

E~~x~~tract



ARE YOU WELL CONNECTED?

Or struggling to stay in touch with your customers?

There is no magic formula to beat the recession. But companies that develop links with their markets and keep their products and information in front of customers are bucking the trend.

Companies like builder's merchant Travis Perkins, and leading fittings manufacturer, Pegler Yorkshire, have found that maintaining the right connections through data sharing is paying dividends that far outweigh the costs involved.

Pegler Yorkshire recognises the business advantages of using e-Xact Online, the industry standard catalogue information service, and have increased their exposure to potential customers by adding training videos to the system. (Read more on back page.)

At Travis Perkins, using e-Xact means that it is easier to provide the 24/7 data access required by the company's systems, in a consistent format using the same standards throughout. Increasingly, customers



require technical and health & safety data on products and Travis Perkins' Sean Sinclair is glad to have e-Xact's rich content available.

"More and more, our customers require us to supply such information as COSHH data on the products we distribute and we push that burden back onto our suppliers and manufacturers. With e-Xact, they only have to provide that data once, so suppliers who are not e-Xact users are at a distinct disadvantage."

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'Homing in' on zero carbon

heating products

Installer Takes Own Advice



Ecovectors from Smith's

When Brian Chambers, a retired electrical engineer, required a reliable solution to heat his semi detached bungalow in Carrbrooks, Manchester, there was only one appliance that met all the requirements: the Ecovector from Smith's Environmental Products.

After a bleak winter and insufficient heat provided by his panel radiators, Brian decided that his home required a new heating system. After careful consideration, three low level Ecovectors were installed in the bedroom, small office and hallway and one high level Ecovector was installed in the high humidity bathroom. Connecting like a radiator, the Ecovector can be fitted to existing heating systems and mixed on the same system with natural convectors.

Commenting on the new additions to his home heating system, Brian said: "I have known about Smith's Environmental Products for many years. I have found fan convectors to be far more economical than a radiator, as their water content is kept to a minimum. Not only do Smith's provide comprehensive advice during installation but also have the best back-up service I've ever experienced – the Ecovector comes with a five-year guarantee."

The Ecovector can be easily switched over to work with renewable technologies, such as ground and air source heat pumps, and has proved to be an extremely efficient product, with recent research from BSRIA finding it 24% more efficient than a standard panel radiator.



Scale Reducer

Fit and Forget from Fry

The new Fry Electrolytic Scale Reducer and Fry Magnetic Scale Reducer provide installers with an easy way to comply with Part L of the Building Regulations. Both products help to protect central heating systems against the formation of limescale in hard water areas over 200ppm, which can result in an inefficient system and increased fuel bills.

appliances such as dishwashers and washing machines are fully protected. Small and compact, the copper body and the internal zinc are connected via mains water to alter the structure of the hardness salts, so they cluster together rather than attach to surfaces. The Fry Magnetic Scale Reducer provides single appliance protection for up to 10 years and may be used in combination with the Electrolytic Scale Reducer. Using magnetic principles, the



WRAS approved in-line scale

reducer protects against limescale in areas where hard deposits form and is easily connected directly onto 15mm pipes.



The Fry Electrolytic Scale Reducer offers whole house protection against limescale for up to two years. The boiler and other domestic

Derwentside Homes Standards

Vaillant Combi-Boilers for Social Housing

Registered Social Landlord Derwentside Homes has partnered with Vaillant and plans to install a total of 3260 state-of-the-art ecoTEC pro 28 combi boilers into its tenants' homes by December 2010. Derwentside Homes, which owns and manages 6700 properties in Derwentside, County Durham, recently celebrated the installation of its 2000th combi boiler as part of a multi million pound programme aimed at improving homes across the district.

Derwentside Homes is delivering all of its promises made after transfer from Derwentside Council as part of a £117 million improvement programme. The organisation plans to spend as much as £67 million by December 2011 and a further £50 million up to 2017 to improve tenants' quality of life and bring homes up to the Decent Homes Standard of the government.

Alan Parker, Heating Services Manager at Derwentside Homes, said: "Derwentside District



Council and latterly Derwentside Homes has enjoyed an excellent working relationship with Vaillant and has been using its boilers since 2001.

Derwentside Homes is actually an official partner of Vaillant acting as a service and repair agent of "in warranty" appliances." The ecoTEC pro 28 combination boiler features comprehensive status and diagnostic information with simple push button operation for easy commissioning and servicing.

With compact dimensions (H: 720mm x W: 440mm x D: 335mm) the ecoTEC pro 28 is one of the lightest boilers in its class (37.5kg) and is SEDBUK Band 'A' rated. Its outputs are from 9 - 24kW and it has powerful DHW performance with an AquaComfort system that delivers

instantaneous hot water at constant temperatures.

The ecoTEC pro range has a one-year guarantee.



Air to Water Aria from Vokera

Air Source Heat Pump

As part of its commitment to workable, renewable energy solutions, heating manufacturer Vokera has launched Aria, the company's first air source heat pump.

Available in three outputs – 6.8kW, 8.3kW and 11kW – Aria is suitable for new build and retrofit applications. The Aria air-to-water heat pump converts ambient heat from the atmosphere into useable energy for heating and hot water, helping homeowners to save money on their fuel bills and reduce their carbon footprint. The heat pump can be effective even when the outside temperature falls below zero, and can still produce heat from conditions as low as minus 15°C.

The Vokera air source heat pump works by extracting the heat from the outside air, raising it via a compressor, and then transferring it to a plate heat exchanger. The exchanger then provides heat for central heating or underfloor heating, and also hot water if a cylinder is added to the system. Aria is best suited to properties with an underfloor heating system, as they require lower flow temperatures.

Able to operate on a single-phase electrical supply, Aria has a Coefficient of Performance (CoP) of up to 1:3.9 – so for every 1kW of electrical energy used, a heat output of 3.9kW is

produced, making it very efficient in operation. For additional energy savings, Aria can be used in conjunction with a solar water heating system, such as Vokera's Zenith package.

Aria has been designed to be sited outside of a property and without the need for any extensive installation preparations. For installers, the heat pump is straightforward to install as it incorporates many system components as standard. As with most renewable technologies, homeowners with an air source heat pump may require a traditional boiler to provide supplementary heat to make up any temperature differentials. This ensures stable and continued end user comfort. Aria is compatible with all Vokera boilers.

For the end user, the heat pump is very simple to use. In addition to being easy to operate, Aria is also low noise at just 58db when in use.

The introduction of Aria is the natural next step for Vokera's growing renewables portfolio. The company launched the Zenith solar thermal

package in 2007 and since then has undergone a number of renewable launch programmes, including the addition of evacuated tubes and inset solar panels to the Zenith range, the Neutro wood pellet boiler and now the Aria.

