



H+H's Calum Forsyth on why the new Housing Minister needs to have a radical rethink



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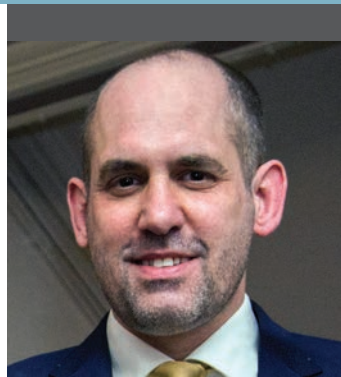
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James Parker

FROM THE EDITOR

So, the Government's new Housing Implementation Taskforce has had its first No. 10 meeting, chaired by the PM herself and including Phillip Hammond, and Sajid Javid, but no Dominic Raab. Although he has protested on social media that he was responding to an Urgent Question on fire safety in the Commons at the time, it's still a pretty poor show given the scale of the housing challenge.

It's no surprise that Theresa's schedule could not have been moved by an hour however. Fresh from a mission to China to try and drum up good faith to do trade deals post-Brexit, she was about to descend into a two day 'war cabinet' to try and get her party's ducks in a row on Brexit and bring the dissenters into line.

As a modular homes joint venture between Keepmoat and offsite specialist Elliott put it recently, in the context of building 300,000 homes, the skills shortage situation is currently "dire". While cynics might accuse a firm pushing modular solutions of 'they would say that wouldn't they,' this key new entrant is convinced that modular is the only solution to the delivery crisis.

Many others agree, however is the Implementation Taskforce doing anything specifically to encourage modular solutions, which still face immovable competition from traditional solutions among naturally conservative housebuilders. The Accelerated Construction Programme formed last year following the Housing White Paper, but is it prioritising innovative modular solutions when it allocates chunks of its £1.bn to buy up surplus public sector land?

When you look back and remember that a paltry 5,380 homes were built for social rent in 2016-17, the challenge is striking, and modular surely has to be a big part of the picture.

The elephant in the room for tackling the skills shortage is robotic construction of homes. While they are already used widely in factories, there have been sightings of robots putting up homes at startling speed in recent months. Not good news for staff across the supply chain, but if they're not available anyway, something has to fill the gap.

Last, but not least, if you are looking for innovative ideas for building homes using cutting-edge materials to get great results, you'd be wise to attend Materials for Architecture 2018. Held at the ILEC Conference Centre in London on 25 and 26 April, the conference features a range of academics and key firms in construction looking at application of materials from concrete to timber to copper. With several speakers focusing on the residential sector, it promises hearty food for thought. www.materialsforarchitecture.com

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HOUSEBUILDER & DEVELOPER

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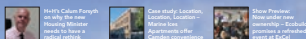
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ON THE COVER



02.18

HOUSEBUILDER & DEVELOPER



BELLWAY SENDS A SIGNAL IN ESSEX

Developers are looking for a signal in Essex, including a signal Marconi station on the site of the former Colchester Airport works.

© Bellway
Marconi Evolution
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Construction giant's liquidation leaves supply chain under threat

Carillion, the main contractor behind a reported £5.7bn of construction projects, has gone into liquidation, leaving the future of thousands of staff and its massive supply chain in doubt.

After the company had racked up £1.5bn of debt it couldn't pay, Carillion, its lenders and the Government failed to reach a deal to save the firm, and a compulsory liquidation order was issued in January.

Around 20,000 people work for the firm in the UK, and there has been little information regarding the workers' futures since the announcement. Among the company's current projects were an £85m Manchester residential block Angel Gardens, a £1.3bn HS2 contract, the £450m Royal Liverpool Hospital and an Army base programme worth £340m.

The company also provided services across the UK public sector, from managing prison estates to maintaining schools and providing school meals. The Government has said it will only continue providing its own contracts that were maintained by the firm.

In July 2017 Carillion warned its profits would be hit by £845m, and following that CEO Richard Howson stepped down and shares lost 70 per cent of their value. It has been suggested that Carillion went into liquidation rather than administration because it had no 'real assets' left to sell.

INDUSTRY REACTION

The Federation of Master Builders (FMB) commented that the Government must learn from Carillion's demise, and review what it saw as its over-reliance on major contractors. Brian Berry, chief executive of

the FMB, commented: "Carillion's liquidation is terrible news for all those who work for the company, and it will have serious knock-on effects for the many smaller firms in its supply chain, some of which will be in serious financial danger.

"The Government needs to open up public sector construction contracts to small and micro firms by breaking larger contracts down into smaller lots. That way, it can spread its risk, while also reaping the benefits that come from procuring a greater proportion of its work from a broad range of small companies."

Unite assistant general secretary Gail Cartmail has called for Carillion not to keep its workforce in the dark about the company's future. She said: "The Carillion crisis has become a major story, but it must not be allowed to go over the heads of its loyal workforce, who are effectively being held hostage by the whims of the market.

"Carillion can't keep its workforce in the dark any longer. It needs to clearly tell them and their union representatives how they are trying to overcome the current problems, with an honest assessment of what the future holds."

Benn Richards, partner in the restructuring and insolvency team at Clarke Willmott LLP, discussed the likely results of the firm's collapse: "The collapse of a large scale construction company will have a ripple effect on the market. Irrespective of the valid concerns of former employees and government departments with large scale contracts, one immediate effect will be to smaller suppliers, who may well find themselves facing financial pressures with large debts and the loss of a key customer.

"Although it is too early to say, the possibility of liquidation being converted into administration cannot be ruled out, especially if it transpires that there is a willing purchaser for the business/assets of Carillion.

"However, the fact the firm has been wound up, as opposed to entering administration, could be evidence that

there is no sustainable business to save. Nevertheless, it is highly likely that the special managers will be seeking to identify and sell any parts of Carillion's business or assets that have any value."

John Clark of Unite Scotland indicated that fears about Carillion's ongoing viability had been around for some time. "This is a major concern, given the scale of the operations of Carillion across Scotland and the UK.

He added: "We have had grave concerns about this company for some time. There's been one example after another, both in industrial relations terms and how business is dealt with, that has made us think that Carillion wasn't the steady ship it once was."

He continued: "One example is the Aberdeen By Pass roads contract. Out of the blue at Christmas, payments made to workers over the Festive season to help them keep their lodgings over the holidays were withdrawn. The news makes you wonder if that happened because Carillion could no longer write the cheques."

Qdos Contractor has urged the Government and parties involved to protect the independent contractors. Seb Maley, Qdos CEO said: "Each party in Carillion's supply chain will be impacted hugely by its liquidation. So, needless to say, this is a hugely worrying time for all independent contractors engaged with the company and its subcontracts.

"Much of the attention so far has been focused on the threat this puts Carillion's permanent employees under, but without the safety of employment rights, every independent contractor engaged by Carillion – or through any of its subcontractor companies – will be fearing for their livelihoods too.

"Together, contractors contribute over £119bn to the economy each year. Amid the confusion and uncertainty, the Government and Carillion's liquidators must consider the wider impact that simply cutting ties with its independent contractors would have on UK contracting and the economy."

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CUSTOMER**

Benn Richards, partner in the restructuring and insolvency team at Clarke Willmott LLP



Letwin review launched to show why sites are not being built out

An independent review commissioned by Government and chaired by Oliver Letwin MP into the “hundreds of thousands of homes that haven’t been built despite having planning permission” is underway.

Launched by the Ministry of Housing, Communities and Local Government after being announced in the Autumn Budget, the review will look to explain the gap between the number of planning permissions being granted against those built in areas of high demand.

Currently, after planning permission is granted a variety of factors can prevent development from starting and slow down delivery, and the review has been launched to determine why.

As of July 2016, just over half of the 684,000 homes with planning permission had been completed.

Letwin’s team will seek to identify the main causes of this gap, and will make recommendations on practical steps to take.

He commented: “This Government is serious about finding ways to increase the speed of build out, as well as tackling the complicated issues surrounding it.

“That’s why we have set up this diverse panel to help me test my analysis and to make practical, non-partisan recommendations.”

Housing secretary Sajid Javid added: “This review is vital to helping us understand how we can build more homes quickly.

“All parties have a role to play in closing the gap, and I look forward to receiving sir Oliver’s findings.”

The review will be conducted in two phases. Phase one, which was recently launched, will seek to identify the main causes of the gap by reviewing large housing sites where planning permission has already been granted. This will include information-gathering sessions with local authorities, developers, non-Government organisations and others. Early findings will be published in an interim report. Phase

two will make recommendations on practical steps to increase the speed of ‘build out’, which will then be published in the full report.

The review will also consider how to avoid interventions which might discourage housebuilding or hinder the regeneration of complex sites.

Government confirms £866m investment in council-led development

Up to 200,000 new homes are to be started after the Government has confirmed an £866m investment in local housing projects, as part of the first wave of funding from the £5bn Housing Infrastructure Fund.

Housing Secretary Sajid Javid and Chancellor Philip Hammond announced that 133 council-led projects across the country will receive funding to support local housing work.

Housing Secretary, Sajid Javid said the first wave of investment will “make a huge difference to communities across the county.”

Chancellor of the Exchequer, Philip Hammond, added: “This support will help us meet our ambitious plan of building 300,000 new homes each year, and ensure we have enough housing in areas which need it most.”

The £5bn Housing Infrastructure Fund is a Government capital grant programme, hoped to help ‘unlock’ new development in areas with the greatest housing demand.

The fund is divided into two streams. A Marginal Viability Fund is available to all single and lower tier local authorities in England, to provide infrastructure funding to get additional sites allocated or existing sites unblocked quickly. Bids can be up to £10m. A Forward fund is available to the uppermost tier of local authorities in England. This is for a small number of strategic and high-impact infrastructure projects, of which bids can be up to £250m.

Construction industry among the least aware of GDPR

A low level of awareness around new data protection rules, which come in force this May, has been revealed by a new survey published by the Department for Digital, Culture, Media and Sport.

The construction and manufacturing sectors were among those with the lowest awareness, with 25 and 27 per cent respectively, significantly lower than the average.

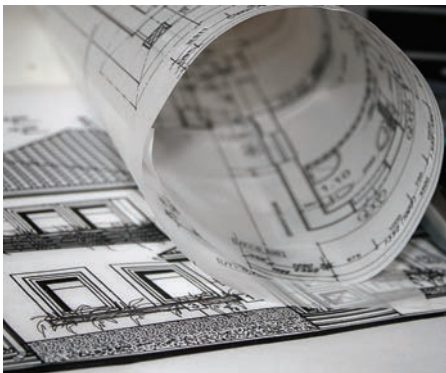
According to the Ipsos MORI survey of 1,519 businesses, only 38 per cent said they had heard of the General Data Protection Regulation (GDPR), the foundation of the UK’s new Data Protection Act.

Of those, just over a quarter had made changes to their operations in response to the GDPR introduction.

The data suggests that smaller businesses are less likely to have heard of GDPR than medium and large organisations. Similarly, large and medium businesses were significantly more likely to have made changes to their operations in response to GDPR than smaller businesses.

Despite the higher levels of awareness among larger businesses, less than half (48 per cent) of medium sized businesses had made changes to the way they operate, while just over half (55 per cent) of large businesses had done so.

Steve Snaith, technology risk assurance partner at RSM, said: “The new General Data Protection Regulation is one of the most pressing issues for UK business, and these figures should be a wake-up call. It is of key importance that organisations understand the extent of ‘in scope’ data they hold and ensure that their corresponding data governance framework aligns with the new requirements of GDPR.”



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PM hosts first Housing Implementation Taskforce meeting

The first meeting of the Housing Implementation Taskforce has been chaired by Prime Minister Theresa May.

A cross-Government working group, the meet was attended by the Chancellor, the Housing Secretary, the Transport Secretary, and several other Cabinet Ministers, among others.

The notable exception to the attendees was housing minister Dominic Raab. Raab has professed on social media however that he was attending a “Commons Urgent Question of fire safety,” which clashed and reiterated him to respond in Parliament.

A Downing Street spokesperson described the proceedings, saying: “[Theresa May] stressed the integral role all Government departments have in helping to fix the broken housing market and deliver 300,000 additional homes by the mid-2020s.”

According to the spokesperson, the task force “discussed the steps Government has

already taken, including further investment at the Budget, planning reform, releasing land faster, the Housing White Paper and Building more affordable housing.”

Also emphasised was the “key role of Homes England in driving forward change,” along with the supply of new housing, public sector land sales, land banking, housebuilding skills, and building the infrastructure necessary to construct new housing developments.”

Theresa May was also reported to have reiterated that “a step change was needed right across Government, and that all departments needed to think creatively about how they can contribute to building the homes the country needs.”

Attendees included:

- Rt Hon Philip Hammond MP, Chancellor of the Exchequer
- Rt Hon Sajid Javid MP, Secretary of State for Housing, Communities and Local Government



- Rt Hon Greg Clark MP, Secretary of State for Business, Energy and Industrial Strategy
- Rt Hon David Lidington CBE MP, Minister for the Cabinet Office and Chancellor of the Duchy of Lancaster
- Rt Hon Damian Hinds, Secretary of State for Education
- Rt Hon Michael Gove MP, Secretary of State for Environment, Food and Rural Affairs
- Rt Hon Chris Grayling, Secretary of State for Transport
- Rt Hon Tobias Ellwood MP, Parliamentary Under Secretary of State at the Ministry of Defence
- Baroness Buscombe, Parliamentary Under Secretary of State for the Department for Work and Pensions
- Oliver Dowden CBE MP, Parliamentary Secretary at the Cabinet

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£250k payout for workers

Over 150 construction workers at three high profile projects across London have collectively secured an estimated £250,000 worth of holiday pay, after a Unite-backed campaign forced their employer to pay up.

Working for Byrnes Bros at construction projects including Westfield in White City, The International Quarter in Stratford and 100 Bishopsgate, the construction workers have secured payments of between £400 and £1,000 each, with further back payments to follow after the workers joined forces to demand their full holiday entitlement.

Workers were getting holiday pay based on 39 hours a week, but in reality they often worked around 55 hours because they were compelled to work overtime on Saturdays.

When the workers first approached Byrnes Bros management they were “ignored”, said Unite, until construction workers at different sites joined forces and commenced a campaign which culminated in a collective grievance.

Management then tried to deal with the grievance on an individual basis, but

workers insisted on a collective remedy to the underpayments. Eventually, because of union pressure, according to Unite, “management conceded and Byrne Bros are now in the process of paying every worker what they are owed, including back pay”.

Unite said it hoped that the pay-out could “lead the way for similar claims across the construction industry”.

Housebuilders are innovating, say Lloyds Bank

Housebuilders are investing in modern methods of construction and skills to address a number of industry challenges, as the sector looks to deliver growth and new homes for the future, according to new research from Lloyds Bank Commercial Banking.

