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# BUILDER

MAGAZINE

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## Skylights Installation

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deals from Santa

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Dear Readers

It is starting to feel a lot like Christmas! And I mean not only Christmas lights, decorations and gifts shopping but also wintery weather. With the beginning of December temperature tends to drop and our energy bills increase. However, those who have recently invested in thermal insulation of their homes will see the significant saving in comparison to previous years. In this edition read about the benefits of IBB Therm external insulation and render system, which was recently accredited by BBA. Check the cost calculations for system installation and learn why modern render is becoming so popular amongst homeowners.

If you are interested in the subject, I would personally recommend you to subscribe to our youtube channel IBB TV, where you can view for free the online training in IBB Therm system installation. IBB TV offers not only expert advice but also live streaming from IBB Polonia London VC matches. Check it out here [www.ibb.uk/tv](http://www.ibb.uk/tv)

The external insulation is not enough to keep our homes warm this winter. Windows play a primary role too. Informative content about skylights and roof windows in this month technology section. What's more, there is the brilliant article for all those Santas that will need access to chimney this Christmas. The step by step guide to the installation of roof hatches would be an excellent reference on your building site.

Technology developments for the construction industry are starting to influence tradesmen. In this edition read about two recent innovations - world's first real-time payroll and digital platform for procurement. Learn how the latest digital technology will help to deliver gains for construction businesses.

FROM EDITOR



Builder education section this month features the guide to contract valuation meetings. Prepare yourself for this brief advice, use the progress meeting template and rest assure that you have your project under control.

If you are considering to leave the UK due to Brexit, read the news on the importance of EU builders in the UK construction. The main construction bodies are united in the opinion that the demand for skilled migrant construction workers will have to be met to ensure the industry growth. Last month, The Chancellor delivered the Budget, check what news and changes it brings for tradesmen.

In this issue, we would like to present you the sport sponsorship advantages offered by IBB Polonia London VC. The club is raising funds for improving the professionalism of the team and provision of the best sports entertainment. Read the latest news about team activities and check their sponsorship offer. Be the part of the volleyball 2.0 revolution.

In my last words here this year, on behalf of all IBB Builders Merchants team, I wish you very merry Christmas! Enjoy the celebrations!

*Magdalena Rosóť*  
Editor

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*Merry*  
**CHRISTMAS**  
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# ETCH World's First Real-Time Payroll



**Etch is the first global smart contract based payroll platform that will allow for real time payments of wages, and real time sending of remittance.**

Etch will revolutionise payroll by creating the world's first automated payroll system which allows workers to be paid in real-time. Etch is launching in the UK first focusing on the construction sector. Construction payments are very complex and payment disputes are the main reason of construction sector conflicts, which leads to increasing costs, delaying completion and reducing profits.

Imagine if you could pay your employees and contractors in real time, second by second. This would be visible via an app on mobile phones, which would also log users' locations and working hours. This revolutionary concept is becoming a reality thanks to the UK-developed Etch platform (<https://etch.work>) which will be powered by the Ethereum blockchain.

Euros Evans, from London, who is a builder as well as a blockchain technology expert, is the CEO and driving force behind the soon to be formed Etch Foundation.

Euros Evans said, "The building and construction industries are notorious for late payments, which at times can be due to the complicated payment structure, especially around subcontractors. This is unsatisfactory to both workers and to business stakeholders who want to work in the most efficient way and aim to finish projects on budget and on time."

Mr Evans added "Etch makes payments in real time possible so that people can literally be paid by the second. They can be paid in their currency of choice, even allowing for part payment to a family member abroad in a foreign currency. This is all thanks to an innovative payroll card that will be accepted in millions of locations worldwide."

The concept is being tested at a building site in Oxford that launched in September this year.

Construction Lawyer, a Partner for the law firm Fladgate LLP, Stephen Palley said, "Etch's smart construction contract technology has the potential to be very helpful for industry participants - from owners, prime contractors and subcontractors of all tiers to individual workers."