Robert Lockhart, Vokera's renewables project manager, said: "We are really excited about the launch of our Aria air source heat pump. As a flexible renewable solution, it can be used for both hot water and space heating – something many other 'green' options are unable to offer."



Centralised Heating

New from Potterton Commercial

The Sirius SAT is a totally new type of product to join the Potterton Commercial range, responding to a trend towards centralised heating and hot water solutions in multi-occupancy residential developments.

Sirius SAT is a Heat Box range for the provision and control of heating and hot water within each dwelling of a residential block of flats that is served by a centralised plant room. A centralised system removes the necessity for individual boilers, allowing quick and easy access for maintenance. This also results in reduced installation costs, no flues or visible plumage and reduced annual appliance service charges. Furthermore, it is easier to integrate Low/ Zero Carbon (LZC) energy solutions, like the Andrews SOLARflo solar thermal system, whose benefits can be distributed to all the residents.

Sirius SAT Heat Boxes are available in eight models to suit the size of the residential block and whether domestic hot water is also required. All are compact and can be installed where space is limited.

One of the benefits of this product is its heat consumption meters that have the option of being able to transmit data wirelessly, allowing local metering of heating and hot water consumption in each dwelling from one position. This reduces meter reading costs and avoids reading mistakes. Sirius SAT comes with a range of optional extras, including a programmable room thermostat, aerial/ receiver, radio modules, weather compensation module and DHW/ cold water meter and pipework loop.



roofing products

Hambleside Exhibits Environmental Credentials

Hambleside Danelaw in Waste Initiative

Hambleside Danelaw recently exhibited at Ecobuild, where the company launched its Insulator PHOTO VOLTAIC rooflight – the first rooflight that can micro-generate electricity. As further evidence of the company's environmental credentials the company also promoted its registration and listing in the WRAP procurement guide for construction.

WRAP (Waste & Resources Action Programme) helps individuals, businesses and local authorities to reduce waste and recycle more, making better use of resources and helping to tackle climate change. Sending less to landfill WRAP will stop 8 million tonnes of waste materials from the household, industrial and commercial waste streams going to landfill. Reducing carbon emissions WRAP's programmes will save 5 million tonnes of CO2 equivalent emissions.

Increasing economic impacts WRAP will deliver around £1.1 billion of positive economic impacts for business, local authorities and consumers through £850 million of cost savings and £280 million of increased turnover in recycling and related industries.



A Double for Gemini

Forticrete Chosen for Homes



Two new projects have recently been completed using Forticrete's Gemini roof tiles. The first was undertaken by South Yorkshire Housing Association who were commissioned to provide 71 new homes (26 for shared ownership) from a mix of 2, 3 and 4 bedroom houses and bungalows on the 1.75 hectare site at Canklow Woods in Rotherham. The development had to meet Scheme Development Standards having an EcoHomes rating of 'Very Good' and being Secured By Design. Approx. 4000m² of Forticrete's Gemini Slate Grey concrete roof tile were chosen as part of the specification.

The second, a 4 acre site north of Northampton, is an elderly care village with 14 bungalows, 20 care apartments, a 63 bed nursing home and 26 bed specialist dementia unit. The rural setting allows a safe and independent lifestyle for residents, with the added benefit of views over the rolling countryside. The village is environmentally friendly with super insulated buildings and 20% of all the power to run the complex generated on site. All the buildings have Forticrete Gemini roof tiles which assist the development to blend into the rural setting.

Back by Popular Demand

Sandringham Clay Interlocking Tile

Marley Eternit is pleased to announce that it reintroduced Sandringham to its clay interlocking product range in February 2009.

The Sandringham tile, an interlocking, large format pantile, has been brought back by popular demand to complement Marley Eternit's established clay tile range.

Historically, the Sandringham tile was a popular choice with specifiers looking for a clay pantile, with its size suited for a range of roofing applications and its interlocking design making it easy to install.

The Sandringham tile also benefits from a minimum pitch of just 22° and an economical roof covering, needing only 9.9 tiles/m² with 20mm flexibility in the cover length and 6mm in the cover width, giving improved flexibility in its installation for roofing contractors.

Diana Bullock, campaign manager at Marley Eternit comments: "Due to demand, we have taken the opportunity to re-introduce the Sandringham tile. The tile will be offered in two colours; Burnished Red, a



colour specifically requested by our customers and Terracotta Red. A range of fittings and accessories will also be available to complement the new tile."

"The addition of Sandringham to our portfolio of clay interlocking tiles reinforces our position as clay market leader within the UK. It also gives our customers more choice when specifying clay tiles from Marley Eternit."



Landscaping Membranes

IKO Launches IKOTEX Range



IKO has expanded its offer with the addition of three landscaping membranes. The IKOTEX range includes a weed control fabric for basic gardening applications, a professional weed control membrane for use under block paving, soft landscaping and decking, and a heavy duty path, patio and driveway stabiliser. The range is available in five SKUs and is designed to be an easy-to-merchandise range of key products for the UK marketplace.

The IKOTEX range is suitable for the developing market for membranes for infiltration and attenuation drainage systems. New regulations governing hard surfacing at the front of domestic properties means that householders now need planning permission for driveways or patios of more than 5sqm. Planning permission can be avoided by the use of a Sustainable Drainage System (SUDS). IKOTEX membranes are suitable for use in both types of SUDS systems.

Andy Williamson, Divisional Sales Director, Merchant and Distribution at IKO said: "We

understand that, more than ever, builders merchants are looking to reduce transport costs and stock levels, as well as simplifying invoicing and administration. The IKOTEX range is complimentary to the rest of our traditional waterproofing products and offers a useful add-on sale item, but it also represents a simplification of the stock ordering process."



IKOTEX landscaping membranes are free from harmful chemicals are ideal for paths, drives, terraces and flower beds. IKOTEX Weed Control Fabric is available in 1m x 14m rolls. IKOTEX plus is available in 1m x 14m and 2m x 25m rolls and IKOTEX Ultra in 2m x 25m and 2m x 50m rolls.

other

New, Lightweight - And Metal-free

A Selection Of Safety Trainers From Dickies Workwear



The selection of safety trainers from Dickies Workwear has expanded with the introduction of two new products both of which combine lightweight flexibility with tough durability to produce the ultimate in safe and comfortable everyday footwear.

The new trainers offer a choice between two designs - the Arcus Super Safety Shoe S1-P (Code No: FC23366), and the Cirrus Super Safety Hiker S1-P, (Code No: FC23388), each benefiting from entirely metal-free, composite toe-caps and midsoles making the footwear particularly light and flexible.