The third annual Lloyds Bank housebuilding report, which surveys housebuilders and their supply chain, analyses the state of the industry today and the challenges it faces in the future.

Firms reported that they are investing in new building techniques, including modular housing (68 per cent) and panellised systems (56 per cent).

Housebuilders’ motivations to adopt these methods included “proved efficiency, ease of build, better construction standards, and in some areas, increased margins”.

As a result, firms’ investment in new building techniques has increased year on year from 20 per cent of current annual turnover to 24 per cent over five years.

Innovation is also supporting the delivery of sustainable homes, with 82 per cent of firms saying they are more focused on this issue than ever before.

Meanwhile, an ongoing shortage of skilled workers continues to affect the sector, with a third (31 per cent) of firms saying there is a skills shortage at a national level, and 29 per cent locally.

The report also found that the UK’s exit from the EU was exacerbating the skills shortage, with half (50 per cent) stating that it was making recruitment harder for specific roles, while a quarter (26 per cent) said that access to EU labour is a key challenge for their business.

The report did however find that the issue was being addressed, with 69 per cent of respondents investing in staff training, and 51 per cent setting up apprenticeship programmes.



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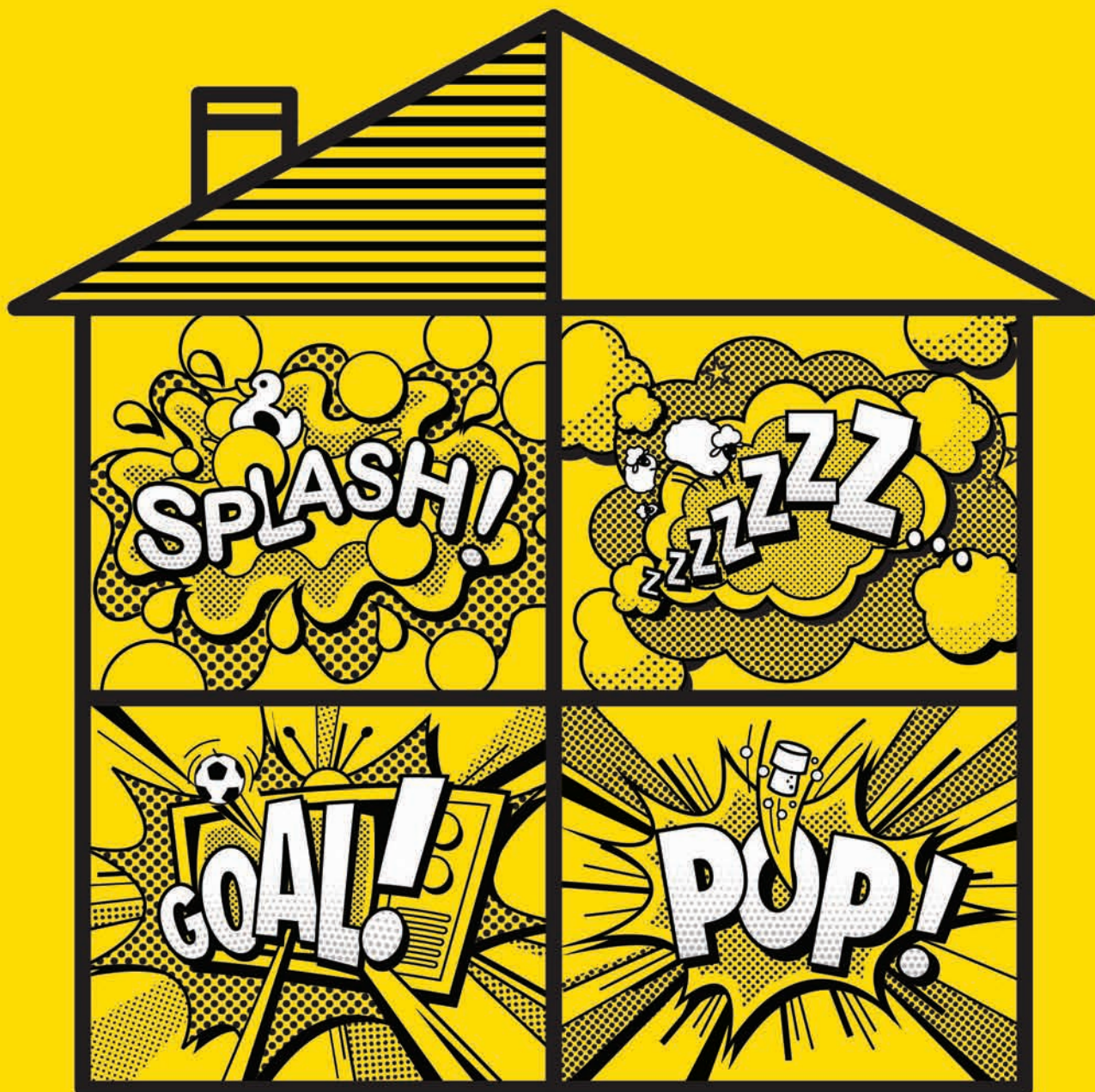
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Brian Berry, chief executive of the Federation of Master Builders

THE INDUSTRY ADVOCATE

THE FUTURE OF UK HOUSING POLICY

After a year has passed, Brian Berry revisits the Housing White Paper and contemplates the future of Government housing policy.

It was about a year ago that the Government released its Housing White Paper which set out its plans for the housebuilding industry. So, now might be good time to quickly recap on where Government housing policy is going, with some of the key themes which emerged from the White Paper and some important announcements which have come since, including in the Budget at the end of November.

Some of the highlights of the White Paper included a much greater focus on the role of small sites in housing delivery, proposals to increase planning fees to tackle under-resourcing of planning departments and the outlining of the new Housing Delivery Test. The latter will give councils more responsibility, not just for ensuring sufficient land supply, but ensuring that land supply is actually delivering the homes it is intended to.

In the Budget the Government went even further than this and has now said that it will consult in 2018 on a requirement for local authorities to bring forward 20 per cent of their housing supply as faster-building small sites. This would effectively force local planning authorities to actively look at ensuring an ongoing bank and pipeline of small sites. This could be genuinely transformative in terms of improving the supply of sites suitable for SME housebuilders.

These measures on small sites are important because as the FMB's House Builders Survey has consistently showed, the "lack of available and viable land" is the most widely-cited constraint to small housebuilders being able to increase their supply of new homes. The second most widely-cited constraint has been access to finance.

SME firms first began reporting severe difficulties in accessing the finance they need to build during the financial crisis of 2007-08. Major lenders sought to reduce their exposure to the property sector, and have had higher capital costs imposed on them when lending to the sector. To the extent that the situation has reportedly improved somewhat for some firms in the past three years, this appears to be primarily due to the increased prevalence of specialist

lenders, 'challenger' banks and alternative funding institutions, for example peer-to-peer lending. While this is definitely a positive, this finance does tend to be more expensive and continues to be limited in scale.

As such, it was very welcome that there were a number of major announcements in the November Budget, designed to tackle specifically this problem. For starters, the Chancellor announced a further £1.5bn for the Home Building Fund. The Fund appears to have been, unlike previous Government funding schemes, a real success. There have been large numbers of enquiries, a large numbers of deals have already been done, and the Fund has a healthy pipeline. FMB members have generally voiced their approval of the scheme. The Fund is much more flexible and more tailored to the needs of SME builders. It is more akin to old-fashioned banking in that the lender is prepared to judge the scheme and company on their individual merits, and sometimes to invest time in understanding the market in more specific or remote locations.

Perhaps even more significant however is the announcement that the Government will put in place of an additional £8bn of financial guarantees designed to improve access to finance for housing. For a number of years, the FMB has been calling on the Government to explore how we can provide greater encouragement to lenders to target more lending at the SME sector by reducing the costs and risks of this type of lending. At the end of last year, the British Business Bank announced a deal with the United Trust Bank (UTB) to put in place an 'ENABLE Guarantee'. This is a mechanism which will reduce the capital costs of lending to SME builders. The FMB welcomes this initiative which will enable lenders to lend more to SME housebuilders by reducing the capital costs of doing so.

We would like to see the Chancellor continue to use the might of the Treasury to back initiatives such as the Home Building Fund, and the introduction of new financial guarantees. Improving SMEs' access to finance is another vital plank to ensuring the long run health of housing supply in the UK.

SOME OF THE HIGHLIGHTS OF THE WHITE PAPER INCLUDED A MUCH GREATER FOCUS ON THE ROLE OF SMALL SITES IN HOUSING DELIVERY



Calum Forsyth is managing director at aircrete firm H+H

THIS YEAR'S MODEL

H+H's MD Calum Forsyth suggests that the housing delivery model could benefit from radical rethinking.

Top of the agenda for new Housing Minister Dominic Raab must surely be the conundrum of how to build enough houses to meet demand. I have a suggestion: perhaps we should shake up the delivery model a bit and change the way new housebuilding is planned, financed and owned?

There is a consensus that we need to increase the rate at which we build in order to keep pace with the number of new households created each year. The target number varies depending on who you listen to, but it seems to be around 250,000 new homes each year.

The fact that we are anywhere near that total is down to private sector developers and, critically, Help to Buy. It was a fantastic idea, providing a much-needed stimulus when it was most needed in 2013 and has proved to be a continuing success story. However, the pity is that it remains the only stimulus to new housebuilding and there are dangers inherent in that.

Essentially the scheme subsidises already relatively wealthy people to take on huge mortgages, with the Government shouldering quite a lot of the financial risk. By making these substantial loans possible, it could be argued that the scheme has really fuelled the increase in house prices and done very little to help the 'just about managing' households, and nothing at all to address the needs of the 77,000 families currently being housed in emergency accommodation. It is an absurdity that average house prices in the south east are now 10 times the average salary.

In addressing the housing shortage, the Government has asked private developers to provide the solution. The large housebuilding companies that dominate the market have certainly increased their rate of build – and posted excellent financial results as a consequence.

But the problem with using this single delivery model is that the large private housebuilders are just that: privately owned companies whose duty is to provide a good return for their shareholders. It therefore makes no commercial sense for them to focus on actually matching supply and demand.

But price is not the only problem with this 'single bullet' approach to the housing shortage. An over-reliance on heavily mortgaged new housing means that the entire industry is dependent upon consumer confidence and the generosity of lenders. A shock on the economic horizon – think Brexit and a significant corporate bankruptcy – and the major housebuilders can stop building very fast indeed.

Wary of the potential volatility in the market, housebuilders have developed a business model

with the lowest possible risk and with a very short-term outlook. An industry reliant on subcontracted labour employed on short-term contracts is not one looking to invest in training, development or innovation.

We will never meet the demand for new houses, or make real headway on innovation and quality improvements, while delivery is exclusively the province of the major private sector housebuilder. It would surely be a more consistent, dynamic and progressive industry if there were a range of delivery models in operation.

It is worth remembering that the last time the UK was building 250,000 homes a year was in 1978 when councils built 44 per cent of the new homes. In light of this, it was very encouraging to hear the Prime Minister announcing a £2bn injection of cash towards council building last autumn.

It was also good to see the reforms to the planning law in the Neighbourhood Planning Act to allow for a more robust approach to freeing land for development and moves to reinforce the power of compulsory purchase.

This is very welcome, but there is also the challenge of reducing delays between planning consent being granted and the completion of the development. One way to address this issue is to rebalance housebuilding to encourage more SME builders back into the market.

It is great to see the Government now also recognising this as an issue. Ensuring that a percentage of all large development plots are reserved for custom build projects and SME developers is an excellent start that is beginning to have an effect.

And finally there is the potential for a growing Build to Rent market. We need to get back to the point where housing is affordable, but a dramatic fall in the value of housing would be politically unacceptable. If we can balance supply and demand to stabilise house prices, there is a clear possibility that inflation will gradually narrow the affordability gap.

In the meantime, perhaps the emergence of a stronger private rental sector will provide a solution. With strong demand over the long term, surely housing provides an attractive option for investors.

I very much welcome any signs of a Government commitment to diversifying the housing delivery models, as I believe that reforms to delivery and ownership models will reduce volatility. In a more stable market there is more incentive to invest, and investment in innovation, production and skills are very much needed in the UK housebuilding sector.

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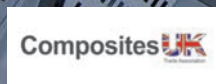
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NEW DEVELOPMENTS

Bellway launches final phase of 418-unit Chelmsford development

The final phase of the Marconi development in Chelmsford is being launched by Bellway.

Based in the centre of Chelmsford, the development features 418 modern apartments and houses in total.

The latest phase offers a further 56 one and two-bedroom contemporary apartments, each finished to a high quality specification, as well as designated parking, an on-site gym and a concierge service.

Set on the site of the Marconi works, the first wireless factory in the world, the building was once headquarters to one of the founding fathers of radio, Guglielmo Marconi. Built in 1912, the headquarters were retained as offices, and the water tower and power house on the site were repurposed to house the new fitness centre and concierge.

Contemporary homes have been built on the extensive grounds, reflecting the rich heritage of the site, including landscaped public spaces, cycleways and gardens for the enjoyment of all residents.

Marconi is a great location for commuters, and has easy access for cyclists. Safe cycle routes go right through the development and connect the site to the heart of Chelmsford, with secure cycle storage racks available. The site is also a short walk from Chelmsford train station with frequent trains to London taking around 35 minutes.

Chelmsford is said to be well-known in the region for the quality of its shopping. High Chelmer and Meadows shopping centres are just a 12 minute walk from the development. Between them, the centres are home to a mass of stores, cafes, takeaways and restaurants.

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CASE STUDY

Bellis Homes scoops tasty Camden scheme



In the heart of fashionable Camden in north London, on the site of a famous ice cream parlour, Bellis Homes' Marine Ices development is set to provide a striking addition to the area. Jack Wooler reports

Only a short walk from Camden Market and Camden Lock, Bellis Homes is constructing 19 modern apartments on a site famous locally for a very different use – a historic ice cream parlour.

Ranging from one to three bedrooms and from 566 ft² to 1,221 ft², the homes at the Marine Ices development (which takes its name from its iconic predecessor) offer vibrant finishes, CCTV, large balconies and composite oak panelled front doors with security features. There are eight one beds, nine two beds and two three beds, along with three commercial units, designated for class A1, A3, or D2.

Following expected completion this May, residents will also be able to enjoy the convenience of retail space on the ground floor of the structure. In addition, the building is in close proximity to a supermarket.

Designed by 21st Architecture, great care has been taken to keep the building in keeping with its surroundings. Interior designers Darsah & Alexander James have also been employed to ensure the property is of a high specification both inside and out.

