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## IBB Polonia London VC

Welcome to

# Volleyball 2.0





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FROM EDITOR

Dear Readers

Welcome to the November edition. Our cover story says a lot. This issue is focused on IBB Builders Merchants' sponsorship activities, especially on our new project - the promotion of volleyball and creation of the professional team with the current National Champions IBB Polonia VC.

For the construction industry, previous month was about networking. We have been exhibiting at two major construction events in the UK - Build Show at UK Construction Week and London Build 2017. As the strategic sponsor, we have been promoting and introducing IBB Polonia London VC. If you could not make it there to visit us, read our brief review.

Elsewhere in the magazine, our cover stars, IBB Polonia VC, introduce Volleyball 2.0. The new philosophy, new prospects, new sponsorship offers. It's a must-read. But I can't resist sharing one gem in advance: you can become the shareholder of IBB Polonia VC, the current National Champions. Discover Volleyball 2.0 with IBB Builder.

There is much more besides in this issue. Within the technology section, we feature the article about electric underfloor heating by Warmup. From November, the best-selling UFH products by Warmup are available in IBB Builders Merchants depots. The fact is, that after reading this month's technology content about electric UFH, I will definitely invest in one. In the digital age, controlling your home heating through the mobile map and viewing settings



on modern thermostats is what comfort living is all about.

Worth reading is the insight into the intelligent insulation options. Compare materials and make an informative decision on what to use while insulating your property. The cost analysis and estimate done with IBB Estimator app is included for your reference.

Apart of that, this issue is packed with interesting news from the UK construction industry. We are sure you will find them informative.

If you want a glimpse of football, just read our sports section. We're continuing to support IBB Polonia FC club so have a look at their recent great matches and achievements.

Lastly, I want to personally invite you to visit and like our Facebook, Instagram and Twitter profiles. You will never miss out on the latest news from IBB Builders Merchants.

*Magdalena Rosół*  
Editor

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2017





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## BOOK REVIEW

**Delivering Sustainable Buildings:  
Savings and Payback by Yetunde  
Abdul and Richard Quartermaine**

Highly recommended book for those of you who are interested in sustainable construction and more specifically with the costs and savings analysis connected with the construction of sustainable buildings. It is based on the case studies and backed by the theory so each area is well documented to prove this is possible.

Research by Sweett Group and BRE has challenged the perception that sustainable buildings are necessarily more costly to build. By applying cost data from real construction projects to three case study buildings – an office, secondary school and community healthcare centre – detailed capital and operational cost information has been obtained.

This position investigates the capital costs of design and construction strategies that enhance building sustainability and help to act BREEAM ratings. They include low-cost or no-cost actions that can readily be used to enhance building sustainability ('quick wins'), and those initiatives that must be built into the project at the concept stage to minimise their costs. Detailed cost information for a wide selection of these actions is presented in this report. Moreover, it shows the analysis of the life-cycle costs of operating buildings, focusing on energy and water consumption.

This book support the findings that the proper implementation of sustainable build strategies will not highly increase costs while the operational savings will pay back these costs with time.

It also shows that a sustainable approach can enhance the quality and values of a development.

It is a comprehensive reference and depth analysis of the costs and savings connected with the complex subject of constructing healthy buildings and environments.



sweett BREEAM



## How the ESTIMATING SOFTWARE can benefit your BUSINESS?

**Contractors know well how time-consuming is the quote preparation. Cost calculations are always connected with the risk of under or over estimation. The submitted tender might lack some critical spec what could lead to its invalidity. Risks linked with undervalued projects might bring severe consequences for business financial stability.**

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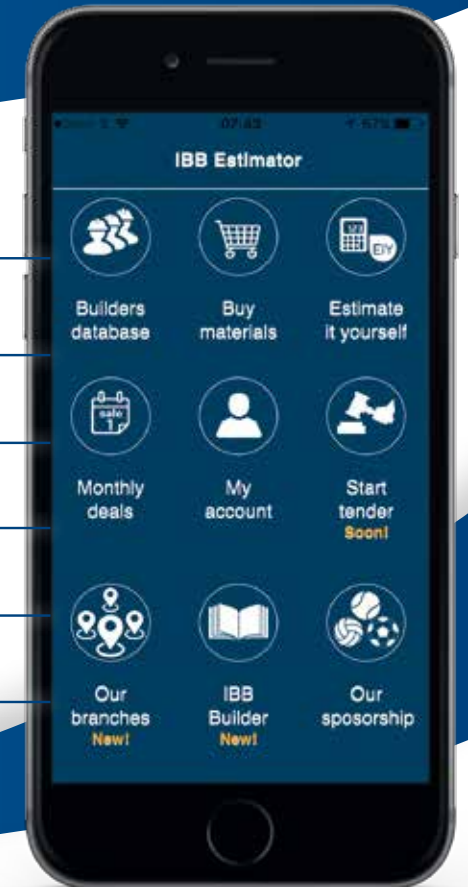


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# UK Construction Week & London Build

REVIEW

**Last month, IBB Builders Merchants joined other suppliers, professional bodies, contractors, architects at two most significant events in the construction sector. Both the UK Construction Week and London Build are not the average trade shows. These are the leading construction expos that bring together the building industry and present who is who in the building sector. The events to be for visitors looking for new technologies, innovations or solutions for their construction projects.**

We were delighted to be part of the Build Show that runs alongside UK Construction Week in NEC Birmingham. Over two days we hosted many visitors at our stand, what gave us better recognition in the UK construction. We were able to showcase our activities and introduce our bespoke external wall insulation and render system IBB Therm. Hopefully, this trade show will generate new leads for our business.

Also, we were welcomed with a lot of interest from London Build visitors, who were able to meet at our stand the UK National Champ in volleyball IBB Polonia London VC. IBB Builders Merchants is the strategic sponsor of IBB Polonia London VC. We were taking the opportunity during the expo to promote volleyball further. We know that visitors

who attend trade shows are highly motivated and interested in new business possibilities, rarely deal is committed on the spot, but many interactions could turn into customers or partners. We offered some giveaways and took the chance to strengthen IBB brand. Our stands were packed, and we have received the excellent feedback from visitors.

Another year in a row we were the part of these two most prominent events what shows that IBB is well established, reliable and committed to the presence at leading trade shows. We encourage all our readers and customers not to miss out on next events with IBB Builders Merchants as exhibitors. Look for announcements in IBB Builder, on our website [www.ibb.uk](http://www.ibb.uk) and social media accounts where and when we will exhibit next.

**UK CONSTRUCTION WEEK | 2017**  
10-12 OCTOBER | NEC | BIRMINGHAM



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# Homegrown

## The development platform for everyday investors

**Homegrown, launched in September 2017, is the FCA-authorised UK's first crowdfunding platform for the residential developments that focus on the construction of new homes. It enables investors to access quality residential projects with the average net returns of 15% per annum. The minimum required investment is 500.00 per project. If you are interested in investing in properties you can register, spend and monitor your investments through the Homegrown platform.**

Crowdfunding provides an alternative way of raising an equity finance, which is difficult to obtain from traditional sources. Developers will be able to build more homes, create jobs and regenerate local areas. Homegrown will identify and secure projects that meet their criteria, for instance only invest in

pre-vetted and fully underwritten residential developments that have already received planning permission and bank finance, what significantly reduces risks. In the next step, Homegrown will complete a detailed and independent review of each project and the developer. When the project is launched on the crowdfunding platform, the fundraising from the investor's community begins. Once the project is funded, an investor becomes a shareholder in a UK limited company. Homegrown monitors the investment and provide the latest performance data. In the final process when the project is completed and sold any profits are shared between investors and the developer. The Homegrown distributes any net capital gains and net rental income.

The homegrown platform is free to join, and after the registration, an investor gets the access to the range of carefully selected investment opportunities. Projects realization varies between 18-36 months. The minimum £500.00 allows building the diversified property portfolio.

Anthony Rushworth, CEO, Homegrown, mentioned: "Homegrown is about giving everyday investors access to the often superior development returns that are typically only available to professionals and institutions. It also helps them to do their bit in solving

the housing crisis by providing property developers with much needed equity finance.

"We also like to think we're filling a major hole for many UK investors left by the buy-to-let exodus. With the raft of tax changes imposed on it, buy-to-let is no longer the investment it was and investors are increasingly looking for alternatives. Homegrown, by contrast, does away with the reliance on rental yields and long term property market growth.

"Crucially, the developments we put on our platform have already been underwritten and approved by some of the sharpest minds in the business, and we take the cream of that crop.

"There are clearly risks involved with property investment but we work hard to de-risk our investments as much as we can. The platform also provides investors with an opportunity to easily diversify their risk by spreading their investment across a number of developments which are being added to our platform all the time."

*If you have any further questions on Homegrown or how to crowdfund a property, please feel free to email us at [info@homegrown.co.uk](mailto:info@homegrown.co.uk).*

(Source: [homegrown.co.uk](http://homegrown.co.uk))



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# Innovative

## External Wall Insulation and Render System

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# Warm Homes Fund

**National Grid and Affordable Warmth Solution, a community interest company have announced a new 150m Warm Homes Fund. It is launched to support Local Authorities, Housing Associations and other organisations to help those living in the fuel poverty. The Warm Homes Fund is focused on the installation of affordable heating solutions in fuel poor households and it is expected that the properties reach the appropriate insulation standards.**

The aims are to reduce bills, increase comfort in non-gas fuel poor households and improve health outcomes for some of the most severe levels of fuel poverty. The fund will be split into three categories aiming to help:

- Urban Homes and Communities- new gas heating systems which provide space

heating and domestic hot water. It could also include heat network solutions.

- Rural Homes and Communities- 'non-gas' solutions which may include air source heat pumps, oil and LPG.
- Specific Energy Efficient/Health Related Solutions- to promote energy efficiency and health related programmes in relation to fuel poverty.

To enhance the impact of the warm homes fund, all properties are expected to be insulated to the recommended industry standards. The aims of the fund are to reduce bills, increase comfort in non-gas

fuel poor households, and improve health outcomes for some of the most severe levels of fuel poverty. The Fund will be run over a 3-year period over three annual rounds of bids, with applications invited from local authorities and registered social landlords. The first round has ended in September. Round two starts on the 27th November.

*For more information on the Warm Homes Fund, please visit [www.affordablewarmthsolutions.org.uk/warm-homes-fund/overview](http://www.affordablewarmthsolutions.org.uk/warm-homes-fund/overview)*

*Source: Affordable Warmth Solutions*



# The Art of Building 2017 Competition

**The Art of Building is the photography competition for the best digital photography of the built environment. It is launched by the Chartered Institute of Building (CIOB) to recognize the creativity of the industry, the passion of the people working in the construction sector to show how their work impacts the built environment and influence all of us.**

The competition is free to enter and judge panel is looking for photographs that could inspire others.

Winners in previous years have been featured on the BBC website, in the UK national press, and in international issues. The judging panel consists of both experts and the public. In the first round, photography will be assessed by judges and public will choose the winner from the finalists. The winner will get the £3,500 cash prize and the 'Art of Building Photographer of the Year' title.

## Categories:

- **Architecture** - the design and style of the built environment
- **Conservation and Heritage** - the beauty of old buildings and their relevance to today's modern world.
- **The human interaction** - the story of how people interact with buildings.

## Key dates:

Open for entry - 23 October 2017  
Closed for entry - 20 November 2017  
Public vote begins - 11 December 2017  
Public vote ends - 8 January 2018  
Winner announced - 30 January 2018

CIOB is offering all site owners or managers to turn the hoarding into an art gallery. The gallery of photographs from the Art of Building on the hoarding could inspire the public with the genuine art of construction and built environment.

For more information visit [www.artofbuilding.org](http://www.artofbuilding.org)

*(Source: CIOB)*



# CSCS

## Security Notice

**The Construction Skills Certification Scheme (CSCS) issued the notice to employers about the increasing number of cold calls claiming to be employed by CSCS or CITB. The callers are requesting details of CSCS cardholders employed by the company and claiming that their details need to be updated due to a 'change in regulations at CSCS'.**

CSCS Head of Communications Alan O'Neile said: "These calls are not authorised by CSCS and neither CSCS nor CITB will cold call you to request card details or personal information. This appears to be an attempt at fraudulent activity."