The products also feature arch support insoles and antistatic, energy absorbent heels, reflective tape, padded collars and tongues to help prevent chafing, and quick lace-up systems.

Oil, slip and chemical resistant, the trainers are made from full grain leather with tough mesh and are available in black and orange in sizes 6 -12.



Merchant-Led Appointment

Contract Sales Department for Keystone Group

The Keystone Group has announced the appointment of Chris Baldwin as the Contract Sales Controller leading the Contract Sales department to work in conjunction with the merchant's sales team to increase enquiries and increase merchant sales. Chris, a qualified Civil Engineer, brings a wealth of experience to this new role having worked in both the Technical and the Lintel Commercial market.

Chris and his team analyse and provide the merchant with quality live leads, supporting the merchant to focus on securing orders. The field sales team is constantly working with the merchant to convert leads to orders. Backing up the pro-active sales team is the



renowned technical-commercial team of engineers, providing itemised lintel schedules within days. This team has set the standard in the industry for technical support. The commercial awareness of this team enables them to identify the possibilities of 'value added' and 'cost effective' lintel solutions.

Chris says, "We continue to promote our FREE schedule service to our merchants and provide regular feedback to sales management on the number of enquiries generated from each branch and orders secured. Our Message on schedules is Leads=Enquiries=Schedules=Orders. Keystone Group's strength has always been its "total service culture" to the merchant and the level of support that helps grow merchant lintel business."



insulation, drywall & fixings

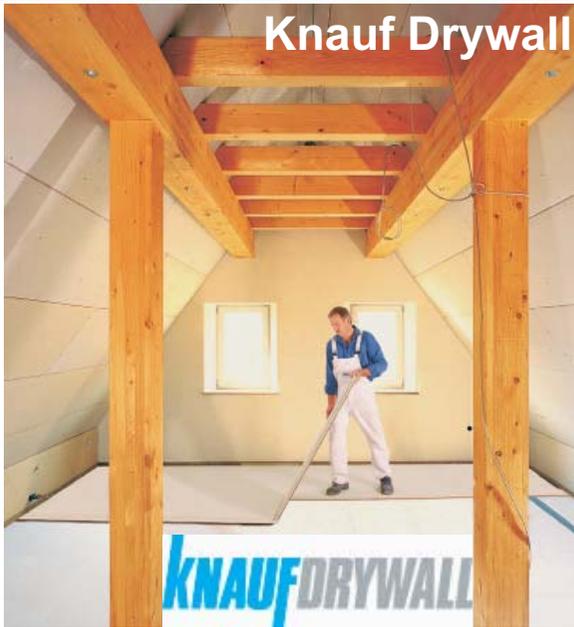
Knauf Drywall Gets It Across with e-Xact

Communication is Key to Success

One of the UK's largest suppliers of gypsum-based building products, Knauf Drywall has been producing plasterboard and plaster in the UK for more than 20 years. With an excellent record in customer relations, the company leverages its membership of e-Xact by taking full advantage of the marketing opportunities it presents.

Knauf is firmly committed to on-going technology developments and diversification, working closely with the industry to deliver quality, innovative, cost-effective products to its customers. With a constant stream of new and improved products, Knauf Drywall also values its reputation and works hard to ensure that its qualities are recognised by its customers. Constant product innovations and environmental initiatives keep the company at the top of its game.

The organisation has much to communicate and delivering such a wealth of information to a diverse and wide market, can not only be costly but it uses valuable resources. "By using e-Xact, Knauf Drywall knows that its data is getting to the right people, allowing us to concentrate more on issues like product development and quality," says Knauf's Tanuja Ratnam. "We use the e-Xact service to its full extent, loading COSHH documents, full specifications and product images to provide specifiers with



all the information they need and allowing merchants to take what they need without having to ask us for more."

Of vital importance to Knauf Drywall are the marketing channels open to the company through e-Xact. Tanuja continues, "As a marketing resource, e-Xact works very well for us, facilitating communication channels and enabling us to communicate our values - like sustainability, diversification, technology and quality - as well as practical issues like product changes."

Light Duty Tie First

Ancon Debuts Wall Tie

The new Staifix HRT4 250mm, the first 250mm long, Type 4/Type A, light duty wall tie has been independently tested to the performance requirements of a Type 4 tie to BS5628 and a Type A tie to Approved Document E (Resistance to the passage of sound).

As a Type 4 tie, the HRT4 250mm is suitable for use in external walls of houses no more than 10 metres high and with a cavity in the range 101mm to 125mm; as a Type A tie, it is suitable for use in internal separating walls of new-built attached dwellings with a 125mm cavity.



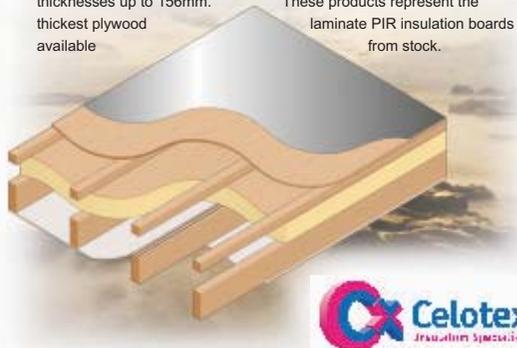
PIR Insulation Thickens

The Thick Have Just Got Thicker

Brand leading manufacturers of PIR insulation, Celotex, have revised their product offering to introduce new product thicknesses within some of their key product categories.

The FR4000 range is being extended to include thicknesses of 100mm, 110mm and 150mm. This improvement further develops specification driven opportunities and represents an increased choice of insulation thickness in applications where enhanced thermal and Class O fire performance are required. The Celotex EL3000 and TA3000 flat roofing product ranges will also include thicknesses of 165mm and 200mm. These are unique flat roofing product thicknesses available only from Celotex and will help to achieve even lower U-values in a single layer of insulation - saving the installer time and money. The TD3000 range of plywood laminate products will also be extended to include three new thicknesses up to 156mm.

These products represent the thickest plywood laminate PIR insulation boards available from stock.



The Fire Book Phoenix

British Gypsum launches new passive fire protection guide

British Gypsum has re-launched its Passive fire protection solutions guide 'The Fire Book'. The updated and expanded version of the first Fire Book is designed for anyone specifying, approving or installing structural fire protection in buildings systems.

The Fire Book includes more than 140 pages of theory, advice, construction details and product information to show how British Gypsum Glasroc F specialist board products can be used to meet all current Building Regulations and insurance requirements. The book leads users through the key details including section factors and sizes for all UK Steel sizes, and also includes two new solutions for 60 minute mezzanine floors and 120 minute ceiling membranes.