HERITAGE FLAVOUR

The building is set on the grounds of a former ice cream parlour, founded by gelato pioneer Gaetano Mansi in 1931. Bringing

the taste of authentic Italian gelato to Londoners, his reputation soon spread, and so did his parlours. The same ice creams are now enjoyed in many places, including his new Mansi parlour just a few steps from the apartment block.

Henry Fordham, director at Bellis Homes, explained further: "Marine Ices is regarded as a jewel in London's ice cream crown, and is a celebration of taste, passion and heritage."

He added: "Originally the Marine Ices factory occupied the upper levels of the building."

Camden itself is a very attractive area to live and invest in, making the quality finish and high specification of Marine Ices essential. Conveniently located on Haverstock Hill, opposite Chalk Farm station, the building is within sight of the world-renowned and Grade II listed Roundhouse venue, and the area enjoys a rich history.

Camden has long been known for its diverse community, from affluent young professionals, students artists and celebrity residents. Including musical and fashion icons dead and alive, celebrity residents range from Charles Dickens to Gwyneth Paltrow.

Bellis described what sets Marine Ices apart from the company's other

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CAMDEN IS A PROMINENT PLACE WITHIN LONDON AND IS KNOWN WORLDWIDE FOR ITS LIVELINESS

developments: “It’s an incredible location,” he began. “Although we have other developments in prime locations, Marine Ice’s stands out as being our closest to the heart of London.”

The Northern line is accessible through Chalk Farm tube station – situated opposite the development.

Bellis explained why the firm was particularly keen on Camden: “Growth in the Camden housing market prices were 19.2 per cent in 2017; this is the biggest increase in any London Borough by quite a significant amount.

“The vibrant borough is internationally famous for its fashion, market, and the arts. This, along with the successful businesses, will create very strong demand for these homes.”

THE BUILD

After a short delay, with the pre-commencement work taking far longer than expected, the build is now well underway. The delay in fact enabled the team to be fully designed and prepared, allowing for a seamless construction programme.

During the build, Bellis have been digging a basement very close to the Northern Line. A detailed basement design had to be fully engineered prior to even demolishing the building, in order to make certain that the company were fully prepared to excavate a basement with as little impact to the neighbourhood as possible.

A London Stock brick has been used to match the existing facade on the east elevation on Crogsland Road, and some modern cladding has been utilised on the top floor. In reference to the building’s namesake parlour, an ice cream cone design has been incorporated into the brickwork.

The build has adhered strictly to sustainability requirements, with the design achieving a BREEAM rating of ‘very good’.

Many community aspects were

incorporated into the build, as Henry explained: “We are surrounded by numerous businesses, homes and most notably Havertock Hill School.

“Subsequently, the community in a built up area is an absolute priority. We have had several liaison meetings, as well as a newsletter keeping everyone in the loop with the build.

“We have produced both a demolition and construction management plan which highlights our community liaison work regarding how we plan to best minimise traffic, noise, vibration and the environment.” These reports are available on Camden’s website for any of the community to access.

“We also aim to procure staff locally,” added Henry, “as well as providing work experience and apprenticeships in the local colleges and schools.”

A GROWING MARKET

Bellis Homes is confident in the apartment’s success, with high levels of growth and rising market prices.

“Camden’s heritage and history speaks for itself, with a vast amount of businesses located within the area, from architecture, media, performing arts and fashion through to all the markets, retail and restaurants,” said Henry.

“It is a thriving borough of London, and thus, we anticipate young professionals and families to be the end users of the development.”

Camden is a prominent place within London and is known across the world for its lively cultural spirit. This is likely to continue to increase the area’s growth in the coming years, along with the potential high rental return in the central location being likely to attract both overseas and local investors.

With a rich backstory which buyers are likely to devour as happily as the location, the menu is appetising for this scheme, and developer Bellis Homes.

DESIGN TEAM

Lead Contractor: Bellis Construction
 Architect: 21st Architect
 Lead Engineer: HTS
 Temporary Works Engineer: CX Engineering
 M&E Engineer: Blythe and Blyth
 Planning Consultants: BPTW
 Geotechnical Engineers: LBH Wembley
 Party Wall Surveyor: Brook Vincent
 Interior Design: Darsah & Alexander James

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More major house builders switch to vertical integration

Three more of the UK's leading house builders have signalled their support for vertically integrated materials sourcing with a switch away from multiple roofline supply partners to GAP's Power of One model.

In September, Taylor Wimpey committed exclusively to GAP for three more years and the following month Persimmon moved its entire roofline supply contract to GAP in a ground-breaking new two-year solus agreement. In early November Redrow handed the GAP Nationals team joint responsibility for its PVC-U fascia, soffit and ancillaries supply.

As well as the three major players, GAP's end-to-end manufacturing, logistics and 112-Depot distribution system is already the building materials source of choice for Lovell Homes, Miller Homes and Keepmoat.

DAVE TINGLE, SALES DIRECTOR FOR GAP NATIONALS, SAID:

"It's all very exciting but let's face it – we've seen this movie before. Ikea grows wood in its own Baltic forests, Shell and BP extract, refine and retail fuel that starts life in their own oilfields, and Zara can launch a new clothing range in three weeks instead of the nine-month norm because it makes everything itself.

"For house builders, the opportunity provided by vertical integration to engage quickly and effortlessly with every stage of the supply chain via a single point of contact is obviously important, but the big difference is the commercial transparency and financial clarity that come with it.

"Gone are the days when pricing needs to be distorted by complex, bewildering and time-consuming contract support and rebate schemes. And in a modern, competitive trading climate when relationships and mutual trust have never been so success critical, it's just not good enough to expect professional buying teams to negotiate with a manufacturer and then be told that their day-to-day

"WE FELT IT WAS TIME TO DEMYSTIFY THE WHOLE PROCESS AND GIVE BUYERS WHAT THEY SAY THEY MOST WANT. ONE NEGOTIATION. ONE BRAND. ONE FIXED PRICE. ONE POINT OF CONTACT. AND ONE SIMPLE INVOICE."



112 Depots nationwide

operational dealings must be with a random mish-mash of sub-stockists.

Following the cash acquisition of the SIG Building Plastics and SIG Windows businesses in August 2017, Blackburn based GAP became the UK's largest distributor of PVC-U roofline, cladding and trim products to the UK's new home building sector.

TAYLOR WIMPEY DIVISIONAL HEAD OF GROUP PROCUREMENT & SUPPLY CHAIN, NICK DYKE SAID:

"Being a truly national multi-sited house building company with 24+ business units around the country and a central distribution hub in Newmarket, key for us was a non-nonsense approach to trading and





the certainty that all our delivery points could be adequately catered for. Working in partnership with.

“SIMPLE NET PRICING WITH NO COMPLEX AND TIME CONSUMING RETROSPECTIVE REBATES, A FULL SCHEDULING SERVICE AND TROUBLE-FREE INVOICING.”

Add to this the UK-wide reach of GAP's network and it's not difficult to see why they have quickly become one of our top tier providers and consistently rank highly in our performance monitoring programme.”

ADAM LINDSAY-SMITH, CHIEF BUYER AT PERSIMMON HOMES ADDED:

“As one of the UK's leading house builders, we set the bar high for all our supply partners.

“OUR STRATEGIC REVIEW OF SEVERAL ROOFLINE OPTIONS POINTED TO THE NEED FOR RELIABILITY, CONSISTENCY, TRANSPARENCY AND A DEEP UNDERSTANDING OF THE DAY-TO-DAY NEEDS OF OUR SITE-BASED TEAMS.”



190 vehicle fleet

We chose GAP because they were able to demonstrate that their structure, clear communication lines and culture were most suited to our commercial and operational objectives.”

DARREN O'REILLY, SUPPLY CHAIN DIRECTOR, MILLER HOMES SAID:

“At the end of the day, what we need from all our suppliers is certainty. The GAP model is simple and efficient - and gives us control and influence over the entire supply chain, a single point of contact and an end to complex pricing mechanisms.”

“VERTICAL INTEGRATION IS THE ONLY WAY THAT SERVICE LEVELS CAN BE ASSURED.”

The 24 year-old GAP group's National Deal – No Sub Stockists mantra is underpinned by its vast manufacturing centres in Blackburn and

South Wales, by its 190-vehicle logistics fleet, and by its truly national network of Depots that provide coverage from Inverness to the Isle of Wight.

As well as bringing clarity and consistency to negotiations and transactions, much of the success of GAP's dedicated Nationals teams has stemmed from its investment in processes designed to make life easier for local site teams and their management.

“Power of One is so much more than just a fancy slogan” added Dave Tingle. “It's become a way of life. It means as much to our estimators and schedulers as it does to our plot management and call-off teams. It's also the focus of major investment. The £1.5m spent on technology to give buyers total visibility and traceability of all current and past orders for example, is as important as new tools such as electronic proof of delivery that we've introduced to save customers' site teams costly and frustrating administration challenges further down the line.”

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A Taylor Wimpey site supplied by GAP

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Jaga radiators modernise traditional heating system

Caldwell's Minstrels Barn, a traditional barn in North Yorkshire, underwent a major refurbishment to convert it to a comfortable living environment. With renewable technologies of paramount importance in the renovation, the homeowners were focused on making the building sustainable for years to come.

Specialists in renewable heating technologies, Go Geothermal Ltd. specified 18 Low-H2O Jaga Strada DBE radiators throughout the home, which were installed, along with the heat pump itself, by Trimark Future Energy Systems.

Sean Sowden, property owner and co-founder of Go Geothermal Ltd. outlined how his ambition of renewable energy refurbishment translated into the practical heating of the property. He said: "Minstrel's Barn was previously fuelled through oil, which is extremely expensive and inefficient in large indoor spaces, such as the barn.

"We decided to install a ground source heat pump as an alternative, supported by the use of solar thermal energy (to heat Domestic Hot Water and to pre-heat the Glycol up to 20°C), and set ourselves the target of achieving the most efficient closed loop ground source heat pump in the UK. With a coefficient performance (COP) ratio of at least 6.5, which has been achieved by enhancing the brine temperature from solar integration."

Jaga's Low H2O radiators have been tested by BRE in the UK and validated again by KIWA in the Netherlands as one of the most economical in the world. The radiators require just a tenth of the water of a standard steel panelled equivalent, which means they can generate savings of between 5 and 16 per cent, compared to standard steel-panel radiators as they have less water to heat. They can quickly and efficiently heat a room, even when connected to environmentally-friendly or low water temperature heating systems, which provide a viable alternative to expensive and less responsive underfloor heating systems.

Mr Sowden continues: "Given the heritage of the building, we had to ensure we retained its character. As such, we needed a heating solution that could work effectively with a heat

pump whilst accommodating the building's defining features. For example, keeping the original oak floor in some rooms, as well as decorative floor tiling in others, meant that underfloor heating wasn't an option. Energy efficient radiators became the natural choice.

"My work with Go Geothermal Ltd. means that I have come across Jaga radiators before



and I was familiar with what they are capable of, particularly with regards to their effectiveness with low temperature systems such as a heat pump."

The temperature of the water being circulated around the house had previously averaged at 65°C, with the introduction of the ground source heat pump the water generally circulates at between 30°C to 38 °C, though it can reach as high as 49°C if required. For most radiators, achieving adequate levels of comfort from such temperatures would be a real challenge, particularly given the large spaces within the property that needed to be heated.

Designed to be entirely compatible with low temperatures, the Dynamic Boost Effect (DBE) technology works through the use of small, quiet fans attached to the heat exchangers that draw air over the element to boost the Low-H2O radiator's output by three times. As a result, the output, efficiency and responsiveness of the radiators are improved, and an extra boost of heat can be initiated as and when required.

Research published last year by the UK Energy Research Centre and University of Sussex Centre on Innovation and Energy Demand

found that energy efficient improvements to home heating, insulation, lighting and appliances could reduce the energy consumed in UK households each year by a quarter, and knock £270 off the average annual bill of £1,100. What's more, such investment could also deliver a net benefit to the UK economy of £7.5 billion. Therefore, it's crucial for developers to consider energy efficient heating products when refurbishing existing homes and building new ones.

Mr Sowden added: "Since the Jaga radiators have been installed, our energy bills have fallen significantly, and the house is lovely and warm 24/7. I really like the responsiveness of the radiators, which also turn off as soon as the desired temperature is reached so that there is no wasted heat. Furthermore, the low surface temperatures of the Strada's casing make them entirely safe for the home scenario.

"Jaga themselves were supportive throughout the entire project. They were able to visit the site for measurements and recommendations, and subsequently provide us with 18 Strada DBE radiators with different specifications in terms of height, length and output. Ultimately, we couldn't be happier with the end result."

Working in conjunction with Trimark Future Energy Systems Ltd., who designed and installed the system, both Jaga and Go Geothermal Ltd. have contributed towards realising a forward-thinking project based on tried and tested technologies that will future proof the building's heating system for years to come.



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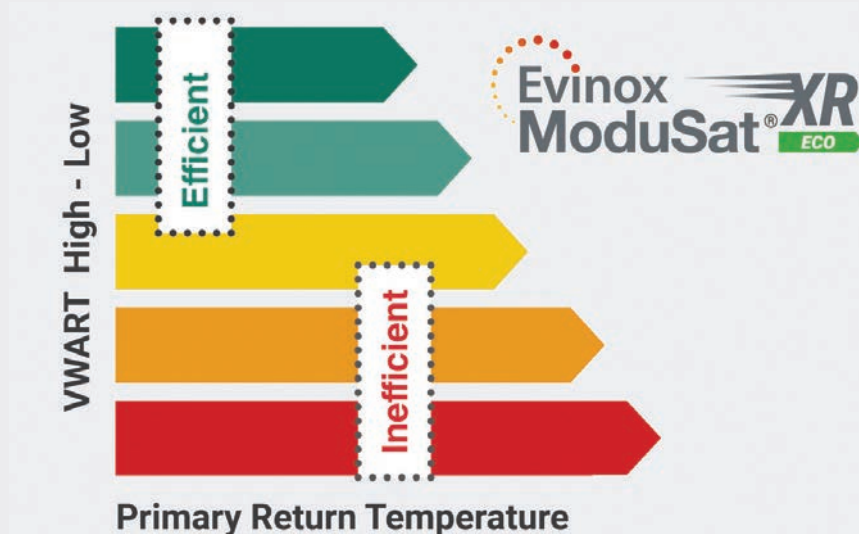
Evinox are very proud to announce that the ModuSat® XR Heat Interface Unit has been tested to the BESA (British Engineering Services Association) UK Standard for HIUs, achieving impressive results all round.

Launched in late 2016, the BESA UK Standard for Heat Interface Units was introduced to help designers and specifiers evaluate the performance of a particular HIU on their network. This new standard aims to provide HIU benchmarking, similar in many ways to the well-known SEDBUK scheme for domestic boilers.

Currently, only a handful of manufacturers have published results for the HIU test regime, with Evinox being one of the first to undertake the testing process.