He added: "I love the idea of reducing payment friction by providing real time remittance functionality. I am also quite interested, long term, in the platform's ability to automate many types of con-

struction payment and performances functions. It's a great project and an impressive founding team."

Technology entrepreneur Ross Laurie said, "Payroll is a highly emotive subject and can be a source of much distress for employees and contractors. This system can work in every industry with every currency. The Etch system will be aligned to successful and ethical firms whose leaders wish to pay people in a timely way with minimal paperwork."

Etch is the first approved 'dapp' (decentralised application) in the Construction Blockchain Consortium (<https://www.constructionblockchain.org>) a group of leading UK champions of disruptive technologies who are transforming the build environment.

The Etch team includes the CTO Tomasz Mlodchuwoski, a former MIT student of computational physics, who is on the technical committee for the Construction Blockchain Consortium, blockchain engineer Joshua Richardson, the inventor of Bitcoin Compact Confidential Transactions, Denis Lukianov and digital entrepreneur Ben Whyte.

For further information, please see <https://etch.work>

(Source: Etch)



# myConsole

Digital solution for procurement in construction

**The need for the construction industry to adopt digital technology solutions has never been more pressing. Innovative contractors seize digital initiative. Two key businesses - Baxall Construction and Focus Building - will now use myConsole, a cloud-based bid management solution, to create greater efficiencies, improve their win rates and grow their business. Digital technology is set to deliver gains in productivity.**

Digitalisation can be used to dramatically reduce the cost of procurement. Technologies such as BIM, 5D modelling, 3D printing, online estimators are changing the traditional approaches to building projects.

myConsole brings all aspects of work winning management under one system. It is the collaboration tool, much more than a CRM, finance or document management system. It guides work winning teams through the entire process of selling complex multi-million pound construction projects. myCon-

sole can increase win rates, helps to make informative decision, increase profit margin. It features the inbuilt planning and risk profiling.

myConsole is compatible with BIM and focuses on pre-construction phase to provide information sourcing and increase chances of winning a tender. myConsole software:

- Work winning best practice templates
- Guidance through the tender management process.
- Increase win rates to 1 in 2,
- Improved efficiency across all stages.
- Fully compliant with BS 1192:2007.

"Digital technology is a key weapon in the war on low productivity. Construction businesses spend, on average, 3% to 8% of their turnover on tendering and work winning1. We estimate myConsole will increase efficiency and reduce workloads by 20%," says Philip Collard, CEO myConsole.

Malcolm Clarke, Managing Director of Baxall, highlights how myConsole will deliver results for his business. "We are already performing very well in pre-construction, but want to get better. We want to know where to focus our resources, we want to make decisions more quickly, and we want to reduce the cost of each tender. We are excited to have signed with myConsole and think they can help with all of this."



**Malcolm Clarke**  
Managing Director of Baxall

myConsole can increase win rates, helps to make informative decision, increase profit margin.

With this cloud-based solution data-input happens only once and there is seamless communication across the business. myConsole also offers prompts and checks to deliver a more client-centric approach - a proven way to win more business.

Ed Mata Executive Director of Focus Building expects strong results from myConsole: "In order to improve on the current success of winning contracts we need to focus our energy in those activities that produce the most results. We found MyConsole to be a suitable partner to bring the system for an in depth, analytical and process driven approach to our bid management efforts."

(Source: MyConsole)

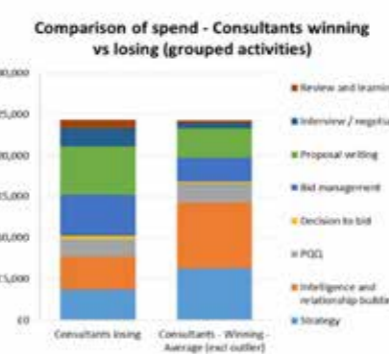
## BOOK REVIEW

### Code of Practice for Programme Management: In the Built Environment

by CIOB (The Chartered Institute of Building) 15 Jul 2016

CIOB (The Chartered Institute of Building) launched its first Code of Practice for Programme Management: In the Built Environment that follows from their first position published in 1992- the Code of Practice for Project Management for Construction and Development. It was developed by industry experts from institutions like CIOB, RICS, RIBA, ICE and APM, government departments, universities etc.