Based on Glasroc F specialist high performance boards, the British Gypsum FireCase, FireWall and FlameLynr systems enable guaranteed and measurable levels of fire protection of up to 180 minutes, any type of construction from structural steel to partitions, wall linings to ceilings. Glass reinforced Glasroc F specialist boards are robust and less susceptible to impact and handling damage on site, and produces a high quality encasement which can be either left exposed, or simply decorated without pre-treatment for areas where aesthetics are important.



Bead, Mesh & Arch-Forms

Products for Plastering & Dry-Lining

World leading specialist in connectors and structural systems for the construction industry, Simpson Strong-Tie, continues to put quality first with the launch of its range of bead, mesh and arch-forming products designed for the plastering and dry-lining sector. After becoming the first UK manufacturer to embrace CE marking across its entire range, including bead and mesh products, Simpson has been successful in gaining new business within the Merchant sector and expanding its distributor network into 2009.

Building on this success, Simpson has launched a range of plastic beads to expand its product portfolio further. Along with its existing range of galvanised and stainless steel plaster and dry-line support products, Simpson Strong-Tie offers a comprehensive range of beads and sizes from stock to suit most popular applications. The plastic options are available in white and ivory, with a host of other colours available to special order.



ITW Scoops Green Award

3'r's for Fixings & Fasteners

ITW, one of Europe's leading manufacturers of fixings, fasteners and drilling systems, has won at the Gatwick Diamond Business Awards 2009. ITW was awarded with 'Reduce, Reuse, Recycle': The Green Award for the Use of Energy and Materials.

The Award, sponsored by EDF Energy Networks and Crawley Borough Council, recognises businesses or people who have shown innovation and inspiration in their work, and have demonstrated a real commitment to the sub-region.

"We are delighted to have won the Green Award," commented Andy Bell, Health and Safety / Quality Manager "this year we have reduced the amount of waste we send to landfill by 70%. This award highlights the hard work and commitment that has gone into the responsible management of our energy and materials."

ITW Construction Products offers a range of products specifically aimed at the professional user incorporating the Spit fixings and Paslode brands.

(from Left To Right) David Savill, Cr and Community Executive from EDF Energy; Lee Harris, Chief Executive of Crawley Borough Council; Lorraine Heron, HR manager and Green Team member at ITW; Andy Bell, Health and Safety / Quality manager and Declan Curry, Award Host.



bathrooms

New Concept in Choice

Bathroom Design Possibilities from Ideal Standard

Ideal Standard 'CONCEPT' is a collection of bathroom solutions including innovative storage and stylish accessories created by Robin Levien, Ideal Standard International's Non-Executive Design Director and award-winning Royal Designer for Industry. It comprises interchangeable elements built around three distinctive soft-edged basin shapes - Sphere, Cube or Arc - that, when combined, offer consumers a seamless, high end look at a mid-market price tag.

It is anticipated that CONCEPT will replicate the phenomenal success of Levien's first range designed for Ideal Standard - the iconic Studio - a collection that started life with 15 pieces when it was introduced in 1986. With more than 10 million items sold and counting, it is believed to be the world's best selling bathroom range.

The wide back rest area of the baths in the Ideal Standard CONCEPT range has a straighter shape than the curved interior that is common in many mid-market designs. As Robin Levien explains, "This is a feature that is not only designed to complement the 'soft minimalist' look and feel of the collection, it is also great to lie back on."

All the baths in the Ideal Standard CONCEPT range feature a new waste technology. Instead of interrupting the clean lines with an overflow in the side of the bath, it is hidden at the end of the bath below the taps. This means baths can be installed up to 40mm lower than other standard baths, which can make a real difference to people with mobility issues.



The 170 x 70cm water saving bath is an ingenious design with a softly sloping interior and tapered foot end that reduces the amount of water needed to enjoy a deep indulgent soak.

Regardless of budget, it's the finishing touches that give a bathroom a completely polished look and feel. Ideal Standard CONCEPT features a number of interchangeable mirror and splashback panels that combine to give a really smooth, uncluttered line that complements the geometric qualities of the ceramic ware.



**Ideal
STANDARD**
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Eco Luxury Unveiled

Tahi Shower from Deva

Leading tap and shower manufacturer Deva has added to its multi award winning, water saving Satinjet™ range with the launch of the sleek, modular Tahi to offer the ultimate in luxury eco showering.

Tahi's striking architectural design incorporates the revolutionary Twin-Jet™ Technology and requires just nine litres of water per minute to deliver a fantastic drenching, resulting in complete customer satisfaction and substantial, long term savings on water and energy of up to 40 per cent with each shower taken.

The Twin-Jet™ Technology works by angling two jets of water to collide to create a soft, wide reaching spray with 3,000 tiny droplets of water per second, thereby eliminating the 'cold spot' often experienced with the needle-like water delivery of conventional showers.

Designed with ergonomics and ease of use in mind, the sophisticated Tahi also features an overhead drencher; a two-function handset; a large capacity, adjustable shelf system; and, a sturdy footrest to make leg shaving effortless and comfortable.



DEVA
BATHROOMS

Bathrooms Offer Water and Water Savings

Economy Suite from Twyford

Twyford Bathrooms has added yet another bathroom suite to its ever-growing water-saving bathroom collection with Alcona - a stylish yet affordable bathroom suite with matching furniture that will help consumers save water in the home.

Alcona benefits from Twyford Bathrooms' award-winning Flushwise WC technology which has until now only been available on Twyford's more expensive suites such as Grace and Galerie. But at just £305.50 including the Refresh bath, Alcona is a very affordable way for consumers to begin to reduce their domestic water consumption. Alcona has been launched with a new water saving version of Twyford's popular Aquations brassware (taps) which can be used on Alcona or indeed on any Twyford Bathroom suite to further reduce the water used in the home.

The Twyford Flushwise WC is a first in the UK and flushes at 4 or 2.6 litres - this is around half the amount other WCs currently use. When one considers that the toilet is responsible for 30% of

Compliance with Efficient Bathrooms

Waterware Helps Cut Utility Bills

The UK government backed 'Code for Sustainable Homes' recently published guidelines to help reduce water consumption in UK homes. Shires Waterware products comply in full with the most stringent water saving requirements and can be specified with confidence in all bathroom installations, including local authority homes, helping to cut tenants' utility bills.

Shires are committed to the design of water saving bathroom products that support this Code and we now launch the Shires Waterware mark. This signifies bathroom products that meet or exceed current and likely future water usage legislation.