With an overall VWART of just 33.4°C, impressively low domestic hot water return temperatures and the ability to deliver flexible Keep Warm operation, the BESA test results provide a clear, independently verified confirmation that the Evinox ModuSat® XR range delivers outstanding heating and hot water performance for modern heat networks.

Mike Shaw, Commercial Director at Evinox Energy commented "We believe independent testing is a vital step forward for the Communal



& District heating industry, and as one of the UKs most established HIU manufacturers, we were determined to be involved from the early stages. Our latest ModuSat® XR and XR-ECO models have been developed very much with the new standard in mind and we're confident that this regime from BESA will lead to more efficient heat networks being designed and delivered".

The BESA standard is currently optional for HIU manufacturers, however, Evinox believes this will be a mandatory requirement in the near future, and asks designers and specifiers to start insisting on the use of BESA tested units for their heat network projects going forward.

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Vent-Axia's Triple Award shortlisting



Recognising the vital importance of breathing clean air in our homes, the H&V News Awards has shortlisted **Vent-Axia**, within two categories in its 2018 awards. As well as being named as a double finalist in the Domestic Ventilation Product of the Year category with its Pure Air Filtration System and its PoziDry Pro™ Positive Input Ventilation

(PIV) unit, the company's PoziDry Pro™ unit has also reached the final in the Air Movement of the Year category. Both the Vent-Axia Pure Air and the PoziDry Pro™ address current concerns about indoor air quality and have been designed specifically to improve the air in the home while setting the benchmark for filtration by filtering out damaging particles down to PM2.5.

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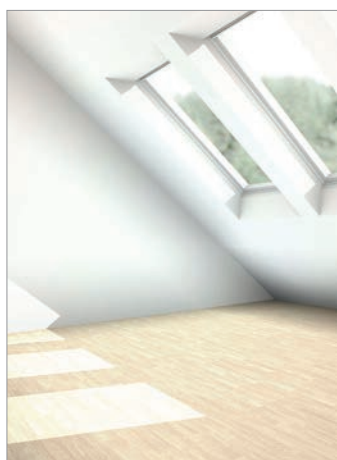
British Ceramic Tile appoints commercial director



British Ceramic Tile has made a strategic new appointment to its Board, announcing John Chater as commercial director. A new senior position within the business, John will assume responsibility for the company's sales, marketing, design and product development departments, with a

focus on driving forward the company's impressive portfolio and brand across the housebuild and specification markets. After 20 years of working with large branded food businesses including Coca-Cola, Refresco & Tulip, John has an impressive record of managing commercial and marketing teams, and developing long term strategic business goals.

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VELUX® launches MyDaylight

MyDaylight is a powerful new app by **VELUX** that enables homeowners to design their own room or renovation project by easily selecting parameters such as floor dimensions, roof height and ceiling pitch. They can then customise further by adding windows, floor and wall finishes, the room's location, and more. After approximately ten minutes, they receive a digital simulation which can be viewed in 360° or virtual reality, and gives a life-like recreation of the room and the changing effects of daylight inside. The app bridges a gap, leading homeowners from imagination to implementation: "Many people who are looking to reshape their home find it difficult moving from imagination to concrete proposals. The app brings homeowners one step closer to the home they have envisioned, as the 3600 and virtual reality visualisations make it both tangible and achievable," says Grant Sneddon, Daylight Expert, VELUX. The app is a unique opportunity for homeowners to experiment with different renovation options, and a mobile application means the service is available anywhere, anytime – thereby meeting the growing consumer trend for online customisation, browsing and shopping. The MyDaylight app is free of charge for everyone and available in the Apple and Google Play Stores.

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Waterfall proves hit with Consumers



Pegler Yorkshire, a manufacturer of fittings, valves and brassware is experiencing a continued strong sales rate of its latest tap the 'Waterfall'. The design led Waterfall Tap range offers an undeniable elegance and panache to any bathroom. Its wider than average spout allows a lavish flow of water to cascade into the bath or basin, offering a sense of splendour. Inspired by deluges often experience in the rain forest this tap provides a controlled and comfortable flow of water to any bathroom. The five-piece range comprises a basin mixer, mini basin mixer, 3-hole bath filler, H pattern bath filler and H pattern bath and shower mixer. They each benefit from being suitable for both high and low water pressure systems.

www.pegleryorkshire.co.uk

New Body-Mapping Micro Fleece Jacket



Snickers' new fleece jacket takes working comfort and good looks on site to a whole new level. Its advanced workwear made from a stretchable micro fleece fabric with an advanced body-mapping design – just the job for the fast paced professional, who's always on the go. Warm, light and flexible, the jacket is made from a quick-drying 'AIS' material, which is high-functionality and ideal as warm first layer garment or lighter second layer protection. The jacket delivers an effective balance of insulation where it matters and ventilation for your body when it's needed. What's more, with its innovative natural anti-odour treated and quick-drying fabric, it'll keep you dry, fresh and comfortable all day long.

info@snickersworkwear.co.uk



Bathroom and tile supplier marks fifth anniversary

A fast-growing bathroom and tile supplier is marking its fifth anniversary with the launch of its 17th showroom — the latest in a string of its ongoing store rollout programme. Founded in Leeds on Boxing Day 2012, **Easy Bathrooms** has since launched stores across Yorkshire, the Midlands, and the North West, with its latest opening in Rotherham on 27th December. Over the past five years, the trade supplier has expanded rapidly and now employs 100 people, with eight more shops planned for the South of England in 2018. The growing network of stores is being propelled by the firm's focus on high quality products and customer service. "We encourage our trade clients to invite their own customers in-store to create a 3D plan of their bathroom with our design experts," said Neil Bell, Easy Bathrooms' head of retail. A strong property market is also aiding Easy Bathrooms' expansion plans, despite fears over Brexit. Easy Bathrooms' showrooms are open seven days a week and welcome trade buyers, with incentives offered to business account holders. Earlier this year, the firm launched a 12,000 sq ft flagship showroom and 110,000 sq ft warehouse in Birstall, Leeds, to aid the company's ongoing expansion plans.

sales@easybathrooms.com






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Top Tips For A Successful Award Entry

Entering awards can have huge benefits for businesses. Winning, or even making it onto a shortlist, can boost your credibility and powerfully promote your skills and experience. Preparing an award entry isn't always easy though, so here are our top tips to help make your submission stand out:

1. DON'T RUSH IT.

Allow plenty of time to draft a really solid entry. Judges see hundreds of entries so will be able to tell if you've cobbled one together in your lunchbreak.

2. START AS YOU MEAN TO GO ON.

Create a compelling introduction that sets the scene, including key points that spark the judges interest from the outset.

3. BE CLEAR AND CONCISE.

Develop a structure and tell a story, but don't waffle or use jargon.

4. PROVIDE EVIDENCE.

Back up details of your successes with facts or stats that underline business benefits and outcomes.



5. CHECK THE CRITERIA.

Read this carefully before you start to check that you can tick every box and revert back to it at the end to ensure you've met all requirements.

6. MAKE IT SHINE.

Grab the judges' attention with an eye-catching design that brings your entry to life, including a supporting information document if permitted.

7. SHARE WITH COLLEAGUES.

Ask other people to read the draft and provide honest feedback. There is always room for improvement and getting it checked will also ensure that there are no mistakes.



Sarah Reay is managing director of Construction Marketing Experts, a full-service marketing consultancy.

For further advice on writing award entries or if you need a hand drafting your submission, call or visit the website.

0843 506 5202

www.constructionmarketingexperts.co.uk



Cladding makes a difference in Caerphilly

Freefoam Fortex Double Shiplap PVC-U Cladding has been utilised to great effect on homes on the Lansbury Park estate in Caerphilly. Installed as part of a £2 million investment package to improve energy efficiency and transform the appearance of the estate the extensive refurbishment programme was commissioned by Caerphilly County Borough Council and fitted by contractor Eon Energy. The development previously featured white PVC cladding but the refurbishment gave the opportunity to bring colour to the properties. Eon Energy chose a variety of subtle shades from the Fortex range including Cappuccino, Colonial Blue, Misty Grey and Argyl Brown to compliment the new exterior finish. PVC cladding is a cost effective option saving expensive and time consuming ongoing maintenance. With Freefoam's ten year guarantee on the majority of the colour range Caerphilly Borough Council will still be seeing the benefits in many years to come.

01604 591110 www.freefoam.com

The pump in a cupboard with plant room power

"Arrow Booster" negates the need for a plant room

Designed to boost supply pressure for Penthouse suites and other tall buildings.

Affectionately named 'Stealth Booster', this compact domestic booster set is designed to fit comfortably in a kitchen cupboard and is extremely quiet.

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TeknosPro's Siloksan range of paints and primers include Siloksan Facade and Siloksan Gel. Perfect for reinforcing and protecting outdoor spaces, CE approved Siloksan Facade is manufactured for use on concrete, plaster, lime-sand brick and mineral boards.

The waterborne, full matt silicone emulsion paint is permeable, both UV light and heat resistant and features water-repellent technology which prevents corrosion from acid gases. Siloksan Facade does not require a separate priming coat when used in conjunction with Siloksan Gel for the first coat. A waterborne gel containing polysiloxane, Siloksan Gel improves the water-repellent qualities of Siloksan Facade, preventing rain and splash water from seeping into surfaces.

www.teknos.co.uk

Eurocell opens up new vistas with StudioGlide



Eurocell is extending its range of bi-fold doors with the launch of StudioGlide™, a breakthrough aluminium bi-fold system that promises minimal sightlines, maximum performance and unlimited flexibility. Developed for both residential and commercial projects, StudioGlide will fit any aperture because it is scaleable to frame heights of up to 2.5m and widths of up to 6.5m. Individual sashes of 1.2m

wide can be assembled in multiple configurations of up to seven sashes with the choice of inward or outward opening doors. Easily fabricated and quick to install, StudioGlide is a product that's built to last so both the bi-fold door profiles and the door furniture are guaranteed for ten years.

0800 988 3049 www.eurocell.co.uk

Modus system aids Gothic revival



Built in 1875, the Barnes Hospital was closed in 1999 and left to deteriorate, now it is receiving a new lease of life as developer Henley Homes creates the Barnes Village around it. The challenge for Henley and its construction division Reis Construct was to find windows for the new-build houses that would complement the character of the hospital's originals.

Reis elected to substitute these for **Eurocell's** Modus flush sash casement window in Anthracite Grey. The Modus casement, reversible and tilt and turn windows were among the first to achieve the 'A++' band in England and Wales. The 'A++' rating is only given to those windows an energy index value equal to or greater than +20.

0800 988 3049 www.eurocell.co.uk

New design edition lift-and-slide door



Schueco UK, has just introduced the ASS 70.HI DE, a new, even more versatile version of the top-of-the-range, lift-and-slide door that Schueco originally introduced into the UK in 2010. This new Schueco system retains the basic profile depth of 70mm but offers an ultra-slimline configuration with central

meeting stiles that measure just 48mm. The result is that the fully glazed doors deliver the clearest possible views with minimal visual interruptions, whilst still maintaining the maximum door height of 3m. Other improvements include vent weights of up to 300kg with a maximum glass thickness of 48 mm.

01908 282111 www.schueco.co.uk

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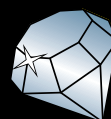
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Ancon to launch products at Ecobuild



Double winner of the Queen's Award for Enterprise and holder of a string of innovation and product development accolades, **Ancon** will be launching its latest fixing innovations at Ecobuild on stand number C62. Ancon's stand will focus on structural fixings that are

opening-up new possibilities in zero and ultra-low energy construction by minimising thermal bridging, including its insulated balcony connectors and ultra-low thermal conductivity cavity wall ties. It will also showcase a brick-faced support system that allows designers to achieve exciting masonry facade aesthetics, quickly and easily on site.

0114 275 5224 www.ancon.co.uk

Ecobuild stand no C62

Get off-site InSite from Eurocell



Eurocell is promising to deliver a whole host of benefits to the timber frame and off-site construction sectors with the launch of its new InSite window solution. InSite will enable timber frame manufacturers to install fully glazed, fully finished windows

into wall panels as part of the factory production process, thereby reducing on site disruption and labour costs while saving time on build programme schedules. A 10-year product guarantee on InSite windows provides customer peace of mind. The new system can be viewed at Ecobuild.

0800 988 3049 www.eurocell.co.uk/insite

Ecobuild stand no G22



Flexenergy's Specialist Pipe Technology on display at Ecobuild 2018

The thermal properties, eco credentials and jointing integrity of polybutene pre-insulated and prefabricated Flexalen pipe technology will be highlighted by **Flexenergy** at Ecobuild (Excel, London, March 6-8). As one of the UK's leading pipe and valve specialists for district heating schemes, Flexenergy specialises in the supply and fabrication of pipe for heating, hot water and cooling systems. The company is the sole distributor in the UK and Ireland of Flexalen pipe technology, manufactured by Thermaflex. The low carbon Flexalen pipe delivers significant heat loss benefits and energy efficiency gains to district heating schemes and sustainable energy projects, such as biomass CHP, geothermal and heat recovery networks, making Flexenergy the preferred product partner for many consulting engineers, energy managers and contractors. Flexenergy has also developed the unique pre-insulated V-Flex valve system, which brings new levels of control and integrity to district and community heating schemes by enabling the easy isolation of zones for maintenance and/or network extension. Visitors to Flexenergy at Ecobuild will learn about the thermal efficiency and whole-life cost advantages of using pre-insulated polybutene pipe technology, as well as the benefits of the new V-Flex valve system.

01592 773167 www.flexenergy.co.uk

Ecobuild stand no E184

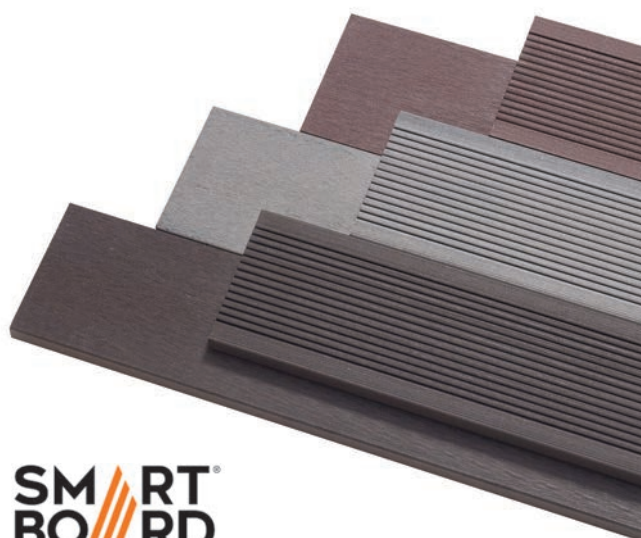
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Flood resilient


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Ecobuild stand no D83

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SHOW PREVIEW

SHAPED BY THE INDUSTRY

ecobuild is returning to the ExCel London from 6 - 8 March 2018, and under the new ownership of Futurebuild Events, things are set to be very different.

