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IBB Polish Building Wholesale

# BUILDER

MAGAZINE

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### IBB POLONIA LONDON VC

- 9 wins in a row

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# LONDON





**ibb**  
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IBB Polish Building Wholesale  
**MAGAZINE**

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Who we are ... what we do ...

FROM EDITOR



Welcome to the premier issue of IBB Builder. New Year 2016 has arrived and as it is a good time for new commitments IBB Polish Building re-activated previously edited newsletter Polish Builder by giving it a new boost and upgraded it to IBB Builder company magazine. In this first issue, we are concentrating on the presentation of our mother IBB Polish Building Wholesale as amongst 10,000 customers, 5,000 registered businesses and in 3 busy branches there are our readers, but not only. Taking into account a fierce competition in the construction magazines sector, we decided to attract new readers by improving accessibility and adding digital and mobile app version.

In this first special issue, we would like to share with you some IBB highlights, like new special prices, mobile estimation app, Java version of IBB Estimator, products comparisons or IBB Polonia London Volleyball Club. Keep your eyes too on IBB website that will be redesigned this year. To finally say goodbye to the year 2015, I cannot mention the success of IBB as the most cost effective building merchant, which was appreciated by the prestigious 2015 Construction & Engineering Award. We are pretty proud of it.

Coming back to IBB Builder, the magazine is also the wealth of practical and theoretical guidance and is laid out in sections which can be kept for future reference. The regulars here are Building Technologies, Estimations, Building

Regulations or Education. In this issue, we discuss Health and Safety- Construction Phase Plan or the GRP flat roofing system technology. The magazine also features the excellent guide of IBB Estimator. Our cover story this month is also the digital construction as in this direction IBB Polish Building Wholesale is evolving. We will be focusing too on contractor and property developer issues and this time we introduce readers to land and property auctions. Each month, we would like to explore topics from construction sector that are important to our readers including regulatory and policy updates, but you will also find here pages with puzzles and humour. All this and more make up this first edition of IBB Builder. With final words here, I would like to take the opportunity to wish you all a prosperous New Year.

**Magdalena Rosól**  
Editor

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DEALS

## Construction businesses AIA tax savings reduced from January 2016

The Annual Investment Allowance (AIA) can be the huge benefit for businesses that pays a significant amount of tax on profits or invest in items known as 'plant and machinery'. The amount of the AIA will be reduced from £500,000 to £200,000 from the 1st January 2016 as stated in Summer Finance Bill 2015. The AIA provides the tax write off against the profits on expenditure incurred by the business. The 100 percent can be claimed on investments in equipment and developmental capital, on costs connected with alternations to buildings to install plant and machinery, on fixtures like fitted

kitchens, bathrooms or upgrades on integral parts of buildings. However, there are certain exceptions (for instance cars), and the transitional provisions will apply for the chargeable period that spans January 1, 2016.

The AIA can make a difference for construction businesses as it helps with cash flow because the full tax relief is available in the year items are purchased and it enables businesses to plan their spending on longer-term investments. More information about AIA is available on HM Revenue & Customs website.



## CSCS cards at risk of cancellation

CSCS agrees with the decision of Construction Industry Training Board (CITB) that there is a need to repeat 6,000 Health, Safety and Environment Tests. Passed HS&E Test is necessary to obtain the CSCS card. BBC and Newsnight investigation and reports in October this year exposed that candidates were offered test answers for special fees in testing centres across the country. As the fraudulent activities were confirmed CITB seeks to ensure that system will be effective and trusted again. In result, CSCS is currently informing the affected 6,000 cardholders that their CSCS card is at risk of cancellation. The cardholders must register within a month from notification to retake the HS&E Test and complete it within three months. CSCS

card will be permanently void in case of failure to follow the instructions. All retests will be booked through the CITB website and vouchers will be issued to cover the cost of retesting. There is CITB helpline on 03449944053 for cardholders affected by this decision.



## Have you taken advantage of the ladder exchange programme?

The Ladder Association in partnership with manufacturers and suppliers run The Ladder Exchange Programme till December 31, 2015. This initiative was originally launched by the UK Health and Safety Executive (HSE) and was taken over by The Ladder Association few years later. Despite the strong emphasis on Health and Safety rules, falls from height are the main cause of death in the workplace. HSE reports that over a four-year period, 36 people died falling from ladders, what is 24% of falls in construction and a third of those who died were painters and decorators.

Contractors are informed to carry on the regular checks on tools and equipment and to take a part in Health and Safety courses. The Ladder Exchange programme encourages the exchange of old ladders for new ones and aims to reduce the number of ladder-related accidents. This year edition was very popular as it offered the opportunity to stay safe on site and make savings. The old ladders were traded in the network of retail outlets throughout the UK.

The employer is responsible for the provision of proper tools, but the worker has to check the standard of a tool before use. The Ladder Association runs now the half-day ladder safety courses with HSS Hire Service Group Ltd and hopefully the year 2016 will see the return of the annual ladder replacement programme.







# THE CESAR anti-theft scheme

**Small tools theft is bringing significant losses for businesses as it slows down the project realisation and increases costs.**

The Construction Equipment Association (CEA) together with the Agricultural Engineers Association (AEA) promote the Equipment & Registration Scheme to the Construction and Agricultural Industry. The scheme was designed by Police, to provide the ways of identification for tools and plant. It is based on Datatag ID technology, and it enables Police officers to check the ownership of all machinery. Moreover for local authorities and government projects CESAR is obligatory.

As it showed to reduce the possibility of construction machinery theft and increased the numbers of the stolen property recovery, it was approved by the insurers. The most UK insurance providers require plant and machinery to be fitted with CESAR what also qualifies for insurance discounts.

Recently the CESAR scheme was extended to small tools and equipment through the new

Micro-CESAR identity system. Tools like drills or power saws are protected for life and tracked thanks to Datatag ID technology. Also, the unique radio frequency identification (RFID) tag plus registration label with a QR code are fitted. Furthermore, the Micro-CESAR System is also an excellent tool management instrument that helps construction businesses track tools on sites or access manuals through the QR code on mobile.

The identification of tools, plant and machinery, is through the individual ID plate, easily installed glass tag and Datadots® applied to all surface of a tool what is impossible for criminals to locate and

remove. Also, Datatag DNA is used, the latest advanced technology that can protect each piece of plant or machinery. The equipment is registered in the database, and UK Police uses hi-tech scanners to check the data and identify the owner.

The installation of the system is simple DIY and registration is online. It is a lifetime protection for equipment with no monthly charges or other costs. The Micro-CESAR system is available in registered dealers across the country.

[www.cesarscheme.org](http://www.cesarscheme.org)



**The construction sector is currently booming what will be visible in the major construction events, which provide the insight into the industry. Here is a selection of exhibitions worth attending in the first months of 2016 to discover the latest innovations, find solutions, improve knowledge or enhance business opportunities.**

## The UK Concrete Show

In February 2016 plan to be at the Europe's largest specialist concrete show- The UK Concrete Show. It is an extremely successful exhibition and premier event in the construction sector. The year 2016 edition comes to NEC Birmingham on the 17th and 18th February 2016, where over 200 exhibitors will present new products, expert's know-how and latest innovation to make building work quicker, more efficient and more profitable.

Visitors can look for an advanced technologies and services including decorative concrete, mortars, tools and equipment, sealants, grouts and many more. Top construction companies attend the show every year as it gives the possibility to see 'The whole of the concrete industry under one roof'. Visitors can make new contacts and find new opportunities for their businesses but also attend training courses and seminars to improve skills and work techniques.



The full list of seminars is available online and include such as '20 Steps for Successful Floor Slab', 'How to pump concrete successfully and safely', 'How to select the right fibre for your job

and ensure you get the right result'. This show brings the industry together so plan to be there.

[www.concreteshow.co.uk](http://www.concreteshow.co.uk)



# ECOBUILD



Ecobuild, the leading UK construction exhibition will be held in Excel London in March 2016. It delivers the latest trends and showcases innovative products and technologies. The event consists of an exhibition, conferences and learning hubs and is all about the sustainable design, construction and energy. The show provides the platform to find solutions but also to get an update on market trends within the housing, infrastructure, technology and sustainability.

There will be over 800 exhibitors and various events to present the latest innovations and solutions. The conference will focus on three areas- homes, architecture and next generation. Moreover, six learning hubs will feature themes like building performance, energy, design, infrastructure revolution, digital building and #buildcircular.

Ecobuild is in the centre of UK construction industry and responds to the changes and needs of

the sector. During the show, the interesting areas of intelligent building technologies SMART will be presented and discussed. The experts will review how digital construction impacts on the industry in relation to BIM, procurement or sustainable technology. It is the event for contractors, developers, designers, merchants and manufacturers, so be there on 8-10th March 2016.

[www.ecobuild.co.uk](http://www.ecobuild.co.uk)

## The National Homebuilding and Renovating Show

It is the UK biggest self-build and renovating event, all about new products and services within the building sector. During the event, not only technologies and solutions will be presented and discussed by the experts but visitors will have the opportunity to get the advice on planning permissions or legal issues connected

with building or renovating. The decorating tips from architects, designers or suppliers will be available in free one-to-one consultations. Moreover, the know-how will be presented at free seminar sessions and there will be a possibility to get the plans reviewed. The exhibitors will also include homebuilders and

renovators. Whether it is a new build house, extension or refurbishment, this show is all about bringing the project to life. Don't miss it- the 14th -17th April 2016 in NEC Birmingham or the 23rd-25th September in London. Check online for other dates and venues.

[www.homebuildingshow.co.uk](http://www.homebuildingshow.co.uk)

### BOOK REVIEW

## The Housebuilder's Bible (11th edition) by Mark Brinkley

At the times when real estate properties market is not easily affordable, buying a building plot seems to be attractive. However, building a house does not look that straightforward. For everyone who thinks about self-build or got engaged in any building project like refurbishment or renovation, IBB

Builder recommends The Housebuilder's Bible- a highly readable guide to the residential building projects, written by the professional builder. It offers both the costs information and

Building Regulations or policies. The eleventh edition is updated to reflect all changes in construction

industry. It includes information on planning and design, from project management to issues connected with plumbing or electricity. It provides knowledge about the construction process and structure of the house. For everyone with DIY approach, this book is a perfect informative tool.



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**IBB Birmingham**  
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**Birmingham B42 1BT**  
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# Digital

## Built Britain

**The construction sector is developing quickly by seizing the opportunities created by the digital progress. Building Information Modelling (BIM) is the digital future of the construction industry. It is a technology, which can be used by the designers, contractors and building owners to optimise the results of the whole construction process.**

BIM model contains all information about the geometry, costs, quantities and allows for easier cost calculations, changes in plans and specifications or other variations. The digital version makes changes easier to notice by all parties engaged in construction process what reduce the cost of mistakes. BIM is changing how buildings are designed, built and managed to make more efficient ways of working at all stages of the project. It uses advanced computer programmes to build 3D models of building, which hold information about its design, construction process and current condition. It means that the architect will not have to create Excel documents or spend the time to go through pages of the specification to find the particular data. The contractor will no longer get information about the changes in the design from the structural engineer on site and will be able to estimate more accurately the value of a project while the owner will be able to manage their building.

It is a change in construction industry, and despite the fact that the UK government commitment was to open up the contracts for smaller contractors, the Level 3 BIM has

been set as a minimum target for all work on public-sector projects, by 2016. It means that all project information, documentation and data have to be electronic. It is set to reduce the construction losses caused mainly by inefficiencies in information during all stages of the building process. Level 2 BIM programme allowed projects such as Cross Rail, the 2012 Olympics or Cookham Wood Prison. However, the new Electrical Contractor Association (ECA) survey supported by most of the organisations in the sector, shows that small and medium-sized firms might not be able to compete for the high valued government contracts. Over 50 percent of SMEs are not ready for BIM.

The government's 'The Digital Built Britain' strategy is pushing the construction sector into the world of technology while the BIM 0-3 levels specify the criteria required to be deemed BIM-compliant. Level 0 BIM that is equivalent to a majority of the construction industry means no collaboration, where most documents are in the form of paper. Level 1 BIM comprises a mixture of printed and electronic data but each party engaged in construction process shares its own. There is a significant number of companies operating at this level. Level 2 BIM, which is required by UK government on public sector projects is

recognised as the collaborative working of all parties, but not on a single file format. Plans and specifications are in a standard file format what enables other parties to create their BIM models and make checks on them during the project life. Finally, level 3 BIM means the full collaboration of all organisations involved and it is based on using a single project model. It can be accessed and altered by all parties what reduce the risk of information conflict. Taking into account that the industry is going in the direction of digital progress, it is highly possible that the private sector within years also will have to transform into smart construction based on collaborative working.

The ECA survey shows that companies with a turnover below £1million are not at all ready for BIM while 3 in 10 companies with turnover between £1million and £20million are at the same position. This situation is caused by the insufficient information about BIM and lack of BIM management. It means that SMEs will not be able to apply for government funded public contracts. To help prepare building services SMEs for BIM and promote what BIM means, the ECA created the action plan consisted of case studies and ECA's help towards BIM awareness and training, 'BIM readiness checklist' or 'BIM jargon buster'. Currently, SMEs are encouraged to refer to consultancy agencies to get the BIM training, check their BIM compliance or to discuss their BIM strategy.



# Homes

## Under the Hammer

### Introduction into Land and Property Auctions

Britain's housing market is still failing after the 2008 crisis, with many people not able to buy and some not even able to rent a decent house or flat. Despite help-to-buy schemes, larger funds for housing, and more new builds available, buying at auction is still popular. The auction is a unique opportunity to acquire property cheaply and quickly, not only by investors but also by residential buyers. The time and price are lower due to the reasons the property was put for sale at auction. Mainly it is the disposal of the assets after death, the sale by landlords or property portfolio owners, or the need to sell quickly due to bankruptcy, repossession, or to clear debts that are the reason a property owner would take advantage of the ease of selling at auction. Most of the properties at auction are in need of improvement, but there are also newly built homes or flats. Many residential properties are sold subject to an existing tenancy.

Auctions feature the guide price and a reserve price, but it does not guarantee that buyer will get a price below the market value. In reality, an attractive property might cost more at auction than when bought through an estate agent. The guide price is often less than the final bid, while the reserves are set to ensure that the property will not sell under value. The costs connected with buying at auction are the administration fee, the stamp duty, solicitors' and survey fees, and often, a buyer's premium to the auction house or arrangement fees for the loan. The process of buying at auction starts with browsing the auction houses' catalogues in desirable areas. Some auction houses specialise in commercial or residential properties, but there are many that offer rural land plots or farms. After a property is found, it is essential to check for how much similar properties have been sold in the area. It is

also prudent to obtain a copy of the title register and plan for the property from the Land Registry or the Local Authority, which usually show the previous price paid for the property.