"CSCS takes the issue of fraudulent activity very seriously and it is essential that steps are taken to prevent it. CSCS continues to work closely with CITB and we will share intelligence with the authorities whenever the evidence suggests criminal activity is taking place."

CITB has launched fraud helpline and in the case of any call requesting CSCS card details, please note down all the information you can from the call and report it at [report@citb.co.uk](mailto:report@citb.co.uk).

(Source: CSCS)



## Defect Detection Service

**Vinden Partnership launched defect detection service in response to increased numbers of new house purchasers asking for independent building assessments and the identification of defects. Vinden provides a broad range of expert property services including project management, dispute advice, surveying, insurance services and more.**

Clients can either engage Vinden pre-completion to assess property and any its defects before purchasing the property or after the completion if a contractor is reluctant or unwilling to rectify defects.

The cost of surveying the property depends on many factors, and always a quote of the fixed lump sum will be given, starting from £350 plus VAT.

The inspection includes an aerial roof survey for low rise properties to identify any potential defects in those areas that are difficult to access. Thermal imaging technology is often used to determine where are any thermal bridges, lack of insulation or other defects impacting building's energy efficiency. In cases where the dispute with the house builder or contractor is unavoidable, the additional

hourly expert rates are offered. Vinden provides free quotation upon receipt of the property details.

For immediate assistance with all construction related matters, call The Vinden Partnership office 0845 504 9733. For further information or a quotation, email [survey@vinden.co.uk](mailto:survey@vinden.co.uk).

(Source: [www.vinden.co.uk](http://www.vinden.co.uk))



# Builders needed!

**The priority of the Government and Mayor of London, Sahid Khan, is to tackle the housing crisis. According to the estimates from 225,000 to 275,000 houses need to be built per year to keep up with the demand. In 2016/2017 only 147,000 new builds were completed. It's not only about the construction sector, but also financial industry.**

Credit crunch in 2008 has changed completely the mortgages market and even that today it has improved significantly, people still struggle to save for deposit or get the good value loan. Property prices in the UK are still raising, while young people could not afford to get into the property ladder. The truly affordable houses are quickly out of market, often bought by wealthy investors.

The housing crisis needs the urgent intervention, but that requires working on few aspects. The small availability of truly affordable houses and the raising prices of existing properties are the main issues. Moreover, the shortage of skilled labour and the raising cost of materials cause the costs of developments to increase significantly. There is high demand for trades people such as builders, bricklayers, carpenters, plumbers, electricians etc. Due to the EU referendum leave vote and Brexit negotiations there are unstable prospects for construction workers and the industry is already struggling with the deficit of skilled labour. Migrant workers from the EU are no longer interested in coming to work in the UK, some are leaving and others are re-qualifying and changing the sector. Shortages of skilled builders are the main obstacle in the delivery of new houses. This is driving the demand and increasing builders wages, what is pushing the cost of building houses higher. The raising costs of building materials are also due to Brexit uncertainty and strong Euro.

We would like to introduce you here to Go Construct and the prospects the construction industry is giving right now, with raising wages and the need of new houses delivery. Go Construct is the industry led campaign which encourages people from all backgrounds to consider a career in construction. Construction accounts for 2.6 million jobs in the UK and over the next 5 years it will create over 220,000 new roles. For more visit [www.goconstruct.org](http://www.goconstruct.org)

Go Construct launched the matching service. It is the online tool where people interested in construction experience are matched with companies willing to provide such services. The construction apprenticeship is the great way to experience the construction role or start the construction career. Applicants need to register online here <https://sms.goconstruct.org> and search for experiences in local area. These can be site visits, work placements or work experiences.

*(Source: Go Construct)*



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# Contractual Training Events for JCT subcontractors

Specialist contractors under threat from poor payment practices in the Construction industry

**The businesses of Specialist Contractors working in the construction industry are at considerable risk from main contractors who use underhand and unscrupulous tactics to increase profits by not paying them for work properly carried out.**

A recent survey carried out in conjunction with StreetwiseSubbie.com Limited found that up to 93% of Specialist Contractors experience disputes regularly or occasionally. Often these lead to serious financial problems, or even threat of closure, through payments being withheld for spurious reasons.

Payment abuse is rife and will destroy the UK construction industry if it is allowed to carry on unchallenged; over 95% of 506 respondents surveyed say that neither the Trade Associations or the Government are doing enough to solve the problem.

Which is why StreetwiseSubbie, a firm that provides contractual and commercial management support for Specialist Contractors is holding a series of one-day Contractual Training Events across the UK in November.

The events, entitled 'Understand your contract to minimise risk and maximise profit', are designed to give Specialist Contractors the knowledge and skills necessary to manage contracts effectively, and to challenge main contractors when they ride roughshod over the payment process.

They take place in Slough, Manchester and Loughborough during November and provide a detailed grounding in the essential elements of subcontract law and procedures. Emphasis will be on JCT sub contracts and training covers practical aspects of how contracts are formed and how to

understand and use the key provisions of the contract. This will all be presented in a down-to-earth and easy to follow style using real life examples.

These events are exclusively for Specialist Contractors and will appeal to everyone who works with construction contracts, including estimators, contracts managers, project managers, commercial managers, quantity surveyors, credit controllers and company owners and directors.

There will be sessions to cover formation of the contract, time, notices, delay, disruption and variations. There will also be sessions dedicated to get-

ting paid on time, resolving conflicts and disputes.

Barry Ashmore, managing director of organisers StreetwiseSubbie says; "At a time when main contractors are trying every way possible to ensure they maximise profits at the expense of the Subbie, it is vital that Specialist Contractors understand exactly what they are agreeing to when they sign a contract. It's also important to realise that the contract is an important working tool and not something to be hidden away in a drawer."

"Specialist Contractors often end up at the mercy of the contractor simply because they don't un-

derstand the contract or do not apply it when they should. This dedicated training will help delegates to understand the fundamentals of those subcontracts and give them more confidence when dealing with contractual matters or challenging payment issues", he says.

Many Specialist Contractors fall into the same traps that unreasonable and unscrupulous main contractors set for them and are left carrying the can when it all goes wrong. This can cost them thousands, sometimes hundreds of thousands of pounds! They can start to fight back by improving the way they use and manage the contractual process.

The events are booking up fast, so to secure your place please call StreetwiseSubbie on 01773 712116 or email [info@streetwisesubbie.com](mailto:info@streetwisesubbie.com) Discounts are available for early booking and two or more delegates from the same business.

*For more information visit  
[www.streetwisesubbie.com](http://www.streetwisesubbie.com)*



## EVENT DETAILS

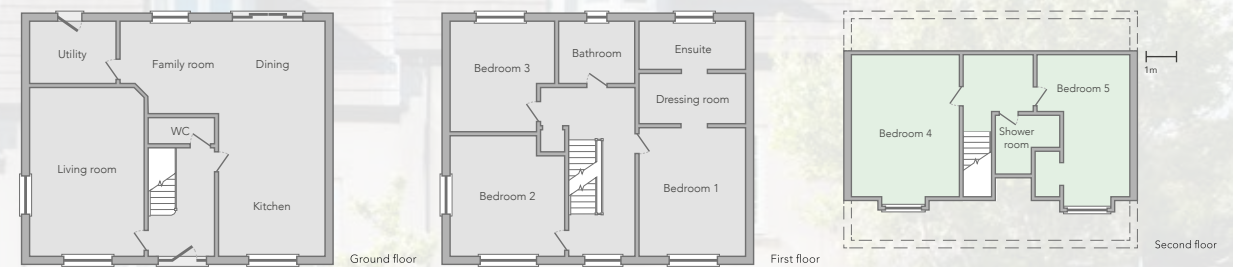
- Subjects:**  
'Understand your contract to minimise risk and maximise profit.'  
'Introduction to contractual awareness and using JCT subcontracts'
- Date:** Thursday 9th November 2017  
**Location:** Grovefield House Hotel  
Taplow Common Road, Burnham  
Slough SL1 8LR
- Date:** Thursday 16th November 2017  
**Location:** Holiday Inn-Central Park  
888 Oldham Rd, Newton Heath  
Manchester M40 2BS
- Date:** Thursday 23rd November 2107  
**Location:** The Link Hotel, Ashby Rd  
Loughborough LE11 4EX
- Times for all events:** Registration 08:30  
Event commences: 09:00
- Delegate price:** £350 plus VAT. Discounts are available for early booking and two or more delegates from the same business.



# Multigenerational Living

## OPPORTUNITY FOR HOUSE BUILDERS

**The housing affordability crisis in the UK, especially in London, leads investors to look into different ways of cohabiting. Multigenerational living is the new trend in cities where there is a low availability of building plots. It is the way of life where more than one generation of adults live under one roof. In most cases, the lack of finance is the reason. However, factors like social benefits, grandparents providing child care, caring for elderly parents or disables family member are also common.**



Extract from NHBC Foundation Multigenerational living report, p.15

**Example of a larger home type that is designed and marketed for multigenerational living in the UK. It has flexible second floor accommodation which provides separate space and some privacy, particularly suitable for young adult children**

Such living arrangements bring questions of how best organize the space to ensure the well-built environment and comfy conditions for the generations. Multigenerational buildings need a specific design to avoid problems with the lack of privacy. The privacy is impacted by the layout of the home, whether it is soundproofed and spacious. The automated sensory system and other technologies are the investments that will improve the quality of living in the multigenerational buildings. In the UK, where the availability of building plots is low, house builders are specialized in extensions and loft conversions, which are not so common in other EU countries. Multigenerational living is more popular in other parts of the world, such as USA, Singapore, and Japan. Britain's housebuilders have an opportunity to develop the design and construction of modern multigenerational buildings. According to research by the NHBC Foundation, more than 1.8 million households in Britain contain two or

more adult generations, yet most homes on the market continue to be built to a traditional family home layout, without consideration for the shift towards multigenerational living.

The NHBC Foundation report "Multigenerational living – an opportunity for UK house builders?" finds that the number of multigenerational households in the UK increased by 38% between 2009 and 2014, a rise was driven largely by the number of adults aged over 25 who live with their parents. In contrast, the number of multigenerational families with grandparents living with them remained static during this period. Nearly 7% of UK households contain two or more adult generations, while four out of five are White British with some ethnic minority groups more likely to adopt such lifestyle.

NHBC Head of Research and Innovation Neil Smith comments: "Multigenerational living offers a range of opportunities to house builders, from the targeting of suitable existing home designs to

this market to designing new homes with flexible layouts to suit different household compositions throughout a lifetime. "Multigenerational living is recognised in other countries as a contributor to improved wellbeing and the more efficient use of housing stock. This report will help us to recognise these benefits as we strive to deliver a modern and relevant house-building programme within the UK."

The NHBC reports that there is an estimated demand for 125,000 additional multigenerational homes per year in the UK. The design review of this report indicates that there are available various common newbuild house designs that are suitable for multigenerational households. There are also options for house extensions, conversions, ground floor adaptations, adjustments of the existing building layout, etc.

**To learn more, read the NHBC report here [www.nhbcfoundation.org](http://www.nhbcfoundation.org).**

(Source: NHBC)



**Building Information Modelling is the collaborative way of working between all involved parties in the building project from design, construction, maintenance and use of buildings. BIM allows all parties to share the same information. Since April 2016, the UK government requires the use of BIM 2 on all centrally funded public projects. According to the latest NBS survey a majority (54%) of those surveyed are now integrating BIM into their own work. The strategy and planning for level 3 is led by Digital Built Britain.**

## What does BIM means to construction workers?

# BIM for Site Managers

BIM requires the specific knowledge from building contractors and construction workers. They need to be able to understand, interpret and manage the information received from the design team. Awareness of the responsibilities and processes in BIM projects is therefore a key part of the skill set for managers and operatives.

On a typical BIM project site workers, and specifically site managers, will have a number of responsibilities, including:

- Reading BIM models to get information on plans and products, problem-solve and avoid errors
- Adding information about build stages, products and commissioning to the common data environment
- Using BIM models to schedule tasks and manage workflows
- Ensuring others involved in the process

are collecting and recording all information

- Recording quality assurance sign offs and health and safety processes.