It provides practical coverage of general processes and procedures to be followed when managing a construction programme or portfolio of projects. It sets out the requirements for effective and efficient programme management. It is the in-depth analysis, a mixture of theory and practical advice. Very informative position. Highly recommended.



# A “budget for builders”

**On the 22nd November, The Chancellor has presented the Budget. Philip Hammond delivered a ‘budget for builders’ that should allow small builders to deliver more of the new homes Britain so badly needs, says the Federation of Master Builders (FMB).**

The cornerstone of this year budget was the fixing of broken housing market. A plan to scrap stamp duty for the first-time buyers, capital funding, loans or guarantees are only some of the measures introduced by Philip Hammond to increase the housing supply to 300,000 homes a year.

Moreover The Chancellor pledged to crack down on land banking. The Government will intervene when it finds the developers had been granted planning permission for new housing but failed to build.

Housebuilders are responding that it is the planning system that needs to be reformed. In London only, there are approximately 270,000 planning permissions that are unbuilt.

Examples of the proposed measures to boost the housing supply :

- Development of 5 new ‘garden’ towns delivered through public-private partnerships.
- Commitment to build up to 1 million homes by 2050 in the Cambridge-Milton Keynes-

Oxford Corridor and up to 100,000 homes by 2031 in Oxfordshire.

- Lift the cap on councils’ borrowing in high demand areas to get them building again. £8 billion of new financial guarantees to support private housebuilding and the purpose-built private rented sector.
- Additional £34 million to develop construction skills across the country.
- £10 billion more money into the Help to Buy equity loan scheme to help those saving for a deposit.
- Councils in high demand areas will be permitted more homes for local first-time buyers and affordable renters to be built. The government will consult on the barriers to landlords offering longer, more secure ten-

ancies to those tenants who want them.

Commenting on the Budget 2017, Brian Berry Chief Executive of the FMB said “The Government has set itself a new target of building 300,000 new homes a year by the mid-2020s. And today the Chancellor has put small and medium-sized builders at the heart of ambitious plans to tackle the growing housing crisis. The Chancellor appears to be putting his money where his mouth is with the announcement of £44 billion of capital funding, loans and guarantees. In particular, a further £1.5 billion for the Home Building Fund to be targeted specifically at SME house builders can play a significant role in channelling crucial funding to this sector. A £630 fund to prepare small sites for development and proposals to require councils to deliver more new housing supply from faster-to-build smaller sites will provide opportunities to boost small scale development.”

Mr Berry continued: “A second major challenge to getting new homes built is the skills crisis we face. In the long run, the only real solution to chronic skills shortages will be a major increase in the training of new entrants into our industry. We are therefore pleased to hear the Chancellor has today committed extra resourcing to training for construction skills. With Brexit round the corner the next few years will bring unprecedented challenges to the construction sector. The Government will need to make sure that the sector continues to have access to skilled EU workers, but we are pleased that the Chancellor has today listened to the needs of SME builders”.

Major construction businesses point that the supply of skills and materials are the main challenges for the industry, while the planning system needs improvements to speed up the construction processes.

Eddie Tuttle, Associate Director for Policy, Research and Public Affairs at the CIOB said: ‘With productivity growth, business investment and GDP growth all downgraded, a clear solution is to look to construction as an enabler that can allow all of these to improve. ‘We need to be looking to the wider benefits of good public sector investment that go far beyond just economic value, including investment that can provide social, environmental and other hidden value.

Moreover, Mr Tuttle mentioned: ‘The various packages of funding to support the building of more homes – and importantly higher quality homes – is welcome. But it’s not clear how the £44 billion of capital funding, loans and guarantees to support the

housing market will be spent. Underwriting borrowing and giving house builders guarantees is no substitute for delivering high quality, affordable homes of all tenures.