The auction houses provide legal packs, which contain title deeds, land surveys, structural surveys, and other documents that allow potential buyers to identify covenants related to restrictions on the use of the property, provide some rights to previous owners or neighbours, or describe the rights of maintenance. Moreover, the legal checks and searches upon the property will confirm the legal title and use of the property or land. Solicitors will also help to verify the lease documents if the property is purchased as a leasehold or to run the chancel check to ensure that all restrictions on land use are apparent. The buyer has to be made aware of service charges, peppercorn rents, or some

restrictions that can be connected with the use of water, drainage, or electricity. If the property is bought on a mortgage, lenders will require a survey, so another step is to arrange a viewing of the property and the surveyor. Most auction properties have a timetable published online by the auction house for viewing the property. It is essential to decide the highest bid to pay for the property, and these funds have to be available before the day of the auction, which might require the arrangement of a mortgage with the confirmation that it will be finalised within three weeks from the sale date to avoid losing the deposit. There is also the possibility of submitting an offer before the auction start, and the vendor will decide whether the pre-auction offer is acceptable. It is worthwhile attending several auctions as an observer to become familiarised with the environment and procedures.

#### The Traditional Method

At the auction, the auctioneer will briefly describe the lot and the general conditions of sale and begin the bidding. The bidder has to acknowledge if there are any addendums. Usually, the auctioneer will process approximately 25 lots per hour. Only one person may bid, including the auctioneer (the telephone or proxy bid). The bidding process is straightforward, and if the intending purchaser is successful in his or her bid, then, firstly, the Memorandum of Sale will have to be filled in. Secondly, the deposit will need to be paid plus a fee to the auction house. Deposits can be taken in the form of a bankers' draft, building society cheque, or personal cheque. The purchaser, as the property owner, will be responsible for arranging the adequate insurance policy as soon as possible. The remaining balance is typically required within 28 days

unless otherwise stated. Penalties will apply, and the deposit will be lost if the sale not completed on time. If no bids for the property are accepted due to the reserve price, the lot is withdrawn from the auction. However, it may be possible to agree on a deal later on.

#### The Modern Method

The Essential Information Group (EIG) monitors all auctions in the United Kingdom and provides comprehensive information about every property. From their analysis in October of this year, 162 auctions and 3,266 lots went under the hammer. The market has slowed down since 2014, especially in the residential sector. Residential purchasers often prefer more relaxed time scales and are put off by worries they might lose their deposit. Due to such requirements, many auction houses offer a modern method of

auctions using online platforms. All properties are offered for sale until the deadline date, and once a bid is successful or an offer is accepted, the reservation fee has to be paid within 48 hours. When the Memorandum of Sale is issued, the buyer is given a maximum of 28 days to exchange the contracts, pay the deposit, and agree on a completion date, which takes place within another 28 days. Property auctions are not for everybody, but they are worth a look due to the speed of the sales and the certainty, value, and transparency. The traditional method is more appropriate for investors or property portfolio holders. The process of the modern auction is more residential client-friendly, allowing a longer period for exchange and completion of the sale so as to give the buyer more time to arrange financing.





# Health and Construction Phase Plan

**In construction sector approximately every week one person is killed on site, and more are injured or made ill by work. Furthermore, almost every week a building services company is fined for the safety failings, often also in cases where there are no casualties.**

From Health and Safety Executive (HSE) statement in November this year a building contractor from Manchester has its excavation works stopped by an HSE Inspector following a concern made of the lack of support for ground works. The contractor was fined and pleaded guilty to a breach of Regulation 31(1) of the Construction (Design and Management) Regulations 2007. Same month another contractor was fined after pleaded guilty to an offence under Regulation 4(1) of the Personal Protective Equipment at Work Regulations 1992 after an employee suffered permanent injury to his eye from lack of proper protection. Contractors must take into account that all risks associated with particular work on site are accurately assessed and measures are in place to protect every party that might be involved.

Complying with health and safety legislation does not have to be difficult and expensive as long as the reasonable steps are taken to prevent accidents or harm to employees. In cases where there are safety failings building contractors might face costly fines. New sentencing guidelines for courts have been introduced to allow for consistency in sentences for health and safety offences, and the level of offender's

turnover will help to identify the penalty. The companies with turnover over £50m can be fined up to £20m for corporate manslaughter offences and up to £10m for the most serious health & safety breaches. The Health and Safety Executive (HSE) is Britain national regulator for workplace health and safety and will be responsible for remedial action with offenders.

The employer is required to run the necessary risk assessments and put measures to control hazards. First of all, there should be a health and safety policy in place and for companies with more than five employees it has to be in written format. It should consist of the statement specifying hazards and risks in workplace, arrangements of how to control them and responsibilities section. It is essential to review the risk assessments on site as the project progresses. Monitoring of the site safety and proper reporting is necessary. Some businesses decide to establish the management team or appoint the skilled person to supervise the health and safety on site. Before the Construction (Design & Management) Regulations 2015 (CDM) came into force on some construction projects clients were advised to appoint the CDM co-ordinator, who was the principal advisor in respect of

the health and safety matters. Since October 2015, the CDM co-ordinator has been replaced by the designer and that regulation applies to all projects, including small and domestic ones. In the case where a client has not appointed the principal designer, he takes on the responsibilities for the planning, managing and pre-construction phase, liaising with the contractor and coordinating health and safety procedures. Nevertheless, the contractor or employer has to provide all workers with the information and training to ensure everyone is aware of the rules on site and first-aid procedures. The Construction Industry Training Board (CITB) supports the health and safety training and skills in construction. Moreover, every construction business should have the employers' liability insurance, which helps to reduce the risk of financial cost connected with any health and safety failures.

To summarise under the Construction (Design and Management) Regulations 2015 (CDM 2015), a construction phase plan is required for every construction project. If the job lasts longer than 30 working days (with more than 20 people working at the same time) it has to be notified to HSE and more complex plan need to be prepared.

# Safety

HSE presents an example of the **Health and Safety simple construction phase plan**, which is typically enough to express that the contractor has considered the health and safety issues on the construction site.

**You can find it on [www.hse.gov.uk](http://www.hse.gov.uk).**

Your name/company		
Name and address of client		
Contact details of architect or principal designer		
What is the job?		
Is there anything the client has made you aware of?		
Key dates: Start      Finish      Other		
Where are your toilet, washing and rest facilities?		
Who else is on site – and their contact details?		
Who will be the principal contractor?		
How will you keep everyone on site updated during the job?		
<b>What are the main dangers on site, eg:</b>		
<b>Falls from height</b>	<b>Hazard is present</b>	<b>What controls do you have?</b>
<ul style="list-style-type: none"> <li>Make sure ladders are in good condition, at the correct angle and secured</li> <li>Prevent people and materials falling from roofs, gable ends, working platforms and other open edges using guardrails, midrails and toeboards</li> </ul>		
<b>Collapse of excavations</b>		
<ul style="list-style-type: none"> <li>Shore excavations, either cover or barrier excavations to stop people and plant falling in.</li> </ul>		
<b>Collapse of structures</b>		
<ul style="list-style-type: none"> <li>Support structures (such as walls, beams, chimney breasts and roofs) with props; ensure props are installed by a competent person</li> </ul>		
<b>Exposure to building dusts</b>		
<ul style="list-style-type: none"> <li>Prevent dust by using wet cutting and vacuum extraction on tools; use a vacuum cleaner rather than sweeping; use a suitable, well-fitting mask</li> </ul>		
<b>Exposure to asbestos</b>		
<ul style="list-style-type: none"> <li>If you suspect that asbestos might be present, don't start work until a demolition/returbishment survey has been carried out</li> <li>Make sure everyone on the site is aware of the results</li> </ul>		
<b>Activities or workers requiring supervision</b>		
<ul style="list-style-type: none"> <li>Who will be supervising?</li> </ul>		
<b>Electricity</b>		
<ul style="list-style-type: none"> <li>Turn electricity supply and other services off before drilling into walls</li> <li>Do not use excavators or power tools near suspected buried services</li> </ul>		
<b>Risks to members of the public, the client and others</b>		
<ul style="list-style-type: none"> <li>Keep the site secure to prevent unauthorised access; net scaffolds, use substation chutes</li> </ul>		
<b>Other dangers on site</b>		

This guidance is issued by the Health and Safety Executive. Following the guidance is not compulsory, unless specifically stated, and you are free to take other action. But if you do follow the guidance you will normally be doing enough to comply with the law. Health and safety inspectors seek to secure compliance with the law and may refer to this guidance.  
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Published by the Health and Safety Executive      C880      04/15

### CONTRACTOR'S OBLIGATIONS:

- Have a health and safety policy and construction phase plan
- Ensure all employees know the rules and first-aid procedures
- Identify hazards, monitor risks and report any failings during the project lifespan
- Be protected by the employer's liability insurance



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# ibb ESTIMATOR

Mobile Building Calculator

## SCAN ME



ANDROID APP ON Google play



Available on the iPhone App Store

Read about IBB Polonia London VC team

## Download the App!



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www.IBBestimator.co.uk

# ibb ESTIMATOR mobile app

Nowadays it is very difficult to live without a tool like a mobile phone.

Sometime ago we decided to exist also in mobile phone space.

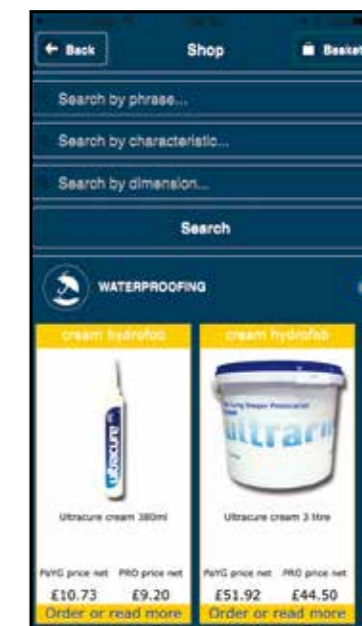
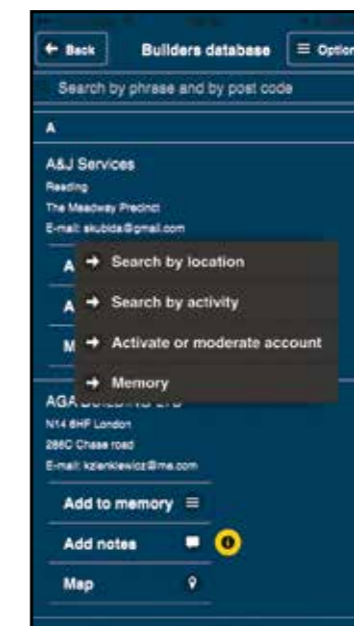


## Step by Step GUIDE

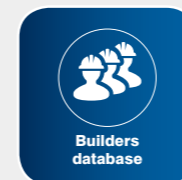
Initially, we were going to adjust our on-line software IBBestimator for the use of the display in mobile phones. However, the entirely different approach has to be taken, and different form of mobile presentation has to be adopted. We have been developing our software from the beginning.

Polish proverb says, 'The farther in the wood, the more trees there are', so starting from the idea of the estimator software only, we came up with the concept of a more extensive corporate application.

The goal that eventually we wanted and still want to achieve is the possibility to reach the relevant information through a few clicks on a mobile phone. Almost everywhere, quickly and conveniently.



## Currently the App includes:

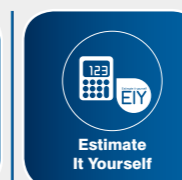


Tool with function to find building traders

- by phrase
- by activity
- by location

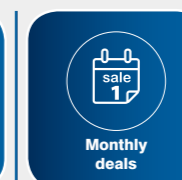


Allowing to check our prices, description of materials, direct ordering.



Choosing Sections and Estimates for specific project

- specifying dimensions eg. rendering area, width and length, etc
- generating Summary of Labour, Materials, Plant&Tools, Overheads, Profit, etc
- saving as PDF file
- emailing.



Allowing to view actual promotions.



We are concentrating on disciplines we are supporting: IBB Polonia London VC (volleyball), London Eagles FC (football) and Tennis.



IBB Builder magazine - electronic versions of IBB Builder magazine issues



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# PART 1

## How to create an account?

**1. Download IBB estimator app from App Store or Google PLAY – it's FREE.**



Available on the iPhone  
App Store



GET IT ON  
Google play



**2. Go to "My account". You will see subscription status: Free, PayAsYouGo7days - with the date of expire or PRO - with the date of expire.**



My account

**3. Click "Options" and choose Login/Register link with options:**

- **Log in** - for existing users; you can use login used during registration on our website www.IBBconstruction.co.uk
  - **Register** - for new users and businesses
  - **Without registering** - if you want to test
  - **Forgot password/login** - to recover/reset password
- Please remember to read and accept "Terms & Conditions"



**4. After registration and successful login you can go to "My account" to "Edit" section and at any time change your details.**

**5. If you are trade user we suggest to go back to "Option" button and next to "Builders Database" section to add company activities:**

- choose your activities by clicking proper checkboxes
- upload your company Logo
- **to be visible for others, you will also need to accept displaying your business using ON - OFF slider**
- **this will allow other users of the application to find You in "Builders database"**
- at any time you can push slider back into OFF position

**6. "My account" icon – will allow you also to:**

- change your data or password,
- control commercial subscription if you will decide to upgrade
- archive your previously done estimation

**7. To save your time we recognize your device and after your first login – we keep you permanently logged in but you can log off anytime in "My account" section.**

Hopefully it will help  
We are waiting for your reviews

IBB team

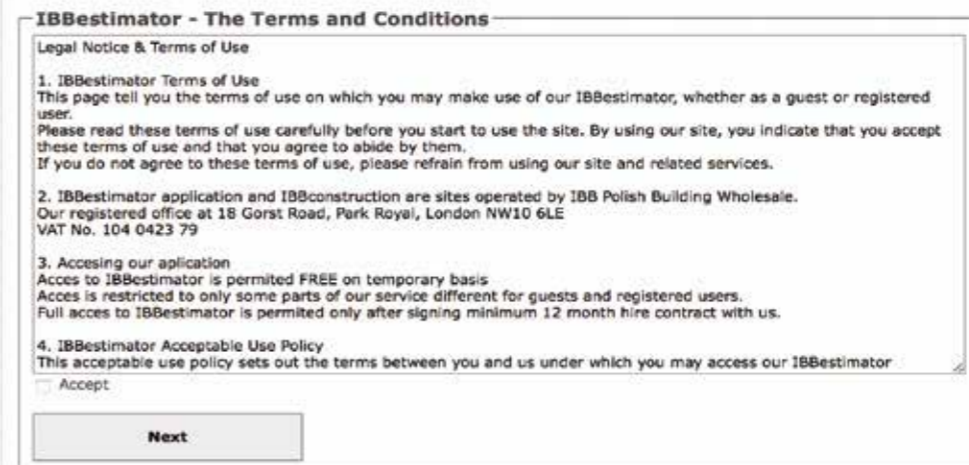
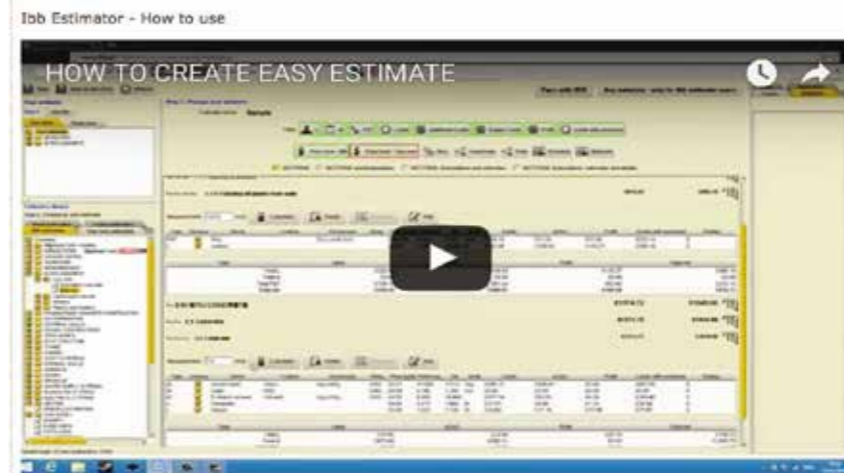
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CUT HERE AND SAVE

## IBB ESTIMATOR website version step by step

### How to create new account

1. Go to our website [www.ibbestimator.co.uk](http://www.ibbestimator.co.uk)
2. Accept Terms & Condition and click **Next** - Java software is require.
3. Before continuing we advice you to watch our tutorial "IBB Estimator - How to use".