All these tasks add new ways of working and responsibilities. It is important for site workers to know why information is asked for, created and supplied, and where it all fits into a BIM process. The right training is therefore really valuable.

## Why contractors need BIM?

BIM offers better profit margins, reduced time and cost of pre-construction design phase, better health & safety compliance, operational efficiency, efficiency at the building handover phase, easier collaboration and reduced silo working. The great advantage of BIM is the quick verification of possible mistakes in construction elements like structures, pipework or cables thanks to 3D modelling.

If there are any clashes identified that can be dealt with quicker than in case of standard project delivery. BIM uses technology to improve the construction process, cut costs and increase the build quality.

As Peter Barker, the Managing Director of BIM Academy (Enterprises) Ltd explains "The appetite has changed. It has become non negotiable that in order to realise increasingly complex buildings against very demanding budgets and schedules, digital tools are essential. The traditional tools of pen and paper still have their place but BIM software must be central to the design team's toolkit. The important thing is to use the best tools for you and the job in hand."

## BIM for Site Managers

CITB has worked with BRE Academy to create a specific course, BIM for Site Managers.



This online course discusses the key principles of BIM and will help site managers understand their responsibilities and the actions they need to take.

The course covers:

- Defining the process known as BIM Level 2, definitions and terminology
- An understanding on how to improve workflows
- How to limit liabilities
- How to reduce risk on deliverables

- An appreciation on how BIM can increase profit margins by reducing waste and improving accuracy.

BIM course developed by BRE's BIM experts gives insight on how each professional within the design, engineering, construction fits into the BIM Level 2 process.

Modules include:

- BIM- a Common Understanding
- Standards, Methods and Procedures

- Information Management
- Project Planning
- Coordination and Clash Avoidance
- Check, Review and Approve
- BIM and Managing Data
- Delivering Asset Information

**For more information on BIM courses  
visit [www.bre.ac](http://www.bre.ac)**

(Source: CITB)



# Intelligent Insulation

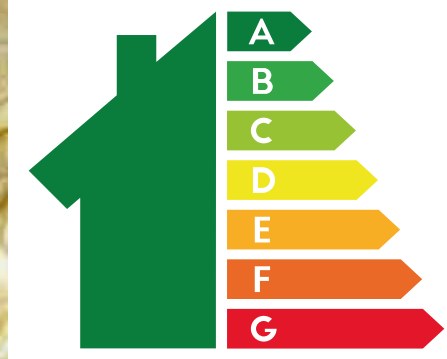
Stonewool, glasswool and alternative insulation materials

## WHAT IS AN AIRTIGHT HOME?

It is the key to an energy-efficient home. It means the minimising of the air movement in and out of a building and the controlling of moisture levels.

There are general techniques to insulate the building well, but the climate specific and building specific technologies should be used to ensure the proper retrofit or energy efficient new build. We recommend working closely with surveyors and engineers to establish the best insulation method for a specific building. Ventilation is necessary to build the sustainable building.

Airtight houses need mechanical ventilation to ensure a supply of fresh air to avoid condensation and dampness. The existing buildings should be assessed whether the existing ventilation appliances have an adequate source of combustion makeup air.



**Technology improvements in recent years bring to the construction market various alternatives to stonewool or glasswool, which are the traditional insulation materials. Getting the right U-values for all external thermal structures, such as walls, roofs, and floors is essential to reach Part L compliance. To improve the insulation methods products like insulation boards PIR and PUR, multifoils, spray foams or nano paints offer different quality with better thermal performance. Glasswool and Stonewool are still highly popular. Here is why.**

Fibreglass (glass wool) insulation is the traditional insulation product. It is an insulating material made from fibers of glass arranged using a binder into a texture similar to wool. The process traps many small pockets of air between the glass, and these little air pockets result in high thermal insulation properties. Stonewool insulation is another type of traditional insulation material. The heated volcanic rock is melted and then spun at high speeds to produce rock fibers bound together to create the mineral wool. Both fiberglass and Stonewool are non-combustible and will not burn in fire. These insulating materials have great air-trapping properties and acoustically provide the efficient noise reduction. When we are comparing the thermal efficiency properties, Knauf Insulation is capable of a 0.32 lambda product at 36kg density, compared to the best rock performance of 0.35 at c. 80-100kg density.



Have a look at our comparison table to check the features of Stonewool and Glasswool.

Comparison of glasswool and rockwool insulation		
Glasswool		Stonewool
Thermal performance	Better thermal efficiency than Stonewool - therefore, glasswool has become the preferred insulation for facade cladding, cavity, steel structures, HVAC and above ceiling insulation	Worse thermal efficiency than glasswool
Weight	Lightweight	High density and weight
Strengths	Worse than Stonewool , due to low density it is not ideal for flooring application	Better than glasswool, it has higher density up to 200kg so it is a better choice when the compressive strength is the requirement - for instance flooring or flat roofing
Fire Protection	Similar - non combustible but will not stop fire. Resistance up to 230C	Similar- non combustible but high density rock wool is used as the fire protection to prevent structural collapse. Resistance up to 890C
Acoustic performance	Better acoustic performance	Worse acoustic performance than glasswool but not in situations where the compressive strength is required
Waterproofing efficiency	Good water resistance, often used in cavity walls	Good water resistance, often used in cladding
Transport and storage	Easier to transport or store due to smaller compressed sizes	Less efficient transportation and storage due to large sizes



# Alternatives to Stonewool and Glasswool insulation

## AEROGEL

This is a revolution in thermal technology as it has the highest insulation value of any known material so far with the lowest thermal conductivity value of any solid (0.015W/mK). Thermablok aerogel is highly popular for energy efficiency retrofits. Used to break thermal bridging link but still allowing the moisture vapour. It is not affected by time or moisture, so it provides excellent energy efficiency for years. It is proved that 10mm thickness of aerogel can increase the insulation by more than 65%. It is often used in the areas with limited access like for instance, behind gutters, downpipes or where it is difficult to fit external wall insulation or as a component of insulated plasterboards.



## VACUUM INSULATED PANELS (VIPS)

VIPs are ultra-thin vacuum pockets within a gas-tight envelope formed as a board in thicknesses of 20-60mm. Usually sandwiched within the structure like the cavity or top roof decking. Based on highly dispersed silica, this innovative microtechnology reduces the thermal conduction (heat transfer) by absorption and reflection of radiation. Available in 10-50mm are great to use in limited space areas.



## NANO PAINT

Paint multi ceramics additives can be used as the second step to firstly installed traditional insulation panels, what will add to buildings thermal or acoustic efficiency. For instance, the roofing nano paint can be used as a tool to increase the energy efficiency due to its ability to reflect heat off the roof. Nano paints are often used to paint facades. Nano paints based on multi ceramics can block more than 95% of the sun's radiant heat, visual light, ultraviolet and infrared rays.



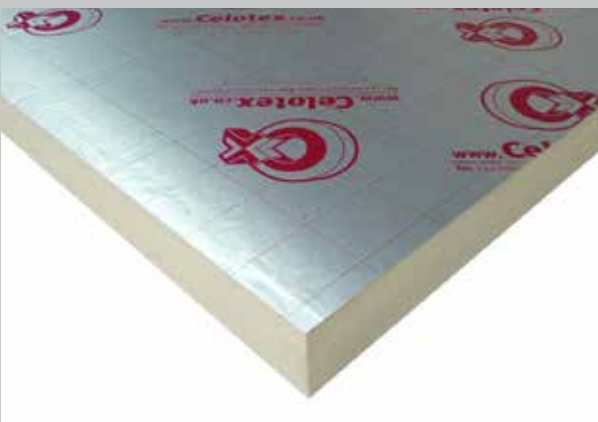
## SPRAY FOAM

This is the alternative insulation method for roofs, walls and floors. It is designed for internal walls and lofts, but can also be applied to floors, soffits and, with minimal change in formulation, can be used for cavity wall insulation and stabilization. It offered fast and easy application method than traditional board-based insulation solutions as it is sprayed directly onto the required area and injected into cavities with no trimming or wastage. It efficiently seals all gaps and entirely removes the risk of surface condensation. It is, however, more expensive insulator than traditional boards.



## PIRS (POLYISOCYANURATE BOARDS)

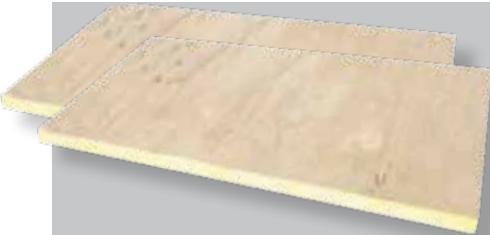
PIR board is produced through the foaming process and used as a rigid thermal insulation. It is one of the most efficient insulation materials. Most popular type of PIR insulation board comprises a rigid PIR insulation core sandwiched between two high-performance aluminum foil facings. PIR boards are sturdy, durable and lightweight. PIR boards achieve low R-values. PIR insulation boards require approximately half the thickness of traditional forms of insulation to meet the same level of thermal performance. PIRs are resistant to rot, sag or decay. It is an environmentally friendly material. PIRs are available in thicknesses of 12mm-150mm, all specially designed to eliminate thermal bridges, very easy to cut and shape and energy-efficient. The application includes insulated sheathing on timber or steel frame, insulation between studs on timber frame wall, external masonry with timber frame or ventilated cladding with timber frame, for pitched and flat roofs and floors.





Thermal Insulating Materials

There are various types of insulation available and to choose the proper type for a particular building is necessary to determine where the insulation will be installed and what are the recommended R-values for that specific area. Other aspects relevant to the insulation material choice include ease of installation, indoor air quality, durability, recycled content or embodied energy. The recommendations are to use the thermal insulation that has a little impact on the environment, great thermal properties and has been responsibly sourced.



KINGSPAN KOOLTHERM K5  
External Wall Board

It is high performance external wall board with a fibre-free rigid thermoset phenolic core used for external insulation on masonry walls behind traditional and lightweight polymer modified renders and dry cladding systems.

- Premium performance rigid thermoset insulation – thermal conductivities as low as 0.020 W/m.K

- Class 0 fire rating
- Class 0 fire rated insulation core G Negligible smoke obscuration
- Suitable for use behind traditional and lightweight polymer modified renders and dry cladding systems
- Unaffected by air infiltration G Resistant to the passage of
- water vapour
- Easy to handle and install
- Ideal for new build and refurbishment
- Non deleterious material

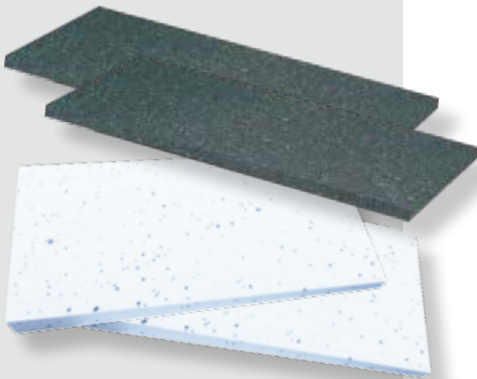
- Manufactured with a blowing agent that has zero ODP and low GWP
- If correctly installed, KingspanKooltherm® K5 can have an indefinite life. Its durability depends on the supporting structure and the conditions of its use.
- It is used for insulated render system, ventilated cladding system, for solid brick walls, solid blockwork walls, brick or dense block cavity walls insulation.

POLYSTYRENE PANELS EPS

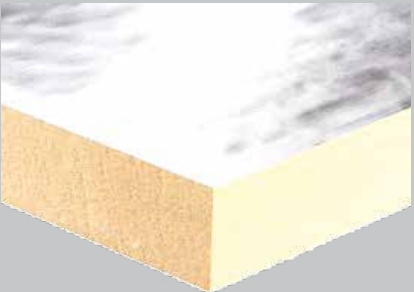
Expanded Polystyrene (EPS) panels is the expanded polymer insulation with the appearance of a white or grey foam material.