The average daily water usage, per person in the UK is 150 litres, of which over 60% is used in the bathroom. All new Shires products will carry our own Waterware rating (1-5) so the water efficiency is clear to all. The Corvo 4/2.6 litre wc has a maximum Waterware rating of 5 and can save over 60% flush capacity compared to a standard 7.5 litre wc.

Corvo is the latest concept in high quality design working in harmony with the environment. The wc features water saving 4/2.6 litre dual flush which

complies with all the latest water saving guidelines. The close coupled wc has a maximum projection of 600mm making it ideal for installations where space is at a premium. Corvo has a soft close wc seat fitted as standard.

The new Code also suggests that bath capacities should be below 230 litres. The

Shires Medley acrylic bath, featuring unique internal shaping and lower overflow plus the Lowline steel baths range with shallower internal depths, easily meet these requirements.

A new Waterware brochure has been produced which outlines the Shires water efficient products.



SHIRES

Easy-Install Tray

High Level Showering

Bristan has extended its shower tray offer with the introduction of a range of high level models that offer easy installation and plumbing benefits.

Crafted in the UK using reinforced cast acrylic for an exceptional quality finish, the range comprises six high quality models in the most popular shapes and sizes. Designed with ease of installation in mind, the trays are ideal for non-level floors and are all supplied with adjustable legs and feet to help achieve the correct height during fitting.



The depth of the tray also allows for the waste to sit underneath, meaning that there's no need to route out the flooring below; another great advantage when it comes to installation.

Each model in the range comes with a removable front panel for easy maintenance and tiling bead for an easy and neat finish. A 90mm 'fast flow' waste, which draws the water away quickly, is also included.



Bristan has also launched its ecosmart collection, a comprehensive range of products designed to save water in the bathroom. The ecosmart collection features a choice of showers, taps, sanitaryware and flow limiters, providing a complete bathroom solution for those looking to achieve significant water savings without compromising on style.

BRISTAN



New Guttering System

Standing Ovation for Hunter Style



Hunter Plastics new guttering system – OVATION - now offers contractors a stylish, top-hung alternative to traditional bracketed systems.

With sleek lines, sexy squoval downpipes, and a palette of stylish colours to choose from, OVATION gives a property instant appeal, which will make Ovation a real winner with customers.

OVATION guttering, in a choice of stunning colours including black, white, sand and copper, will make any house stand out from the crowd.

The system's unique squoval downpipe not only looks elegant, it also sits snugly against the wall for clean, sleek, minimalist lines.

This smooth styling is continued along the guttering line. Because OVATION is hung from above, no brackets are visible from the ground giving the system an eye-catching floating effect.

The OVATION system may look unlike any other system available in the UK, but is just as easy to design and fit as all of Hunter's other guttering styles. The support brackets are simply fitted at 600mm centres as usual, then the guttering is flexed into the brackets, giving a satisfying click to show that it is correctly in position.

Hunter also supplies a handy squoval downpipe cutting template to make it simple and quick to complete a neat job.

Industrial & Commercial Pipes

New Systems from Wavin Building Products

Wavin, leading supplier of water management, plumbing and drainage systems has launched a new and comprehensive Industrial, Commercial & Multi-residential solutions range, comprising three highly efficient systems; Wavin K1 press-fit plumbing system, Wavin Compact Soil system and Wavin SiTech Silent Soil system, delivering cost efficient installation and performance.

K1 is a multilayer composite pipe system, used extensively in Europe for potable water, sanitary and heating applications, which is WRAS approved, lightweight and flexible. Fittings utilise press-fit technology, taking a fraction of the time to get right compared to traditional soldering techniques, saving installation costs and



Compact Soil is a revised system with shortened adaptors which improve connection flexibility. It has an innovative 'stop' position fitting preventing waste pipes being fitted with a fall less than 2.5° providing simple, easy and mistake free installation. A wide range of solvent and push-fit fittings are available for every installation scenario, to suit individual site requirements.

SiTech is a silent soil push-fit system designed for professional soil installations where noise suppression is a priority. SiTech has the ability to absorb airborne, structure borne and impact sounds through its innovative design and tough Astolan® shell. As a result, there is no need to wrap pipe and fittings with a 25mm quilt in order to achieve noise reduction, saving time and costs. Push-fit socket connections allow for quick, easy, economical installation of this robust system that is resistant to corrosion and internal deposition.



ACO Academy

Trading Conditions Highlight Value of Structured Training

ACO Academy, the training division within drainage and water management specialist ACO Technologies, is sponsoring the Best Trainee of the Year category for a fourth year.

Supported by ACO from its inception, this important category recognises and rewards outstanding trainees from across the industry, who have met and gone beyond their personal performance objectives and have also made a significant contribution to their employer's wider business. Providing the resources needed to identify and develop individual skills requires investment from both the employer and by those charged with delivering training. ACO Academy has developed a new training platform that can work around merchant trainees in-branch – the Academy Merchant Trailer.

Supporting a new series of compact training courses that can be delivered during a coffee or lunch break, this unique and versatile vehicle will allow staff to learn about the benefits of the latest drainage and water management products. The sessions will include updates on relevant legislation and tips on merchandising and product presentation. All courses are designed to be delivered quickly with minimum disruption to branch operations.



Sustainable Cell

Stormwater Suds Cell has Smaller Carbon Footprint

Marley Plumbing and Drainage has upgraded its Waterloc modular cell with Waterloc250, a new, improved version of the cell used for underground SUDS solutions. Waterloc250 offers a sustainable and effective method of dealing with stormwater run-off.

95% of the cell volume is available to store water, minimising the plan area or depth needed for the installation, whether the application is infiltration or attenuation. The innovative design of Waterloc250 allows for quick installation in layers, producing a secure tank, which can be configured to suit the area available.



The lightweight modular cells are easy to handle with integral lifting bars, yet are high strength with a maximum vertical load of 44 tonnes. The range includes connectors for 110mm, 160mm 225mm & 300mm pipes.

For transport and storage, the cells can be nested, resulting in significant transportation savings, plus an associated reduction in carbon emissions and the amount of packaging needed.

The system is versatile and ideal for either infiltration or attenuation purposes. Infiltration (soakaway) is the temporary storage of water to allow it to naturally soak away into the ground. Attenuation can be used where soakaway is not viable and consists of a chamber below ground, where stormwater is stored temporarily before being slowly released in a controlled discharge to a surface water or combined drain or watercourse - preventing overloading. A flow control device, such as the Marley Flowloc is often used in such circumstances. Marley will also shortly be re-launching their range of rainwater harvesting solutions using the new Waterloc250 cell.

The Great Outdoors

Making the Most with Planning Tools

Balustrade expert Richard Burbidge is committed to creating profitable sales opportunities for merchants and has introduced two innovative new planning services to help customers secure sales and boost margins.