Mr Tuttle stated that labour supply has been the biggest source of capacity constraint for the construction industry over the past 15 years. He said: ‘Boosting the quality and quantity of the construction labour force is critical to deliver the homes and infrastructure that the country needs, so the £34m construction skills fund is a welcome policy. However, this will need to be bolstered in the future and further supported by the private sector given that a fifth of the construction workforce is due to retire in the next decade.

‘Finally, the CIOB is delighted to see that £170 million has been provided over the next three years for innovation to transform productivity in the construction sector.

‘Alongside the announcement that the government will use its purchasing power to drive adoption of modern methods of construction, such as offsite manufacturing, we are pleased that the need to improve construction productivity is being widely recognised and starting to be addressed.’

Specific measures for the construction industry and wider-built environment included:

- A national retraining scheme to boost digital skills and the construction sector. This could be significant for the construction sector and CIOB would be keen to add our expertise into their development
- £1.7 billion Transforming Cities Fund for transport infrastructure in areas such as Northern Powerhouse and Midlands Engine
- Discounted lending available for local authorities for infrastructure projects
- National Productivity Fund to be extended for a further year and upped to £31bn
- £44bn over five years in capital funding to support housing market and deliver 300,000 homes per year by mid 2020s
- New money for Home Builders Fund including a £630m small sites fund to unstick the delivery of 40,000 homes, £2.7bn to double Housing Infrastructure Fund, £1.1bn for unlocking strategic sites, £400m more for estate regeneration and £8bn of new financial guarantees to support private housebuilding
- Further steps to tackle VAT fraud in labour provision in the construction sector



# Cowboy builders or Cowboy clients

**It's not the builder, it's the client. According to the new research by Federation of Master Builders, three quarters of UK builders are under threat from "cowboy clients".**

Key results from the FMB's UK-wide research into the impact of 'cowboy clients' – clients who delay or withhold payment without good reason or make completely unreasonable demands – on small and medium-sized (SME) construction firms include:

- Nearly three quarters think 'cowboy clients' are a serious problem for their businesses;
- Nearly a quarter have had to wait for more than four months for payment from a client or large contractor;
- Fewer than one third are always paid within the standard 30 days.

**The negative effects that late payment is having on construction SMEs include:**

- 30% have had to delay payment to suppliers;
- 20% say late payment stopped them from having the confidence to grow their business;
- 16% had to borrow additional funds from a bank or other lender;
- 8% almost went out of business;
- 5% had to withhold wages and salaries from staff;
- 4% had to let staff go.

**Sarah McMonagle, Director of External Affairs at the FMB,** said: "There are so many horror stories of people being duped by cowboy builders. However, our research shows that there's a flip side to this story with three quarters of small construction firms being hampered by 'cowboy clients'. Typical cowboy client behaviour can include a demand for the builder to complete tasks not included in the original brief or quote and for no extra payment. The



worst type of cowboy client seeks to delay or withhold payment on spurious grounds, for instance by discovering make-believe faults. Nearly a quarter of construction SMEs have had to wait for more than four months for payment from a client or large contractor. Fewer than one third of builders are always paid within the standard period of 30 days and this is completely unacceptable."

McMonagle concluded: "Late payment is having a direct impact on the ability of construction SMEs to grow and prosper. One in five builders say delayed payments from clients have stopped them from having the confidence to grow their business. Worse still, nearly 10% say that they nearly went out of business because of this. As we edge towards Brexit, we need the construction sector to be firing on all cylinders to shore up the wider economy. The last thing we want to see is thousands of builders going to the wall because of their

customers refusing to pay on time. We strongly recommend that builders and clients do everything they can to protect themselves by using a written contract that includes an agreed payment schedule. Clients rightly demand a high level of service from their builder but home owners also need to keep their end of the bargain by paying on time."