**4. Click [Create account](#)**

**5. You will be moved back to website - registration form. Select type of profile: personal or business. In case of business account, you can choose the business type from the selection.**

**6. It is necessary to fill out the form and accept the terms and conditions.**

- Basic registration is free
- Before you register please read The Terms and Condition of Use
- It is obligatory to fill in the marked\* gaps

**Registration allows 10% discount in IBB Polish Building Wholesale for all products available.**



Your name

Name:

Surname:

Company's data

Company name\*:

Short name\*:

Address

Country\*:

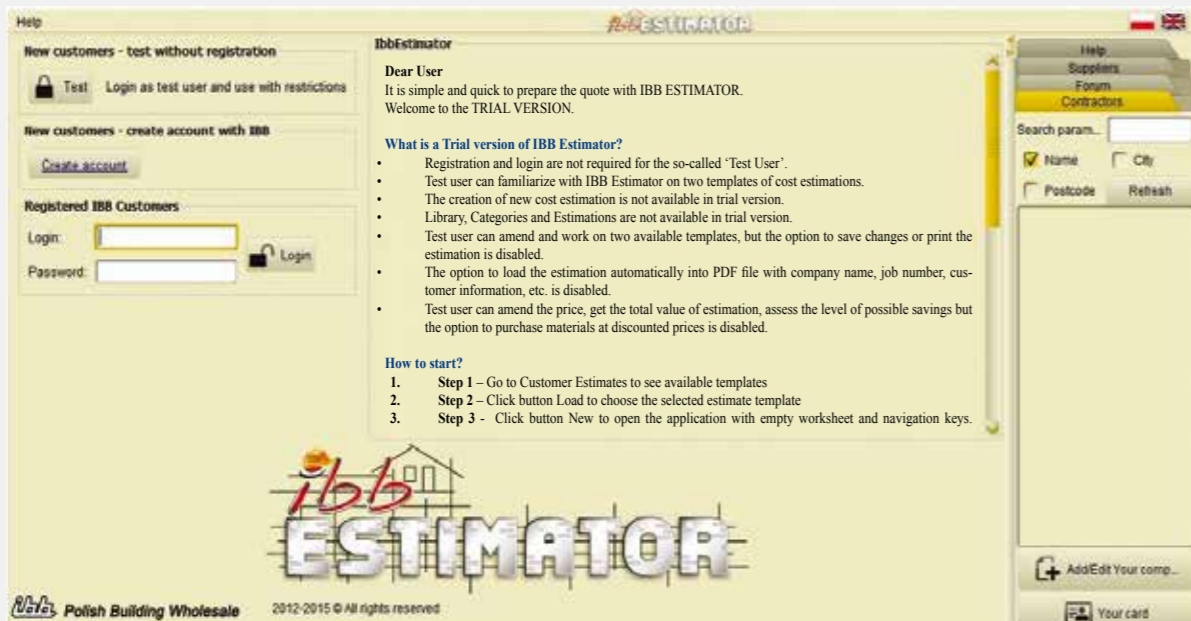
Post Code:

City\*:

County:



- On the screen you will get the message with the confirmation of the account set up.
- The account will be activated after you verify details by clicking the link sent to your email address. You will be taken back to [www.ibbconstruction.co.uk](http://www.ibbconstruction.co.uk) to confirm account activation appeared in the red box.
- You can now log in by clicking on the 'IBB ESTIMATOR - building calculator', rolling the screen down to the bottom, accepting the terms and conditions and pressing button NEXT. You will be taken to the IBB ESTIMATOR - building calculator page, where you can log in by using details given during the registration process.



- You can now use the registered user version of IBB Estimator. You will see on screen message about two commercial options available.



If you wish to upgrade to the commercial version and enable all available options or discounts you are required to buy a license by calling 02089657972 or via email: [sales@ibb.pl](mailto:sales@ibb.pl)

# THE GRP FLAT ROOFING SYSTEM



The latest technology in roof covering is the Glass Reinforced Polyester flat roof system. It is a fully integrated seamless system where all the components are designed to work together. It can be used on virtually all types of flat roofs up to and including vertical surfaces for example the cheeks of a dormer or the inside face of a mansard or parapet roof. It is ideally suited for refurbishment of existing roofs.

Below we describe step by step application of Tuff Stuff® system, which is available to buy in IBB POLISH BUILDING WHOLESALE. It has been specifically engineered for distribution to the flat roof market in the UK however, it is not only ideal for flat-roofing. It is highly versatile and can be used for almost any application of any size or complexity. Sloping roofs, green roofs and balconies can all be easily accommodated, as can pools, ponds or water tanks. It is also fully integrated - all components are designed to work with each other to produce a robust, heavy-duty membrane for faultless waterproof performance. With no seams or joints which are prone to leakage in other roof systems, that seamless membrane is formed in situ and

fully bonded to the roof deck. You can confidently expect a lifetime of leak-free, maintenance-free protection from its installation. The membrane is extremely hard wearing structure installed onto a new timber decking tolerates light foot traffic and resists attack from ultra violet light.

The system is available as standard in dark grey but a range of different colours are available on request. A slip-resistant finish can also be specified. It can adapt to existing or new features such as parapet walls, skylights, vent pipes, sunpipes and balustrades. Support structure such as solar panels or air conditioning units can also be integrated either during or after installation.



Roof in its original leaking state



Roof after the TuffStuff® treatment

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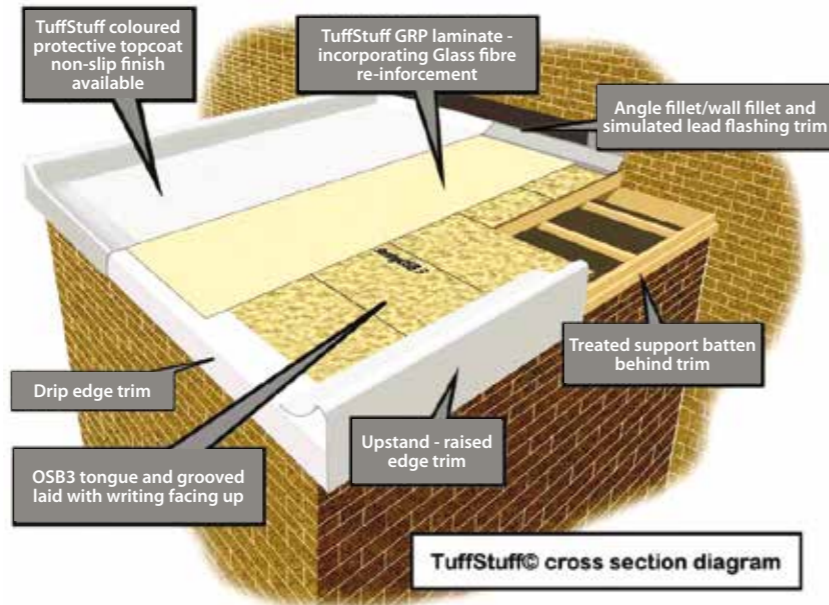
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**An understanding of GRP flat roofing system**

A TuffStuff® GRP roof is a wet laid, single ply GRP laminate made up of two layers of catalysed base coat resin sandwiching a layer of chopped strand glass fibre reinforcing mat (450/600gsm). It is applied to a good quality new OSB 3 or WBP plywood deck. Profile GRP edge trims are applied to the roof edges and abutments and the roof is finished with a coat of catalysed pigmented top coat resin.

The system is available with two levels of reinforcement: 450gsm for areas of occasional foot traffic and 600gsm for areas with heavy foot traffic in conjunction with slip resistant finish. Insulation can be used in a cold roof or warm roof configuration to comply with current part L of building regulations.

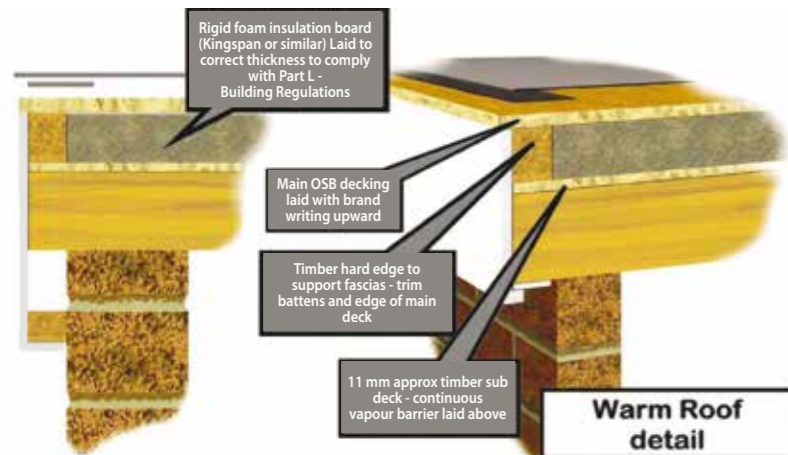


**Preparing and laying a deck**

**COLD ROOF CONSTRUCTION**

Cold roof construction is where the insulation is laid between the joists and supported by ceiling, with the 50mm gap from the top to the underside of the decking for ventilation. Prior to laying the decking boards, ensure they are dry as TuffStuff® will not bond to wet or damp boards. Using 2400x600x18mm OSB3 Smartply T&G boards lay them at 90° to the joists, laid with the writing side uppermost. This will ensure that when basecoat resin is applied, the joints will fill with resin to help bond the boards together. Begin laying the boards at the furthest edge from the draining edge. Where the board is laid along a wall, an expansion gap of 18 - 25mm between board and wall should be allowed. Square off the short edge of the board with the fascia and laying the

boards end to end until they reach the opposite edge. Trim the last board to fit and use the off cut (if it is larger than 400mm) to begin the next row, thus creating staggered joints. Ensure that the tongues of each board are correctly engaged with the grooves of its neighbours. Proceed in this manner, cutting and shaping where necessary until the roof is fully decked. The recommended methods of fixing are either a gas powered nail gun using 65mm sheradised ring shank nails, or screw gun using plated/passivated woodscrews min 65mm. Fixings should be inserted at 200mm spacing (4 fixings across 600mm width) on every joint. If over boarding (i.e. laying a new deck on top of an existing one) it is important that your fixings locate into the joists. If you are fixing into steel, there are proprietary fixings that will be suitable. When laminated, the roof surface will reflect any imperfections in the deck. Good deck - good roof!



**WARM ROOF CONSTRUCTION**

If a 'Warm Roof' is required (insulation placed above the joists) it will be necessary to create a sub-deck (either 11mm Plywood or 11mm OSB3) to carry the insulation, fastened to the joists/firings in the previously described manner. It is then recommended that a continuous vapour barrier i.e. visqueen, is laid onto the sub deck, any overlaps or joints taped with a waterproof tape.

Foil faced insulation board (PUR or PIR) is then placed onto the sub deck long edges at 90° to the long edges of the sub deck and a 'top deck' of OSB3 2400x600x18mm laid on top as per the decking instructions and fixed through to the joists using fixings of the appropriate length. A timber 'hard edge' may be necessary at the perimeter, depending on the roof layout, to facilitate the fixing of battens, fascia's and trims.

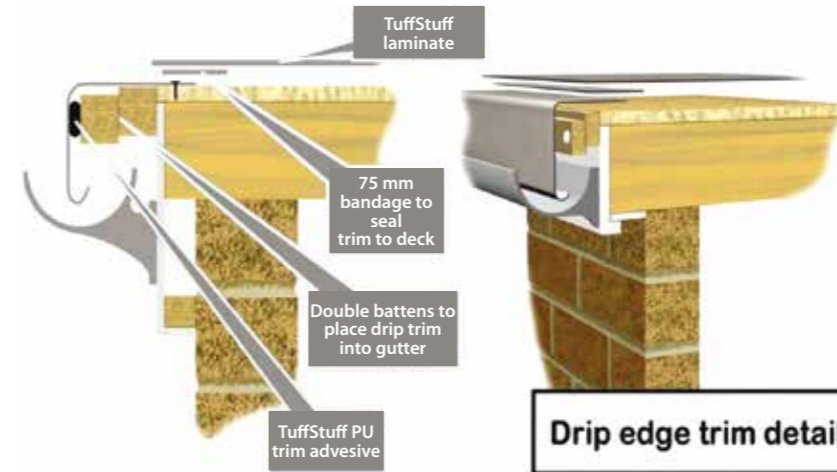
**Trimming**

Edge trims are manufactured in GRP and are 100% compatible with TuffStuff® roofing resins. One side has a matt finish for high adhesion and the otherside a glossy finish. Always bond to the side with the matt finish any laminate applied direct to glossy side will delaminate.

All trims can be fixed in place using 15mm clout (felt) nails or staples. First, battens (19mm x 38mm treated) should be fixed around the roof perimeter in a position suitable for each trim profile and prior to fixing the trim in place, short beads of polyurethane trim adhesive approximately 30mm at 300mm centres should be applied to the battens. The trim

**LAMINATING STEP BY STEP**

1. Ensure all debris, tools etc. are removed from the roof and the roof is swept clean and is completely dry!
2. Cut the reinforcing mat for detailing work.
3. Prepare bandage for sealing all trims to new roof deck.
4. Roll out and cut mat for the whole roof surface (remembering 50mm overlap)
5. Roll up strips of mat and place adjacent. Keep dry!
6. Prepare tools, i.e. synthetic lamb's wool application rollers (3" + 7") metal paddle rollers (3" + 6") laminating brushes, mixing buckets.
7. Select an area on the ground, adjacent to the ladder for mixing. Protect the mixing area from spills or splashes using either an off cut of decking or a plastic sheet preferably both!
8. Mix a small batch (1-2 litres) for detailing and bandaging. This is an ideal opportunity for assessing the quantity of catalyst you are using and whether you need a longer working time (less catalyst) or shorter working time (more catalyst)
9. Mix and apply base coat resin and reinforcing mat for whole roof area including consolidation
10. When cured, sand down in preparation for topcoating.
11. Topcoat application.



can now be positioned and 'rubbed' into place to ensure the face is vertical and that the adhesive is engaged. Mechanical fixing, using clouts or staples can now take place. When using the drip edge trims (A170, A200 and A250) it may be necessary to 'double batten' to ensure the bottom edge of the trim is located as close to the centre of the gutter as possible.

tres, also allowing a small amount for detailing etc.