Designed and built around the industry, ecobuild brings to life the latest technology, freshest thinking and most innovative materials. The event is not only being shaped through comprehensive industry feedback, but also with direct input from leading industry influencers. These include Lynne Sullivan, Nathan Baker, Julie Hirigoyen, Darren Richards and Peter Murray, who are all members of the ecobuild Steering Group which is helping to set the agenda for the event.

Martin Hurn, managing director of Futurebuild Events explains: "New, independent ownership offers a unique opportunity to completely overhaul the event. We believe that to be as relevant and valuable as possible, we need to understand and act on what built environmental professionals want to see at ecobuild."

"We see our role as to facilitate the agenda, rather than dictate it, and we also believe that it is more important to bring future trends to life, rather than just thinking and talking about them."

FUTUREBUILD DISTRICTS

The conference arena and sustainability showcases are surrounded by the Futurebuild districts, each of which will act as an immersive and stimulating area where people, brands and companies will be able to network and develop profitable relationships.

The Building Performance district will look far beyond construction and design, instead considering the wellbeing agenda across new build, refurb and retrofit projects too. In association with the Institution of Civil Engineers, the Infrastructure district will demonstrate how the built environment can come together and plan for the future.

In the Energy and HVAC district, the latest innovations and best practices across

renewables, smart buildings and HVAC will be presented through a series of seminars and workshops. The Green and Blue Infrastructure district will offer solutions in water management, external landscaping, biophilic design and biodiversity.

New for 2018 is the Timber district, in association with the Structural Timber Association and supported by Wood for Good and TRADA. This will be a showcase for the latest technological innovations and systems, alongside the Timber Talks seminar programme.

Another new addition is the Concrete district, delivered in association with The Concrete Centre and This Is Concrete. Here, information and inspiration will be shared to realise the potential of concrete as a sustainable material, as well as its range of solutions for housing, building and infrastructure.

Following its success last year, offsite technology will return for the second year in partnership with Explore Offsite. The district will feature a ground-breaking exhibition of offsite construction solutions and masterclasses.

This year will again see District Energy taken to the next level. The district will be hosted by the ukDEA and is in association with the Danish and Swedish Embassies. It is set to include a programme full of key speakers and debates, a networking lounge and a product launch pad.

KEY PARTNERSHIPS

ecobuild is working with a number of strategic partners who are contributing to the overall strategy and shape of the event to ensure it is wholly reflective on the industry's needs. Notable partners include the Considerate Constructors Scheme, CIAT, NLA, Bioregional, CIBSE, The Edible Bus Stop and the Edge. The event will also host the BREEAM Awards and the Offsite Construction Awards.

For more information and to register visit

WWW.ECOBUILD.CO.UK/REGISTER

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Polyflor launches Polysafe Quattro PUR



Polyflor, has just announced the launch of their new Polysafe Quattro collection. This innovative safety flooring range offers barefoot and shod sustainable wet slip resistance with a stud-free finish for enhanced comfort underfoot. Polysafe Quattro has been specifically designed to provide a high degree of slip resistance in continually wet areas such as standard and adapted bathrooms, walk-in showers and wet rooms in the housing sector. As the potential for slips is higher in wet environments, it is important to choose a HSE compliant safety flooring such as Polysafe Quattro which offers sustainable slip resistance, assured throughout the product's guaranteed life.

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FINDING FINANCE

With the well-documented need for the UK to increase its housebuilding activity to satisfy demand, Andy Keal of Midlands Asset Finance explores the increasingly attractive finance options available.

Evidenced through changes in the planning process and political support for increasing the rate of housebuilding, the financial outlook for housebuilders is positive.

However, for the regional and smaller housebuilders to be successful, they also require access to development funding, for both the site acquisition and development stages, ideally with increased leverage to allow them to optimise the use of existing capital and increase activity.

The traditional high street banks face the challenges of balance sheet ring-fencing and increasing capital adequacy ratios. Developers have subsequently turned to leverage providers through specialist brokers who can access a whole range of funders in the sector.

These providers – ‘challenger banks’ and private equity-backed funds – have filled the void, with provision of development finance facilities at typically higher Loan to Cost (LTC) and

Loan to Gross Development Value (LTGDV) ratios.

Facilities that are offered generally require the developer to introduce 25 per cent of the total development costs (of land, construction, professional and finance), with the funder extending a facility for the remaining 75 per cent, that usually translates into 60 per cent LTGDV on a fully-funded basis depending on the profitability of the specific scheme.

The challenger, with their lower capital adequacy requirements, achieve their individual return on equity thresholds by pricing the debt 1-1.5 per cent beyond the traditional bank’s cost of funding, while maintaining sensible credit risk criteria.

They will also generally require a shareholder guarantee, whether from an individual or associated company of worth (usually limited to 20 per cent of the loan facility) to ensure that focus is maintained by management in the case of unexpected events, such as cost-overrun

or delayed cashflow, and their credit decisions are provided quickly, with credit officials often meeting the client and visiting the site.

The sector remains attractive with December 2017 reports from Nationwide and Hometrack predicting that, while London house prices may remain relatively soft in 2018, they will be offset by the anticipation of growth in the regions, specifically cities like Manchester, Birmingham, Leeds and Glasgow.

These growth expectations are supported by prices coming from a lower base, a general absence of foreign buyers and more manageable mortgage multiples. Consequently, the challenger banks and private equity funds appear to be less London and south east-centric, as they look to sustain and increase their loan books that (defined by their short-term nature) ‘churn’ quickly.

2018 will witness them increase their reach into the regions, to supplement their

WITH INCREASED COMPETITION, THE INDUSTRY IS BEGINNING TO SEE MORE COMPETITIVE DEVELOPMENT FUNDING PACKAGES EMERGE

existing current regional interests in predominantly bespoke student facilities. This outlook, together with the returns when compared with other less “secure” investment opportunities in the UK, has seen an increase in the number of new property funders entering the housebuilding arena.

With the increased competition, the industry is beginning to see, rather unsurprisingly, more competitive development funding packages emerge, with lenders considering 85-90 per cent LTC and 65-70 per cent LTGDV on a fully funded basis for an attractive scheme.

The increased leverage naturally attracts slight premium pricing and each individual developer will have their own



view, but with the re-emergence of pricing for risk, the developer at least has choice.

In instances where the developer has acquired the land and “worked-up” planning to deliver planning gain and value enhancement, the challenger banks will acknowledge the efforts of the management team and ascribe added value when assessing the development appraisal.

This can result in a funding offer that is

equivalent to the total development costs (construction, professional fees, finance and marketing) without the requirement for further equity injection, assuming the land is held unencumbered, allowing developers to be able to achieve 100 per cent development funding.

Andy Keal is senior relationship manager at Midlands Asset Finance



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Designer Contracts is recycling winner again



Designer Contracts has been named 'Take Back Partner of the Year' by Carpet Recycling UK for the third time. The company initially trialled a recycling scheme, in conjunction with CRUK. The scheme works by diverting 90 per cent of its fitters' unfitted carpet into felt underlay. What isn't turned into underlay is used in the equestrian sector for arena flooring. This innovative scheme saves a staggering 250 tonnes of waste going to landfill every year. The company has recently invested £40,000 in a baling machine that helps to recycle 70 tonnes of cardboard and 20 tonnes of plastic every year.

enquiries@designercontracts.com

Conventional and Balanced Flue Gas Stoves



Paragon branded efficient, realistic high quality gas flame technology is now available in a freestanding stove design both for conventional and balanced flue systems. The new Paragon gas stove models are manufactured with heavy-duty, seam-welded steel bodies and doors in keeping with high quality solid fuel originals. Conventional flue models can be fitted into Class one, Class two and Pre-cast flues and come complete with an innovative closure plate system. BF models have a rear mounted "through the wall" flue system. For more information or to arrange a display please **Charlton & Jenrick**.

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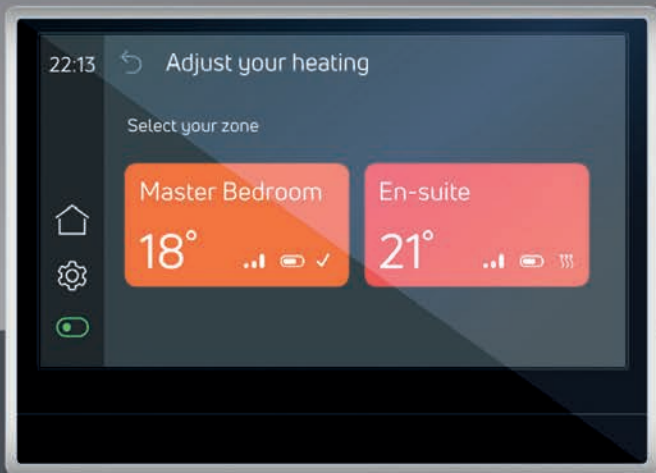
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Hitachi's Yutaki air source heat pump range comprises four models, Yutaki-S split, high temperature Yutaki-S80, Monobloc Yutaki-M and the all-in-one Yutaki-SCombi integrated solution which has been designed specifically for the UK market. Designed to meet the needs of specifiers, installers and homeowners, the Yutaki product line-up includes a total of 70 models which are compact for small installation spaces and are lighter weight for easier handling. Performances have been improved over previous models, with higher COPs, better seasonal efficiencies and higher capacities.



BEP Ltd was created in 2004 to offer Part L Building Regulation compliance services to the existing and new build domestic and commercial building market in the UK. Our customers range from the 'one-off' self-builder looking for someone who can guide them through the compliance process, to national volume house builders and developers who want a fast, efficient service and sensible value-engineering advice. Since our inception we have retained a high number of repeat customers resulting in steady growth and enabling us to offer a wide range of services at very competitive prices. We also offer a full in-house design service.



Consort Claudgen have introduced three new wireless controllers which can be connected to one or multiple SL heaters to form an SL heating system. All controllers have comfort and setback temperatures settings. The SLPB and SLVT controllers have a control button with status indicators and a four-stage run-back timer where a heating period remains active until the run-back timer expires. The SLTI features a seven-day timer with three heating periods per day and is designed with four large control buttons with an electronic lock to prevent tampering with controls.



SAV Systems' Danfoss FlatStation 7 Series of heat interface units (HIUs) has won through to the finals of the CIBSE Building Performance Awards 2018. Designed to meet the specific needs of UK housebuilders and developers, these high efficiency HIUs are designed to ensure optimum operating temperatures suitable for the new 4th generation of heat networks. Key features include higher heat transfer, lower pressure losses and significantly reduced heat losses compared to traditional HIUs on the market. Further information about FlatStation heat interface units please visit the website.

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Framework Directive for energy-related products

In October 2009, the European Commission published a framework Directive for energy-related products, thereby extending the scope of application to products that use, generate, transfer and measure energy. The energy-related products directive has already been implemented a number of products and the new regulations will be applying to warm air heaters from January 2018. To enable the heaters to be placed on the market they must be fully compliant with the regulation. Appliances in the supply chain after the implementation date, can still be sold but they must be covered by an order, written or verbal. Orders would need placing for the non-condensing ranges of warm air heaters, the Hi-Spec and Economaire, by the end of December 2017 to comply with the new regulation. Providing these orders are in place, **Johnson & Starley** are able to sell these two models of heaters up until 26th September 2018. The company is so confident in its products that it is extending the guarantee period for the Economaire and Hi-Spec heaters from one to three years.

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Stelrad LST i Plus for new care village in York



Few buildings in the city of York are as iconic as the majestic Terry's Chocolate Works Clock Tower and sitting adjacent to this now is one of the country's leading luxury care homes, The Chocolate Works Care Village. When it is at capacity, it will provide a quality home for 102 elderly people in stunning surroundings.

The newly refurbished building features 124 Stelrad LST i Plus – Low Surface Temperature radiators, to provide warmth in the residents' rooms and in the common areas – the corridors and meeting rooms. It is common to see LST radiators in hospitals, nurseries, schools, retirement homes and care homes. Head to the **Stelrad** website for more information.

0844 543 6200 www.stelrad.com

EV Ready Homes



With recent announcements to significantly increase the number of homes built in the UK, and additional funding available to boost the uptake of electric vehicles, **Rolec** has launched an EV Ready home charging point for as little as £78 +VAT. This unique BSI certified, industry first EV charging point offers a 13amp outdoor maintenance socket and a Mode2 electric

vehicle charging facility. The Rolec EV Ready unit has also been specifically designed to enable the homeowner to quickly and easily upgrade the unit to full Mode3 EV fast charging at a later stage. For more information visit the Rolec website or contact them by calling.

rolec@rolecserv.co.uk

Polypipe ventilation evolves into Domus



Polypipe Ventilation, manufacturer of energy-saving domestic ventilation systems, has been reborn as **Domus Ventilation**. The first stage in the creation of Domus Ventilation has included a move of all staff and manufacturing to modern premises in South Wales. A key part of the launch

of Domus Ventilation has been a new logo and corporate identity. This branding has already been used across a new Domus Ventilation product catalogue and will be shortly applied to a new website. Domus Ventilation will provide differentiated ventilation solutions in the private and social housing sectors, transforming the way developers, contractors, installers, home owners and distributors meet emerging environmental standards.

vent.info@domusventilation.co.uk

New Wilo-Yonos PICO launched



Wilo has launched the new generation of the Wilo-Yonos PICO. A range of new features has been added to this renowned circulator for residential buildings. With this new version, Wilo has succeeded in not only upgrading one of the most established products in the market, but also to an extent, it has been able to reinvent it thanks to new functionality and ease of use. As in the previous version, the outstanding Wilo ECM technology

performance is combined with a precise setting of 0.1m. In addition, energy consumption can be monitored continuously on the LED display. For more information visit Wilo's website.

01283 523000 www.wilo.co.uk

Instagram: Tony Dumble @unequaled_heating

Twitter: Peter Booth @pbplumber

YouTube: James Lawrence @plumberparts

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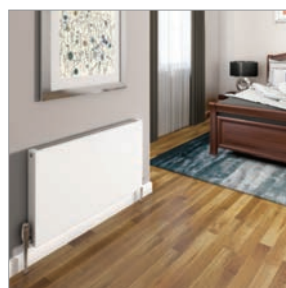
The Varme brand covers our comprehensive range of underfloor heating and associated products, from the traditional electric cable and mat kits, to our wide range of water based systems including the new state of the art low profile water based Aqualay system.

