

Construction

new books bulletin



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Winning New Business in Construction

Gillen T

The best construction companies excel in the technical skills associated with their business but often struggle when it comes to more generic business skills such as marketing. This practical guide, explains everything managers need to know about finding and winning new business, both from existing and new customers.

The author shows them how to improve their skills in the areas of selling negotiating, writing proposals, making presentations in support of a tender, working with business partners and providing the kind of service that will enable them to keep customers once they have won them. The focus is very clearly on the context of the construction industry so that the messages and the examples that support them are wholly appropriate to organisations working in that industry.

Ashgate Publishing May 2005
Hardback 160pp
Code: 7938 ISBN: 0566086158
£21.00

Spon's Estimating Costs Guide to Roofing

Spain B

Do you work on jobs between £50 and £50,000? Then this book is for you. Especially written for contractors and small businesses carrying out small works, *Spon's Estimating Costs Guide to Roofing* contains accurate information on thousands of rates, each broken down to labour, material overheads and profit.

This is the first book to include typical project costs for slating and tiling, sheeting, cladding and other coverings, rooflights, underfelt and battens, repairs and alterations, and different sized houses.

More than just a price book, it gives easy-to-read, professional advice on setting up and running your business. No matter how big your firm is, from one-man-band to an established business, this book contains valuable commercial and cost information that you can't afford to be without.

Spon Press May 2005
Paperback 214pp
Code: 8182 ISBN: 0415344123
£24.99

Knowledge Management in Construction

Anumba CJ Egbu C
Carrillo P

A key problem facing the construction industry is that all work is done by transient project teams, and in the past there has been no structured approach to learning from projects once they are completed. Now, though, the industry is adapting concepts of knowledge management to improve the situation.

This book brings together 13 contributors from research and industry to show how managing construction knowledge can bring real benefits to organisations and projects. It covers a wide range of issues, from basic definitions and fundamental concepts, to the role of information technology, and engendering a knowledge sharing culture. Practical examples from construction and other industry sectors are used throughout to illustrate the various dimensions of knowledge management.

Blackwell Publishing May 2005
Hardback 240pp
Code: 8044 ISBN: 1405129727
£49.95

Building Services Handbook

Hall F Greeno R

Building Services Handbook summarises all elements of building services practice, techniques and procedures. Information is presented in the highly illustrated and accessible visual style as found in the companion title the Building Construction Handbook.

The comprehensive coverage and numerous references to the latest Building, Water Supply, IEE Wiring Regulations and other relevant standards makes this book an invaluable reference tool for building services professionals.

The third edition has been updated and expanded to take into account the latest revisions to the Building Regulations. Significant changes include electrical installation safety requirements (Part P), which have been included in the Building Regulations for the first time, and new regulations concerning energy efficiency (Part L). Reference to supplementary regulations and standards are provided for further reading, and additional worked examples have been included throughout.

The third edition also offers new online lecture resources, with sets of power point slides available for a selection of services areas, featuring essential illustrations for use with presentations and handouts.

Butterworth Heinemann Apr 2005
Paperback 527pp
Code: 8271 ISBN: 0750664606
£19.99

Watts Pocket Handbook 2005

Watts and Partners

This indispensable pocket reference book is packed full of useful information for professionals and students alike, and is updated each year with current best practice, legislation and a variety of new topics.

In this, the 21st edition, you will find the same level of expertise that has made the Handbook so successful in previous years. The content, which covers both managerial and technical issues, has been updated to reflect change and progression in legislation and work practices in the last year. The easy-to-use format offers you rapid access to practical information.

The 2005 edition has been comprehensively updated, with new sections covering, among other things: floors in industrial and retail buildings; the Workplace (Health, Safety and Welfare) Regulations 1992 - Regulation 14; provision of sanitary facilities; the troublesome Japanese Knotweed, and urban regeneration. You will find yourself referring to the Watts Pocket Handbook time and time again.

Watts & Partners Apr 2005
Paperback 21st Edition
Code: 8764 ISBN: 1870776224
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Spons African Construction Handbook
Franklyn and Andrews **due soon**

This unique publication is the only detailed, multinational guide to the cost of construction work across Africa.

Thirteen countries are covered in detail in individual country chapters along with comparative regional information.