The correct ratio of base coat resin to glass fibre reinforcing mat (450gsm) is 1.2 litres of resin per m<sup>2</sup> of mat. For 600gsm mat your base coat resin usage will be approximately 30% higher - the thicker the mat the more resin usage. Resins will not cure without the addition of the correct liquid catalyst. The target working time used for each mix of the resin is 20-30mins.

Laminating procedure step by step is described next (see black box). Before laminating, always ensure that the weather will remain dry at least until the laminate has cured. After the first 2m<sup>2</sup> of mat has been laid and impregnated, the paddle roller is used to evenly distribute the resin across the

**Application of TuffStuff® SYSTEM**

TuffStuff® Base Coat resin is supplied in 15kg cans which equates to approximately 13.5 litres. This typically has a coverage rate of 10 square me-

**Secure corners with mat and resin**



**Bandage trims and apply resin**



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Apply resin onto deck



Lay out first strip of mat along lowest point



Apply resin on the first layer of mat



Continue overlapping each strip by 50 mm



Repeat this process until the whole roof is laminated.



Apply top coating

mat. Using the paddle roller, apply light pressure to the wetted mat and using long, even strokes, made sure that the whole area of the mat is worked until transparent. Any area that is white or opaque will require more resin applied. Continue until the whole flat area of the roof is laminated and consolidated.

Using a sanding pad or sandpaper (40-60 grit) lightly sand the corners, taking care not to create 'holes'. Any unsightly fibres can be trimmed off using a Stanley knife. If a hole in the laminate is found this should be 'patched' with a square of reinforcement and resin before proceeding.

If the roof requires the use of C100/C150 flashing trims, these should be inserted prior to topcoating, sealing in place using a good quality clear (translucent) silicone (neutral curing, low modulus).

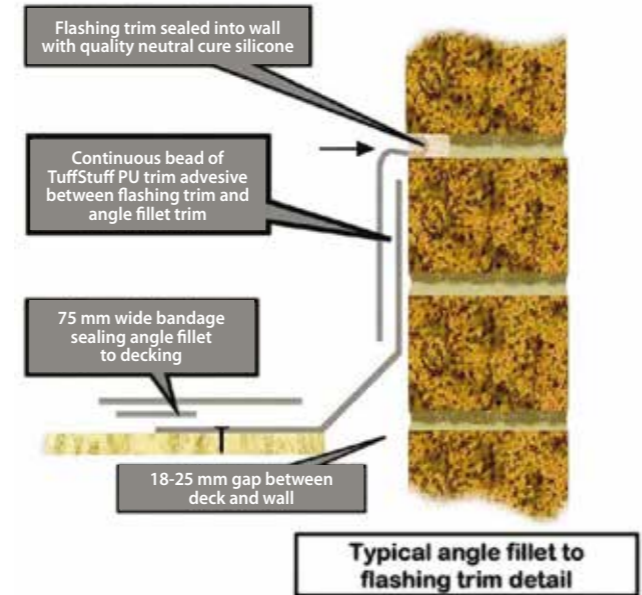
**Topcoat**

TuffStuff® Topcoat (colour coat) is supplied in 15kg cans which equates to approximately 30 square metres of coverage and 5kg cans equating to 10 square metres giving you flexibility and reducing wastage. All cans must be thoroughly stirred and if separate cans are being used mixed together to avoid any possibility of colour variations between batches.

If a non-slip aggregate is to be added, this needs to be sprinkled by hand as the roof is topcoated. It can be left uncoated to give a 'mineral' finish or encapsulated with topcoat to give a textured finish.

For an 'ultra neat' finish use masking tape to define the edges of the aggregated areas. When the topcoat has fully cured "grabbing" the aggregate, sweep off the excess and discard.

This advanced roofing technology is a cost effective and long term so-



lution for both new and old roofs. Totally seamless it reduces the problems of maintenance so common with a traditional roof covering method. What's more, it offers durable and neat looking finish with various trims available.

Fast installation on new or old roof constructions makes the GRP flat roofing system very efficient.

IBB POLISH BUILDING WHOLESALE offers assistance for anyone interested in the above roof covering solution. (Source and photo: Tuffstuff)

# GRP – Glass Reinforced Polyester flat roof system



**GRP – Glass Reinforced Polyester flat roof system is an alternative method to bitumen felt:**

- More effective than traditional on-torch membrane
- 20 years materials guarantee
- Fire retardant to BS476-3EXT F.AB - no restriction to use
- UV resistant
- There is not such messy job like plastering
- Can be used both in a cold and warm roof configuration to comply with part L of building regulations

**Quotation is based on below conditions:**

- The system uses GRP manufactured elements like corners, trims, etc
- The quotation is based on the usage of the reinforcing mat 450g/sqm - occasional foot traffic
- GRP system should be used on top of decking boards like 18mm thick WBP or OSB3 - not calculated
- Fixing trims and angles require proper substrate preparation before installing - e.g., additional battens, etc.
- Concrete, steel should be primed using polyurethane primer before applying base coat
- All elements should be glued, nailed and bandaged
- For roofs larger than 50sqm expansion trims should be used to create expansion joints
- Apply 1/3 part of resin to the deck and 2/3 part to the mat
- Distribute the resin across the mat with paddle rollers
- Reinforcing mat should overlap - 50mm
- When cured sand down before applying top coat

**Please see below an estimation for 20sqm typical flat roof.**

**MATERIALS**

**Materials usage for typical 20sqm flat roof**

No	Material	Code/ dimensions	Price* excl. VAT unit	Usage for 20m² flat roof	Cost excl. VAT	Cost incl. VAT
1	Universal external corners C1	TST27	£12.83	2 pcs	£25.66	£30.79
2	Side drip edge trim A200	TST06 3.0m	£15.58	5 pcs	£77.90	£93.48
3	Standard angle fillet trim D260	TST17 4.0m	£12.83	2 pcs	£25.66	£30.79
4	Angle fillet to trim C2L - Left	TST29	£12.83	1 pcs	£12.83	£15.40
5	Angle fillet to trim C2R - Right	TST30	£12.83	1 pcs	£12.83	£15.40
6	Standard simulated lead flashing trim C100	TST11 3.0m	£15.58	2 pcs	£31.16	£37.39
7	Glass fibre mat 450g/sqm	TSP03B 10 sqm	£27.50	2.4 roll	£66.00	£79.20
8	75mm wide bandage	TSA57	£22.55	1 roll	£22.50	£27.00
9	Polyurethane trim adhesive	TSA58 310ml	£7.95	6 pcs	£47.70	£57.24
10	Zinc plated nails		£2.97	0.05kg	£0.15	£0.18
11	Resin – base coat	TSP01 15kg	£70.59	1 tin	£70.59	£84.71
12	Resin – top coat	TSP02 15kg	£98.80	2 tins	£197.60	£237.12
13	Catalyst	TSA41 1ltr	£12.47	3 ltr	£37.41	£44.89
14	CT1 clear silicone		£11.00	2.5 tube	£27.50	£33.00
<b>Total</b>					<b>£655.49</b>	<b>£786.59</b>

\* all products available at IBB; prices before discounts



**LABOUR**

Labour rate for GRP flat roof includes:

- fitting external corners, glueing and using zinc plated felt nails
- fitting side trims, glueing and fixed with zinc plated felt nails and stick with a bandage to the deck boards
- fitting left, and right angle fillet to trim, glueing and using zinc plated felt nails
- installing angle wall fillet trim, glueing and using zinc plated felt nails and stick with a bandage to the deck boards
- fitting simulated lead flashing,
- mixing coat base resin with the proper ratio of catalyst
- cutting a chase in brick or block wall for flashing trim and pointing with clear silicone
- base coat laminating
- top coating

**Labour - 20 sqm flat typical roof**

No	Description	Labour [labour hours]	Company rate excl. VAT	Cost excl. VAT	Cost incl. VAT
1	Skilled roofer	27.85	£27.00	£751.95	£902.34
<b>Total</b>				<b>£751.95</b>	<b>£902.34</b>

**APPLICATION TOOLS AND ANCILLARY COMPONENTS**

No	Material	Code/dimensions	Cost excl. VAT	Cost incl. VAT
1	Acetone	TSA46 5LTR	£16.50	£19.80
2	Catalyst safety dispenser	TSA44	£14.75	£ 17.70
3	G4 polyurethane primer	TSA61 5ltr	£73.30	£87.96
4	Slate granules – for adding to topcoat	TSC08 25kg	£23.30	£27.96
5	Flat flashing F300	TST21 roll 20m	£104.17	£125.00
6	Paddle roller 3"	TSA53	£5.42	£6.20
7	Paddle roller 6"	TSA54	£10.42	£12.50
8	Paddle roller 9"	TSA54A	£14.75	£17.70
9	Painting roller 9"		£3.17	£3.80
10	Block brush 5"		£3.75	£4.50
11	Mixing buckets	14ltr	£1.42	£1.70
12	Cutting knife		£1.83	£2.20

\* all products available at IBB; prices before discounts

**The total price (materials and labour) per 1 sqm for a standard flat roof in GRP laminating system is approximately £85.00 incl. VAT**

**Notice!**

- The above estimation is only the proposal, and you can use it at your own risk.
- Be careful – roof surface will reflect any imperfections in the deck
- When adding catalyst to resin always mix well to ensure even distribution
- Before top coating stir the can well
- Use PPE – Personal Protection Equipment and establish Health&Safety practice
- Always ensure before laminating that weather will remain dry

**WATERPROOFING SYSTEMS FOR FLAT ROOFS**

The roof is the main component of the building. The most important parts of it are both the structure and the covering. IBB BUILDER presents the comparison of three different roof covering systems available- the liquid rubber system, the roofing felt and the GRP roofing system.

**GO TO PAGE 30 TO COMPARE 3 DIFFERENT PRODUCTS**

# Liquid Rubber system

It is the seamless and waterproofing system based on the cold liquid application by brush or roller and mainly used for repair, as the curing two coat membrane settles within 20 minutes and can be walked on within an hour. This system provides a fully bonded and tough surface with 200% elasticity. It is available in various colours and both as standalone system or with an Anti-skid finish.

**Application**

This advanced liquid waterproofing technology is perfect for use on a variety of new and existing surfaces. It was developed to solve problems caused by conventional roofing systems and is

made of eco-friendly polymer. Easy and fast to apply on both horizontal, vertical or complex geometry surfaces. It is applied without joints and seams, and it is resistant to acids, moisture or salt. It is perfect to use on roofs of occupied buildings as the process of the application does not disturb occupants. There is no need to use flame and heat. It can easily penetrate on surfaces with obstacles such as antennas or solar panels etc.

**Guaranteed Performance**

The Liquid Rubber System is subject to a standard 10-year guarantee, which can be extended to 20 years when applied by an approved contractor.

**The advantages:**

- Fast application
- Flame free and flexible
- Minimum wastage
- Ready to use single component
- Root resistant
- Allow foot trafficking within an hour
- Suitable for flat roofs, balconies, walkways
- Can be applied on asphalt, timber, felt, concrete and metal
- Can be applied down to -30C
- Various colours available
- 10 years guarantee



# The felt system

The felt is the most common form of roof covering that can be used on timber, metal or concrete. It has been in use for more than 100 years.

High performance felts are supplied in rolls and are laid in multi-layers bonded together with hot bitumen. There are different kinds of roofing felt, and the choice of proper felt should be consider based on the purpose and application system. The felt roof is a durable and affordable solution.

The available felts on market are:

**Pour and roll** – the traditional installation requiring bitumen heated to over 200°C

**Torch-on** – it is treated with thermo-fusible bitumen, heated with a propane torch as it's rolled and applied hot

**Self-adhesive** – no need for heating

The felt installation process depends on materials used but usually felt is laid in few layers and bonded with hot bitumen or adhesives in the case of cold application.

GO TO  
PAGE 30  
TO COMPARE  
3 DIFFERENT  
PRODUCTS

Felts are classified according to the British Standard 747:2000, by their base and function:

- **Type 5 Blue:** polyester base, recommended, strong and durable
- **Type 5U** - under layer
- **Type 5B** - top layer/cap sheet requiring solar protection (paint or chippings)
- **Type 5E** - mineral-finished top layer
- **Type 3 Red:** glass fibre base - certain grades have specific uses:-
- **Type 3G** - perforated sheets, used as a specialised under layer to provide a regular partial bond (see Model Specifications).Type 3B - Not recommended as a working layer in residential buildings.
- **Type 3E** - mineral-finished cap sheet - could be used over a type 5B felt for solar protection and additional security.

source: cardiffroofer

## The advantages:

- Price
- Well-known installation process
- Range of application methods available
- Reliability
- Properly installed can last to 50 years
- Improve fire rating of the home

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# The GRP flat roofing system

GO TO  
PAGE 30  
TO COMPARE  
3 DIFFERENT  
PRODUCTS

It is the fully integrated seamless system that can be used on all types of flat roofs and roof coverings. It consists of specially developed glass reinforced polyester resin in liquid form, reinforcement fibreglass mat and a range of trims and edge, what after installation create hard wearing seamless roof.

GRP (Glass Reinforced Polyester) was discovered in the late 1940's. It was quickly adopted during the 1950's and 60's for a wide range of applications where its corrosive-proof properties, allied with its high strength and excellent appearance, soon proved to be invaluable. Its first main application was for boat building, where it gained acceptance in the 50's and is still widely used today. The uses for GRP have since broadened to the extent that it has now become the standard material for the construc-

tion of small craft, water tanks, building cladding panels, roof lights and of course high performance waterproof coatings. In the last ten years a rapid growth has occurred in the GRP roofing industry as more and more people realise the benefits of GRP.

A GRP roof is a single-ply GRP laminate applied in situ over a good quality OSB3 deck. The roof is finished with pre-formed GRP edge trims and a coat of pre-pigmented top-coat.

GRP has been used as a waterproofing material for over fifty years for applications as diverse as boats, water tanks, lorry and car bodies, roof lights, ponds and pools. When used to construct a boat, GRP will provide complete waterproofing protection for the boat's entire lifespan of twenty plus years without the need for maintenance or replacement. This same level of performance is easily replicated on a domestic roof.