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In ordinary stoves, air comes up beneath the fuel, so that smoke, heat and waste gases are thrown from the top of the fuel into the chimney. The Yorkshire Stove from **Dunsley Heat** is different – air enters above the fuel, sweeping in front of the window, forcing smoke down into the hottest part of the fire and on into a refractory-lined 'afterburn' chamber. Highly turbulent air is introduced to the hot smoke, which ignites generating temperatures of up to 1,100°C. The result is not just near-zero smoke emission, but greatly improved efficiency, virtually instant controllability and a truly astonishing swirling flame pattern.



Replacing old Compact radiators with shiny new replacements has never been simpler according to **Stelrad Radiators**.

Installing Stelrad's range of Compacts with new premium panel radiators is very straightforward with the new radiators having the same fitting instructions as the ones they replace.

Stelrad offers a 'one stop shop' for radiators, so take a closer look at the website to find the widest range of designs and sizes, available from stock with delivery to your merchant in 72 hours.



Capital Fireplaces stunning, contemporary new range of conventional flue inset gas fires comprising sleek design features with a high definition log effect fuel bed, large glass picture window, a choice of reeded or black glass interior chambers and programmable remote control. Capital Fireplaces was established more than 25 years ago to manufacture and supply high quality, elegant and affordable fireplaces crafted from natural materials. Since then the company has expanded and developed to become one of the leading UK suppliers of high quality fireplace products. Visit the Capital Fireplace website to request a brochure.

Panasonic wins Environmental Project of the Year



The Greystones Marina Village which features **Panasonic's** Aquarea Heat Pumps has won the ACR News Environmental Project of the Year award. This multi-award-winning project is a shining example of an eco-friendly, efficient and sustainable new housing development. In awarding this

prize, the judges recognised the sustainability and high efficiency of the Panasonic Aquarea Air to Water H Generation Heat Pumps that were installed in the 358 dwellings on the development. The Panasonic Aquarea heat pumps are a prime example of how new housing developments can offer a fantastic green, efficient and cost saving solution.

www.aircon.panasonic.eu

Electrorad takes radiators to new heights



In addition to updating and expanding its Vanguard range of aluminium electric radiators, **Electrorad** has launched a new state-of-the-art Vanguard Eco-smart range that is one of the first to have voice control compatibility with the Amazon Alexa. Both ranges are fully compliant with Lot 20 legislation that took effect 1st January 2018. Vanguard and

Vanguard Eco-smart offer a wide choice of outputs in 750w, 1200w, 1500w and 2000, and being fully Lot 20 compliant, they feature a number of energy saving controls. These include Virtual Open Window Sensors and Adaptive Start Control that helps radiators learn when to switch on in order to achieve optimum household comfort.

www.electrorad.co.uk



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Jan Hansen
Sales Director



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Abacus display new innovations at KBB



Abacus Bathrooms have long been noted as a technical expert in the bathroom industry. Abacus Bathrooms and Elements Wetrooms brands will feature at KBB 2018 and one example of the company's design innovation is the new Infinity Single-Fall wetroom shower tray.

Designed to enhance the Elements wetroom range, the Infinity Single-Fall shower tray is the only product of its kind on the market today where the one-way fall of the tray and drain are fully integrated and waterproof. A must for all basin and furniture installation being showcased at KBB is the unique patent-pending Modul Basin Fixing Frame.

www.abacus-bathrooms.co.uk

KBB Birmingham stand no E78

Dallmer showcases drainage solutions



Hoping to repeat the success of its previous appearance at the venue, **Dallmer** will be showcasing its industry leading floor drain solutions at KBB this year. The commercial and top end residential manufacturer's stand number G75 will provide specifiers and installers, as well as other customers, with the chance to view its renowned DallFlex and recently revamped CeraLine series of products. Dallmer sets the standard in terms of quality and flexibility, facilitating the installation of stylish

showers and wet rooms for such situations as hotels, swimming pools and other leisure destinations, as well as luxury homes and medical facilities.

01787 248244 www.dallmer.com

KBB Birmingham stand no G75

Get the heads up on intimate care



Closomat are enabling housebuilders and housing providers to take advantage of a uniquely 'fit and forget' solution, that offers optimum flexibility for lifetime accessibility and support stylishly. Closomat's top-selling range of wash & dry toilets offer floor and wall-mounted options in WC provision that obviates the need,

potentially, for care support in intimate cleansing, and delivers enhanced hygiene. The company's range of bathroom accessories including hoists, washbasins and shower seats- bring a sophisticated ambience to a functional room that addresses even the most severe disability needs.

0161 969 1199 www.clos-o-mat.com

KBB Birmingham stand no D110

BLANCO's new products showcased at KBB



As a world leading manufacturer of sinks, taps, hobs and extractor hoods for domestic kitchens, **BLANCO UK** is well known for design flair and high quality products. Inspired by its German pedigree, BLANCO UK will be showcasing its new brilliant designs at KBB 2018. With sinks and taps in a range of

materials, such as stainless steel, Silgranit® and ceramic, and extractor hoods, KBB will see a selection of new products made from the finest quality materials being exhibited by BLANCO UK. BLANCO UK will be giving live demonstrations of kitchen sinks, taps and induction hobs at KBB to highlight the functions and aesthetics of new products.

www.blanco.co.uk

KBB Birmingham stand no I100

Back to nature for CRL Stone at KBB 2018



Stand F85 at KBB 2018 will have a distinctive natural feel, as **CRL Stone** launches a range of new colours into its CRL Quartz and Ceralsio collections. Visitors to the NEC in Birmingham will be among the first to see 11 new colours in the manufacturer's popular Ceralsio ceramics and CRL Quartz ranges, all influenced by striking natural materials including marble and granite. The Ceralsio collection is enhanced with Ceralsio Statuario which has a distinctive grey veining on a crisp white background, Carrara Vagli with a grey and gold vein that emulates the look of marble from the Tuscany quarries, Pietra Grey with subtle white veining and Ossido which replicates the industrial look of oxidised steel. With just as much versatility and the same high-functioning qualities, the CRL Quartz range is also set to be extended at KBB 2018, with the introduction of seven new colours in two thicknesses. Taking its influence again from the trend towards natural stones, these new additions to the collection offer all the beauty of materials such as marble and granite while being extremely simple to care for and designed to last a lifetime. Highly durable, non-porous and easy to care for, both CRL Quartz and Ceralsio are ideal materials for the kitchen and bathroom making them certain to be a highlight of KBB 2018.

01706 863600 www.crlstone.co.uk

KBB Birmingham stand no F85

Mirka brings its full toolkit to KBB



Mirka UK will be focusing on dust-free innovation, efficiency and versatility at KBB, presenting visitors with a wide range of abrasives, tools and kits on its stand T75. The products on display have been designed and developed to offer increased productivity and a consistent high-quality finish, while also allowing businesses to control costs and look after the health of their workforce. The Mirka tools include the Mirka® DEROS, Mirka® PROS DB air sander and Mirka® AROS battery sander, spearheaded by the new Direct Electric Orbital Sander (Mirka® DEOS) that has been designed to get closer to the surface, easily accessing hard to reach areas and delivering a flawless smooth finish quicker than other sanders. In addition, it is the only electric orbital sander on the market that has been optimised for net abrasives by incorporating more than 45 holes in the pad. To complement the tools, a comprehensive range of abrasives will be on offer including Abranet Max belts, which deliver a high cut rate to achieve efficient sanding on a variety of applications including soft and hard wood, primer, lacquer and soft and resinous materials, and Goldmax belts that have been designed for long, narrow and wide belt sanders designed for paint and lacquer sanding.

01908 866100 www.mirkaonline.co.uk

KBB Birmingham stand no T75

SHOW PREVIEW



A WORLD OF INNOVATION

Celebrating its 32nd anniversary year, kbb Birmingham, the largest and most established kitchen, bedroom and bathroom event in the UK returns to the NEC, Birmingham from 4 - 7 March 2018.



Following the success of the last show's Future theme, kbb continues to predict forthcoming trends and challenges facing the UK KBB community – in partnership with AMA Research.

Bringing you a world of innovation for a world of change, kbb Birmingham will manifest four challenges and trends in each feature across the four day event, providing innovation, inspiration and insight to help businesses grow in such a fast paced industry.

The four trends are:

- **Society:** Evolving customer behaviours alter the meaning of lifestyle design, e.g. DIY conscious early adopters outsource cutting edge design and smart space innovations, fuelling the installer skills shortage. Conversation to be led by Franke.
- **Smart Technology:** Be it future or fad, 'smart' is creating new possibilities for those on either side of the debate. Virtual reality for example is transforming showroom buying behaviours and voice recognition is modifying our use of space. On the other side of the argument, reactionaries revert to traditional kitchen and bathroom design.
- **Disruption as Opportunity:** 'Disruptors' change the construction landscape, paving the way for new design opportunities, e.g. uncertainty surrounding Brexit stimulates a stagnation in house prices, driving a growing refurbishment market fuelled by mature, equity rich homeowners undertaking big ticket kitchen and bathroom projects. (Conversation to be led by Novy.)
- **Materiality:** UK consumers continue to become more knowledgeable and demanding for higher quality products and materials, e.g. worktops continue to dominate the kitchen furniture market, calling for innovation and

diversification within the surfaces sector.

(Conversation to be led by Carron Phoenix.)

Returning again this year, The Innovation Awards, in partnership with Blum UK, aim to discover and celebrate brands that are producing products, methods and ideas that align with the themes' four trends – helping to shape the future of the industry. The award entries will be judged by an esteemed panel of judges. The winners will be announced at the show, allowing visitors to cast an eye on the innovations.

This year's Retail and Design Conference, held by kbbreview, will provide practical advice for businesses to grow in an industry that is forever changing. The discussions and panels will combine topics such as: how to survive a recession and come out stronger, the latest material and colour trends according to Formica Group's 'Future Vision', as well as constructive 'how to' brand solutions. More topics will be announced closer to the show.

kbb Birmingham 2018 will also see the return of many industry leading brands, as well as exciting new exhibitors including: Smeg, Dansani, Novy, Franke, Samsung, Uform, Carron Phoenix, Rot Punkt, SCHOCK, Astracast, Cambria, Scavolini, Nobilia, Caple, Blanco, Sensio, Perrin & Rowe, Hettich, Impey and Villeroy & Boch.

Jon Johnston, event director for kbb Birmingham commented: "I'm really looking forward to another successful year at kbb Birmingham, and particularly how the community will explore and learn from this year's theme. We're welcoming a range of new and returning exhibitors, all of which will showcase a high calibre of products, methods and ideas. I would recommend visitors try and spend more than one day at the show."

To register for your ticket, and for more information about the show, visit WWW.KBB.CO.UK

Full steam ahead at KBB



Steamist, which supplies bespoke, luxury steam rooms, showers and saunas to the residential and commercial sectors, can be found on Stand B50 at this year's kbb show in Birmingham. The event offers Steamist the opportunity to demonstrate its steam shower in the Total Sense Steam Cabin to potential specifiers and installers. Visitors will also

get the chance to look at the ShowerSense, which enables the user to employ up to three separate outlets. Then the luxury extras include the ChromaSense Lighting option which lets the bather switch between six colour enhancements. Steamist's TSC-450, meanwhile, offers the ability to select music/audio via Bluetooth and Wi-Fi enabled devices.

023 8058 3666 www.steamist.co.uk

KBB Birmingham stand no B50

Meet the kitchen specialists' choice



You may already know **Keller Kitchens** for high quality, Dutch fitted kitchens. In the Netherlands, where the company produces around 2,500 kitchens every week, the 80-year old company is big news. Big as in '559,741 sq feet of state-of-the-art production space' big, earning Keller a place in the top ten

biggest European manufacturers. That's huge. Here in the UK, the brand has been building its profile and reputation with leading independent kitchen specialists. Preferring to sell via skilled kitchen professionals, who know their audience and area, Keller Kitchens has a growing network of UK stockists tuned into the company's Dutch-built quality and expertise.

www.kellerkitchens.com

Abode Althia Single Lever kitchen tap

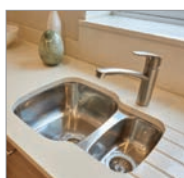


The tall, slim **Abode Althia Single Lever** is a kitchen tap with personality, especially with its six 'on trend', up-to-date finishes. It provides attributes to give the sink and preparation areas a very modern and practical look. This slim single lever tap teams refined slim handle styling with a

stunning curved spout shape. Creative and stylishly designed, the Althia is a tap of great value for money, to stand out from the crowd! Althia comes in Urban Copper, Rose Gold, Matt Black, Graphite, Chrome and Brushed Nickel finishes and a minimum 0.3 bar pressure is required. To find out more information please contact Abode or visit the website.

01226 283434 www.abode.eu

Hat trick for Reginox at luxurious developments



Sinks from **Reginox** have been installed at three Jones Homes luxury developments across the North West. Nebraska sinks from Reginox's Elegance range have been undermounted into striking white granite worksurfaces at Backford Park and Bollin Park, where the sink beautifully juxtaposes the linear design of pale grey kitchens. At Kingsfield

Park, Reginox's Le Mans sink from the company's Comfort range has been inset within wood effect worksurfaces that perfectly complement the development's high gloss white kitchens. Both Nebraska and Le Mans are manufactured from high-grade stainless steel and feature a 1.5 bowl design, allowing plenty of room for washing up larger items.

www.reginox.co.uk

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SMART AS A BUTTON

Gavin Williams of Hamilton Litestat explores the numerous benefits and growing affordability of smart lighting.

Smart controls and home automation systems have become hugely popular, but many can also require huge budgets to implement. However, as new technologies become increasingly accessible, it's now easier and more cost-effective than ever to incorporate these technologies on a budget, providing new developments the extra 'wow' factor while appealing to the energy conscious.

Smart technology and devices have become everyday essentials for many in today's 'always connected' life, enabling people to do whatever they want, whenever and wherever. House buyers are always looking for extra or special features when making their purchase, and technologies such as smart lighting are delivering just that.

This technology doesn't need to cost the earth, however. 'Off the shelf', easy to install lighting control solutions allow the user to create, store and easily recall lighting scenes at the touch of a button, or with the swipe of a finger.

An increasing market demand for smart controls have been prominent in recent times, often thanks to changing lifestyle choices. Lighting and audio controls are seen as a luxury item with a very high perceived value.

Yes, you need a light switch in a room, but having lighting control is a whole new level that's extremely desirable. Also, by including multi-room audio, you are giving the home-owner a total lighting and sound package.

KITCHENS

One such change in lifestyle choices is the increasing use of smart lighting within the kitchen environment. The function of this space has evolved from solely a meal preparation area to a multifunctional space, and the hub of the home. The kitchen/diner has become more open plan and is now an area for entertainment and relaxation.