Franklin & Andrews Aug 2005
Hardback
Code: 8713 ISBN: 0415363144
Members: £153.00
Non Members: £170.00

Principles of Construction Safety
Holt A

new

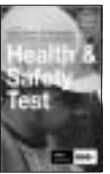


Changes in law and best practice in construction safety make it difficult for the construction professional to keep up with current thinking and requirements. Covering occupational health issues and the environmental impact of construction as well as mainstream 'safety', this book is a unique resource for those who construct, or procure the construction of projects of all sizes and in all countries.

- Introduction
- Part 1: Construction Safety Management
- Part 2: Environment
- Part 3: Legal Requirements
- Index

Blackwell Publishing May 2005
Paperback 288pp
Code: 8247 ISBN: 1405134461
£29.99

The CITB Construction Skills Health and Safety Test Book
Construction Industry Training Board



For many years the construction industry has had more than its fair share of serious accidents and deaths. Lack of training and little awareness of danger have been factors that have contributed to this unacceptable accident record. Too many accidents occur because the same mistakes are repeated over and over again.

The CITB-ConstructionSkills Health and Safety Test helps raise standards across the industry by ensuring that workers meet a minimum level of health and safety awareness before going on site. It now forms a key part of most major card schemes, including CSCS and its affiliates.

In April 2005, the test underwent significant improvements, with a revision of the question bank and an enhanced delivery infrastructure.

This guide has been written to help you prepare for Health and Safety Test. It is divided into three main areas:

- Core test questions (1-15)
- Specialist test questions (16-21)
- HVACR test questions (22-26)

Each of the 26 sections relates to a particular subject area and contains the actual test questions. All the questions that will make up the test paper are included. Also available on CD-Rom

Thomson Publishing Mar 2005

Paperback 215pp
Code: 8737 ISBN: 1857511069
£8.49

CD-Rom Code: 8738
£10.99 plus vat

CD-Rom and Book Code: 8739
£18.50 plus vat

Willis Elements of Quantity Surveying
Lee S Trench W
Willis JA



The measurement of building elements is a core subject for all quantity surveying students and this classic text, first published in 1935 under the authorship of Arthur J. Willis, sets down the measurement process from first principles and covers the main building elements. It also considers computerised measurement techniques using standard descriptions.

For the tenth edition greater explanation has been added to the measured examples and a chapter on steel framing has been added. Different approaches to measurement have been included to reflect the use of schedules and spreadsheets in practice including computer data entry.

Blackwell Publishing Jul 2005
Paperback 384pp
Code: 8251 ISBN: 1405125632
£22.50

Life Cost Approach to Building Evaluation
Langston CA

Life-cost approach to building evaluation comprehensively addresses in a reader-friendly, accessible way the fundamentals of life-cost studies in the built environment. It includes the time-value of money, discounted cash-flow analysis, differential price-level movement and affordability fluctuations. Contemporary issues such as occupancy costs, sustainability implications and value adding are also addressed. Replete with illustrations and examples, this innovative book provides a holistic approach to evaluation that integrates life-costing to broader social and environmental criteria.

Important features include:

- Presentation materials to facilitate face-to-face and online learning
- Review questions
- Worked tutorial exercises, and
- Example examination papers.

Butterworth Heinemann Dec 2004
Paperback 256pp
Code: 8471 ISBN: 0750666307
£29.99

Testing of Ceramics in Construction
Volume II in the Testing in Construction S
Edgell G

A comprehensive guide on the testing of the main ceramic elements used in the construction industry. Standard tests on fundamental products such as bricks, tiles and pipes are described and how these translate into practical procedures. The majority of authors have been involved in the drafting of Europe-wide standards, resulting in authoritative statements about the choice of test procedures, the state of the art, level of compromise and areas where no compromise is possible. This is a thorough treatment of European practice which finds acceptance worldwide.

Chapters covering larger elements such as walls, full scale tests, as well as model and accelerated testing, are included. Tests concentrate mainly on new products or structures and techniques for dealing with the performance and condition of existing structures are included. Codes and Standards by which brick masonry is designed are described.

Whittles Publishing May 2005
Paperback 256pp
Code: 7531 ISBN: 1870325435
£60.00