## The advantages:

- Wet laid, will form to any shape
- Quick installation
- No joints
- Variety of colours
- 25 years guarantee
- Maintenance free
- More environmentally friendly
- UV resistant and Fire retardant
- Strong, lightweight and long-lasting

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## THE ROOFING SYSTEMS COMPARISON TABLE

Feature	Liquid Rubber roofing system	Felt roofing	GRP flat roofing system
<b>MATERIALS COST</b>	High cost	Medium to low cost	Medium cost
<b>ACCESSORIES COST</b>	Medium cost	Medium to low cost	High cost
<b>INSTALLATION SPEED</b>	Fast	Long	Medium
<b>HEAT / COLD INSTALLATION</b>	Cold	Heat / Cold (adhesives)	Cold
<b>SIZE OF APPLICATION</b>	Small & Large	Large	Small & Large
<b>PROVEN TECHNOLOGY</b>	V	V	V
<b>GUARANTEE</b>	10 years	25 years	25 years
<b>ADVERSE WEATHER CONDITIONS</b>	Yes	Yes	No
<b>EASE OF DEATILING</b>	Easy	Difficult	Easy
<b>BBA CERTIFICATION</b>	V	V	V
<b>DURABILITY</b>	Long	Long	Long
<b>WATERPROOF LEVEL</b>	High	Medium	High
<b>UV RESISTANCE</b>	High	Low	Medium
<b>ODOURLESS</b>	Yes		
<b>WEIGHT</b>		Heavy	
<b>VARIETY OF COLOURS</b>	Yes		Yes
<b>STORE &amp; REUSE</b>	Yes	Yes	
<b>INSURANCE REQUIRED</b>		Yes	
<b>NEW BUILD / REPAIRS</b>	Both (repairs recommended)	Both (new build recommended)	Both (new build recommended)
<b>APPROVED INSTALLER SCHEME</b>	Available for 10 years guarantee		Available for 25 years guarantee
<b>SKILL LEVEL</b>	Low skilled	Skilled	Low skilled
<b>TIME REQUIRED FOR FOOT TRAFFIC</b>	Quickly	Medium	Medium
<b>MAINTENANCE</b>	Low	Medium	Low

## MAKING A CHOICE

All solutions have the preference based on customer needs. **Taking into account cost**, the GRP and cold liquid rubber systems are generally more expensive than felt roofing. However, they tend to be more efficient in waterproofing.

**Considering the installation process**, felt roofing is more time consuming and complicated as requires joints and heat, but it is reliable. On the other side, it is quite slippery and presents an element of risk. Other solutions are safer and quicker to install and might be fitted in various weather conditions. That means the cost of installation will be higher in the case of the felt

system. The fibreglass GRP system requires more stable weather conditions for applications while liquid rubber might be installed in minus 30 C degrees.

**With regards to usage**, felt is the most cost efficient. On the other hand, liquid rubber and GRP are seamless and more watertight.

**If we look at the environment factor**, the felt is less vapour permeable. Both liquid rubber and GRP are more environmentally friendly.

**The durability of products is quite similar**. The liquid roofing systems tend to last a bit more and are less responsive to catalysts, so the degradation process is

slower. In the case of the felt UV light often causes crazing but also it can be easily mechanically damaged and requires full removal and re-application at the end of its life. It is less resistant to frost too.

**The final finish** is smoother with the liquid rubber or the GRP system. Both are also available in a variety of colours and can be easily cleaned. The felt has a more traditional look, with mineral or chippings finish available. However, the felt roofing can crack and blister quicker.

To sum up, taking into consideration factors like safety, ease of installation, price, waterproofing efficiency, durability, management or other features, the liquid roofing systems or GRP systems are better, but on the other hand, there are elements like cost constraints or engineer specification that might require other solution.

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The principal contractor is obliged to prepare the workplace and provide welfare facilities before the site works. In some projects the works specification include within the work scope the site preparation requirements.

#### Site survey

The preparation works on site will depend on the site investigation. Identify all works areas that will be required for the safe construction:

- Construction area
- Extra workspace area
- Storage and contractor yards
- Delivery area
- Access Roads

Check all required licenses, permits and approvals. Identify site regarding any cultural heritage. Find out about the history of the site and pay attention to:

- Asbestos
- Overhead power lines or underground services
- Unusual ground conditions
- Public rights of way across the site
- Nearby roads, schools, railways

Review all issues with water usage, electricity and gas services.

#### Site layout plan

Prepare site layout plan that will include site offices, welfare facilities, off-loading and storage area, sub-contractor facilities, car parking, entrances, temporary roads, pedestrians access, temporary services – electricity, water, gas, drainage, IT installations, site security systems. Identify safety hazards.

**Site preparation is the first step of the construction process on site. The professionally prepared building site means safer and more productive working environment.**

# Site preparation

An effective management of the building site





**Site fencing**

Install an appropriate site fencing to secure the construction site and the neighbouring properties. This will protect from construction works dangers or from vandalism and theft.

- heavy duty and anti-climb fencing panels
- timber hoarding (recommended)
- steel hoarding

Take into consideration the access point, the driveway and off-loading area.

**Welfare facilities**

Provide access to toilets and washing facilities. Establish the area for preparing and consuming meals and the changing area. Keep all facilities warm and clean. Also, supply the drinking water.

**Site logistic**

Consider preparation of the traffic management plan which will include workforce, machinery, waste collection and materials delivery on site.

- Office and welfare accommodation
- Tools and plant storage
- Unloading area (forklift or manual) – consider site delivery time restrictions to limit the volume of deliveries per day. Apply the materials transportation plan within the building site.

**Site signing – safety and informative signs**

In accordance with the law, all sites are legally required to display the current HSE health and safety poster. The poster and leaflets are available to buy from HSE website. Apart from that provide proper safety signs which conform to Health and Safety Regulations. Signs warn of building site dangers and are the essential part of the construction site Health and Safety policy.



For the smaller domestic projects like extensions or refurbishments all warning might be included on one display sign.

For larger projects, more comprehensive signage is required showing fire escape routes, first aid and fire points, evacuation plans, workers and visitors' identification points, deliveries points. Moreover, a range of specific hazard signage adequate to each site area is obligatory. There should also be welfare signage for canteen, changing rooms, toilets, and site offices. It is advised to install a board easily accessed to put plans and highlight risks for particular day or week. Additionally, on the larger projects the traffic and warning direction signs



should be used as per the local authority requirements, to avoid chaos and disturbance on roads.

**Prohibition signs (red)** - stop, no entry, no parking, no smoking, etc.

**Mandatory signs (blue)** - eye protection, ear protection, high visibility clothing, hard hats must be worn, etc.

**Warning signs (yellow)** - danger, asbestos, high voltage, work overhead, etc.

**Safe condition (green)** - fire exit, first aid, etc.

**Fire equipment signs** - fire alarm, hydrant, etc.

Signs should be displayed on hoarding, entrance points and various locations on the site. Additionally there should be informative boards describing the project and contractor - including the site manager contact details, etc. It is convenient to add the QR code, so interested parties can access all information quickly.

**Site security**

The tender specification might require additional protection like CCTV cameras or security.

**Site cleaning**

Prior to the commencement of the building site cleaning, it is advised to obtain the photo record of the condition of the property, including third party fencing, existing trees or any cultural heritage.

The site cleaning is a part of enabling works that might also involve tree protection, excavation of ground obstructions, disconnection of existing services or provision of access ramps. During the site cleaning the road closures, arrangements and other restrictions can be done. Moreover, if required scaffolding can be installed and third party properties secured or fenced.

The standards for the safety of ladders, stairways, openings, etc. should be established. Also, the waste disposal areas with skips should be arranged.



**Provide equipment and materials**

Provide all essential equipment for workers, including safety clothing and accessories. Arrange the delivery of all materials, tools and plant necessary to conduct the site cleaning, preparation and then to commence works.

**Contractor mobilisation works**

Before works start contractor should provide workers with the site induction. It is also obligatory to prepare the construction phase plan and make the waste management plan.

The construction phase plan is required under the Construction (Design and Management) Regulations 2015 (CDM 2015) for every construction project. Prepare the risk assessments and health and safety policy and notify Health and Safety Executive about more complex projects. The Site Waste Management Plans Regulations oblige the client (other than domestic clients) and the principal contractor for any construction project (also maintenance and alteration works) with an approximated cost of more than £300,000 to establish the site waste management plan. Such plan involves the estimations of how much waste

will be reused on site or removed for recycling or disposal. Put in place measures to deal with dangerous substances. The safe working procedures for dealing, storing, handling and disposal of hazardous waste should be established, for instance using Hazibags, which are approved by the Consideration Construction Scheme.

It is highly recommended to register with the Consideration Construction Scheme, which improve the image of the construction site. Construction sites are monitored against the Code of Considerate Practise and contractors are supervised, advised and assessed during the project. The main aims of the scheme are care about the appearance, respect for the community and environment, care about health and safety standards and provision of high standards for the workforce. The certification is provided at the end of the project, which is a valuable reference for future.

Lastly, within at least three days before the works commencement, the principal contractor should inform the local authority or an approved inspector of the intention to start works and procedures for inspections should be agreed.





**INTERVIEW**  
of **The**  
**ISSUE**

# Jacek Ambroży

*Founder of IBB*

Talks, queries and questions were raised before the decision to publish IBB BUILDER. Some of them I talked over again in the interview with IBB owner, Mr Jacek Ambroży.

Iza Rembisz/Polish Embassy UK





**‘** We think we have a lot to tell...  
Well, time will show.

### **We remember ‘Polish Builder’ newsletter issued in 2008. How did you end up in the publishing again?**

Only partly it is the reactivation of our previous newsletter. We have decided that this time publication should be called IBB BUILDER. It is the company magazine, directed mainly to our customers. Year by year the database of our clients is increasing and also includes British customers or those from Central Europe. Our clients are of course builders but right now not only Polish builders. We think we have a lot to tell them (laugh). Well, the time will show (laugh).

### **Looking at the efforts you have put in your first issue, the magazine will be more exclusive and substantive. Do you have an appetite to be at the top in British building magazine sector?**

Not at all. We do not have such aspirations. We have more than 10 thousand customers in our branches, and that number is still increasing. Mainly to them we direct our publication. After ten years in the UK, we have the broad knowledge about the construction industry. Taking into account numerous talks with clients we think we can meet their expectations.

Working in the construction is very demanding, always based on in-depth knowledge and various multitasking skills. Not many people from other sectors understand that. To be a successful in building industry is a challenge. We also experience that.

IBB Builder is here to help in that challenge, by delivering the essential information that will give our readers better understanding of the sector and what's next, will increase confident choices and decision making.

### **Okey that's your aspirations or let's say your mission, but how would you like to achieve that? What kind of magazine IBB BUILDER should be?**

There is no need to make that complicated or look for in-depth analysis of reasons why we will publish IBB BUILDER. Simply we would like all of our customers to take and read our magazine. Briefly, first of all, it has to be elegant. Good quality of paper and print, properly chosen photos and images, not a lot of adverts. Secondly, it has to be substantive. We will edit regular parts in each issue, for instance, Building Regulations, Construction News but also Education. We will write about Materials and Technologies that we promote, but also which are modern and recommended. We invited to cooperation not only experienced journalists that write for building sector publications in the UK but also our business partners. We will try to familiarize our readers with our estimation software IBBestimator in both online or mobile app versions. Both are very developed, so we think that manuals how to use them will be useful.

IBB Builder should be easily readable with information about sport and a good level of entertaining. In sports IBB mainly appears as a sponsor. We support the volleyball team IBB Polonia London VC, which in the current season won 9 matches in a row and will fight for first place in a league table. The team of Polish origin makes Brits aware that Poles aspire, without greater competition, for the title of world champions in fans' behaviour in this discipline and of course also in playing, but here with the much stronger competition. Since two years, we have also been supporting youth football team, London Eagles. However, our biggest passion is tennis. This discipline, we want to give main emphasis and show emotions from another level, the level of the parent. Maybe someone will find it helpful. We will present other than the well-known and common approach to professional sports. To encourage readers to look into this position in our magazine, I will say that tennis can be played by almost everyone, regardless of gender and regardless of physical brawn or even its excess (laughs), age and so on. We will begin the "fight" with abused and thus not a professional word nested in sports- the word 'talent'. We will demand its elimination, despite the fact it is a friendly term and used by many sports professionals. We will describe recent trends in training, new strikes - even those no one knows nowadays- even Roger Federer and Djokovic Nowak, whom by the way we congratulate the victory in the ATP Masters. We are afraid, however, about his new motivations - recovery. Nowak, you lose too much weight!

With regards to entertainment part of the magazine, it is not always so when it comes to our humour, and it is better to work with experts in this field. We invited to cooperation the recognized artists and satirists Mr Szczepan Sadurski and Mr Henryk Sawka. They will help us show the bright side of life and makes our readers smile a bit.

The power of reasoning has not gone like the Enlightenment period. We remember the dark times of the Republic of Poland when the obligatory high school exam in mathematics was abolished. We know very well what distinguishes us from other primates. The ability to hate (laugh). Not only.

It is also the ability to abstract thinking. Those who do not understand, I encourage, e.g. to reject mobile phones. Feel free to try your strength on the pages devoted to puzzles, jigsaws and crosswords.

### **One final question. Is there any one story or magazine regular section that stands out in your mind?**

Yes there is one, politics. However, I am not sure I want IBB Builder to go that way. Let's leave it for now.

### **We hope IBB Builder will be what you have envisioned. Thank you for this interview.**

Thank you.



**Polonia  
LONDON.  
VC**

**IBB  
POLONIA LONDON  
VOLLEYBALL  
CLUB**

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*'I can see the passion for the sport in both - the club's activities and mine. Volleyball is a beautiful team sport, and Poles are the World Champions - both - on a playing field and as supporters, that's why we'll be happy to support the idea of the creation of a professional volleyball team in London', said the owner of IBB - Mr Jacek Ambroży.*

**Bartek Łuszcz**  
IBB Polonia London VC  
chairman







IBB BUILDER will update readers on the IBB Polonia VC achievements every month. In this premier issue, we would like to get back to the genesis of the club.

Polonia's (Men) roots stretch back to 1973 when Maciek Behnke and Henio Paulinski, members of the Polish YMCA, founded a volleyball club. The club resourced players from the Association and the Polish scouting movement, and under the name of 'Polish YMCA', entered the English National League's Division 3. The team, initially led by Boleslaw Lesiecki (General Secretary for the Polish YMCA), gradually developed and progressed through the divisions recruiting new players from the youth nurtured from scouting. During this time, a second Polish volleyball team, 'Gryf', was playing in the National League Division 1. Andy Mackiewicz, a player from Gryf, was invited to coach Polish YMCA, beginning a link between the two clubs. In 1976, Andy Lowczynowski became the new coach for the YMCA and coached the team for the next five years. Through his influence, the club was to become one of the most long-lived and successful sides in English volleyball.