Following the success of its online stair planning tool STAIRPLANNER™, which was used by nearly 40,000 people in just 12 months, Richard Burbidge has launched DECKPLANNER™, the UK's first free online planning service to help all users design and select branded decking and outdoor balustrade. DECKPLANNER™ allows merchants, landscapers, builders and homeowners to design a garden deck or outdoor living area. Via a series of simple interactive steps, users can choose from the company's full range of outdoor balustrade, deckboards and joists, and will generate easy-to-understand plans, parts lists and project costs.

Until now, there hasn't been an easy and user-friendly way of planning a deck online reflecting UK standards and sizes. This service is provided by DECKPLANNER™ and offers a whole host of benefits for merchants



as the peak decking season approaches. STAIRPLANNER™ was launched in 2007 and is designed to make it quicker and easier to renovate staircases.

Synchronised Landscaping

Support for Merchants and Contractors

Brett Landscaping is supporting its range of domestic garden and driveway products with the simultaneous launch of two new pieces of literature to promote its offer to consumers.

Gardens & Driveways is a beautifully illustrated free brochure aimed at inspiring consumers and driving enquiries to Brett stockists and contractors. The guide is packed with exciting ideas and serves to give the homeowner all the information they need when planning landscaping improvements.

To compliment this the Trade Product Guide 2009: Gardens & Driveways, provides merchants and contractors with all the information needed for selecting, specifying and ordering Brett

products as featured in the consumer brochure. This helps merchants and contractors provide a professional service by taking the hassle out of ordering and allowing them to focus on selling and customer service.



Innovative Cooker Range Launched

Professional+ FX from Rangemaster

With the launch of the Professional+ FX, Rangemaster sees the addition of a single cavity range cooker - an energy saving and practical solution to all your entertaining dilemmas. The core feature of this revolutionary model is a patented panel divider, which enables the user to choose between an outstanding oven capacity of 108 litres for large dinner parties or a modest 49 litre oven, ideal when cooking for one or two.

Bringing a new found flexibility to cooking the ESP – Energy Saving Panel - slides in and out of the centre of the cooker to create one small working cavity or one large cooking space. The aim of this panel is to ensure that the user is limiting the energy used to a minimum when cooking for fewer people. Not only is this feature beneficial to the environment but homeowners will also find that they are saving on fuel costs. When the panel is inserted, heating up and cooking time will be shortened and the left hand oven can act as a plate warmer using the residual heat created during cooking.

An exciting addition to the Professional+ FX is a Teppan Yaki style griddle that fits over the burners for Japanese style cooking or simply to achieve healthy summer dishes.

Further features include 'A' rated ovens for energy efficiency, seven multi-function settings, porthole door to view cooking food and a storage drawer for the ESP.



Dulux Expands Ecosure Range

Going Green is Easy

Building upon the success of the Ecosure range, the experts at Dulux Trade have launched its 'eco paint' in an exciting new finish, Ecosure Quick Drying Eggshell, to offer appliers and specifiers a product that delivers the sustainability credentials of Ecosure and the performance benefits expected from Dulux Trade in an attractive mid-sheen product.

This new addition to the Ecosure range ensures that neither specifiers nor appliers need to compromise on performance, colour or finish choice when specifying more sustainable decorating products from Dulux Trade. Available in Pure Brilliant White and over 10,000 colours, Ecosure Quick Drying Eggshell boasts high opacity and great durability, which means that fewer coats are needed to achieve the desired colour density and maintenance cycles can be extended.

The sustainability credentials of Ecosure Quick Drying Eggshell were measured during development using the Environmental Impact Analyser, a cradle to factory gate analytical tool produced in conjunction with leading sustainability charity Forum for the Future. The results confirmed that Ecosure Quick Drying Eggshell contains low embodied carbon - 10 per cent less than standard water-based eggshell paints - and minimal Volatile Organic Compounds (VOC).

The latest addition to the Ecosure range represents a genuine 'Step Towards Greener' and reinforces the commitments made by Dulux Trade to increase sustainability whilst maintaining the highest standards of performance.



Zarges Zap Scaffold

Mobile Access Platform Range

A mobile height adjustable scaffold has been added to the popular Zarges Access Platform (ZAP) range which aims to combine the benefits of ladders and scaffolds.

Designed to offer ease of mobility and multiple working heights, the ZAP range provides comfortable, roomy work platforms, allowing two hands free. Equipment in the range can be transported easily and folded compactly making it ideal for professional, maintenance and service jobs.

The ZAP mobile scaffold is available in two sizes and offers rapid height adjustment from platform heights of 1.25m up to a maximum of 3.58m in 25cm increments.

The scaffold is very quick to erect due to the self-locking folding diagonal braces. Once the end frames are in place a trapdoor platform with integral toe boards can be quickly located and locked in place. Side guardrails are provided. The base unit has height adjustable outriggers with footplates to provide stability on uneven ground, increasing the overall footprint to 1.90 x 2.30 and 2.30 x 2.85m.



The simple single-handed, 'push up' operation of height adjustment is based on a self-locking principle which enables different heights to be reached with only one working platform. Swivel castors ensure ease of movement both when the scaffold is erected and when folded, allowing it to pass easily through doors.



Culligan at Phex

Join the Installer Club

Culligan International will be attending a number of the Phex shows this year, promoting the Culligan Installer Club. The club is a great way for plumbers and installers to find out more about Culligan, its products and services and how they can benefit their own businesses. Membership is free and members receive a variety of technical information, special offers and promotions throughout the year aimed at helping them meet their customer's needs.

Installers attending the shows will have an opportunity to join the club and chat with a water treatment expert about the benefits of softened water, industry developments and

how best to maximise the profit opportunity provided by this growing market.



A water softener can be a great addition to a kitchen or

bathroom refit, delivering softened water throughout the home and helping to protect your customer's investment.

At the show Culligan will be showcasing a wide range of water softeners and water treatment products via its three brands; Waterside, Aquadial and Liff. Most notable will be the new Waterside MC Ultra S range of water softeners. The Ultra S range represents a significant step forward in water softener design. It's ergonomically designed cabinets sits comfortably in most kitchen environments and houses a host of sophisticated and efficient features, including 'back lit' liquid crystal display, electronic controls, and an advanced rotary valve.

These softeners are the only softeners on the market to offer customers the option of choosing the simplicity and convenience of block salt or the cost efficiency of tablet salt at the touch of a button.



Did you know.....

If you are an e-Xact subscriber:

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- Inclusion in this Extract newsletter is free
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- You can make as many updates to your entry as you like - all for free!

