



...PROOF THAT TRAINING PAYS

Peter Fox of Sayes and Co. describes how training an effective and competent team has led to both time and cost savings...

This is what we do...

As a company we are involved with all aspects of training, from entrant level through to our designers and project managers:

- Apprenticeships - both at craft and technical level
- Train 2 Gain – this is to provide our existing workers with formal qualifications if they don't already have them
- Supervisory and management skills – we do a lot of in-house training to provide project management skills to complement existing technical knowledge
- Continual professional development – this could be in areas such as product training, health and safety or training on new regulations, through to making sure staff are keeping abreast of industry issues via trade publications

Training works for us. Here's why...

We couldn't operate without training. If we didn't train, our staff wouldn't have the qualifications needed to prove their competence as an individual or our competence as a business. We can get on more tender lists, which increasingly ask for proof of things like apprentice recruitment or qualification levels.



In general, training provides our staff with the skills to carry out their work efficiently and safely. It keeps people abreast of modern techniques and methods, and also means they can control contracts more effectively, which in turn, leads to profit.

Our advice to others...

People who have been trained have a better understanding of the requirements of the industry and make far fewer mistakes, resulting in less time-wasting and more savings. They are also able to work alone and make decisions with minimal supervision – this saves overheads and managers' time.

The case in point

As testament to our commitment to training we've won around 10 industry awards over the last six years.

The benefit of this works both ways – the individual winning the prize gets pleasure out of their achievement and builds confidence; we as a company gain strength from a high-quality, award-winning team that we can promote to clients to prove we're a step ahead of the competition.

The quality of our staff has helped to grow both our business and our reputation. We've only been able to achieve this through internal training and developing a home-grown team. Many firms take a short-term view on skills and training and are not inclined to take part, but it's worth it in the medium to long-term if your business is to prosper.



What a Good Day means to us...

Everything runs smoothly. Solving issues before they occur is the secret of contracting; with the right staff you can achieve this. Through training we don't have problems, we have solutions.

*Good Day is brought to you by SummitSkills, the Sector Skills Council for building services engineering, helping you to develop the skills of your employees, making you and your business better equipped to succeed.