- Lightweight, strong, clean and easy to handle
- Low thermal conductivity
- High strength-to-weight ratio
- Provide insulation from temperature and noise
- Used as a base for rendered panels

- Various applications both residential and commercial
- Perfect for insulating ceilings, under-slabs, walls, roofs, bathrooms, steel studs, timber studs, and concrete and masonry constructions.
- Available in a range of thicknesses from 10mm to 600mm
- Standard sheet sizes



PIR INSULATION BOARD



Polyisocyanurate was invented in the 1930s and still offers the high performance insulation solution. It is a thermoset plastic rigid thermal insulation. The rigid PIR insulation core is pressed between two high performance layers to create a tough, durable, light weight insulation board.

Applications include built up flat roofs, concrete slab floors, single timber frame wall lining, balconies and terraces, pitched roofs.

- Achieve low Lambda values - great thermal performance
- Lightweight
- Durable
- Resilient to mould and microbial growth
- Non-irritant
- Easy to cut and install

GLASS MINERAL WOOL ROLL



It is made of fibres of glass minded into a material similar to wool what creates the air gaps in its texture and results in thermal insulation properties.

Also available in rolls.

- Wide variety of applications
- Easy to install
- Flexible and lightweight
- Hight tear strength

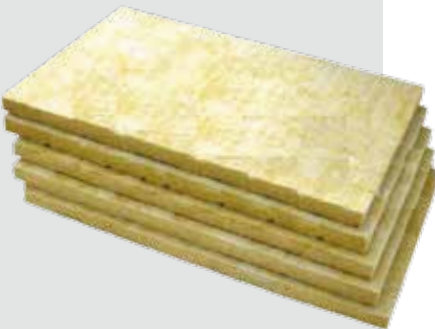
- Provides thermal and acoustic performance
- Rot-proof, odourless, non-hygroscopic
- Resilient to the growth of fungi, mould or bacteria
- It is chemically neutral and does not contain impurities

EARTHWOOL DRI THERM CAVITY SLAB

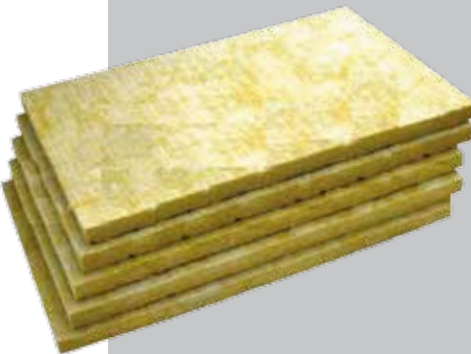
These are semi-rigid or rigid slabs of non-combustible, water repellent, glass mineral wool. They are 455mm wide to suit standard vertical wall tie spacings, ensuring a closed joint with adjacent slabs.

Used for the thermal insulation of masonry cavity external walls and are installed to fully fill the cavity. They are approved for use in buildings up to 12m high in any exposure zone and multi-

- storey applications up to 25m in height.
- Odourless, rot proof, non-hygroscopic, do not sustain vermin and will not encourage the growth of fungi, mould or bacteria
  - Moisture resistant
  - Contains no dye or artificial products



ROCKWOOL PROROX SLAB RWA45



It is a high-quality resin bonded slab, strong and flexible wool board for the thermal insulation. Specialist sizes and thicknesses are available to order. Insulation slabs provide excellent thermal, acoustic and fire insulation.RWA45 is also known as ProRox SL 920 UK. Rockwool Prorox is often used as the acoustic insulation in floor and ceiling voids or stud and party walls.

- Provides thermal, acoustic and fire insulation

- Water repellent
- Easy to install
- Cost effective
- Durable
- Available in dimensions 600mm x 1200mm (1000mm for faced slabs)
- Available in thicknesses 100mm
- Four slabs per pack
- Pack coverage: 2.88m2
- Thermal conductivity: 0.035 W/mK

	Kingspan Kooltherm K5	Polystyrene Panels EPS	PIR board	Glass Wool Roll	Earthwool Dri Therm Cavity slab	Rockwool Prorox slab RWA45
Cavity Walls	✓		✓		✓	✓
External Insulation	✓	✓				
Internal Insulation	✓	✓	✓	✓	✓	✓
Between roof rafters			✓	✓	✓	✓
Concrete Floor		✓	✓			
Between timber floor joists	✓		✓	✓	✓	✓
Partition Walls				✓	✓	✓
Foundation		✓	✓			
Ceiling				✓	✓	✓
Acoustic insulation	✓			✓	✓	✓



# Insulation

To keep your home warm, proper insulation is required hence floor, wall, ceiling and partition wall insulation should be applied. There are some important rules to follow during insulation - see the bottom of estimation.

Estimation conditions

- materials are delivered on site
- internal transport horizontal and vertical is included in the average building situation
- calculation of materials includes an allowance for waste
- water, electricity, and small amount of materials are added with 1.5% rate calculated form basic materials

Sequece of operation

- insulate floor surface with proper insulation products eg PIR insulation
- insulate stud partition wall
- insulate ceiling construction
- insulate cavity wall

Coverage of materials for making 1sqm of insulation

No	Material	Unit	Price* excl VAT [pcs]	Coverage	Photo	Price excl. VAT	Price incl. VAT
1	Floor insulation PIR board 100mm thick 1200*2400mm = 2.88sqm	sheet	£45.75	0.365sh/sqm		£16.70/sqm	£20.04/sqm
2	Partition wall mineral wool KNAUF Earthwool 75mm 0.455m*1.2m @ 8 slabs = 4.37sqm	pack	£15.99	0.25pack/sqm		£4.00/sqm	£4.80/sqm
3	Ceiling accoustic glass wool insulation KNAUF 100mm 2 @ 0.6m*9.17m = 11.00sqm	roll	£37.20	0.095roll/sqm		£3.53/sqm	£4.24/sqm
4	Cavity wall mineral wool insulation ProRox 50mm 0.6m*1.2m @ 9 slabs = 6.48sqm	pack	£25.40	0.17pack/sqm		£4.32/sqm	£5.18/sqm

\* products available at above prices in all IBB Polish Building Wholesale branches – retail prices before discounts



Expenditure of Labour for making 1sqm of insulation

No	Description	Labour hours	Rate excl. VAT [GBP]	Cost [GBP] excl. VAT*	Cost [GBP] incl. VAT
1	Floor PIR insulation	0.082 lh/sqm	£35	£2.87/sqm	£3.44/sqm
2	Partition wall mineral wool insulation 75mm thick	0.12 lh/sqm	£35	£4.20/sqm	£5.04/sqm
3	Ceiling accoustic glass wool insulation 100mm thick	0.15 lh/sqm	£35	£5.25/sqm	£6.30/sqm
4	Cavity wall mineral wool insulation ProRox 50mm thick	0.156 lh/sqm	£35	£5.46/sqm	£6.55/sqm

Important:

- for the proper insulation of cavity wall it's essential to leave gap between both leaves of cavity wall to prevent migration of humidity both to inner leaf and into insulation
- glass wool or mineral wool do not absorb water but structure of insulation made of them does – insulation looses its quality
- proper insulation is required also for avoiding cold bridges
- areas not properly insulated may cause moulds and fungus to arise
- to prevent migration of humidity into insulation it's recommended to use DPM barrier

Usefull tools:



Seek Thermal is the most advanced thermal imaging camera for smartphones

Attention!

Our norms and rates should be taken as a guide only and there are no obligations for anybody to follow them. You have to take sole responsibility and apply your own rates to your quotations. Cost of materials may vary from prices shown. We cannot accept any responsibility for anyone using this information – you must make your own checks.





# The Guide to Electric Underfloor Heating

**Underfloor heating can help keep floors and rooms warm and offer a space-saving alternative to radiators. We can distinguish between the electric and water underfloor heating. In this guide we will focus on the benefits of the electric UFH as a heat source. It is known as a dry system. For detailed insight into water UFH check our August 2016 Issue.**

Electric underfloor heating is the perfect solution for the warm flooring. It is suitable for every type of project, from new builds, renova-

tions or retrofits. The electric, so called, dry UFH is compatible with nearly all flooring types including including stone, tile, wood, carpet, vinyl, Karndean and Amtico. It is highly energy efficient and more commonly used nowadays in new buildings as the cost saving alternative to radiators. It is truly affordable solution for every project.

The dry UFH systems are ideal for:

- renovations,
- zones less than 270 sqft but compatible with all room sizes
- single rooms like bathroom but can be fitted in the whole property.

## Types

Choose the best-suited system for your project from Warmup's electric underfloor heating range available now in all IBB Builders Mer-

chants depots. There is a broad range of the electric UFH systems and the type you will choose depends on the size of the room, how well insulated it is, what kind of flooring there is- is it insulated and what type of the floor finishing is there.

All Warmup's electric floor heaters use BEAB-approved, ultra-thin heating elements to quickly yet gently heat the floor surface. The heating wire with fluoropolymer coatings is ultra-thin at 1.8mm, and will not raise floor levels.

**Electric heating mats** - available in two forms, either in mesh form with a pre-spaced cable attached to it. Or, in the form of a heated decoupling mat in which heating cable is inserted and embedded amongst the castellations of the mat. The heat output of the heated decoupling membrane can be determined by the spacing

density of the heating cable in the mat. Warmup StickyMat heating mat is a super thin electric underfloor heating system that does not raise floor levels. DCM-PRO Heated Decoupling Mat is the newest innovation from Warmup, allowing for fast installation and protection of your floor covering, specifically tiles from cracking from the seasonal temperature changes in the subfloor. The mesh-based heating mats come in two different outputs: 150W/m<sup>2</sup> and 200W/m<sup>2</sup>. The higher output is designed specifically for high heat loss areas, such as conservatories. On the heated decoupling mat, the heat output varies depending on how you choose to space the heating cable.

**Loose wire system** - the Warmup heating cables, Loose Wire and Inscreeed Cable come without a membrane and specifically designed for areas where you have many fittings to work around or irregularly shaped rooms when installing underfloor heating. The Loose Wire system is an incredibly flexible and durable cable that can easily be maneuvered around fixings. Loose Wire comes in a minimum heat output of 150W/m, but it's variable depending on the spacing. The LWSWire system can be bought as an electric underfloor heating kit that contains the essential elements for its installation: the heating cable, primer, tape, roller and foam and the installation manual. The Warmup Inscreeed Cable is 6mm thick and is an ideal solution for heating screeded floors of any size. One of the most recommended screedings in the market to use are from Instamatic UltraFloor. Once installed, the heated screed can be covered with any flooring.

**Foil Heater** - specifically designed for installation under wood and laminate flooring or under soft and resilient floor coverings such as carpet, vinyl, and other floating floor finishes. The Foil Heater system by Warmup is especially suited for large and regular shaped areas. Foil Heater's aluminum foil is apt to spreading the heat effectively and therefore the Foil Heater's heat output of 140W/m is adequate for heating needs.

Insulation boards, insulated underlay and dual overlay are the electric UFH system's components. These elements will significantly reduce the heat-up and running costs, work as non-floating subfloor and give acoustic properties.



Costs and Energy Efficiency

The common belief is that the UFH system is the non affordable luxury. It is not true. The electric UFH system is cheaper than the wet system due to easier, quicker installation. The costs of the dry UFH include the insulation, screed, heating materials and heating controls. The labour costs will include the installation and the labour of qualified electrician who need to link it with the electricity supply. The materials and installation costs can be recoup by the maintenance and energy efficiency. The dry UFH gives the user the full control, rapid heat up and high efficiency heating.

UFH systems produce the radiant heat which is distributed evenly in the entire area of the house or room. According to the UK Government study, Housing Fact File 2012, UFH can save up to 15% on the annual energy bills, as it heats up significantly quicker than radiators and less heat is required to achieve the comfort temperature in the room (floor heat 26-29 degrees). Radiators need to be heated to 65-75 degrees to achieve the same goal. Moreover, radiators create hot and cold spots in the room. The underfloor heating produces radiant heat that emits evenly across the floor, does not overheat a room which leads to wasting energy, and minimises heat loss. Electric UFH is highly energy efficient as it has to run for a shorter period of time to give the same level of heat and comfort. However, the proper flooring insulation has to be in place to best achieve the energy efficiency.

