smaller SME's. Construction is not complicated if contracts that know what they are doing are employed. By pushing for the cheapest cost you do not always gain the most competent contractor! Whats wrong with simplifying things, we are not all contractual experts, we screw things to the wall!	Sep 30, 2013 2:10 PM
173	Payment terms	Sep 30, 2013 2:04 PM
174	Pay us what we are genuinely due, on time!	Sep 30, 2013 2:04 PM
175	Their attitude to paying subbies. Too many QS's, Commercial Mgrs etc of main contractors ignore payment terms, legal requirements for payless notices etc. when it comes to paying subbies. Then they seek to "negotiate" final account discounts. "Negotiate" if you don't give us an x% discount on the final account you won't get any more work from us.	Sep 30, 2013 2:02 PM
176	Drill into your Q.S's that lowest price does not equal lowest cost, in fact the reverse is true. Learn from British manufacturing and properly implement Total Quality Management Systems and continuous improvement.	Sep 30, 2013 2:01 PM
177	Pay us on time and enjoy a better relationship with their sub-contractors.	Sep 30, 2013 2:00 PM
178	Stop trying to screw the contractors down in price.	Sep 30, 2013 1:56 PM

Page 2, Q10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously.

If you are prepared to speak with the media anonymously, or go on the record as regards your experiences, plea...

1	jwwalsh@btinternet.com	Nov 1, 2013 2:28 PM
2	Waiting upto 90 days for invoice to be paid, during which period recieved no contact from contractors QS, director or even accounts dept. Had monies deducted from invoice without PLN or even an email to explain.	Oct 31, 2013 10:37 PM
3	Common Practise - Squeezed at order stage, battered during the contract with late payments and endless queries, and then held to ransom at final account stage for a "settlement" discount to get your outstanding money!.	Oct 31, 2013 3:32 PM
4	steve.henn@h2ox.net	Oct 31, 2013 9:44 AM
5	Money withheld without correct reason, knowing it'll cost more to chase then to right off. And being thrown out as a contractor for chasing invoices overdue by 12 months!	Oct 30, 2013 8:00 PM
6	james@futureviewlandscapes.co.uk	Oct 28, 2013 12:13 PM
7	Clients openly accepting that they use suppliers and subcontractors as a bank when they cannot obtain their own facilities. pcabc@aol.com	Oct 22, 2013 7:36 AM
8	We have turned away numerous projects because of the payment conditions imposed by certain Main Contractors. We are fortunate enough to be in a position to do this. We have some companies try to impose 90 day payment on us. We decline to work for these people.	Oct 21, 2013 11:15 AM
9	jamestoal@yahoo.co.uk	Oct 20, 2013 9:43 AM
10	alancurtis1155@btinternet.com	Oct 19, 2013 11:17 PM
11	Having to jump thru many different hoops, some repeatedly, chasing very hard to get payment.	Oct 19, 2013 9:06 PM
12	kevin.stone@stoneconstruction.ltd.uk	Oct 19, 2013 12:34 PM
13	Main Contractors imposing clauses in Sub-Contracts to reduce the contract programme/supply additional resources whenever notified without any increase in the Sub-Contract Sum or loss and expense	Oct 18, 2013 12:58 PM
14	MC are waiting until the last minute before placing SC orders, continually playing SC against SC trying to reduce the price. You are then expected to procure materials & deploy immediately (Catch up on H&S (RA / MS) later. Then once on site, already at a very keen price, they pay you late throughout the contract, then once your works are complete on site, your final valuation is reduced by the application of fabricated contra charges, whose sole purpose is as a negotiating tool used to reduce your FA by a few thousand, (below the level at which it is not cost effective to go to adjudication).	Oct 18, 2013 12:38 PM
15	Many Thoughts ! nigelc@woodmace.co.uk	Oct 18, 2013 11:05 AM
16	gary@ccminteriors.co.uk	Oct 18, 2013 10:11 AM
17	I recently changed banks to take advantage of free banking. I sent off my next invoice with the new details and made it clear in my email of what I had	Oct 18, 2013 9:29 AM

Page 2, Q10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously.