Cowboy clients are using builders and then lying and cheating, as they are not wishing to pay. Many smaller SMEs are going bust over such cases. Some clients know they will get away with this tactics. It is recommended for builders to ensure they have the proper contract in place and follow all procedures including payment notices, additional work charges etc. in order to secure their position. If client does not have reliable grounds on nonpayment and withhold the payment, such case will be won by the builder.

(Source: FMB)

# BUILDING MATERIALS



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# Apprenticeship provider CITB rated outstanding by Ofsted



**The Construction Industry Training Board (CITB) has been rated as an 'outstanding' apprenticeship provider by Ofsted for the second consecutive inspection. This makes CITB one of the very few providers to remain outstanding under the new, more demanding inspection framework. CITB is the largest provider of construction apprenticeships in Britain, supporting around 15,000 people each year.**

If you are looking for an apprenticeship first thing is to decide in what profession you would like to direct your construction career. There are over 100 different apprenticeships in construction ranging from hands-on things like bricklaying, plastering or flooring to more technical, planning, or supervisory roles.

Here are the apprenticeships provided by CITB:

- Site/Bench Joinery
- Plant Maintenance
- Bricklaying
- Roofing

- Scaffolding
- General Construction Operative
- Technical and Professional
- Highways Maintenance (surveyor, civil engineering)
- Painting and Decorating
- Tiling
- Plastering

Following October's inspection, Ofsted graded CITB as 'outstanding' in:

- Effectiveness of leadership and management
- Quality of teaching, learning and assessment
- Personal development, behaviour and welfare
- Outcomes for learners
- Apprenticeships

Steve Hearty, CITB Director of Apprenticeships, said: "It is a fantastic achievement that Ofsted recognise CITB as an 'outstanding' apprenticeship provider for the second consecutive time. It is a testament to all of our colleagues hard work, that we have improved our offer significantly since the last inspection."

"Apprentices are the lifeblood and future of our industry. It is therefore vital that the right training is in place to produce the highly-skilled workforce required, and help encourage more talented people

from all backgrounds into construction."

Gillian Cain, CITB Head of Apprenticeships, added: "We are extremely proud to receive this 'outstanding' rating from Ofsted. The consistently positive views of learners and employers from across England were brilliant to see, and a fantastic endorsement of what we do."

"It was particularly pleasing to see that the inspection highlighted our very own plant simulators as an innovative teaching strategy which provide exceptionally detailed performance analysis for apprentices."

"We must continue to work with industry to ensure the development of further modern methods of construction training such as those identified in CITB's recent research report; A New Reality: Immersive Learning in Construction."

What is the apprenticeship? Usually apprenticeship combines college and attendance with learning on site. CITB also offers Specialist Apprenticeship Programmes which include training from a corporate manufacturer or trade association instead of college. Apprenticeship is the route to achieve an NVQ or SVQ qualifications which are required to qualify for one of the industry card schemes, which are essential for getting on site.

You can browse and apply for an apprenticeship here [www.citb.co.uk/bconstructive](http://www.citb.co.uk/bconstructive).

(Source: CITB)

# SkillBuild

Get ready for the largest construction competition in the UK

**SkillBuild - the largest multi-trade competition in the UK for construction trainees and apprentices, delivered by CITB will take place in 2018. Registration for competitors to enter the 2018 SkillBuild competitions will open at 9am Thursday 1 March 2018 and will close at 5pm Friday 6 April 2018. To find out how to register visit CITB website.**

SkillBuild will start regionally but with the potential to perform on the European and worldwide construction contest. Participants will be tested on quality, time management, technical abilities and other factors relevant for the particular trade.