- Benefits of electric UFH systems:
- Suitable for any type of project- renovations, retrofits, new builds
  - Suitable for most types of flooring and floor finishes.
  - Comfort- it gives the better comfort than radiators and allows users to walk bare-foot all year long
  - Even distribution of heat, no cold spots
  - Energy efficiency
  - Reduction in energy bills
  - Design and space saving - it is invisible for eye and decor is not obstructed by radiators
  - No maintenance
  - Easy installation process
  - Enhance house selling price

Running Cost Information						
	2m <sup>2</sup>	4m <sup>2</sup>	5m <sup>2</sup>	10m <sup>2</sup>	15m <sup>2</sup>	25m <sup>2</sup>
1 hr	2.36p	4.72p	5.90p	11.81p	17.71p	29.52p
2 hrs	4.30p	8.61p	10.76p	21.52p	32.28p	53.81p
3 hrs	6.25p	12.49p	15.62p	31.23p	46.85p	78.08p
4 hrs	8.10p	16.20p	20.26p	40.51p	60.77p	101.28p
5 hrs	10.13p	20.26p	25.32p	50.64p	75.96p	126.60p
6 hrs	11.94p	23.89p	29.86	59.72p	89.59p	149.31p
7 hrs	13.93p	27.85	34.82p	69.63p	104.45p	174.08p
8 hrs	15.83p	31.66p	39.57p	79.15p	118.72p	197.87p

*Financial figures in UK pence.* Notice: Any unauthorised replication of this material, including running cost data, will constitute an infringement of copyright.

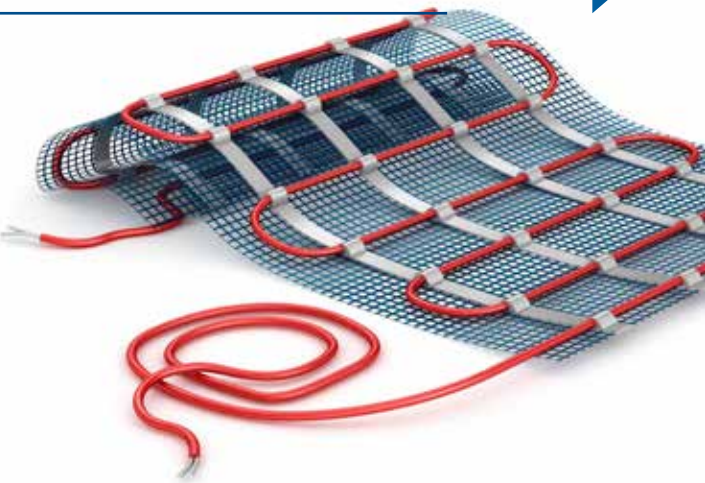
How much does underfloor heating cost to heat my room?

RUNNING TIME				
ROOM TYPE	HEATED AREA	AM	PM	WINTER COST*
Bathroom	4m <sup>2</sup>	2hrs	1hr	£24.26
Kitchen	5m <sup>2</sup>	1hr	2hrs	£30.33
Lounge	15m <sup>2</sup>	0hrs	3hrs	£85.27



Source: Warmup

# How to calculate the electric UFH systems required for particular room?



To calculate the underfloor heating system(s) you require for your room(s), you need to determine the working floor space available to you. This is the total amount of floor space less the area taken up by any fixed objects, i.e. kitchen units, bath etc. You only need to heat the area you will be walking on. We would recommend that you allow a 5 centimetre (2 inch) gap between the walls and the area where you intend to install the heating system.

Step 1

Measure your room dimensions

Step 2

Disregard any area taken up by furniture

Step 3

Determine the floor area to be heated

Step 4

Select the heating system of choice

**Work out the total floor area.** If the overall room is rectangle in shape, say 4m by 3m – all you need to do is multiply both numbers – which gives you 12 sqm.

**From Step 1 and Step 2 you now know the amount of fixed space:** Step 1: 12 sqm Step 2 = 3 sqm.

**Work out how much of the floor space is taken up by fixed objects, i.e., in your kitchen** – start with the big items and finish with small items. For example, assume you have kitchen floor units 600mm in depth x 3m long; a free standing fridge, 600mm x 600mm. You need to calculate these areas i.e, 0.6m x 3.0m = 1.8 sqm and 0.6m x 0.6m = 1.2 sqm = Total area 3.0 sqm.

**Now calculate the amount of free floor space for your Warmup cable or mat:** Floor space = 12 sqm – 3 sqm = 9 sqm. Therefore, 9sqm is what you require from your chosen Warmup system.

Source: Warmup



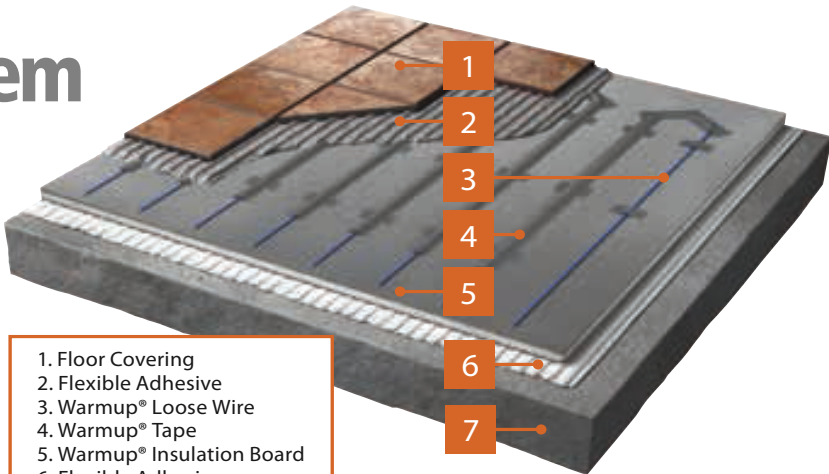
# Materials Comparison

Warmup electric UFH system is available in all IBB Builders Merchants depots. Currently, in stock we have the loose wire system or sticky mat system. The newest technology in dry UFH systems, heating decoupling system DCM-PRO is available to order in IBB Builders Merchants.

## Loose Wire System

Warmup Loose Wire System uses an ultra-thin dual-core heating wire that is flexible, easy to install and will not raise floor levels. Ideal for more irregular shaped areas for precise installation.

Technical Data
Operating voltage: 230V: 50Hz
Cable thickness: 1.8mm
Average output rating: 150 W/m <sup>2</sup>
Inner/Outer wire insulation: Advanced fluoropolymer
Single 3m long 'cold tail' connection lead
Approvals: BEAB
European compliant and CE marked
Lifetime Warranty & SafetyNet™ Installation Guarantee
Features
Ultra-thin dual-core heating element will not raise floor levels
The thinnest dual-fluoropolymer coated heating wire (less than 1.8mm diameter)
BEAB approved heating element meets the highest safety standards
Quick installation – Single connection lead for fewer steps



1. Floor Covering
2. Flexible Adhesive
3. Warmup® Loose Wire
4. Warmup® Tape
5. Warmup® Insulation Board
6. Flexible Adhesive
7. Subfloor

### Installation Guide

(Refer to installation manual for complete instructions)

Ensure the subfloor is smooth, clean and dry. We recommend you install Warmup® Insulation Boards for energy efficiency, but if you do not, paint the floor with the Warmup primer and allow to dry. Mark the perimeter and heater spacings on the floor using the sizing guide at the back of the installation manual.

#### Laying the Loose Wire System

Tape the joint to the start point on the floor and lay out the wire in parallel lines with U-shape returns. Tape and secure the heating wire to the floor with the adhesive tape provided. Ensure an even coverage with a minimum of 50mm spacing. Once completed, tape down the entire length of the heating wire.



Source: Warmup

#### Connecting to the power supply

**NOTE:** All electrical connections must be performed by a certified electrician.

Chisel out channels for the power supply cable and floor sensor probe and secure with fixing tape. Wire the thermostat, following the instructions provided.

#### Completing the job

Apply a full bed of flexible tile adhesive over the taped wire and tile as normal, taking care not to damage or dislodge the heating wire. Grout the floor as soon as possible and allow the adhesive to fully dry before switching on the heater.

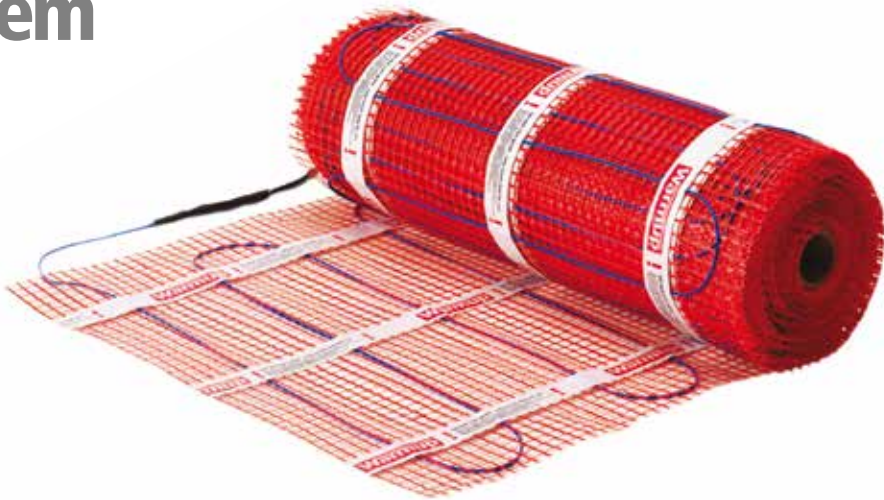
# Sticky Mat System

Warmup offers 150W & 200W/m<sup>2</sup> StickyMat System

Warmup StickyMat underfloor heating system is suitable for all projects: new-build, retrofits and refurbishments. The StickyMat System consists of a thin loose wire evenly spaced and taped to a glassfibre mesh with pressure sensitive adhesive, reducing installation time by 35%, for the fastest and most secure installation method of electric underfloor heating.

Technical Data
Operating voltage: 230V: 50Hz
Width: 500mm (0.5 metre)
Mat thickness: 3mm
Inner/Outer wire insulation: advanced fluoropolymer
Output rating: 150W/m <sup>2</sup> and 200W/m <sup>2</sup>
Single 3m long 'cold tail' connection lead
Approvals: BEAB
European compliant and CE marked
Lifetime Warranty & SafetyNet™ Installation Guarantee

Features
The thinnest dual-fluoropolymer coated heating wire (less than 1.8mm diameter)
StickyMat with pressure sensitive adhesive, for the fastest and most secure installation
Can be repositioned easily without losing adhesion
The pressure sensitive adhesive ensures that no wire or mesh is raised when tiling or covering with a self-levelling compound



### Installation Guide

(Refer to installation manual for complete instructions)

Make a floor plan of your floor area by measuring your room and then subtract any fixtures (such as baths and cupboards). Ensure you have the correct size mat for your floor area.

#### Laying the Matting System

Roll out the mesh, wire face up. At the end of the run, cut the mat (not the wire), turn the mat through 90 or 180 and continue laying the mat. When the area is covered, adjust the mats until the loops are of equal distance apart.

Affix the mat to the floor using its self-adhesive mesh, or using the double sided tape on the mat. Lay the temperature probe from the thermostat at equal distance between two of the cable loops and attach to the floor surface.

#### Connecting to the power supply

**NOTE:** All electrical connections must be performed by a certified electrician.

Install an RCD fused spur to power the thermostat and the matting system heating element network. Take the unheated power supply cable from the end of the matting system, which should be positioned near the thermostat. Make sure all the connections have been made to the power supply. Turn the heater(s) on to ensure they are heating up (no more than 10 minutes).

#### Completing the job

Either lay a thin, self-levelling screed over the mat and leave it to dry before laying tiles or trowel a full bed of flexible tile adhesive directly over the mat and lay the floor tiles.