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	done. It took two months for the client to respond and that was to send me a form to fill in to confirm the details of my new bank (which they already had). A week later I had an email asking me to confirm the details were correct?! I am expecting to wait another two months before I get paid, although I am chasing them regularly	
18	WE try to steer clear of working under Main Contractors as we believe it is actually in their business plan to 'stuff' small sub-contractors. It is that cut-throat out there, people just don't realise this!	Oct 18, 2013 9:03 AM
19	simon@boydduct.co.uk	Oct 18, 2013 8:47 AM
20	GMP - Dick Turpin in a suit!	Oct 18, 2013 8:44 AM
21	geoff@sgengineering.co.uk	Oct 18, 2013 8:41 AM
22	The UK Contracting network/supply chain has the ability to deliver world leading projects and designs, it is a shame that it is such an aggressive environment infected by blame and claim. If everyone worked together, the achievements would be significant to the businesses involved and the economy.	Oct 18, 2013 8:30 AM
23	most companies in the industry will have on a regular basis been subjected to onerous practices, unfortunately at this time it has become normal practice with certain "big boys"	Oct 18, 2013 8:21 AM
24	commercial blackmail	Oct 18, 2013 8:15 AM
25	robert@hodgkinson.uk.com	Oct 18, 2013 8:05 AM
26	we will not work for the large main contractors at present if there is not a clear payment provision in the contract that we will be paid within terms ie 35 days	Oct 18, 2013 7:51 AM
27	I once waited over a year for a payment and it arrived in two payments. Currently waiting on payments to be made from jobs. One is a business another is a domestic landlord. feoelectrical@googlemail.com	Oct 18, 2013 7:48 AM
28	ccrowley@pro-liftinguk.com	Oct 18, 2013 7:43 AM
29	tony@bardoelectrical.co.uk	Oct 18, 2013 7:31 AM
30	andlis@joshcat.wanadoo.co.uk	Oct 17, 2013 11:45 AM
31	duncan.brown@oliverlegal.com	Oct 16, 2013 8:42 AM
32	In the current market, main contractors weild extreme power over their supply chains, and these abuses are going unchecked by the government and other statutory bodies. It is an insult for main contractors to argue payment terms are fair when they far extent the payment temrs they themselves are receiving.	Oct 15, 2013 2:51 PM
33	marie@red-grape.co.uk	Oct 15, 2013 8:11 AM

Page 2, Q10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously.

If you are prepared to speak with the media anonymously, or go on the record as regards your experiences, please...

34	N/A	Oct 15, 2013 8:08 AM
35	q22services@gmail.com	Oct 14, 2013 6:09 PM
36	we submitted valuation in june this year to our client under a 60 day payment contract,we chased and chased it to finally get paid 1st october only for the client to stop 1% because they didnt enter on their system until august so in their view we are asking for early payment which we were not,seems small amount i know but its the principal-this was GE Energy	Oct 14, 2013 3:40 PM
37	I was taken for nearly £40k early this year (Ocon Construction) they had me doing variations to a contract which were priced and agreed up until 15/02/13 the day my payment was due from Decembers 2012 invoice. They would not return my calls and anyone and everyone was unavailable. They announced on the 7/3/13 that they were going into administration. I Was taken for over £70k in variations from a company that was getting funding from the Bank and HCA to develop there own land,the owner said they run out of money.(it was common knowledge he syphoned funds to pay for another land purchase. i did the work extra work in good faith.	Oct 11, 2013 5:04 PM
38	amonk@circum.ltd.uk	Oct 11, 2013 4:09 PM
39	witheld retention then the firm went bust so lost money	Oct 11, 2013 3:53 PM
40	dshacklock@shacklocks.com	Oct 11, 2013 3:43 PM
41	Nkazakos@structuralsteelcraft.co.uk	Oct 11, 2013 3:30 PM
42	Chris.hickling@electron.co.uk	Oct 11, 2013 3:10 PM
43	competance questionnaires suddenly become an issue when payments are due but not when the works on site are required. Competancy Questionnaires can fail for all sorts of reasons full stops in the wrong place. Unable to open copies of VAT or ISO certificates. Your insurance company hasn't put their fax number in the correct box!!!	Oct 11, 2013 3:08 PM
44	Jowen@united-me.co.uk	Oct 11, 2013 3:05 PM
45	gary@atlanticelectrical .co.uk	Oct 11, 2013 2:16 PM
46	not sure if we would, but this is my personal email alan_gayle@yahoo.co.uk	Oct 11, 2013 1:40 PM
47	jim.allan2@btinternet.com	Oct 11, 2013 1:10 PM
48	refusal to release retention without good reason	Oct 11, 2013 10:38 AM
49	The industry really needs a massive shake up of which I believe the only way is by legislation. It is also far to easy for companies to go into administration and restart	Oct 11, 2013 9:07 AM
50	The amount of main contractors who are individually creating more paper work and cost by introducing different levels of Health and Safety and Training or assessment /accreditation which costs the sub-contractor separately on each project rather than an industry wide co-ordinated	Oct 11, 2013 9:04 AM