Rather than being just an afterthought, lighting design has become a far greater consideration in the kitchen during recent

years. Now it's expected that the increasing use of smart controls will allow users to effortlessly convert the space from one function to another. For example, when preparing food, a specific lighting scheme ensures that bright LEDs are focused on the work surfaces for precise tasks such as knife work. Then, with the flick of a switch or the swipe of a button, the lighting can be transformed for relaxed dining.

PERSONALISATION

With the option to create multiple lighting scenes, popular tasks can have their own settings, such as children doing homework at the breakfast counter, or reading in a comfortable chair.

Additionally, with a DMX option, an RGB colour wash can work as accent lighting to highlight key features, or can be used throughout the space to make it a more relaxing and welcoming atmosphere for guests. Full personalisation means that the lighting can be adapted to any time of day, occasion or mood.

This level of control is becoming

increasingly popular as our living spaces turn into 'smarter homes'. Taking that one step further is multi-room audio, allowing for the easy streaming of music across multiple rooms.

PLATES: NOT JUST FOR THE KITCHEN

The focus on customisation and aesthetics will make control panel and plate design vitally important. The average homeowner is becoming more tech- and style-conscious than ever, with greater movement from standard fittings.

Smart lighting control is a great way to enrich the experience within a property, giving homeowners fantastic functionality that can be controlled via touchscreen controllers or with a mobile tablet using a downloadable iOS/Android app.

ENERGY SAVINGS

Not only does functionality appeal to today's homeowners, but the demand for energy efficient properties is on the rise. By dimming lights throughout a property, lighting control can offer vast energy savings of up to 80 per cent.

Savings of between 20-30 per cent can be achieved by dimming the LEDs alone, with further savings of around 50 per cent possible by using PIRs to turn off lights when a room or area is not in use.

A soft start dimmer can offer even more savings by extending the typical 25,000 hour life of an LED lamp. By making current switching smoother and reducing the lamp temperature, lamp failure is reduced along with maintenance requirements.

Gavin Williams is marketing manager at Hamilton Litestat





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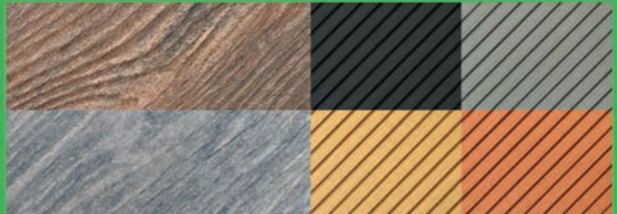
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<p>The permanent way to maintain neat edges for lawns, paths, flower and vegetable beds</p> <ul style="list-style-type: none"> Flexible 1 metre lengths Maintenance-free Will not rust Just mow over for perfect edges 	<p>The efficient option in flexible steel edging for larger projects</p> <ul style="list-style-type: none"> 2.5 metre length for quicker installation Fewer joints for unobtrusive, cleaner edges Deeper, wider spikes for extra stability Heavy duty 2.5 mm thick galvanised mild steel will not rust 	<p>When a deeper and more robust edge is required we recommend the Titan system</p> <ul style="list-style-type: none"> 2.5 metre lengths 2.5 mm to 6.0 mm thicknesses Made to order in various depths 	<p>The rings are assembled by securing two simple coach bolts at each overlap to achieve a neat and clean circle to go around trees and shrubs</p> <p>Supplied:</p> <ul style="list-style-type: none"> 600 mm 2 piece, 900 mm 3 piece, 75 mm & 125 mm depths Bespoke rings can be supplied upon request 	<p>These rugged planters can be made to order</p> <ul style="list-style-type: none"> Cor-Ten (as shown above) Weathered Steel Hot Dip Galvanised Powder Coated



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When designing or building a high quality house, it's important not to make the mistake often seen across some of the wealthier areas of the country – that's to overlook the simplest, but most visually effective sales item, the landscaped garden lawn.

When someone decides to invest their wealth in a new build property, they expect every aspect of its design to have been planned and executed properly to ensure it is fit for purpose, and that includes the garden landscaping. They are choosing a house that will reflect the latest in modern lifestyle and modern thinking – and that's why a quality house without a quality lawn is a big mistake.

First, let's forget any bad press the lawn may have had in the past decade or so. All the main horticultural organisations and gardening media now agree that not only do British people still love their lawns, but they need them too. Harnessing this enthusiasm can be key to a successful development.

Remember the market: well-informed people are a sector of society that can afford the expenses of more environmentally aware living, and are people who like to boast about their responsible purchasing principles. This is a gift to the enterprising builder!

SALES BLURB

What is your sales brochure going to say about the landscaping? If you go to the effort of laying a decent lawn, but then fail to include these USPs in your sales blurb, you're missing out on vital advertisement.

For example, as acknowledged by the Royal Horticultural Society, the quality lawn in a new property will:

- Keep your garden cooler in hot summers
 - Prevent localised flooding by maximising rainwater drainage
 - Impress visitors with the rich selection of colourful bird and insect life it attracts
- Also remember to add: "It's also easy to look after and provides simple, soothing colour all year round."

That's still only half of the story, however. To get a real edge on the competition you need to be able to boast a well-designed lawn, and you need to demonstrate that it is a quality lawn "built to last."

Now, unless you are landscaping a country estate, the difference in cost between a shoddily-laid lawn of poor quality turf and that of a high quality garden, is minimal. But, even if it were to double the cost, being able to cite the species of grass, the nature of the ground preparation and the reason for the shape of the lawn in your sales blurb will make a huge positive impression on your highly discerning buyers. So, bearing all that in mind, here's how you do it.

LAWN STARS

Lawn expert David Hedges-Gower reveals how builders and gardeners collaborating can make all the difference when selling top quality homes.



DESIGNING THE LAWN

Normally carried out by the garden designer to a good standard, there are a couple of things to remember when designing a lawn. One, it helps if the lawn is flat and free-draining, and thought must go into water run-off areas, drainage interceptions or diversions. Two, trees and lawns rarely go well together (apart from both saving our environment), so design the lawn around any existing or planned trees.

PREPARING THE SITE

Most people won't think about soil type unless a garden designer or landscaper of note is brought in. However, ensuring the sub-base has a fall or is free-draining is essential now as most drainage (non-disruptive at least) needs to be done before the lawn is finished. Sub base materials are often there already, so creating falls on the sub base or adding drains can pay dividends.

CHOOSING THE TURF

What makes good turf? Is it the most expensive? The cheapest? The greenest? Nowadays many leading turf suppliers sell direct to housebuilders, which has established industry standards, so the days of buying something from a farmer by the side of the road have largely gone.

However, most turf comprises a blend of natural grasses including the new kid on the block, ryegrass. While not an invasive, like Japanese Knotweed, it still grows quite differently to our native species. Thankfully, good lawn practices will enhance the natural species and make the blend work well into the future.

LAYING THE LAWN

Preparation is key. Lay in a rush or in poor soil conditions and you'll get poor results. However, turf generally likes to be laid on the same day as it arrives. Left rolled up it can create a yellow, diseased mess which will struggle to come back to some form of life, if at all.

Special attention must be made to keeping the edges 'tamped down' to ensure they knit together well, and to using boards to ensure your feet aren't making depressions in the soft, fluffed up soil.

A pre-seeding fertiliser applied to the soil before the turf goes down will ensure greater root development. Also, make sure you've ordered more than enough turf to finish the job. There's nothing worse than running a little short!

FINISHING TOUCHES

Finally, one massively important tip: new turf needs regular watering. You should try to lay the lawn before you do all the final finishing and snagging.

This gives you time to organise a simple sprinkler system, and make sure turf never dries out until it has properly knitted with the soil below.

You might not go to this trouble with a standard house, but if you want to convince upmarket buyers of the lifestyle they're buying into, you need to show them a beautifully designed and laid lawn already looking vibrant and healthy.

It's the finishing touches that help sell real quality, and a landscaped lawn is such an easy one to get right, if you just make the effort.

David Hedges-Gower is a lawn care specialist

LEVATO MONO porcelain paver system

The Levato Mono porcelain paver system is the pinnacle of external raised flooring technology; enabling the specification of lightweight, slip resistant and attractive raised flooring solutions, combining incredible technical properties with uncompromising aesthetics; making them the ideal choice for commercial and domestic use alike.

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www.thedektileco.co.uk

t: 0845 2700 696 e: info@thedektileco.co.uk

Stylish Rainwater Systems Complement Unique Development

Cyden Homes engaged with national award winning architect, Jonathan Hendry Associates, to bring to fruition the innovative Par 3 in Humberston – a contemporary village development within a protected and managed environment.

Among the fairways of the former Humberston Golf Course, meticulously designed residences were constructed by Cyden Homes to take maximum advantage of the natural environment.

With the different styles and finishes to the houses, reflecting the surrounding natural beauty, it was important that the chosen rainwater system emulated the uniqueness of the buildings' exteriors.

"In respect of the guttering and down pipes, the architect had specified milled finish aluminium rainwater goods to go with the contemporary external design. Our fitter, John Gothorpe had dealt with Yeoman Rainguard previously and recommended we got in contact." Explained Peter Bond, sales & marketing director for Cyden Homes.

Yeoman Rainguard's SL Aluminium products were decided upon, in a milled finish, to complement the building materials used



for the development.

SL Aluminium half round 125 x 75mm gutters along with 75mm dia. down pipes were installed on the residences with Plain Cast Aluminium Hoppers added to some garage/out buildings.

Aluminium rainwater systems not only offer aesthetic advantages but are also easy and quick to fit saving on site installation times when fitting to multiple units.

Being a very durable product Rainguard SL Aluminium rainwater systems will offer a long and maintenance free lifecycle, added to the



fact that it is a 100 per cent recyclable material, it becomes an ecologically sound choice.

"The style of finish on Yeoman Rainguard SL gutters and downpipes has been well received by the customers as it is a 'noticeable' addition, helping to affirm the uniqueness of the development." Concluded Mr Bond.

For more information on Yeoman Rainguard SL Aluminium range, or indeed any of their products then go to Yeoman Rainguard's website or contact them by calling.

0113 279 5854 www.rainguard.co.uk



Clearstone resin bound – permeable solution for high water table

From the off-set rain water was prone to lay on the surface of the heavy clay soil at the site of a new build period style property in Sussex. The homeowners had decided they want a resin bound surface for its permeable properties – there are voids in the resin and aggregate mix which allows water to flow through – but on its own, would not solve the problem of standing water.

The builders onsite realised this and turned to the technical expertise of **Clearstone** to specify the correct sub-base to alleviate the problem. It was going to prove a big problem for the new homeowners if they stepped out of their front door into a giant puddle. It was determined that porous MOT type three and open grade asphalt would not be enough and in addition a combination of traditional drainage was need.

A capping layer over the clay base and a below ground perforated French drain to carry the water away into flower beds, was the correct set-up for the aesthetically pleasing surface dressing of resin bound aggregates, to create a free-draining elegant new driveway for the house. For more information, please call or visit the Clearstone website.

01273 358177 www.clearstonepaving.co.uk



The roofers best kept secret

The roofers best kept secret is finally out – Aquaseal Liquid Roof from **Everbuild** – **A Sika Company** is a new, 1-component, easy to use, all weather roofing system, ideal for waterproofing flat and pitched roofs.

Creating a solid waterproof membrane which covers the entire area without any seams, Liquid Roof is applied in two coats straight from the tin and has a moisture triggered curing system to allow fast curing. Liquid Roof is completely rain resistant after just 10 minutes and will even cure if a pool of water forms on top of it, perfect for the unpredictable British weather.

Suitable for use on a variety of substrates including concrete, mortar, brick and stone, Liquid Roof can be used on new roofs as well as refurbishing old.

Available in slate grey or black in 7kg and 21kg tins, Liquid Roof will leave you with a professional looking, fully waterproof roof in just five easy steps.

For further information on Aquaseal Liquid Roof or any other products from the Everbuild or Sika ranges, contact your local representative or call the sales office.

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GOING FOR GREEN

Peter Hughes of EverEdge discusses the rising trend of green roofs in UK developments, and the many benefits they can provide.

Green roofs are nothing new. People have been planting gardens in every nook and cranny from the moment humanity first discovered the joy of gardening. In cities across the world such as Paris, apartment blocks are filled with every flower, fruit and vegetable imaginable growing.

In urban locations, where space at ground level has always come at a premium, people have often looked for ways to indulge their love of green spaces. A green roof can supplement traditional green spaces without impacting or disrupting urban infrastructure. They also have a positive impact on the pollution levels in urban areas by improving air quality, and encourage greater biodiversity in cities by providing habitats for insects and birds.

More recently, there has been a large increase in enquiries for steel edging and

planters to create green spaces on the roofs and terraces of new build apartment blocks, offices and private properties. These spaces vary in size from a balcony with room for a single planter to 20 storey apartment blocks with space for a large communal garden. Green space seems to have gone from being a luxury in the city to a requirement.

Low maintenance planting areas are often the order of the day for office blocks, such as a simple row of planters that create a peaceful retreat for a company's employees. In residential developments, however, a more intensive design is often employed. This can mean incorporating shrubs, trees, walkways and seating areas, helping to create an oasis in the middle of even the most built up of cities.

Often a requirement for many customers, low maintenance products are important. Because of this, corten steel and hot dip

galvanised steel are often, although not always, specified ahead of a painted product. Corten steel is known as a 'weathering steel' – meaning the material is designed to rust, but not break down, making it a great finish for roofs. Once the rusty patina has formed, the rust becomes stable, and the planters require very little looking after. Protecting steel by hot dip galvanising it – covering the steel in a layer of zinc – also gives the desired effect of making it very easy to look after.

Both these finishes are simple and cost-effective, and can be combined easily with modern or traditional designs. As a material, steel is incredibly strong, which means that a thinner gauge can be used. This helps to reduce weight and maximise the space available for planting. Steel as thin as 3 mm is usually adequate for use in roof gardens.

A GREEN ROOF CAN SUPPLEMENT TRADITIONAL GREEN SPACES WITHOUT IMPACTING OR DISRUPTING URBAN INFRASTRUCTURE



Image supplied by Sky Gardens

The opportunity to beautify a building by either retrofitting an old building or designing in a green space on a new building is reason enough for many to go ahead with a project. However, the economic benefits of green roofs may be what persuades others to accept the initial outlay required. Some of the many benefits of a green roof include reducing energy costs by mitigating thermal loading in warmer months, and increasing the longevity of the roof by blocking UV rays. Combining these economic gains with the obvious environmental benefits of more green spaces has certainly led to the green roof becoming a 'must-have' for buyers.

Green roofs, although they have been around for hundreds or even thousands of years, seem to have suddenly caught the attention of housebuilders like never before. In the face of ever expanding urbanisation and with the ever growing need for new housing and offices, rooftops offer us a way to ensure we maintain our connection to the natural environment and help to protect our wildlife.

In the fast paced world in which we live, a little green oasis can give us the opportunity to stop, think and relax.