Source: Warmup



# DCM-PRO Heated decoupling system

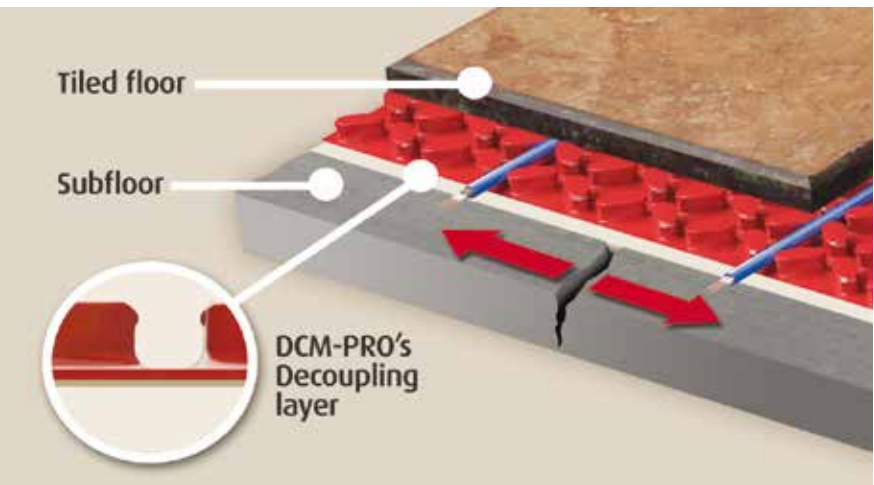
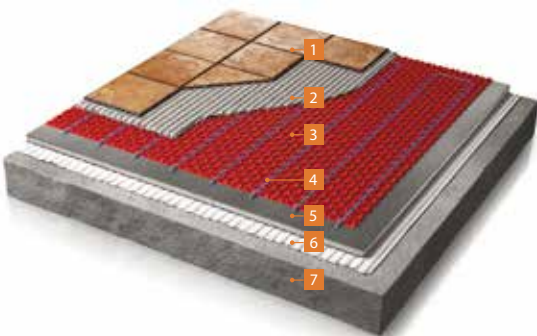
DCM-PRO System is the fastest high performance solution for the installation of a heated decoupling system in all areas, allowing for installation of electric UFH quickly and with less tile adhesive.

The Warmup DCM-PRO System suits all floor types and protects floor finish from damage. This includes tiles, engineered wood, vinyl or carpet. The self-healing decoupling layer contracts and expands to deal with changes in subfloors thus protecting against crack or gaps.

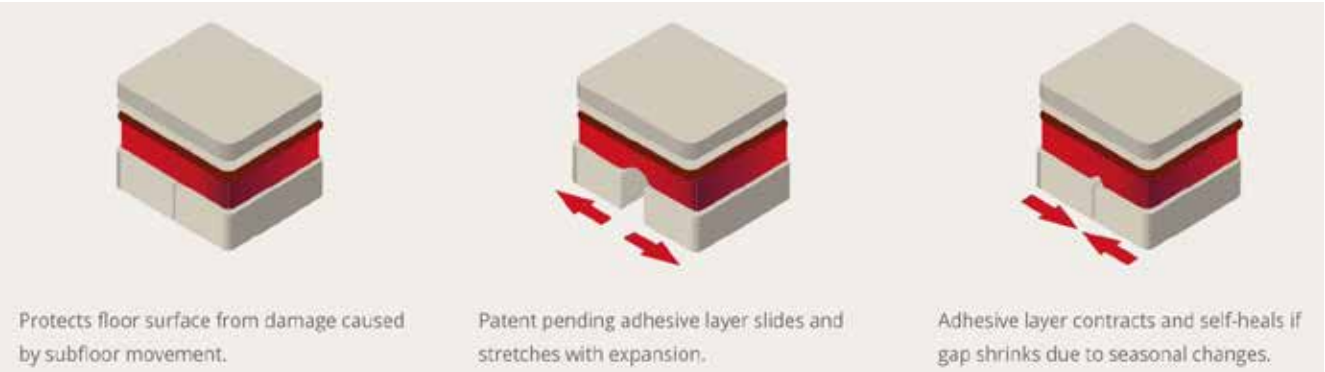
DCM-PRO is designed for use over a subfloor prepared for tiling. The mat has a strong self-adhesive layer to secure it directly to Warmup insulation boards. It means no additional adhesive is required. Alternatively it can be fixed to a clean dry subfloor, which has been primed using an SBR primer (ratio 1:4). The mat is available in 1m2 sheets or 15m x 1m rolls, which makes installation quick and easy whilst ensuring precision is maintained. The mat can be easily trimmed using a utility knife. The 4.5mm multi-strand, dual core heating cable, is in-

sulated with an advanced fluoropolymer making it exceptionally tough and easy to tile over. It is easily clipped into the DCM-PRO mat by gently pressing it in between the castellations. The cable can be spaced at 60mm, 90mm & 120mm depending on power requirements.

The DCM-PRO system can be used as a waterproofing layer through the addition of the DCM-PRO Waterproofing tape, for installations such as wetrooms or where there will be significant exposure to water.



Benefits
40% faster installation
Easy to pour in self-leveller with no air pockets
Protects floor from damage
Easy to tile over
Convenient sizing- easy to order
Features
Self-healing decoupling layer
Patent pending self-adhesive backing
Functional with all UFH-compatible floor coverings
Membrane designed to correlate with cable sizes
Waterproof- tape required



Source: Warmup

# 4iE® Smart Wifi Thermostat For Central And Underfloor Heating

With the 4iE® your home will be warm automatically, at just the right time, and your energy bills will always be as low as possible. Using SmartGeo™, your home is automatically at the right temperature and using the most efficient settings when you are at home or away, and you'll always be on the best available energy tariff year after year with the EasySwitch™ tariff switching service. All of which lead to combined savings of up to £378 a year. The 4iE can be used with central or underfloor heating systems, making it the perfect solution for any home.

**SmartGeo™**  
SmartGeo™ works with the location services built into your smartphone so your home is automatically warm just as you arrive, and running efficiently when you're away. Saving up to 25% on energy usage.

**EasySwitch™**  
Built-in EasySwitch™ finds the best energy deals available and can be set to switch you automatically each year, saving on average £210.

**MyHeating**  
The free MyHeating app works with iOS and Android to give you access to SmartGeo™ and quick control of your system.

**Secure and Easy to Use**  
The 4iE doesn't need programming and connects securely to your WiFi, with simple set-up and installation just like a traditional thermostat.

**Energy monitoring**  
Graphical display of your energy usage and costs, with comparisons and forecasts.

**Customisable**  
Personalise your 4iE with uploadable photo backgrounds and changeable, textured Overlays including realistic wood, brushed metal and even custom photos.

**Programming that speaks your language**  
Natural Language Programming makes changes to your routine, or just quick adjustments, quick and simple, by using clear phrases like 'what time do you get up?'

**Smarter heating from the UK experts**  
By working with families across Europe, and using data from our research facilities in Germany and the UK over the last 20 years, we have found the most efficient ways to control heating in real homes.

**Easy to use**  
Simple and secure set up using WiFi, with 24/7 technical support.

**4iE Technical Details**  
**Dimensions:** 90 x 120 x 18mm (requires 35mm back box)  
**Sensors:** air and floor/ambient (can be extended to 50m)  
**IP Rating:** IP33  
**Guarantee:** 3 years with lifetime warranty available from [www.warmup.co.uk](http://www.warmup.co.uk) for only £29.99  
**Compatibility:** The 4iE requires 230VAC power at all times. Compatible with electric and hydronic underfloor heating systems up to 16A. Compatible with Combi and System boilers with Switch Live (230VAC) input. For lower voltage, or volt-free systems, a contractor must be used.

**Technical Support**  
Warmup has 24/7/365 technical support. For more information, please contact us:  
phone: 0345 345 2288  
email: [uk@warmup.com](mailto:uk@warmup.com)  
web: [www.warmup.co.uk](http://www.warmup.co.uk)



Source: Warmup





INCREASE  
YOUR COMPANY’S VISIBILITY  
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Contractor And  
Property Developer

Philosophy in Business

Trends

Sport: Tennis, Football,  
Volleyball

Material Comparison

Monthly Deals



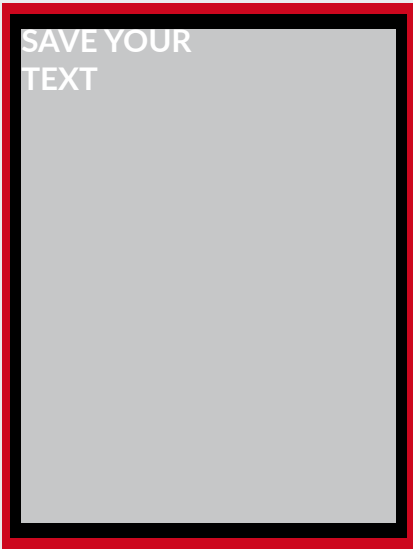
- IBB Builder is packed with construction news, updates on building regulations, building technologies, descriptions of building materials, examples of projects cost estimations, health and safety tips and all important facts for contractors operating in uk construction sector.
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- Sponsored articles are additionally sent in forms of newsletters to subscribers and customers of IBB Builders Merchants, promoted on social media accounts and on website [www.ibb.uk](http://www.ibb.uk)
- IBB Builder is media partner during the leading construction events in UK.

MEDIA PACK  
2017/18

CLOSING DATES

No	Issue	Closing	Availability
1	January 2018	30.12.2017	01.01.2018
2	February 2018	30.01.2018	01.02.2018
3	March 2018	28.02.2018	01.03.2018
4	April 2018	30.03.2018	01.04.2018
5	May 2018	30.04.2018	01.04.2018
6	June 2018	30.05.2018	01.06.2018
7	July 2018	30.06.2018	01.07.2018
8	August 2018	30.07.2018	01.08.2018
9	September 2018	30.08.2018	01.09.2018
10	October 2018	30.09.2018	01.10.2018
11	November 2018	30.10.2018	01.11.2018
12	December 2018	30.11.2018	01.12.2018

ADVERT SPECS



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

- Requirements:
- 300 dpi
  - CMYK

SPREAD  
420x270 mm

1/2 PAGE  
210x135 mm

FULL PAGE  
210x270 mm

1/4 PAGE  
210x70 mm





2016 & 2017 English Champions

Welcome to  
**Volleyball 2.0**

**NEW UPCOMING  
LOOK**



**On Saturday 7th October, the players from IBB Polonia London played the first match in the 2017/18 English Cup. It was an away match against Sussex United from Brighton. In the end it turned out to be disappointing for the home team from the coast. The players under the watchful eye of Piotr Graban easily beat the hosts 0:3 (15:25; 18:25; 18:25) and progressed to the next round. The team from London played well at the opposition's venue, who despite giving it their all, failed to win a set.**

"There were times that the game was very stop start, when the hosts became overawed of the Champions of England and tried something unusual to win a point. They worked hard for every ball, for which we congratulate them. We focussed on our own game and specifically to improve specific aspects that previously had caused us problems in order to make progress for the next match. We achieved 80% of our targets, and so

## IBB Polonia London progress to the next round of the cup

we still have something to work on. We have made another big step forwards, but to play at our true potential, we still have a number of these steps to make. In time, we will keep moving forwards. There is no rush, as we have a very young team and many new players" said IBB Polonia London Head Coach, Piotr Graban.

The next round of the cup will take place on Saturday, 11th November against New Forest at the home venue of IBB Polonia London (Brentford Fountain Leisure Centre). The winners move on to a place in the quarter finals. In the meantime, the Londoners prepare for the next Super 8 league game.

"After a very short break, we start work again on Monday. We have a game against Sheffield; we want to play well and take all 3 points from the match. I would like to invite all fans. Your support will help us very much during this game" added Graban.

This coming Saturday (14th October), will be like a volleyball festival in West London; especially for our fans. In Brentford Fountain Leisure Centre (TW8 0HJ) there will be two matches in the Super 8 division. After a long break, IBB Polonia London will play the first home match of the season, which we anticipate to be a cracker. The reason is the second placed team from last season; Sheffield VC, will be the opposition. The match starts at 3.00PM. As an appetiser, there will also be two women's teams playing: Polonia SideOut London and Team Durham who start their game at 1PM. Tickets are for free, but please register on this site. There will be many changes next Saturday for the home team and also British Volleyball. The match will be presented in the style of a professional match from Europe: this is the next step in the development of this sport in Great Britain.