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technology

Data And Technology Key To Staying In Business

Costs Under the Spotlight During Recession

These days, every business has to analyse its expenditure and what efficiencies the business can achieve. Over the past decade, many organisations have benefited from the use of technology in customer relations, information distribution, sales and marketing and the harnessing of the internet.

Research by e-Xact has established that more than half of suppliers and builder's merchants are busier than before the recession on IT projects to improve productivity and business efficiency. One example is SIG's roll-out of its EDI systems, saving time and cost as well as providing a boost to productivity. Using services like e-Xact has enabled the company to keep its costs low and the industry standard data formats help SIG to keep information about the products it buys and sells up to date and accurate. Having a standardised view of the product data means that EDI transfers with suppliers work much more efficiently.

Another case of increased productivity through an IT project is at James Hargreaves, where data from e-Xact is being integrated into the plumber's merchant's new 'bisTrack' system. Among the many benefits of this integration will be an improvement in the processing of special orders, streamlining processes and reducing costs.



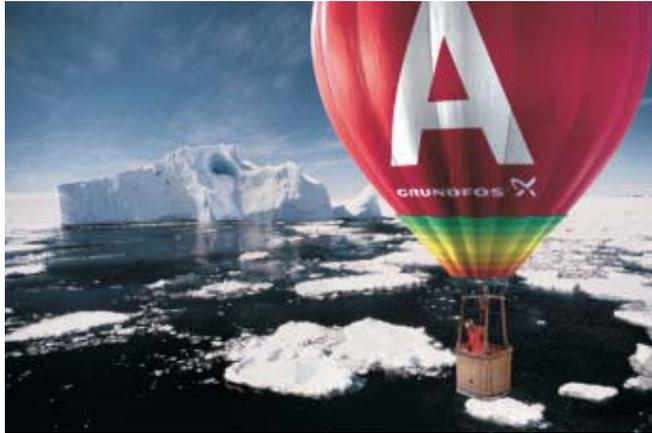
With users increasingly using the internet as a primary source of product information, manufacturers and merchants alike are looking to the web to replace business lost in the recession. Some are using computer technology and electronic data in innovative ways, finding business and marketing cost-effectively using product images and other rich content supplied by e-Xact.

"Accurate and up-to-date product information is a pre-requisite for obtaining many of the benefits expected of the latest technology," says e-Xact's Mike Shippin. "e-Xact subscribers save money in so many ways, including much cheaper implementation of IT and web-based technology, as well as increasing business opportunities and finding new and effective ways of marketing their businesses."

green items & products

ALPHA2 is a Must for Energy Saving

'A' rated Central Heating Pumps



As well as energy efficient light bulbs, fridges and washing machines, a central heating pump can also be A Rated. In fact, changing a pump to an 'A' rated model will save more energy than replacing a fridge. Grundfos, the leading UK pump manufacturer has produced an innovative new product - the ALPHA2.

Typically, existing pumps are 'D' labelled. Replacing them with new Grundfos 'A' labelled products can mean huge energy savings. 'A' labelled circulator pumps use up to 80% less energy than 'D' labelled pumps and could, depending on use, cut up to 10% off an average household's energy bill.

In a recent Grundfos survey, 66% of homeowners expressed interest in energy efficient pumps - not only will it save your customers money, it also helps the environment at the same time, so everyone is a winner!



Homing In on Zero Carbon

Tarmac Homes Project for Affordability and Sustainability

The Tarmac Homes Project, part of the University of Nottingham's CREATIVE ENERGY HOMES initiative, aims to develop a 'blueprint' for affordable and scalable zero-carbon housing.

Two semi-detached homes (one property will be built to Code Level 4 and the other to Level 6) are being built using tried and tested masonry products and techniques by Tarmac, Lovell and their partners, the University of Nottingham's School of the Built Environment and project architects Bill Dunster.

It is generally accepted that the first step to meeting the higher levels of the CfSH is to

improve both the fabric insulation and the air tightness of the structure. The plan is to include 100mm of partial fill insulation in the brick and block cavity walls of the Code 4 house and a biomass boiler will be used to provide space heating in combination with solar hot water.

Meeting Code Level 6 is a tougher challenge and the use of onsite renewable technologies is necessary. For this property, the external walls are being constructed from a single leaf of Tarmac aircrete blocks with external insulation and render finish.

Along with the solar hot water system



photovoltaic panels (PV) have been included on the roof to accommodate the electrical demand from lighting, pumps and fans and all the domestic appliance load.



Eco-Homes built with Rå Build method

Speed and Quality with Aircrete Construction



The H+H Rå Build method of high-insulation aircrete reduced both costs and construction time for JTC Developments' three stylish 'Eco' family houses recently completed in Manchester.

The main advantages of the Rå Build construction method are speed and build quality, with none of the problems associated with having to co-ordinate different teams of tradesmen onsite. First fix trades can start working inside while the external skin is still going up - so saving valuable time and money. There are also the added bonuses of less waste on site and easy compliance with parts E and L of the building regulations for acoustic and thermal insulation.

The 100mm-thick aircrete was bonded using the thin-joint Celfix system instead of traditional mortar, to achieve consistently high air tightness and U value of 0.24W/m²K. The aircrete is manufactured from 80% recycled ash that would otherwise be heading for landfill and influences the energy, materials and health and well-being elements of the code for sustainable homes.



heating

Feel-Good Insulation

Sustainable Mineral Wool

Revolutionary new ECOSE™ Technology from Knauf Insulation is set to transform the glass mineral wool insulation market. Insulation manufactured with the new process not only provides sustainability benefits never achieved before with any type of insulation, but Knauf Insulation products made with ECOSE™ Technology contain no dye or added formaldehyde – the new brown colour is completely natural.



Knauf Insulation mineral wool products with ECOSE™ Technology are different because they are made with a formaldehyde-free binder derived from rapidly renewable organic materials, instead of traditional petroleum-based chemicals used in other insulation. Complementing the new sustainability benefits, the patented ECOSE™ Technology also produces a 'super-soft' and easier to handle wool. In trials many installers did not actually believe the product to be glasswool.

Combined with the brown colour and new 'super soft' feel, is the same reliable thermal and acoustic performance that designers, contractors and installers expect from mineral wool. This means that overall Knauf Insulation has extended the lead of glasswool for integrated insulation performance and sustainability. Knauf Insulation products with ECOSE™ Technology are as good as traditional mineral wool insulation - only better . . . naturally!

ECOSE™ Technology is up to 70% less energy intensive than traditional oil based binders and has been developed for glass and rock mineral wool insulation. According to the environmental grading tables such as the BRE Green Guide, glass mineral wool is already considered the most environmentally friendly insulation available. It is manufactured with a high content of recycled glass bottles, is recyclable at the end of a building's life and the rolls of insulation can also be significantly compressed prior to transportation to customers, reducing the amount of deliveries and CO2 emissions. Mineral wool with ECOSE™ Technology extends this advantage.