# SUPER 8 MEN

	P	W	L	SF	SA	SQ	PF	PA	PQ	PT
1 IBB Polonia London	6	6	0	18	4	4.50	525	424	1.24	17
2 Team Northumbria	5	5	0	15	2	7.50	417	320	1.30	15
3 London Docklands	8	5	3	15	13	1.15	624	624	1	14
4 London Lynx 1	5	3	2	10	6	1.67	372	352	1.06	9
5 Wessex M1	7	3	4	12	16	0.75	622	638	0.97	8
6 Sheffield Hallam	5	2	3	10	10	1	425	437	0.97	7
7 Leeds VC	7	1	6	6	20	0.30	525	619	0.85	3
8 Malory Eagles (London)	7	0	7	6	21	0.29	530	626	0.85	2

16 December 2015

Steven Smith

## Here are the volleyball basics you need to know!

The game of volleyball is played for more than a century. It originated in the United States, where an instructor at the Young Men's Christian Association (YMCA) in Holyoke, William G. Morgan invented the sport in 1895. Volleyball is now one of the biggest five international sports, with approximately 800 players worldwide playing it at least once a week.

Volleyball game is played on a court, 18m x 9m, with a net dividing the two halves. The net is set to a height of 2.43m for men and 2.24m for women. The rules below are retrieved from the website of the governing body responsible for all forms of Volleyball on a global level (FIBV).

A team can touch the ball three times on its side of the net. The usual pattern is a dig (an underarm pass made with the forearms), a set (an overhead pass made with the hands) and a spike (the overhead attacking shot). The ball is served into play. Teams can also try to block the opponent's spike as it crosses the net. A block into your own court counts as one of your three touches in beach volleyball, but not in volleyball. Power and height have become vital components of international teams, but the ability of teams and coaches to devise new strategies, tactics and skills has been crucial for continued success.

There are six players on court in a volleyball team, who each must rotate one position clockwise every time their team wins back service from the opposition. Only the three players at the net positions can jump and spike or block near the net. The backcourt players can only hit the ball over the net if they jump from behind the attack line, also known as the three-metre line, which separates the front and back part of the court.

Volleyball has developed into a very specialised sport. Most teams will include in their starting line-up a setter, two centre blockers, two receiver-hitters and a universal spiker. Only certain players will be involved with service reception. Players will also have specialist positions for attack and defence. Substitutions are allowed during the game.

Matches are played best of five sets. The first four sets are played to 25 points, with the final set being played to 15 points. A team must win a set by two points. There is no ceiling, so a set continues until one of the teams gains a two-point advantage.

In 1998, the FIVB introduced a new specialist role: the libero. This player wears a different coloured uniform from the rest of the team and can be substituted in backcourt for any player on the team. The libero cannot serve, spike the ball over the net or rotate into the front-line positions, but plays a vital role for the team in serve reception and backcourt defence. There must be at least one point played between a libero substituting off for a player and going back on the court for another player - hence he/she cannot be on the court for the whole game. The libero has added an extra dimension to backcourt defence, improving the reception of teams, lengthening the rallies and giving a vital role to shorter players.

(source: FIBV)

# Volleyball Support Club

We are considered the best fans of volleyball in England. Volleyball is our passion and active lifestyle, sport or loud cheering at matches is what we love. The truly festival atmosphere is created during the match, with singing and dancing. The volleyball

match is for many the best sporting family event. IBB Fan Club Polonia is very devoted to their team and tries to make every game memorable by creating the unique atmosphere. Loud chants, powerful sound of drums or trumpets will involve everyone. We are glad

that our support adds to the victory of the IBB Polonia VC. It is a great experience to be amongst red and white fans of IBB Polonia VC. We invite you to join us - the more fans, the louder cheering!

Magdalena Raczyńska



Steven Smith





Steven Smith



In 1978, Gryf lost many of its players through age and retirement and decided to merge with Polish YMCA forming two teams; Polonia Gryf, who continued to play in Division 1, and Polonia II, who played in Division 3 South East. From 1979 to 1982, sponsorship from the YMCA prompted the teams to change their names once again to Polish YMCA, but in 1982/83, the club reverted to Polonia and had remained so ever since.

In 1991, under the leadership of Slavek Mitunicwicz, the team clinched the National Cup with a 3-2 win over Liverpool, which was televised live for the first time on BBC's Grandstand. In 1992, the team

reached yet another national Cup final, this time narrowly losing to Malory in an epic 5-set match. Since then, Polonia has remained one of the top teams in English volleyball, consistently finishing within the top four places in the League. However, the team did not return to another National Cup final until the 2009/10 season when, with Vangelis Koutouleas at the helm, they eventually fell to London rivals, Malory. In the 2012/13 season, the team was playing some of its best volleyball, resulting in their first ever National League title. This season Polonia will be looking to make it back to the top of the table as National League winners.

# Vangelis Koutouleas

Vangelis is a highly accomplished player and coach, with a glittering volleyball and beach volleyball career spanning over four decades. He played for 19 years in the Greek A1 professional league with the majority of those years at internationally renowned Panathinaikos with whom he won 2 National Championship titles. Upon moving to the UK in 2009, Vangelis became coach at Polonia London Volleyball Club and, in his first season, led the team to their first National Cup Final in 19 years. In his second season in charge, the team won the Super8 Championships – their first National League title in 26 years.

**SERVE** – This is the shot used to start the point and get the game going.

**SET** – This is two-handed pass played above the forehead when the ball comes towards you high above the chest.

**DIG** – This pass is played when the ball is coming to you below the height of your chest – using your forearms.

**SPIKE** – This is the smash shot usually played at the net and is the most spectacular skill!

Follow with IBB BUILDER the latest news, events and results of IBB POLONIA VC.

We are now counting down the days until another league game.



## Upcoming IBB Polonia VC Match Schedule

### JANUARY 2016

17.01.2016  
Wessex – IBB Polonia

23.01.2016  
Malory Eagles – IBB Polonia

### FEBRUARY 2016

06.02.2016  
IBB Polonia – Sheffield Hallam

13.02.2016  
IBB Polonia – Londyn Lynx

28.02.2016  
Team Northumbria IBB Polonia  
Londyn

### MARCH 2016

05.03.2016  
Leeds VC – IBB Polonia

19.03.2016  
IBB Polonia – London  
Docklands

# PLAYERS



**Końpa Marcin** Opposite  
Nationality: POL  
Date Of Birth: 21.09.88  
Height: 192  
Weight: 90



**Lasocki Tomasz** Universal  
Nationality: ENG  
Date Of Birth: 30.03.1987  
Height: 191  
Weight: 83



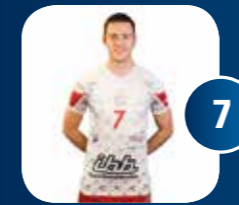
**Saller Michał** Libero  
Nationality: ENG  
Date Of Birth: 11.11.1976  
Height: 186  
Weight: 83



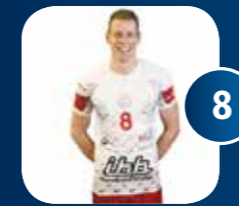
**McHardy Jamie** Outside  
Nationality: SCO  
Date Of Birth: 21.04.1992  
Height: 194  
Weight: 86



**Smith Philip** Middle  
Nationality: ENG  
Date Of Birth: 24.01.1986  
Height: 203  
Weight: 90



**Nicholson Robert** Middle  
Nationality: NI  
Date Of Birth: 19.01.1990  
Height: 200  
Weight: 97



**Kępa Rafał** Middle  
Nationality: POL  
Date Of Birth: 01.01.1987  
Height: 198  
Weight: 93



**Todorov Christon** Setter  
Nationality: FRA  
Date Of Birth: 21.04.1988  
Height: 190  
Weight: 87



**Sowden Kieran** Setter  
Nationality: ENG  
Date Of Birth: 17.08.1990  
Height: 181  
Weight: 78



**Mizerak Roman** Outside  
Nationality: SVK  
Date Of Birth: 195  
Height: 195  
Weight: 81



**Kisielewicz Bartosz** Captain  
Setter  
Nationality: POL  
Date Of Birth: 20.11.1986  
Height: 190  
Weight: 82



**Bartoszak Michał** Middle  
Nationality: POL  
Date Of Birth: 201  
Height: 201  
Weight: 90



**Ciortea Marius** Outside  
Nationality: ROM  
Date Of Birth: 190  
Height: 190  
Weight: 87



**Oro Lucio** Opposite  
Nationality: BRA  
Date Of Birth: 19.04.1977  
Height: 201  
Weight: 105

**TEAM OFFICIALS:**

**Head coach:** Vangelis Koutouleas  
**Assistant Coach:** Patrik Selep  
**Statistician:** Igor Drej

**Sport psychologist:** Joanna Wasiukiewicz  
**Physiotherapist:** Krzysztof Klimek





# The team

## is the most important

In current season IBB Polonia London volleyball players win nine meetings in a row. The part of winning team is a sport and exercise psychologist, Joanna Wasiukiewicz who told us about her work with players.



# The team is the most important

## Who exactly is a sport and exercise psychologist?

Frankly, this is a person who supports player's development in mental aspect, helps them use their total potential and achieve goals which they have set.

The most common elements of that work are improving self-confidence, stimulating motivation as well as demonstrating techniques to deal with stress or concentration. Contrary to the common view we are not searching for downsides or disorders, but the opposite- we strengthen potentials of a sportsperson. It is also important when to start the work. The earlier, the better.

## Can you compare the job of a sport and exercise psychologist in IBB Polonia and in Poland?

There is no doubt that IBB Polonia struggles to be more like league teams in Poland, but there are still some differences. Here our biggest obstacle is the time. In IBB Polonia London we still have little

# Sport psychology

time. In Polish clubs players are subordinated to matches and trainings. Their job is playing. Thanks to that a sport and exercise psychologist has more time for activity. With IBB Polonia it is not the same, volleyball players have to balance their careers and playing. Volleyball players often come to trainings right after their work so it is not always possible to get enough time to practise. Despite that fact, we make an effort to make things work well as in a well-oiled machine.

## So how do you set your work schedule?

It is necessary to prioritise, think about what is the most important and what to work on with particular players. As I mentioned before, time is not our best ally. Mental habits work the same way as movement habits. If we aim to establish something we need time and reasonable number

of repetitions in order to achieve the result. We are limited in that case so we focus on some particular issues.

## What are they?

The most important is team cohesion. Relationships between players, trust and communication. Volleyball is a team sport so we are constantly working on making this team complete. IBB Polonia is a mixture of culture, nationalities and languages therefore the most important thing is that players understand one another on the court as well as beyond it. This is the priority.

## But conflicts are inevitable?

Sportspeople are also people [laugh]. Likewise in any other group, there are conflicts and arguments here as well. Each of the players wants to

be in the starting line-up so they will point out mistakes of teammates during a match or training. It is absolutely normal in sports reality and we are working to make these a positive effect, not negative.

## So how do you talk to a player losing their position in a line-up or doing worse in a training or match?

This is a very individual case connected with a particular player and there are no rules or scheme. We try to pursue thinking that how effective is the first six depends on how demanding is the other six that is why we don't see the starting line-up as more important than the dugout because they decide about effectiveness of the former.

So without competition within a team there is no success in fight with opponents in the league?

Positive competition influences the dynamics in the group and accelerates its development. It happens that this spins off into negative conflicts so to prevent it each player must be convinced that we all fight for the same goal. IBB Polonia consists of experienced players with the past of professionals, but there are still competitors who have never been in such conditions before. Everyone influences one another and thanks to individuals a team is created and that's the most important.

## I noticed you sitting in matches and trainings with a pen and paper...

I take notes of everything that I am able to spot and what can be useful in work later on. I need to get to know each of the players that's why sometimes I focus on one player during matches as well as trainings. I watch him reacting to his own mistakes and to ones of his mates. I need to know if he is in the center of attention and supporting others or rather focused on himself. I also pay attention to communication in the group, especially in disputable situations. Sometimes the ball is between two players and I wonder why and how to prevent such situations. I also take notes concerning communication between a coach and players.

## The effects of this work are very good. The team is doing with flying colours.

Our aim is the quality of the game, results are spinoff so we can lose sometimes, but we will never give up. IBB Polonia fights until the very end and we will do our best to stay like that until the end of the season.

## We wish you success and keep fingers crossed for IBB Polonia in the upcoming matches. Thank you for talking.



JOANNA WASIUKIEWICZ  
(PSYCHOLOGIST)

A graduate of University of Gdańsk, a degree in psychology, so far cooperated with teams including a volleyball team of Trefl Gdańsk and Camper Wyszków. Staying in London for a half a year.





# Tennis

*"Passion is the driving force of every activity, a valuable alternative to the strictly economic motivations. At IBB we're trying to share the passion between work and sport. We sponsor football and volleyball because we like the activity of others in the field of sports. Tennis is our own passion."*

*Jacek Ambroży*



**Polish Building Wholesale**

We support tennis





1

## The Parent's thoughts

Tennis is a sport discipline discussed in various books and publications. There will be many more to read year after year. You can go through the entire tennis book collection, but still the actual training and practicing of this discipline will raise the questions and riddles, which solving might be compared to the fascination of the new lands discovery.

This part of our magazine is probably not directed to all of our readers but for the encouragement, I will say that getting more deeply into the subject of the professional sport makes the viewing of sports tournaments more pleasurable.

In our series Parents thoughts, we want to present tennis from the parent's perspective - the most important person present in the career of each athlete, including tennis players.

It is obvious that parents play the most important role in child development. However, this is less obvious in sport, especially in professional sport.

In my 8-years old career as a tennis player's parent, only at the beginning, roughly when my son was 7 years old, I have met parents who treated tennis only as the activity for their children. The most of parents want, probably more than their children, success and career path for them. It may be because tennis is considered the elite sports discipline, or because of the high earnings for champions or, finally, due to the volume of tournaments and level of competition from the youngest years.

As in mathematics, I will ask the questions and review the statements every parent most likely considers. Furthermore, I will try to analyse them all and in contrast, to mathematics, there might be more than one answer or solution. Some, not without reason, will say there might be as many answers as children- players. I will try not to be a know-all. My aim is to share my thoughts- the parent's thoughts.

In the second part of this article, I will ask questions, I've asked myself many times:

- Can my children play professional tennis?
- Can they succeed?

This question is asked more often and louder - remaining in the nomenclature of mathematics - proportionally to the number of lost matches.

Also, there are repetitive questions asked statistically so often by others, friends and family. Let me start with the most common:

- Who wants a career of a tennis player more - a son, or daughter or you, a parent?

The second question is not better:

- Do they have the talent?

In further publications, I will move on to

the bigger challenges.

- Should there be the so-called intuitive serve allowed and whether or how often to change, or to moderate it?

To answer this question, I will analyse Djokovic's training of the serve and the meaning of 'smooth and simplify'.

- How to coach the defensive or the offensive player? Whether and how to coach an 'all court player'?
- Whether to allow screams or a loud gasp that is a natural healthy reflex, or eliminate these habits?

I will collate aggressive tennis with relaxation, speed and technique. The distinction between strength and speed is an important issue here.