Page 2, Q10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously.

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	approach is an additional overhead the specialist sub contractor has to bear and is eating into any profits to the detriment of the whole industry as these costs have to be allowed for somewhere.	
51	Knocked on long contract and it was planned from the start.	Oct 11, 2013 8:34 AM
52	dave.oconnell@advantex.uk.com	Oct 11, 2013 7:42 AM
53	Yes you can contact me on 07879840234. total Partitions & Ceilings Ltd, Unit 4 Apollo Court, Koppers Way, Monkton Business Park South, Hebbur, NE312ES.	Oct 11, 2013 6:34 AM
54	my biggest problem is other sub-contractors quoting too low - if I could get money back in the job that made business sustainable then the main contractor extended payment would be easier to bear.	Oct 10, 2013 3:21 PM
55	Having to pay to join pre-qualification services after doing a job - in order to be paid.	Oct 10, 2013 2:10 PM
56	We get the feeling that Main Contractors are more and more putting the responsibilities and risks onto subcontractors in the knowledge that the subcontractor will fail somewhere opening up claims/disputes etc. that will give the Main Contractor his return on a project through claims against the subcontractor.	Oct 10, 2013 12:21 PM
57	Quality of workmanship over price, get rid of schedule of rates books, bring back the site forman who know's what's what and get rid of contract managers and accountants who clearly don't.	Oct 10, 2013 11:05 AM
58	Inflation of overstated delay claims with the purpose of making money out of subcontractors and charging site agents etc @ £500 per day when the actual cost id nearer £200. My email is g.wylde@selectwindows.co.uk	Oct 10, 2013 10:43 AM
59	Can we outlaw 11 payments in 12 months practice being widely adopted to bolster the MC's year end cash position, they are in fantasy land! When you're already on 60 days and material suppliers are demanding 30 max or even cash up front, 90 days is then a real strain!	Oct 10, 2013 8:05 AM
60	We have been 'forced' into a 49 day payment term half way through a local Authority scheme by Lovells. When our concerns were raised with the client (local authority) they said it was 'nothing to do with them' jonnygreenough@btinternet.com	Oct 10, 2013 7:39 AM
61	Yes yes	Oct 9, 2013 9:45 PM
62	atd@engineer.com	Oct 9, 2013 7:11 PM
63	asset stripping vultures in the construction world busting companies regularly, Multi national fighting final accounts till bonds released then dumping the order placing arm of the business leaving a trail of destruction, and starting again next morning as a new company SEE Simon Carves, part of Punj Lloyd Indian owned.	Oct 9, 2013 3:18 PM
64	We completed a contract last year, and where told by the main contractor,	Oct 9, 2013 9:06 AM

Page 2, Q10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously.