New Solar Indicators for Comap

More Fittings For Visu Control System Collection

Comap, the leading manufacturer and distributor of heating and plumbing products and the pioneer of crimping solutions in the UK, has introduced a new range of solar fittings to its Visu Control collection. Its unique Visu Control technology offers installers quick, easy and unfailing proof that a secure crimp joint has been completed. If a fitting has been overlooked and left uncrimped, this patented system allows installers to rectify the situation at the time of installation, rather than later when the system is being filled or pressure tested.

The Visu Control system consists of a coloured ring at either end of the copper crimp fitting, which becomes distorted once crimped, altering the shape of the plastic ring and allowing it to be removed by hand. A fitting with no plastic ring is proof of a secure connection.

Visu Control is colour coded for ease of reference. Currently, a green ring denotes WRAS approved water fittings whilst a yellow ring is used for Gastec certified gas fittings. Comap's latest addition to the collection is a red indicator ring, used for solar fittings, managing both temperatures and pressures. All Visu Control fittings feature Sudopress' trademark double crimp, ensuring industry-leading security and reliability. Available in a range of sizes and diameters the fittings are compatible with all profile tools.



Room Thermostat

Wireless & Programmable



Easy to operate and install, Danfoss Randall's new TP4000 RF (wireless) programmable room thermostat is ideal for use with combination boiler systems and those numerous basic room temperature control applications that call for same-each-day programming. Today's prominence of combination boilers, and the growing need for controls simplicity, means this unit is sure to appeal to a major sector of today's domestic central heating controls market.

The stylish wall-mounted TP4000 RF incorporates all the features of the existing TP4000 and brings the additional installation benefits that come with RF (wireless) controls, i.e. no long fixed-wiring runs, lifting floorboards, channelling walls or subsequent making good. The programmable controller transmits unique, secure radio signals up to 30 metres to a hard-wired RX1 receiver unit located close to the boiler or other appropriate control component.

The TP4000 RF's large, easy-to-read LCD panel displays AM/PM times. Being battery operated, it requires only two-wire connection when replacing existing thermostats. Its factory-set switching programme, which is easy to modify as desired, makes setting of the switching times even easier. Up to six automatic changes of room temperature each day allow

the heating system operation to match the householder's lifestyle.

Heat is used only when required, creating improved comfort conditions whilst making substantial energy savings. Preset regular temperature settings can be temporarily overridden as is needed simply by pressing a button to change On to Off or vice versa. The regular programme resumes automatically after each change has occurred. There is also an adjustable 'frost protection' setting feature.



Grand Canyon Adventure

Caper set to raise money and awareness for Children's Adventure Farm

The charity supported by e-Xact Online, Children's Adventure Farm, is set to receive a boost from an event taking place in September. Several volunteers are making the trip to the Grand Canyon, trekking into its heart and descending 3100 feet into the Havasupai Indian Reservation.

The Children's Adventure Farm provides holidays and activities for terminally ill, chronically sick, disabled and disadvantaged children from all over the Northwest. e-Xact will continue to support the charity throughout 2009.

You can support our chosen participant, Guy Standing, by donating at the giving site www.justgiving.com/guystanding



www.childrensventurefarm.org

Need a Doc –

Visit e-Xact to Find One Quickly

Do you (or your customers) ever need to track down information about a specific product or manufacturer? Perhaps you have a product name but you don't know what the product is, what it does or who makes it? Look no further - e-Xact has come up with the solution.

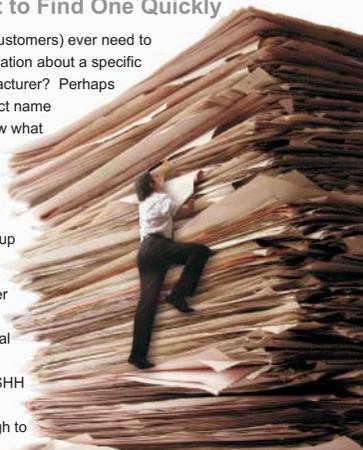
e-Xact carries over six and a half thousand individual PDF documents ranging from COSHH and technical datasheets through to spare parts lists, agreement certificates and environmental policy - there are actually over 50 different document type categories. With such an extensive library, having a quick and easy way to find a document was a real necessity - hence the arrival of the new e-Xact document retrieval system.

Development is now complete and following further testing the system will be launched in the next few weeks. It allows users to search for documents:

- By supplier
- By document type
- By key word search

As you need to be confident that you have the latest version, a document dating feature has also been introduced so we now display the issue date of the document and the date when the document was last checked to be current (updated by e-xact or the original supplier of the information).

So if you need a doc - why not visit e-Xact and put us to the test. If you're a supplier and think users would benefit from you making your documents more accessible, call 01270 875713 for more information.



From Front Page

Training Videos Added

Founder member of e-Xact Online, Pegler Yorkshire, know a thing or two about product marketing. Always up to date with their product data, the company also maintains a wealth of information including technical documents, drawings and images. With 7000 lines, this is no mean feat and the data is of a very high quality.

Following a merger earlier this year, the Pegler Yorkshire Group is the market leader in the fields of fittings, taps and valves, drawing on two centuries of shared experience. Its brands are recognised as representing quality and value - and customer expectations are high, so the company ensures that its information systems are up to date and conform to industry standards. The e-Xact Online service is therefore a very important part of the Pegler Yorkshire sales and marketing effort.

The most recent addition to the Pegler Yorkshire data portfolio is a series of training videos, an initial eight offerings have been made available through e-Xact Online. The facility to add video material to product data is available to anyone subscribing to the service and has been welcomed by builder's merchants.



Pegler Yorkshire

Competition

The winner of the last Extract competition was Brenda Timmins the Assistant Branch Manager at Buildbase in Whitburn, West Lothian. Brenda has won a £100 gift voucher for a retailer of her choice. Congratulations Brenda - enjoy!

This edition's competition is a change from previous editions. All we want you to do is log on and e-mail us with the number of COSHH sheets available for Fosroc. If you don't have a login call 01270 875713 or email competition@e-Xact.net to request one.

Closing date 1st July 2009. All correct emailed entries will be entered into a draw. One winner will receive a £100 Argos voucher. No alternative prizes will be offered. Only one entry per person. Winner will be notified by email within 28 days of closing date. For details of winner send a SAE to promoter's address; e-Xact Online, PO Box 1294, Kidsgrove, Stoke-on-Trent, ST7 3UL