Peter Hughes is operations and marketing manager at EverEdge



THE OPPORTUNITY TO BEAUTIFY A BUILDING BY EITHER RETROFITTING AN OLD BUILDING OR DESIGNING IN A GREEN SPACE ON A NEW BUILDING IS REASON ENOUGH FOR MANY TO GO AHEAD WITH A PROJECT

Hambleside launches new roofing underlays



Roofing ventilation and accessories specialist **Hambleside Danelaw** has launched two new vapour permeable underlays for slate and tile roofs, the middleweight Danelaw LR135 and the premium Danelaw LR180. Both can be used for warm and cold roof applications, either unsupported, draped over timber rafters or counter battens or fully

supported over timber sarking and rigid insulation. LR135 and LR180 have been independently tested by the BRE for wind zone suitability and come with full BBA approval.

01327 701900 www.hambleside-danelaw.co.uk

Redland tiles top off development



The award-winning Crossway development in Widnes, Merseyside employs the revolutionary Innofix Clip developed by **Redland** and two of its tiles to achieve a weatherproof envelope in the shortest time possible. Developed for the entire range of Redland's concrete interlocking tiles, the Innofix Clip needs no tools at all and meets the

increased fixing requirements set out in BS 5534. The only tile clip that needs no hammer, Innofix is the fastest and easiest fixing on the market and up to 40 per cent quicker than using traditional nailed clips. They come ready to use in a unique magazine-style holder ensuring they are tangle-free and can be easily removed from the packaging with one hand.

01293 666700 www.redland.co.uk

Striking aesthetics with fibre cement slate



Marley Eternit's fibre cement slates are becoming an increasingly popular alternative to natural slate. Quick and easy to install, the lightweight properties of Marley Eternit's fibre cement slates makes them ideal for use in both traditional and offsite housebuilding. The

slates can be easily dry scored and snapped on site, cutting waste and reducing dust. All of Marley Eternit's fibre cement slates can be purchased on their own, or as part of a full roof system, including battens, underlay, fittings and accessories, ensuring compliance with BS 5534 and BS 8612, backed up with a 15 year system guarantee. All fitting and installation instruction guides are available online or by brochure request.

01283 722588 www.marleyeternit.co.uk/Roofing/Slates

Westminster Slate works in Wisbech



Carpenter Steve Jackson chose Westminster Slate, the latest tile from **Redland**, when he built his own four-bedroomed house on a plot at Christchurch in Wisbech, Cambridgeshire. A large format interlocking clay tile, the Westminster Slate has a hidden cut-back interlock and a finely

tapered leading edge that makes it appear exceptionally slim. It's raised nail holes and custom-engineered head enables it to be installed on roofs with pitches as low as 17.5°. Although it offers the quality and good looks of traditional clay tiles, the Westminster Slate is more cost-effective because – thanks to its size and interlocking design – only 10 tiles are needed per square metre, rather than 60 traditional clay plain tiles.

01293 666700 www.redland.co.uk/westminster

Residential Developer leads on safety with Kidde

Thakeham, one of the leading residential developers in the South East, ensures peace of mind for its customers with Kidde's Firex mains smoke and heat alarms, and Kidde carbon monoxide alarms, all interlinked for whole-home safety.

Thakeham Homes, part of the Thakeham Group, delivers a range of new homes including bungalows, apartments and houses in sought after locations throughout Surrey, Sussex and Hampshire. Thakeham is proud of its exceptional attention to detail, particularly when it comes to safety.

A Thakeham spokesperson commented: "We specify Kidde Firex smoke and heat alarms, alongside Kidde's 4MCO carbon monoxide alarms, for all new homes. These interlinked products provide an integrated alarm system, meeting all our technical requirements from a single manufacturer.

"At Thakeham, we aim to exceed minimum standards and regulations. A working chimney will be installed with a solid fuel appliance – along with a CO alarm to meet current Building Regulations. We also ensure a CO alarm is positioned in the proximity of any gas boiler, as an extra precaution. We insist that all the alarms



– including CO – are mains powered, interlinked and have battery back-up to give our home owners real peace of mind should the unthinkable happen".

The latest generation of Firex smoke alarms offers Standard, Long Life and Rechargeable battery back-up versions of each sensing technology, giving nine options in all. And it costs less than £1 per year to operate a Firex alarm – a major benefit for householders.

Kidde's Firex range can also be interconnected with the company's hard-wired carbon monoxide alarms using the unique 'Smart Interconnect' feature to create a comprehensive system for whole-home protection. Crucially, all the interconnected alarms have different, distinct alarm sounder



patterns for carbon monoxide and fire, supported by different display messages on the digital 4MDCO model. So, without the need for any further operation of the system – such as remote switches – Smart Interconnect automatically alerts occupants of the specific hazard that confronts them.

Kidde Safety Europe is one of the world's leading manufacturers of smoke, heat and carbon monoxide alarms. As a member of the United Technologies Corporation (UTC), Kidde sits alongside iconic brands such as Chubb fire and security systems, Carrier heating and air conditioning, Hamilton Sundstrand aerospace systems and industrial products, Otis elevators and escalators, Pratt & Whitney aircraft engines and UTC Power fuel cells.

For more information on Kidde product ranges, call or visit the website.

03337 722 227 www.kiddesafetyeurope.co.uk



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Encasement's simple solution to conceal fire sprinkler system pipework

Where fire sprinkler systems are being installed or retro-fitted in tower blocks and flats, Encasement's 'Versa' pipe boxing range provides the perfect cost effective solution for concealing sprinkler pipework.

Manufactured from pre-formed FSC® certified plywood and pre-finished in a durable white melamine, Versa 'L' shaped boxing is available in either 5mm or 8mm thicknesses for use within flats and communal areas, such as stairs and lift lobbies where sprinklers are required. Versa boxing can be used with standard sprinkler heads or concealed 'pop-out' units with cover caps.

Available in a wide range of sizes, Versa sprinkler pipe boxing helps save on installation time, as there's no need for fabrication or painting on site. All that's required is for the boxing to be cut to length and holes drilled for the sprinkler heads before securing to the wall or ceiling.

Encasement's Managing Director, Martin Taylor, commented "Our fire sprinkler boxing has already been installed on a large number of number of high rise refurbishment projects, where pipework and sprinklers need to be



concealed for both aesthetic and practical reasons. Not only are they cost effective and easy to install, but Encasement also holds a full FSC® 'Chain of Custody' certification, which certifies that our products are manufactured from sustainable timbers. This means that

local authorities can meet their compliance obligations under UK government procurement guidance."

01733 266 889 www.encasement.co.uk

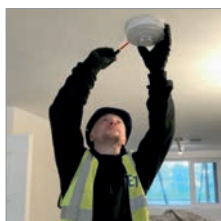


Door closer enhances high-rise fire safety

British designed and manufactured, Powermatic controlled, concealed door closers, from **Samuel Heath**, are gaining increasing popularity in both public and private housing sectors for use on fire doors in high-rise flats and apartments. The door closers carry the CE mark and have been independently tested and proved to meet the requirements for one hour and half-hour fire doors under BS EN 1634-1. They also offer operating efficiencies that facilitate compliance with accessibility requirements. Available in standard and Free Swing models, Powermatic door closers deliver additional benefits for flats and apartments thanks to the fact that they are totally concealed when the door is closed. This helps retain the aesthetics of interiors and assure a less institutionalised, more homely feel. Concealment also reduces the risk of the door closer being damaged through vandalism, misuse or tampering, which could render a fire door useless. It also means less maintenance call-outs and continued fire safety.

0121 766 4200 www.concealeddoorclosers.com

Building firm insists on Aico Smoke Alarms



E7 Building Services fits **Aico** Smoke Alarms solely throughout all residential properties as it considers them to be "the best and most reliable equipment on the market". Aico's Ei160e Series delivers the highest level of protection for BS 5839-6 Grade D applications, Ei160e Optical and Heat Alarms are resistant to false alarms, easy to install, attractive with their clean, modern design and are fully compatible

with existing Aico alarms and accessories. The Ei160e Series alarms are also compatible with RadioLINK+ technology for whole system data extraction and wireless alarm interconnection.

enquiries@aico.co.uk

Raw beauty from Osmo...



Osmo UK, the eco-friendly wood and finishes experts, offers Polyx-Oil Tints Raw, a lightly tinted protective finish that provides an original, untreated appearance for wooden floors. Desired by many homeowners, this finish not only creates a sought-after look, but also protects the wood's surface. It retains the natural beauty and character of the wood in a perfect way. Easy to use and apply, Polyx-

Oil Tints Raw is the ideal product for customers who wish to retain the wood's original look. By accentuating the natural colour and grain of the wood, the surface appears as near to natural as possible. Finishing your floors with Polyx-Oil creates a durable and water and dirt resistant surface.

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HIGH AND DRY

Darren Hook of English Heritage Buildings takes a look at the numerous benefits of dry materials such as timber, as opposed to more traditional methods.

As technology improves, there are an increasing number of construction offerings available. The industry is constantly on the lookout for faster, smarter and more economical approaches, while also keeping an eye on their environmental credentials.

Dry build constructions are becoming an ever-more popular alternative traditional building methods. The concept itself is not new, but the implications and benefits have only recently started to be fully appreciated.

With the housing market growing across the board, and an increased need for affordable housing, the need for better building options has never been greater.

The concept is simple: a dry build engages the same fundamental methods as traditional brick and mortar building, but utilises different materials. 'Dry' materials include timber, gypsum board and plywood. When used instead of traditional moisture-retaining materials such as concrete and plaster, the impact on build time, finances and eventually energy efficiency are incomparable.

Wood has a physical quality not available in man-made materials; it provides sound insulation, keeps interiors at a constant temperature and, surprisingly, offers more safety in the case of a fire. It also provides an infinitely malleable and multi-functional surface, affording designers almost

unlimited freedom in their work.

The construction system itself is also much more versatile and fast. In fact, construction time can often be cut by up to half when compared to traditional wet construction using bricks and blocks. The implications for housebuilders are immeasurable, as earlier occupancy means earlier income, and bespoke projects can take place with minimum impact and fuss.

The dry build technique also requires much less water, and generates minimum construction waste, making much less of an impact on the local environment.

Not only does a dry build reduce waste and time commitments, the materials used are also cost-effective, more durable,

DRY BUILD CONSTRUCTIONS ARE BECOMING AN EVER-MORE POPULAR ALTERNATIVE TO TRADITIONAL BUILDING METHODS



DRY BUILD CONSTRUCTION IS A WELL-KNOWN PHENOMENON, BUT IT IS STILL LARGELY UNCOMMON

stronger, lighter, and more adaptable, leading to greater flexibility in construction design.

When it comes to financial benefit, the real cost-effectiveness relies on key features such as speed of installation, as well as being low maintenance and easy to repair. The materials are easily optimised, so there is minimal wastage.

Dry build construction is a well-known phenomenon, but it is still largely uncommon. In most situations its purpose is not to replace traditional wet methods, but complement them and create an alternative for builders. When it comes to developing and building aesthetic new homes, dry build is becoming an increasingly popular alternative.

Darren Hook is managing director at English Heritage Buildings



West Port doors last 40 per cent longer

FD30 fire doors from bespoke timber experts **West Port** have been proven to withstand fires for 40 per cent longer than the legal requirement. To achieve an FD30 rating, products have to hold flames at bay for 30 minutes. Subjected to rigorous testing by both Cambridge Fire Research and BRE, West Port's door managed to withstand temperatures in excess of 800 degrees Celsius for 42 minutes 7 seconds, or 40 per cent longer. Ken Mercer, West Port Commercial Sales Director commented: "After the terrible tragedy at Grenfell, fire safety is being talked about more than it has for decades. It's clear that for far too long, attitudes towards fire safety have been too lax, and it's the responsibility of everyone in the construction industry to help ensure nothing like this happens again. At West Port, we treat fire safety with the utmost seriousness – and our fire-rated products are among the most robust and reliable in the industry. We treat 30 minutes as a bare minimum, not a target – and because of that, we're delighted, but not surprised, to see our product perform so well in testing."

01900 814225 www.west-port.co.uk



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For further information please contact Gary Gooch or Nick Whittle on 01403 782600 or e-mail info@targettimber.com

Target Timber Systems Ltd, 29 High Street, Billingshurst, West Sussex RH14 9PP

www.targettimber.com

Protect Membranes used in Europe's largest certified Passivhaus affordable housing scheme

Protect BarriAir, the air barrier membrane with vapour control properties has been used throughout a 68 home residential housing scheme at Saffron Acres in Leicester, achieving stringent levels of airtightness to meet the Passivhaus standard.

Used within a community-led initiative undertaken in collaboration with emh Group, Westleigh Partnerships Ltd and Saffron Lane Neighbourhood Council with consultation by Encraft, BarriAir was specified to ensure an airtight timber frame structure within a well-designed living space.

A former derelict site regenerated to address the shortage of affordable housing, Saffron Acres is the winner of the 2017 East Midlands Residential RICS Award and also the largest Passivhaus affordable housing development in Europe. Achieving certification in 2017, all 68 timber frame designed plots were awarded the standard, creating an environmentally friendly place to live.

Kyle McCabe, Assistant Site Manager at Westleigh Partnerships Ltd, commented, "The BarriAir product from Protect Membranes has delivered outstanding performance at our Saffron Acres development and testing was a



key contributor to improved airtightness, resulting in the last home tested achieving 0.22 ach⁻¹ at the first time of asking. The product was very reliable and good to work with, helping the scheme to achieve Passivhaus standard."

Protect BarriAir is a high performance construction membrane for walls and ceilings, offering a significant reduction in air leakage, helping to meet Building Regulations and airtightness standards. Also offering vapour control properties, Protect BarriAir is installed on the warm side of the structure, adjacent to the insulation, offering reduced heat loss and convection flows to improve thermal performance. BarriAir is available with



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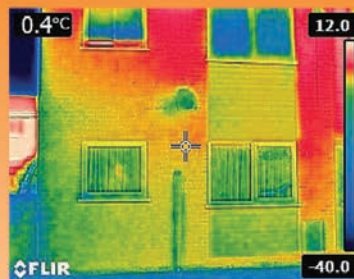
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SECOND GENERATION COMPOSITE WINDOWS



Minimal sash

The inward opening sash of the Futura+i is super slim and does not rise above the slim 53 mm external frame.

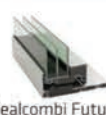
Even with this slim design Idealcombi Futura+i is still boasting great u-values as low as 0.74 W/m²K for a triple glazed window.

Freedom to design

With the slim 53 mm frame design you have the option of combining outward opening Futura+ windows and inward opening Futura+i without compromising the aesthetics of your project.



Idealcombi Futura+



Idealcombi Futura+i



Idealcombi Frame IC



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