How many forehand strokes are there? It's biomechanics. So, let's look for answers within the fields of physics' authorities:

- concerning Newton's rules - there are 11
- concerning Maxwell's rights - there are 33
- concerning Einstein's theory - it is infinite

I'll try to give the answers, taking as a basis the forehand strokes, which need to be trained due to the variety of different hitting techniques.

The professional tennis has started to be a science for me. Within eight years, I have undergone a transformation from being a passive fan of this discipline, through the state of a careful observer to an analyst of this discipline. To show the magnitude of the subject, in this first article, I will announce more aspects and areas that we will touch upon.

### In the sphere of training:

- The number of training hours
- The amount of fitness related, general development training in relation to the amount of practice on court.
- The importance of mobility and, therefore, the training with control and improvement of the heart rate -(HR).
- Aerobic training in relation to tennis training
- Training rules for shots techniques, defence, and running on the court on different surfaces.
- The essence of tennis shots - and hidden keys.
- The cooperation of both hemispheres of the brain and the nervous system.
- The importance of balance, and a lower centre of gravity
- The gradual implementation of tactics
- The importance of training periodization
- Routines
- The importance of preparatory training, also without the use of a tennis racket
- The threat of overtraining
- The importance of equipment choice, tension, the selection of shoes, etc.

### In the area of health:

- The athlete's diet, especially during high-intensity activities : more than 2000 kcal a day
- Hydration and fluid therapy
- The use of supplements
- Breathing (proper oxygenation) of the organism, the philosophy of "long breath-long life", and the level and improvement of aerobic capacity

- Recovery or the importance of regeneration, rest periods and frequency
- Energy management
- Periodic tests and control of parameters, e.g. weight and height, bilirubin, proteins, etc. in the blood, plus cardiovascular research
- The inevitability and harmfulness of muscle soreness, and counteracting it
- The importance of preventive training that strengthens ligaments, and tendons, improving joint mobility
- PRICE - protection, rest, ice, compression, elevation - treatment of injuries
- Quickly respond to all body signals

### The importance of the statistics in tennis:

- The average number of rallies in a game
- The probability of hitting in the field with risky strokes, and working out a percentage rate
- The repetitiveness of various techniques and actions
- The problem of time (lack of it) and, consequently, the need for training selections
- Training awareness - wise choice from the range of dozen possible strokes
- Why were Connors and Borg different than other tennis players?

### In the psychological and social approach to the tennis training of your child:

- High ranked here is so-called 'Parents pathology' - and educating parents through a child
- Differences in training an amateur, professional and candidate for a champion
- The choice of the coach and the evaluation of his/her competence
- A strong sparring partner - an important element of the training
- The building of the mental strength without pharmacology and psychologists
- Comfort zone - how it works against player
- Jumping rope as a tool to build concentration and willpower

### The awareness of the player development phases over longer period, such as:

- Child 3-7 years old - fun, coordination and relax.
- Child 8-12 years old - the beginning of tournament competition, looking for dominant abilities and features such as peace, aggression, speed, strength.
- Child 13-15 years old- working out a decision about progress into professional tennis, the know-how of losing or criticism of winning, The exam for parents - time for serious decisions. During this period, finance starts to play a role.
- Above 16 years old- the end of fun and full dedication to the professional sport, the gradual increase in tournaments over the training; last time to eliminate the lack of technique, as a Polish proverb says, "What Johnny does not learn that John will not know." The finance as in the cycling peloton quickly becomes the significant part of the tennis player's career path.
- The adulthood - the deserved rest for caregivers, tennis player takes over but still costs commitments are on the parents.

And much more.

We invite you to read and share your comments.





## 2

## The Parent's thoughts

## Is tennis good for my kid?

Let's go back to the first question that keeps bothering parents: the decision to choose tennis as a sports discipline for their child.

- Can my child play professional tennis?
- Can he/she succeed?
- Who wants a career as a tennis player more – a son, daughter, or you, a parent?
- Does he/she have the talent?

The greatest confusion encountered by parents involves the last word – talent. The end of thousands of careers is due to the misuse of that word. The term "tennis talent" is commonly used by former tennis stars, famous coaches, and tennis associations who organize "talent fishing" events. To answer these broad, talent-related questions, let me first ask some support questions. Those will make everything else more understandable. Why do tennis players' children not follow in their footsteps? Why hasn't Federer taught tennis to dozens of his compatriots while thousands of them are playing every day? The simplest answer would be because they do not have talent! Well, yes, but it is complete nonsense.

So what determines when someone reaches the peak of his/her tennis career and becomes a professional player?

My answer should revive all of those whose children are not necessarily born talented. Nothing here is connected with an individual's sporting talent or athletic abilities. Is this a distinctly odd argument? Let's examine it.

*The biggest influences on the development of the sport are:*

**1. The parents' decision and the age of the child who begins training.**

The sooner training starts, the better, but I believe that the critical time to start training with a view to becoming a professional player is at the age of 7 or 8.

**2. The child's physical abilities,** but without exaggeration. Eighty percent of children have them. There are many sports features that are necessary for playing tennis, and no one has them all. It is important to make an effort to develop all of them. Is one thing more important than another?

Is strength more important than speed; aggression than peace; the dynamics of the legs than the ability to anticipate; technique than bravery; height than the dynamics of short legs; the arms' range than motor coordination; physical strength than mental strength; workload than capability?

**3. The child's willingness.** The most important thing during the first stages of training is good fun, a cool coach, a friendly group, etc. The initial desire must develop into the pleasure of playing and competing, while a parent's task is to keep up the enjoyment in spite of training loads, pressure on technique, or the stress of tournaments.

**4. Finance** – relatively small in the beginning. Tennis court rental, racquets, balls, coaches, proper shoes, fees for tournaments and so on. Such costs are only a warm-up.

**5. Training possibilities** – availability of tennis courts nearby (preferably indoor). It is hard to imagine the tennis training in the days of Fibak, who commuted by train from Poznan to Warsaw to play tennis on the indoor courts. Due to the

extensive amount of training, the close location of proper tennis courts is crucial. Andy Murray, in his childhood, used to live opposite the tennis courts.

**6. Parent's determination** – at first, they decide about the coaching of their child. Parents also need to cope with all sorts of psychologists. They will be fighting with the comments about over-tiring their children, taking away their childhood rights or limiting their living space, etc. They will be accused of the realization of their own ambitions and many other iniquities.

First of all, it's important to realize that the general age of consent is between 18 and 21 years of age. By this age, without a doubt, your pupil has to have the essential skills of a professional player. For those who say that parents force their children to train, we counter the fact by stating that starting school at the age of 4 could also be considered an attack on the child's civil liberties.

**7. Time flies and other crucial aspects start to play a role:**

- a child plays very well and wins tournaments, or
- a child often loses tournaments

Here you see the so-called "**Parent's pathology**" – excessive expectations.

If your child plays well and wins, she is perceived by many as talented. Such thinking might reduce the motivation for training and lead to the use of those techniques that are already strong. Another aspect is when a previously 'talented' child starts to lose often. This child's training was probably neglected. Unfortunately, the child with the lack of training might not be able to catch up. Lastly, we see the case of a child who often loses or never wins. This is not proof that he is not talented but rather that there is a need to practice more or to change his coach.

Unfortunately, both the statistics and literature do not conform to the above thesis. When we realize that at the age of 12 years old, players like Nadal, Federer, Murray were already masters in their countries, it can confuse and demotivate us.

Andy Murray's mother, Judy, wrote that when her son won the 12U Orange Bowl in Florida and later, at the age of 12, when he won the British Championship 14U, she thought that he might have something special. I strongly disagree with those kinds

of statements. I agree that there is such a word as "talent." I even like it; however, in professional sports, it should be eliminated from the dictionary and not used under the threat of punishment. The fact that the players mentioned above were the best in their age group caused their parents to become more determined, and it helped them make the difficult parental decision of their child becoming a tennis player.

How do you make the same decisions if the child loses? It is difficult – so let's forgive parents. The risk factor is bold; what will the child do in life, how will he/she make a living, will my child have any profession, what about an education, etc.? Theories about talent kill the desire for trainers to train or to continuously correct techniques and, above all, to train new or less mastered individuals. The so-called "talented player" usually has several abilities or few tennis techniques mastered very well. For instance, a fast approach, very good forehand or service. Often, this is enough to win matches. This creates a large risk of playing mostly or only on those techniques. However, such a position blinds and reduces the desire to train in other less-favoured techniques, and the player stays in his/her comfort zone. That limits his development.

For example:

- An excellent game with forehand spin reduces the urge to step in on the ball and play in the front with more body participation.
- A superb play of the backhand slice reduces the desire to play spin with a fast, lower body approach to the ball.

**8. The choice of a coach.** That is a broad topic. Until 10-11 years of age, it is enough for the coach to be just OK. Nowadays, coaches should be very positive. Training should be fun, and the matches played should not assess the player's abilities but rather his training progress. This is quite difficult to do. Apparently, the Czechs do not create pressure to win for players up to 15 years of age, in order to avoid paralyzing their abilities and above all to enable the trained techniques. That approach is very wise, and there will be more explanation about it later. Anyway, there is a need to say goodbye to those nice, good coaches by the age of 12. The so-called "babysitters" do not

teach professional tennis, which has to be taken into consideration.

The problem is that for a 12-year-old teenager, it is hard to find a committed and dedicated professional coach. There are many reasons why, but we will just mention a few: an unsatisfactory salary, a lack of determined courage-minded coaches, the master has to be trained by the master, and often there is a lack of competence. Years ago, in karate, sensei were considered to be the ones with a secret knowledge. Nowadays, in the public's perception, the only good coaches are former tennis players. This thesis has some truth but is certainly not the rule.







**J** *Train a lot and well*

*Hubert Wagner*

One of the very likable coaches who plays an important part in the tennis development of my son has mentioned the reasons why there is such a lack of trainers for professional players. Coaches involved in dedicated training are often deprived of other commercial customers and work with the risk that parents might one day decide to stop training their child. Another example from the coach's point of view is that payment for training is logical, understandable, and acceptable; however, it is not so straightforward when it comes to the tournament trips. One trip is generally fine, but what about 10 or 15 trips a

year? What are the costs of flights, hotels, wages or rewards for family separation? And what about holiday leave? Well, I think we have the answer for why there are so few coaches to train young candidates to become tennis professionals.

So what's next? Maybe a tennis academy? Sure, the more expensive, the better. Agassi had already been well trained by his father when he started to attend the Bollettieri Academy. The tennis academies are business entities. Of course, all academies are focused on playing tennis, but not all are at the level needed to develop a pro-

fessional player. What's more, academies combine school education with tennis coaching, which, in my opinion, lulls parents. If their child is not a professional player, they believe that at least he/she will still have a chance for higher education. For many people, tennis academies are just a way to higher education.

### **9. Consistency, determination, and parents' courage.**

When the child approaches 14 years of age, it is a time to decide what is more important: tennis or education. There is still a possibility to focus on

both, but at this age, training twice daily is obligatory. There is a need to take part in tournaments and competitions, although not necessarily world class ones. Schooling is out of the plan, and even if there are opportunities for learning on an individual basis, through the internet or tennis academies, the dream of a Masters degree in mathematics has no chance of realization. It is impossible.

You, as a parent, have to decide what your child will do in adulthood, and your child may not

have the talent :) Or maybe he/she might suffer a sport injury. How do you train your child to win against a cyborg-like player such as Djokovic? What are the chances? At this stage, most often the adventure with professional tennis ends. These are the reasons why only some players move on. There is a need to realize the responsibility. Decisions have to be taken for a child when he/she is only approximately 14 years old. Attempting to compromise at this stage can end up leading to a bad scenario – your child will not have the proper

education or tennis profession. However, you can always count on the fact that exceptions do occur.

**10.** If that part of the decision is already done, you need to deal with another aspect – *money!* It is our task as the parents. Let the child train.

As Hubert Wagner, the Polish volleyball coach, said, "Train a lot and well." Those two adverbs contain the whole complex truth. I will develop this issue in my following publications.





# London Eagles FC

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**London Eagles FC is the biggest Polish football club in the UK. It unites kids and youths from London and surrounding areas since 2006. At the moment, there are 170 kids in the age between five and fifteen years old. We operate in agreement with the social regulations of the Middlesex County FA, with whom we are registered.**

In regular competitions, Harrow Youth Football League our club appears in seven age categories. We are represented by a record number of 12 teams!

London Eagles has a highly qualified coaching staff, as evidenced by the granting us the statue of Standard Chartered. Our all coaches have the necessary qualifications including licenses coaching, first aid and certificate of good conduct (DBS certificate).

We strive to create comfortable conditions for the development of children and youths. We

care about the physical and mental development of our teams and up bring our kids in accordance with social values and human rights. In training and during matches our children not only learn the rules of the game of football. By appropriate selection of exercises, they learn to work together in a group, help each other, and develop their imagination and pugnacity. Right now they learn discipline and regularity what is vital nowadays. We do not focus solely on training and the league contests, but also organize trips to tournaments and training camps.

In addition to the league competitions, our flagship product is the annual tournament under the name "Letni Turniej Młodzików", which every year attracts more and more participants. In the last edition, it was attended by nearly 600 young students of football.

Recently, the organization of these tournaments began our cooperation with wholesale building company IBB, which has been the main sponsor and founder of goblets and statuettes for all players. As the result of the success of the joint venture, the owner of IBB Mr. Jacek Ambrozki decided to support London Eagles FC even more and warehouse building company IBB has also become a sponsor of Team up to 12

years old. We hope that further cooperation with IBB will contribute to the even stronger promotion of sport among children and youth. As every non-profit organization, the club faces many difficulties.

Despite the fact, we operate for almost 10 years and focus clubs ranks such a large number of children, we could not obtain our own base because it involves huge costs even if the lease. Currently, in order to reduce the costs of maintaining the club, in the summer season workouts are held in parks. However, in the winter season we are forced to rent a lighted field from the nearby sports school, because of the weather, what absorbs most of our budget.

We hope this article will attract readers and spread the interest among more potential sponsors what will result in even greater support for our work. Maybe in the near future this will help us to obtain our own place that would certainly contribute to the minimization of maintenance costs of the club. Also, more children could join our ranks and fulfill their dreams of becoming a real footballer.

Andrzej Blasik  
Chairman London Eagles F.C.



London Eagles FC



# Robert Lewandowski in The Guinness Book of Records



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Polish striker Robert Lewandowski has been awarded by the Guinness Book of Records for nine minute, five goal-haul for Bayern Munich against Wolfsburg in September.

He has claimed the record for the most goals scored as a substitute, fastest hat-trick, the fastest four goals and the quickest to five goals in the Bundesliga match. He was officially presented with four certificates on 30th November 2015.

# FIFA World Rankings 2015

The end-of-year standings had been released on 3rd December. Belgium maintained their first position while Spain moved up to the top three putting Germany on the fourth place. Poland who appeared in October on 43rd place has now moved up from 38th to the 34th position. Big loss is for Czech Republic who fall by nine positions to the 26th place and Island, falling by five, to the 36th place.