**The ambitious plan of attracting the attention of the whole volleyball world towards London is gathering pace. These are the clear and very realistic goals of IBB Polonia London VC. The official start of the professionalisation of The Club, the development of the Polish British links and the support for the Official Fan Club was marked by Saturday's events. Jacek Ambrozy; the owner of IBB Builders Merchants, the strategic sponsors explains the initiative between the company and The Club and how it is key to the plans he has in mind.**

*Saturday's game showed that over the summer period, IBB Polonia London introduced a number of significant changes. Where does the new philosophy come from: the creation of a professional club in Great Britain?*

You could say that we laid out some new objectives. We can't imagine continuing to win the League, etc. a number of times and not mov-

ing forward. We had many successes over the last few years: mainly thanks to great sporting success. We are pushing upwards to continue our momentum and certainly do not plan to rest on our laurels. In fact we imagined that we may not have been able to continue winning: because after all what else was there to win? That final thought was what spurred us on to plan to build a professional team. The aim is to be able to train six times each week and that will help us to be able to compete against the best in the world. Eventually we will be beating our friends in Poland; PGE Skra Belchatow. Professionalism will be seen on every level in our club: and yes, we know that there are many aspects that need addressing.

*So what are these aspects? Where do you foresee these changes?*

First of all, the professionalisation of the athletes. Not only are we talking about the amount of training we do, but also being able to attract the best players in the world. We are becoming involved with the best experts available to us. The second aim is to increase the popularity of volleyball: we have been doing this for years. We will concentrate on this more and more. We are also continuing to promote sporting links between the UK and Poland: because after all, both countries will benefit. IBB Polonia London

has proudly worn various emblems depicting historic links between the two countries. We would like this to continue and develop yet further to become above politics. We are proud of our Polish roots and keen to show this off to the world; now that the athletes are very international we want to develop our global fan base and also our Official Fan Club. The Team should be happy of its international nature and wants to attract fans from every corner of the globe; because of this initiatives developed by there Fan Club will be taken into consideration too. We hope we can continue to count on the outstanding support we have seen over the years.

*As you said, professionalisation of volleyball isn't just about more trainings, or spectacular sporting events... What else can you tell us about the financial investments into The Club?*

We have a new Taraflex volleyball floor; transmissions on Polsat and via UNILAD Sport on the internet, LED advertising boards: all of these are very costly, but worth every penny. We want to show what we can do and what might be expected in the future. The players must focus on training alone and playing: they must be relaxed and look after themselves. Our initial calculations predict that an initial investment of £1 million per annum is required to become professional. We aim to be at that level of investment in five years time.

# 5 years

## until IBB Polonia London became a professional team

*These are ambitious plans. How do you think this will happen? With the new philosophy of The Club, how can other people become involved and invest?*

Yes, you are correct. A forward thinking commercial club is the answer. The Team cannot rely only on sponsors and for this reason we have prepared offers that everybody can become involved in that has the same aspirations and ideals that we have. We have outlined our plans for the future, we have restructured our company to one that is "Limited by Shares". Soon these shares will be released

onto the market and any interested fan, partner, investor will be able to purchase these shares. We anticipate the cost of a single share to be £100 and the value of these shares will rise each year. There are a whole raft of marketing initiatives that will allow this to happen; last year was the first year that souvenirs were available and we would like to increase the variety that are available for purchase. Cups, scarves, trumpets and shirts amongst others will be for sale at our home games. It will be commonplace to see advertising during matches on our LED banners, television and Facebook and

YouTube channels. This will allow us to attract partners, sponsors and capital investors and will increase our exposure. At every game, there will be something new: so that people attending the games in person or watching on TV will always have a little surprise.



*And what of the tickets for the home matches? Will the tickets still be free?*

We are introducing tickets with a donation. The idea is that everyone can make a donation and feel that they are helping the team. I hope that the enthusiasm that we display will rub off onto the volleyball fans. The idea is that each person can feel as though they are part of the growth of The Club by paying for tickets. I rarely support other people's ideas, but this was an exception and I became convinced. I would like to reach out to anyone who may be interested in our plans for the future and in the transformation of volleyball in the UK as well as in our Polish English cooperation for sport.

*The plan that you have presented, looks very inviting. How realistic is it that they will materialise?*

We have shown over the last two years that we are able to fulfil our plans, and in actual fact go further than we imagined. We made historic wins in the CEV Challenge Cup and the plans that we have laid out are simply a matter of time. We hope to build a big volleyball family. We ignore unrealistic pipe dreams and know that what we are aiming for will be challenging, but possible. Step by step we are realising what is possible and would like to invite interested parties to join us on our journey.

IBB Builders Merchants have been trading since 2005 in British markets. The company has significant experience in construction in many European countries such as Poland, Sweden, Germany and the UK and has built its foundations on importing construction materials mainly from Poland. More information is available here.



Welcome to Volleyball 2.0

**NEW UPCOMING  
LOOK  
2017/2018**



2016 & 2017 English Champions

# Invest in Shares Offer



The new 2017-2018 league season, which has just started, brings new challenges and new long-term goals for IBB Polonia VC, the reigning English Champion.

The purpose of the intense efforts, which are already under way, is to create conditions for the club to raise capital and, as a result:

- Create a professional **volleyball team** by providing the best possible training conditions and attracting the best players
- Provide impressive tifo display, livestreaming, and broadcasting matches on **TV channels**
- Provide assistance for the **Official Club Supporters** and helping the organisation develop
- Popularise of the development of volleyball in England
- Promote the sporting union between **Poland and England** on the basis of longstanding historical and cultural conditions – to which we can now add sporting ones as well.

Raising capital will take place by means of the following actions:

- obtaining funds to cover the club's current expenditures and its marketing activities from **IBB Builders Merchants** – the club's current sponsor
- introducing tickets-donations for the team's home games
- receiving income from advertisements shown during the matches and **TV broadcasts**
- attracting club sponsors and partners
- manufacturing and distributing marketing materials, merchandise, etc.
- **issuing shareholder's certificates** – which are to be sold on the free market; the price of one such certificate, until the end of 2017, amounts to £100

✓ *Purchase a certificate, support our activities, and become a shareholder of the first professional volleyball team in the UK!!*

✓ *Promote yourself, your company, or your services by taking advantage of the marketing possibilities provided by sport today!*

# Invest in Shares Offer

Starting from our first home game which was played on Saturday, 14 October 2017 at the Brentford Leisure Centre hall in London, we intend to provide a sports event of a new quality:

- increased number of seats for supporters,
- professional court surface,
- digital advertising banners,
- live broadcast on the **UNILAD Sport, Facebook channel** as well as a **TV broadcast** in Poland on the Polsat Sport channel on Saturday, 14 October 2017.

The holder of shares in IBB Polonia acquires:

- **0.5% discount** on marketing services listed below for 1 share and up to 50% maximum; planned sales price per share for 2017 - 100 GBP; 2018 - 150 GBP; 2019 - 200 GBP
- **The right to a ticket** - donation at a reduced price reduced of 5 GBP or VIP
- **50% discount** on team merchandise

We invite everyone to participate in the development of new quality – both of our team and volleyball in England as a whole. **Join us!**



Find details at  
[www.polonia.vc](http://www.polonia.vc)



# IBB Polonia London

## return from Newcastle with nothing to show

**IBB Polonia London played against the team from Newcastle on 21st October in the next round of the Super 8 league. Home advantage went the way for Team Northumbria and saw out the match 3:1 (25:14; 25:19; 20:25; 25:14). This resulted with no points to add to the tally in the league table.**

"Yesterday's match was not an easy affair as we play a team who always invests a lot in order to win the Super 8 title. A long 5 hour trip to the north is always an unpleasant preparation for the match and in addition I have heard comments such as "Newcastle is hell: we can't win there" from various sources. We wanted to change this, but unfortunately we didn't play to our potential." - commented Piotr Graban, Head Coach of IBB Polonia London.

Just like last season, the match lasted four sets. The first phase went the way of the home team who started very strongly. The team from London took the initiative and found their rhythm and reduced the number of errors they made, but this still was not sufficient to take the set. IBB Polonia London showed real class in the third set and forced Northumbria into playing more weakly and took the set. The final set, as it turned out, started with both teams taking an even number of points, but then a partial collapse saw the home team close out the match.

"I take full responsibility for the loss, because having such a young squad, they needed better preparation. I am aware I could have made some small adjustments which would have made a difference, but it was too late. Knowing this and having the ability to implement those changes will help us to regain our winning ways. Just around the corner, we have NEVZA waiting for us, and we must do everything possible to win. Defeats are always a lesson and we will work hard to improve." - added Graban.

This week the club will be out and about on the 25th and 26th October at the Construction Show. Thanks to the strategic sponsors IBB Builders Merchants, the current English Champions will be on show at this huge event in London. Free tickets are available here. At the weekend, IBB Polonia London will play a friendly match against Essex. This will be the final opportunity before the NEVZA Club Championships, which take place between 3rd and 5th November 2017. In the group phase, the team from England play against Ishøj Volley (Denmark) and Ballklub Trasmø (Norway). The Super 8 Champions play their games at Ishøj, Denmark and will be playing for a place in the finals in January 2018.

The next domestic game will be on 11th November in Brentford at the Fountain Sports hall. The match will be against New Forest for a place in the Cup quarter finals. Then on the 18th November, the return match against Team Northumbria takes place at the same location in Brentford. All fixtures and results are available at polonia.vc.



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# Great win

## after a monumental encounter

**On Saturday 14th October, IBB Polonia London Volleyball Club took on Sheffield Hallam in the first home game of the Super 8s. Grain's boys defeated the visitors 3:1 (20:25; 25:15; 25:22; 25:17). The event was evolution for British volleyball. The new look of volleyball in UK, which includes taraflex, music, match broadcasted by Polsat (on Polsat Sports News) and over the internet, officially launched the Club's new philosophy: to build the first fully professional volleyball club in Great Britain.**

"I think we did everything possible, to present the match as professionally as possible. This shows how seriously IBB Polonia London is taking the project: "professional volleyball in London". With every match we want to be even better organised and to be able to play a better level. These are our objectives: to build a fully professional club in London and to play at professionally organised events." - commented Chairman IBB Polonia London, Bartek Luszcz.

The four set encounter saw several changes in the lead which added to the excitement. Sheffield won the first set, which from the get-go was a showcase of concentration and determination. The second set was quickly taken by the London club to level the scores. The third set started slowly for IBB Polonia London, and were trailing by 5 points but soon turned it on to take the lead. The final set was an emphatic show of power and control with



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the home team taking the match 3-1 in the end. The presence of a full set of TV cameras did not phase the current Champions who in the end took all three points from the encounter.

"A better sporting spectacle, we could not have imagined for the first transmission of volleyball at our "home". The match was full of drama. Losing the first set motivated the team to push harder and the fans' support was spectacular! We were a little



worried during the third set too, but the fight was epic and in the end we were totally dominant." said Jack Ambrozy, owner of IBB Builders Merchants: the Club's strategic sponsor.

"Maybe only the start caused us pressure, but the players soon showed concentration and the game started to flow. They were not distracted by the show taking place around them, and I am pleased with how we played. We have a very young team, and we have to work very hard to play perfectly." commented Piotr Graban IBB Polonia London's Head Coach.

The match produced a lot of emotion in the hall amongst the fans as well as those watching on the internet or television. It will be possible to watch in this manner forthcoming matches. The match is available of the Facebook channel UNILAD Sport.

On Saturday, 21st October at 2.30pm IBB Polonia London will play Team Northumbria in the next league match. This will be an away fixture, and on the 11th November there will be the next home match. This will be a Cup game against New Forest Volleyball. The prize will be a place in the quarterfinals of the Cu





# The first IBB Polonia London match ends in defeat

**On Saturday 30th September, IBB Polonia London played the first match of the season 2017/18. It was the beginning of the Super 8 league under the guidance of Head Coach Piotr Graban, and was played away against Richmond Docklands. It turned out to be a five set confrontation, during which the home team came out on top 3:2 (25:27; 25:16; 15:25; 25:22; 15:12). IBB Polonia London had to be content with a single point from the game.**

„The first matches of the season always cause problems. Teams have no established form and the results are caused by how each team approaches

the game, or unusual attributes of the sports hall. Richmond Docklands showed that by combining their forces, the resulting cocktail of youth and experience was very good, and they will be a force to be reckoned with this season. Our young team received a lesson. I am confident we will do our homework and we will take all three points when they play at our home ground. Our fans were amazing, outnumbering the home spectator, and they certainly helped us at difficult times.” said Head Coach Piotr Graban

MVP was awarded to Javier Bello from Richmond Docklands. Both sets of fans were brilliant and enjoyed their volleyball after the summer break.