If you are prepared to speak with the media anonymously, or go on the record as regards your experiences, please...

	they had not made enough profit on the contract. For that reason they were knocking all the sub-contractors accounts for works already completed!	
65	By having worked in the industry for over 15 years I should be immune to the way in which the payment terms are but it is still the main issue that makes me want to change career every now and then, in fact it is the only issue as apart from the payment issues I, like many others, very much enjoy working in the construction industry. It seems the bigger the main contractor the worst they are at abusing the payment terms. I also think the retention clause needs reviewed as it simply is not working and too many of us never receive a fair & final settlement.	Oct 9, 2013 8:30 AM
66	pjerreat@btinternet.com	Oct 8, 2013 6:06 PM
67	We have been subjected to several types of onerous business practices, usually it's delayed payment, spurious contra-charges etc. Email - steve.hill@stepspeed.com	Oct 8, 2013 4:35 PM
68	grant@rssprojects.com	Oct 8, 2013 4:30 PM
69	sferry@ductform.com I have met with MSP's Re Payments within the construction sector on 3 occasions now and shall continue to bang the door (politely).	Oct 8, 2013 4:30 PM
70	Too many to mention!!	Oct 8, 2013 4:18 PM
71	r.stoakes1@btinternet.com	Oct 8, 2013 4:16 PM
72	Hdh	Oct 6, 2013 6:37 AM
73	we have experienced contractors making un agreed changes to anitial pre start agreement s	Oct 3, 2013 8:23 PM
74	We face the same problems as suppliers to the retail sector, eg tesco's.. However the barriers to entry to be a contractor are to low and we are generally unregulated.	Oct 2, 2013 9:56 PM
75	cdsbirmingham@googlemail.com	Oct 2, 2013 2:40 PM
76	justin@perryvaleassociates.com	Oct 2, 2013 2:01 PM
77	paulsmith@longworth-uk.com	Oct 2, 2013 7:41 AM
78	It took us in excess of 18Months to get paid by Mansell's on various projects, it almost took our company to the wall, which in my view that's what they intended to do	Oct 2, 2013 7:29 AM
79	rob@fensec.com	Oct 2, 2013 6:34 AM
80	QS's ignoring call's, emails etc when chasing for payment. Payment certificates not being provided in a timely manner, however payless notices are always given at the cut off point to stop the sub-contractor issuing 'payee notice'.	Oct 1, 2013 12:33 PM

Page 2, Q10. If you have been subjected to any kind of onerous business practices, or have any other thoughts about the industry, please tell us about them below, and we can use them anonymously.

If you are prepared to speak with the media anonymously, or go on the record as regards your experiences, plea...

81	richard@advanced-roofing.co.uk	Oct 1, 2013 10:05 AM
82	mike_serridge@splusb.co.uk	Oct 1, 2013 8:50 AM
83	jimcif@hotmail.com	Oct 1, 2013 7:31 AM
84	john@edenframe.com	Sep 30, 2013 8:25 PM
85	hartwell@blueyonder.co.uk	Sep 30, 2013 3:20 PM
86	Deductions against payments for fictitious remedial work carried out by the main contractor without notice or proof. So, basically lying. mark.crowther@shiretimber.co.uk	Sep 30, 2013 2:46 PM
87	janet.lowe@loweriserpod.com	Sep 30, 2013 2:25 PM
88	We are so weary with dealing with some main contractors who insist on self billing and then have a very protracted system of submitting your valuations which can then be strung out on a variety of flimsy reasons - it seems to be a practice to delay a valuation approval and hence delay and keep putting out the final approval date for a payment to be paid.	Sep 30, 2013 2:22 PM
89	In the past in our previous company we have experienced many of the scenarios as recorded by the members of your fantastic LinkedIn group (possibly the only Group on LinkedIn that has any real-world value). This includes: long payment terms (90 days), payment requests simply being ignored, constant return of valuation submittals for petty reasons, retention never being paid, being put on 'supplier holiday' which extended one payment period to 120 days etc etc. No wonder we changed our business model!	Sep 30, 2013 2:17 PM
90	N/A	Sep 30, 2013 2:10 PM
91	no	Sep 30, 2013 2:04 PM
92	I already have!	Sep 30, 2013 2:01 PM