## New ranking of International Football Federation (FIFA)

1.	Belgium	1494	0
2.	Argentina	1455	+1
3.	Spain	1370	+3
4.	Germany	1347	-2
5.	Chile	1273	0
6.	Brazil	1251	+2
7.	Portugal	1219	-3
8.	Colombia	1211	-1
9.	England	1106	0
10.	Austria	1091	0
...			
34.	Poland	776	+4

# FIFA Player of the World 2015

Lionel Messi, Neymar and Cristiano Ronaldo had been shortlisted as the top three players by FIFA and France Football. The list of 23 nominees, including polish striker Robert Lewandowski, was reduced to three. The Award Ceremony will take place on 11th January in Zurich.



**Cristiano Ronaldo**  
(Real Madrid)

Win for the fourth time scored 45 goals.



**Lionel Messi**  
(FC Barcelona)

Scored 43 goals, contributed 10 goals and had six assists that led him to win the Champions League medal.



**Neymar**  
(FC Barcelona)

Scored 39 goals in 51 matches. It was his second season with Barcelona and after putting behind the loss in Brazil's World Cup he became exceptional attacker next to Messi and Luis Suarez.

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# Sudoku

To solve these warped Sudoku puzzles, every number from 1 to 9 must appear in:

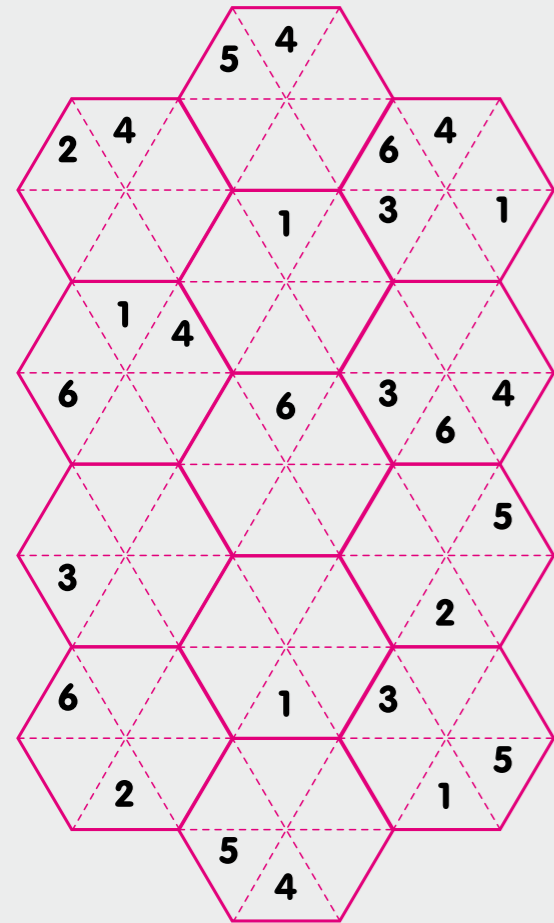
- Each of the nine vertical columns
- Each of the nine horizontal rows
- Each of the nine different coloured shapes

Remember no number can occur more than once in any row, column or colour.

4		8						
2					5			1
7	6	2	8			4		
8		2	5					6
	5	1	4	2	6			
2				1	9			3
	9	6	7	8				4
4	8					2		
			5			8		

# Hexoku

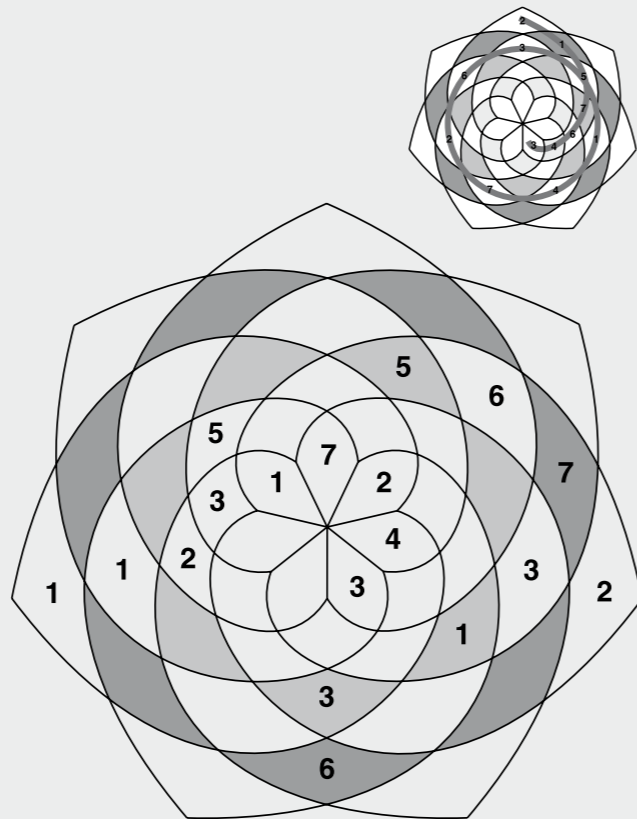
Fit the numbers 1 to 6 into each hexagon so that where the hexagons touch, the numbers are the same. No number is repeated in any hexagon.



# Lotus

To solve the Lotus Logic puzzle:

- Each arc must contain the numbers 1 – 7.
- Each ring of shaded petals must contain the numbers 1 – 7.
- Each ring of white petals must contain the numbers 1 – 7.
- No number can be repeated in any arc or ring.



# Crossword with IBB

**Across:**

- 1. Spy group (1,1,1) Purify
- 2. Stop briefly
- 3. Record label (1,1,1)
- 4. Duelling sword
- 5. Adjudicator
- 6. Sport... ballooning (3-3)
- 7. Commerce go-getters Father
- 8. Land measure
- 9. Unusual Marshy areas
- 10. Deeds It is (poetic) ('3)
- 11. Sprout (of plant) Street urchin
- 12. Birds' habitat
- 13. Pre-historic Stage whisper
- 14. Lion's neck hair
- 15. Holiday Firearm (3,5) Oh dear! Author's following
- 16. Acid drug (1,1,1) Movie theatre
- 17. Wedding vow (1,2) US state
- 18. Ambulance alarm
- 19. Blowpipe missile
- 20. Too Procedures
- 21. Navy boss Conditional release
- 22. Upon Salad stick
- 23. Short-sighted
- 24. Gorilla Spiky plant... vera
- 25. Jotter
- 26. Elect Actress... Hepburn
- 27. Equivalent Meadow
- 28. Charades Flee with lover
- 29. Back tooth
- 30. Rouse Killed (VIP)
- 31. Dingy

**Down:**

- 1. Hinders
- 2. Tiny (version) Incited (5,2)
- 3. Debtor's notes (1,1,2) Gushy
- 4. Hazards
- 5. Distribute
- 6. Concur
- 7. Honey insect Fence openings
- 8. Saysings
- 9. Wool Pepsi flavour Module Blaze's remnants
- 10. Ocean Circus high-wires
- 11. Fringed cord Shoe-string
- 12. Ignited Lolls
- 13. Nimble
- 14. Sicilian volcano
- 15. US president, Barack ...
- 16. Tripped over Riots Uncoiled sound Sprinted
- 17. Brownd bread ... & downs
- 18. Went white
- 19. From Barcelona
- 20. Roman robe
- 21. Perception Cash points (1,1,2)
- 22. Elected Actress... Hepburn
- 23. Sparkling stone
- 24. Expected landing time (1,1,1)
- 25. Not hollow
- 26. Absurd comedy ... had a little lamb
- 27. Stub
- 28. Celebrity Promos





# Laugh with IBB

by Szczepan Sadurski

## Find 10 differences ...



Contemplations of an unemployed man.  
 - I get up in the morning, turn on my Japanese radio, put on a pair of American pants, a Vietnamese T-shirt and Chinese sneakers, then I grab German beer from a Dutch fridge. I take a seat in front of a Korean computer and through an American bank shop online in England, after which I get into a Czech car and go to a French hypermarket to do some shopping. After stocking up with Spanish fruit, Belgian cheese and Greek wine, I get back home, take a rest on an Italian couch and look for a job in a Polish newspaper. Nothing, again...  
 I wonder why the heck there are no jobs in Poland?

Father to son:  
 - You've lost your house keys again?  
 - Don't worry dad, this time, I've attached the note with our address.

Wife to Scot:  
 - GP told me to change the climate.  
 - You're so lucky! The wind direction has just changed.

Conversation between two friends:  
 - I've heard that your wife is very ill.  
 - Do not worry. She's dangerous only in good health.

Scot in hotel:  
 -How much does it cost to stay overnight?  
 -£50.  
 -Well, here you have £40 and please wake me up £10 earlier.

GP urged 110-year-old man to stop smoking:  
 - But why? - asked the old man.  
 - Nicotine is harmful. People who smoke a lot, die early.

Who will be the best candidate for a husband?  
 -90/ 60/ 42  
 -?  
 - The 90- year- old, with 60 million dollars in the bank account and with 42 °C degrees high body temperature.

Illustrations by Szczepan Sadurski

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- More than 10,000 IBB customers - potential readers
- Distributed in our stores and during major construction events in UK
- Delivered directly to customers

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No	Issue	Closing	Availability	Circulation
1	January 2016	11.12.2015	21.12.2015	5000
2	February 2016	08.01.2016	25.01.2016	5000-7000
3	March 2016	12.02.2016	22.02.2016	5000-7000
4	April 2016	11.03.2016	28.03.2016	5000-7000
5	May 2016	08.04.2016	25.04.2016	5000-7000
6	June 2016	13.05.2016	23.05.2016	5000-7000
7	July 2016	10.06.2016	27.06.2016	5000-7000
8	August 2016	08.07.2016	25.07.2016	5000-7000
9	September 2016	12.08.2016	24.08.2016	5000-7000
10	October 2016	09.09.2016	26.09.2016	5000-7000
11	November 2016	12.10.2016	24.10.2016	5000-7000
12	December 2016	11.11.2016	28.11.2016	5000-7000

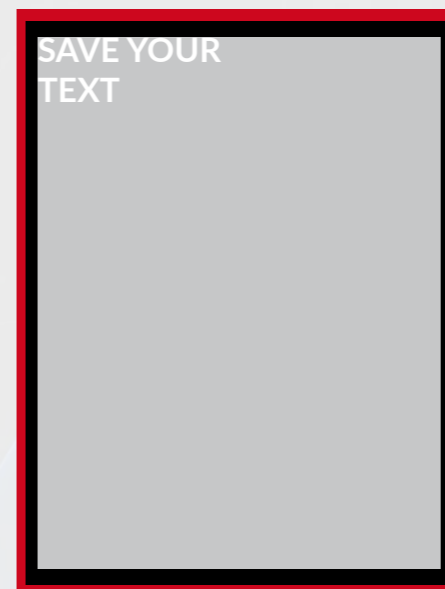
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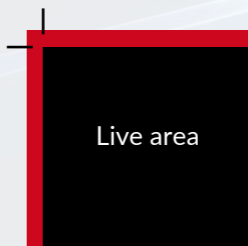
Size	Wight (mm)	Height (mm)	Rate
Cover 2	210	270	£1.250 +VAT
Cover 3	210	270	£1.050 +VAT
Cover 4	210	270	£1.150 +VAT
Spread	420	270	£1.750 +VAT
Full page	210	270	£900 +VAT
1/2 page (vertical/horizontal)	270/210	105/135	£450 +VAT
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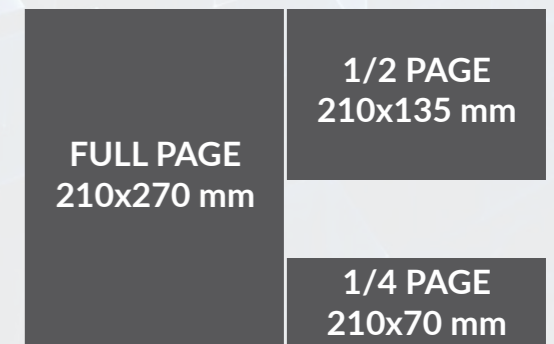


- Bleed 3mm around
- Save area 5 mm around
- Live area



Requirements:

- 300 dpi
- CMYK





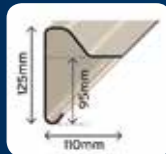
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**STANDARD DRIP TRIM A200 - TST06**  
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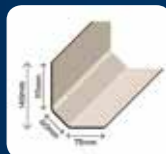
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**SIMULATED LEAD FLASHING INTERNAL CORNER C7INT - TST36**  
**£5.25 net** (RP £8.75 net)



**UNIVERSAL EXTERNAL CORNER C1 - TST27**  
**£7.70 net** (RP £12.83 net)



**SIMULATED LEAD FLASHING EXTERNAL CORNER C7EXT - TST37**  
**£5.25 net** (RP £8.75 net)



**ANGLE FILLET TO TRIM C2L left handed - TST29**  
**£7.70 net** (RP £12.83 net)



**FLAT FLASHING (ON A ROLL) F300 - TST21**  
**£63.73 net** (RP £106.21 net)

Spend £200 net or more and get ...  
**High Visibility Jacket**



**Acetone 5 l**  
**£9.90 net** (RP £16.50 net)



**Waterproof tape tissue band TSA59 100mm**  
**£31.92 net** (RP £53.25 net)



**Catalyst winter grade T SA44 (1 l)**  
**£7.48 net** (RP £12.47 net)



**Catalyst, safety dispenser T SA44**  
**£8.85 net** (RP £14.75 net)



**Catalyst winter grade T SA42 (5 l)**  
**£24.20 net** (RP £40.43 net)



**Glassfibre mat, 450 gsm full roll TSP03, 70m² - 33 kg**  
**£67.54 net** (RP £112.57 net)



**Base coat resin TSP01 (15kg)**  
**£42.35 net** (RP £70.59 net)



**Base coat resin TSP01A (5kg)**  
**£18.81 net** (RP £31.35 net)



**Top coat grey slate TSP02A (15kg)**  
**£59.28 net** (RP £98.80 net)



**Top coat grey slate TSP02 (5kg)**  
**£27.89 net** (RP £46.49 net)

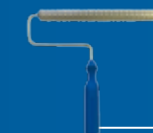


**Glassfibre mat, 450 gsm full roll TSP03B, 10m² - 5.5 kg**  
**£16.50 net** (RP £27.50 net)

**Glassfibre mat, CSM bandage TSA57, 75 mm**  
**£13.53 net** (RP £22.55 net)



**Roller, bubble buster, 3"/75 mm**  
**£3.25 net** (RP £5.42 net)



**Roller, bubble buster, 9"/225 mm**  
**£9.01 net** (RP £15.01 net)



**Roller, bubble buster, 6"/150 mm**  
**£6.27 net** (RP £10.45 net)

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All presented products are subject to availability | Products may vary from those illustrated | All prices are net exclusive of VAT | Some prices shown are for collections only | Some prices are subject to additional delivery charge per item with the minimum £180.00 net value of delivery.







*Happy New Year*  
**2016**

*We wish our customers and readers  
all the best in 2016*

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