„The official supporters club couldn't wait for the seat of the season. We were desperate for volleyball! We gave everything we could in the support of our team, but Richmond also had their own fans which was amazing to see. We are pleased that each year the number of spectators at matches is increasing at English matches. We want to continue to be the pioneers of volleyball fans in the UK; and



for this reason we are ready for some new initiatives. We can't wait for the first home match, where more of us will be in attendance and the atmosphere will be electrifying.” commented Magdalena Raczynska, President of the Official Fan Club of IBB Polonia London

The next match will be on 7th October in the Cup. The match takes place in Brighton (Brighton University Falmer) against Sussex United and starts at 1.30pm. We return to our home venue on 14th October and look to take on the second placed team from last season Sheffield Hallam. Free tickets are available here.

Pawel Piotrowski

# Busy time for IBB Polonia before the European competition

**The last week of October has been very busy for IBB Polonia London Volleyball Club; apart from the usual training sessions and a friendly match, the team appeared at an International Building Exhibition. The tempo doesn't get any slower in the coming week. Between the 3rd and 5th November, the European adventure begins once again.**

On the 25th and 26th October a delegation from the current Champions of England in volleyball, were invited to London Build Expo as the guests of their sponsor IBB Builders Merchants. The Exhibition is a regular event in England and is a meeting place for businesses and thousands of visitors and exhibitors. Amongst a whole host of building and construction exhibitors, there were two sports clubs on show. Other than the elite of the Super 8 of English volleyball - IBB Polonia London VC, there was another extra

famous club - Arsenal from the Premier League. It was an opportunity for both clubs to promote themselves as well as their associated companies and to showcase the relationship between sport and business. Apart from lengthy discussion about marketing, sponsoring, advertising and investing in shares, volleyball players showed a bit of their sports skills. Representatives from IBB Polonia made many new contacts and are confident that they will be keen to get on board with the recently released aims of The Club.

“We are proud to have been able to take part in this year's edition of London Build and that we could promote our sport and The Club. It was a great opportunity to share our aims with a wide range of potential investors who were interested in discussing the share options on sale. They were fascinated in hearing about the plans to build the very first professional volleyball club in Great Britain and of volleyball 2.0.” - commented Club President, Bartek Luszcz.

On the 28th October Piotr Graban and the team travelled to Team Essex for a friendly game. The match was won by London team in five sets 2:3 (31:29; 23:25; 25:23; 24:26; 10:15). It was a great opportunity to prepare for the NEVZA Club Champi-

onships that the players and coaches are departing for on Thursday 2nd November. Over the weekend of the 3rd to 5th November 2017 the group phase of the competition will take place. The Champions of England will take on the Danish champions Ishoj Volley at 7PM local time on Friday and at 4PM local time on Saturday, 4th November the Champions of Norway - Ballklub Tromsø. The matches will be available to view online: details of which will be given on the Facebook page of NEVZA Club Championships or IBB Polonia. The primary goal of the 2017/2018 season is to make it through to the final stage of the NEVZA competition.

The Club event of the NEVZA competition is aimed at the North European countries including Estonia, Lithuania, Latvia and Great Britain and is open to the Champions of those countries. The matches will be played under the CEV regulations and this year, there are nine men clubs in the event playing, first of all in the group event before the Final Stage. The teams have been divided into three groups of three teams: the four best performing teams will progress to the Finals to be played from 26th to 28th January 2018. The clubs taking part are to be found here.



sandsphotos.co.uk



Welcome to Volleyball 2.0

NEW UPCOMING

LOOK

2017/2018



Sponsorship & Advertising Offer



2016 & 2017 English Champions



2017/2018

Sponsorship & Advertising Offer

The marketing and ticketing goals of the IBB Polonia VC club primarily consist of rising funds for: improving the professionalism of the team, improvement of match fixtures & coverage of television broadcast costs.

TICKET-DONATION FOR THE MATCH	
Normal	£10.00
Discounted	£5.00
Children under 16 / seniors over 60	FREE
VIP (Sponsors and invited guests)	FREE

MATCH ADVERTISING OFFER WITH TV BROADCASTING	
Electronic banner during live matches - 1 spot * 2 minutes	£500.00
Sticker next to the pitch	£1 000.00
Roll-up 2*1m	£800.00
Own banner on the stand (one piece) held by the advertiser	£1 000.00
Individual photo with the team after the match	£500.00
Ball with player signatures	£200.00
T-shirt with player signatures	£300.00
Club mascot during the match with the advertiser's logo	£1 500.00

OFFER FOR SPONSORS	
Main Sponsor Gold - Large logo on the shirt, front and back (price per year)	£30 000.00
Sponsor Silver - Medium logo on the shirt, front and back (price per year)	£20 000.00
Sponsor Bronze - Small logo on the shirt or shorts	£10 000.00
Sponsor of an event/match - live and broadcast on Facebook, Polsat, Unilad and later available on YouTube and IBBTV	£6 000.00
Electronic banner for live matches - respectively: 4 spots x 2 minutes (Sponsor Gold and Match Sponsor), 3 spots x 2 minutes (Silver), 2 spots x 2 minutes (Bronze)	included in package*
In addition to the Sponsors' offer: article, photos, company profile in IBB Builder and at www.IBBPolonia.vc	included in package*
The right to distribute Sponsor's merchandise during the match	included in package*
Club shirt with player signatures	included in package*
Volleyball balls with player signatures	included in package*
Crystal trophy with thanks for support after the season	included in package*
Gold, Silver and Bronze Sponsor Logo on season tickets and on printed, distributed team materials	included in package*

NOTE TO THE SHAREHOLDERS. "PLANNED SALE PRICE"      The holder of shares in IBB Polonia acquires:	
1	0.5% discount on marketing services listed below for 1 share and up to 50% maximum; planned sales price per share for 2017 - 100 GBP; 2018 - 150 GBP; 2019 - 200 GBP
2	The right to a ticket - donation at a reduced price reduced of 5 GBP or VIP
3	50% discount on team merchandise

\* gold, silver, bronze and match sponsor (during the sponsored match) only

For more details visit [www.polonia.vc](http://www.polonia.vc)



# NEW & FRESH



INTERACTIVE WEBSITE

[www.ibb.uk](http://www.ibb.uk)

MONTHLY  
DEAL

NOVEMBER 2017

## WARMUP LOOSE WIRE SYSTEM

**DWS300**

1.5sqm to 2.5sqm 300w  
Under Tile Heater



**£68.40 net**  
(RP £114.00 net)

**DWS400**

2.5sqm to 3.4sqm 400w  
Under Tile Heater



**£81.24 net**  
(RP £135.40 net)

**DWS600**

3.5sqm to 4.4sqm 600w  
Under Tile Heater



**£119.22 net**  
(RP £198.70 net)

## WARMUP STICKY MAT SYSTEM

**SPM3**

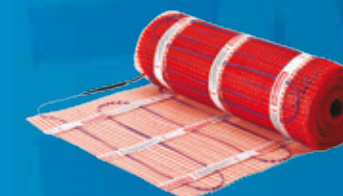
3sqm 450w



**£111.96 net**  
(RP £186.60 net)

**SPM4**

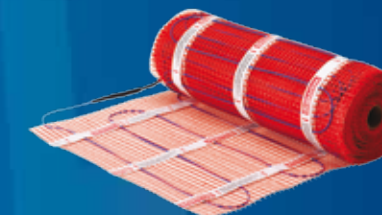
4sqm 600w



**£139.20 net**  
(RP £232.00 net)

**SPM6**

6sqm 900w



**£199.98 net**  
(RP £333.30 net)

## THERMOSTATS

**4iE Smart Wifi Onyx  
Black**



**£107.46 net**  
(RP £179.10 net)

**4iE Smart Wifi Onyx  
Bright Porcelain**



**£107.46 net**  
(RP £179.10 net)

**Tempo Digital  
Piano Black**



**£57.48 net**  
(RP £95.80 net)

**Tempo Digital  
Porcelain White**



**£57.48 net**  
(RP £95.80 net)





Price per 1 qm

### POLYSTYRENE PANELS EPS-100 FOR FLOOR

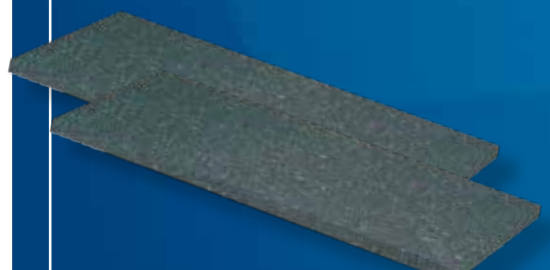
10 mm	£0.65 net (RP £1.08 net)	50 mm	£???? net (RP £5.00 net)
20 mm	£1.30 net (RP £2.17 net)	100 mm	£6.50 net (RP £10.83 net)
30 mm	£???? net (RP £3.00 net)		



Price per 1 qm

### POLYSTYRENE PANELS EPS-70 FOR FACADE

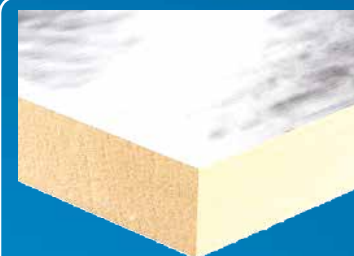
		50 mm	£1.88 net (RP £3.13 net)
20 mm	£0.75 net (RP £1.25 net)	80 mm	£3.00 net (RP £5.00 net)
30 mm	£1.13 net (RP £1.88 net)	100 mm	£3.75 net (RP 6.25 net)



Price per 1 qm

### POLYSTYRENE PANELS EPS GRAPHITE

10 mm	£0.60 net (RP £1.00 net)	50 mm	£3.00 net (RP £5.00 net)
20 mm	£1.20 net (RP £2.00 net)	80 mm	£4.80 net (RP £8.00 net)
30 mm	£1.80 net (RP £3.00 net)	100 mm	£6.00 net (RP £10.00 net)



Price per sheet

### PIR INSULATION BOARD

1200x2400 mm

25 mm	£15.96 net (RP £26.61 net)	75 mm	£26.52 net (RP £44.20 net)
50 mm	£17.95 net (RP £29.92 net)	100 mm	£34.95 net (RP £58.25 net)



Price per roll

### URSA GLASSWOOL ROLL (PITCHED ROOFS)

100 mm	8.75sqm £20/40 net (RP £34.00 net)	200 mm	6.27sqm £18.40 net (RP £30.67 net)
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Price per roll 2x0.6x9.17m

### KNAUFF EARTHWOOL ACOUSTIC ROLL

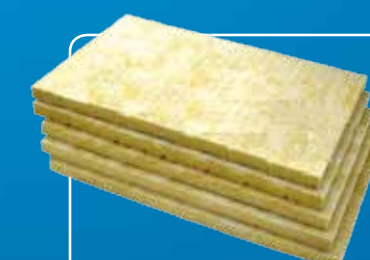
100 mm	11sqm £23.95 net (RP £39.92 net)
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Price per pack

### Knauf Earthwool DriTherm Cavity Slab

50 mm	50mm - pack (12sh) 6.55m <sup>2</sup> £13.67 net (RP £22.78 net)	75 mm	75mm - (8sh) 4.37m <sup>2</sup> £10.98 net (RP £16.47 net)	100 mm	100mm - (12sh) 6.55m <sup>2</sup> £20.93 net (RP £34.88 net)
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Price per pack

600x1200 mm

### ROCKWOOL ProRox Slab RWA 45

50 mm	50mm - pack 6.48 m <sup>2</sup> £17.45 net (RP £29.08 net)	75 mm	75mm - pack 4.32 m <sup>2</sup> £17.45 net (RP £29.08 net)
100 mm	75mm - pack 4.32 m <sup>2</sup> £14.34 net (RP £23.90 net)		



# THE NEXT GENERATION

OF IBB POLISH BUILDING WHOLESALE



BUILDERS  
MERCHANTS

THE SAME AMAZING COMPANY,  
**A NEW LOOK**  
FOR OUR GREAT CUSTOMERS