SkillBuild competitions deliver ten craft occupations:

- Bricklaying
- Carpentry
- Cabinet making
- Joinery
- Painting and Decorating
- Plastering
- Plastering and Drywall Systems
- Roof Slating and Tiling
- Stonemasonry
- Wall and Floor Tiling

Each category of the contest has been designed to reflect the particular trade role and the standards that are expected within the construction industry. During the competition competitors will have to demonstrate skills like:

- work from plans and specification
- keep work area clean and tidy
- trade specific skills - check CITB website

for the detailed information on each category

The regional heats are taking place from April to June each year, throughout England, Scotland, Wales and Northern Ireland. For competitors taking part in the senior competitions, the results from each of the heats are combined, and the highest scoring competitors overall will be invited to take part in the national final.

The next level of the competition takes place over 3 days at The Skills Show, at the NEC, Birmingham, in November each year. Gold, Silver and Bronze medals are handed out at an awards ceremony and these winners can consider themselves the UK's best in their industry. The highest scoring medal winners who are age and skill eligible can progress through to Squad UK, with the potential to be selected to compete at an international level - EuroSkills and WorldSkills.

(Source: CITB)

# Self Assessment deadline coming soon

**The Self Assessment deadline is 31 January and the Personal Tax Account is the easiest place to submit a tax. Go to Personal Tax Account on GOV.UK. If you do not have an account, set up a Government Gateway account.**

You will need :

- NI number
- Recent payslip or P60
- Telephone number to receive the one-time security code
- Bank account details - to set up repayment

For more information on the Personal tax Account go to: <https://www.gov.uk/government/publications/your-personal-tax-account>

Personal tax account was launched in December 2015, but it is twenty years since HMRC took its first step into the digital age with the birth of electronic Self Assessment (SA). In 1997, the Inland Revenue introduced an electronic option for tax returns. Agents were sent floppy disks to help complete their SA which was then returned to the department. This year, two decades on, more than 10 million customers are expected to complete their tax return online.

Angela MacDonald, HMRC Director General of Customer Services, said:

“Twenty years ago, filing Self Assessment returns on a mobile phone would have been unimaginable. Today, completing your Self Assessment via your Personal Tax Account can be done anywhere or at any time; on the bus, in a coffee shop or while watching TV, using your phone, a tablet or a computer. With our videos and webinars with hints, tips and live support it’s now easier than ever before.

“The deadline for returning your Self Assessment, and paying any tax owed, is 31 January 2018 - do it now and enjoy the festive period.”

If you are filing your 2016/17 Self Assessment return online for the first time, you will need to create a Government Gateway account if you haven’t

already got one. It’s easy to do, go to [www.gov.uk/selfassessment](http://www.gov.uk/selfassessment).

HMRC now has online webchats, live webinars, YouTube videos and social media support for customers which can be accessed at any time, and on any device, to help them fill in and file their returns. Help is available from the GOV.UK website at [www.gov.uk/selfassessment](http://www.gov.uk/selfassessment) or from the Self Assessment helpline on 0300 200 3310.

The penalties for late tax returns are:

- an initial £100 fixed penalty, which applies even if there is no tax to pay, or if the tax due is paid on time
- after three months, additional daily penalties of £10 per day, up to a maximum of £900
- after six months, a further penalty of 5% of the tax due or £300, whichever is greater
- after 12 months, another 5% or £300 charge, whichever is greater.

There are also additional penalties for paying late of 5% of the tax unpaid at 30 days, six months and 12 months.



Don't forget - the deadline for filing your Self Assessment return and making any payment due is 31 January.

[www.gov.uk/selfassessment](http://www.gov.uk/selfassessment)



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## The importance of

# EU workers

## in the UK construction

### The construction sector has come together with one voice to warn the Government of the dangers of the industry if access to EU workers after Brexit will be limited.

"The construction industry has been criticised in the past for being too desperate but it has come together here with one voice and set of clear messages. We know we need to step up as an industry and train more home-grown talent but we also have to be realistic about the future. There will continue to be some ongoing need for migrant workers and our post-Brexit migration rules will need to be fit for purpose," said Brian Berry, Chief Executive of the Federation of Master Builders.

While Suzannah Nichol MBE, Chief Executive of Build UK, stated that: "Construction, like other major industry sectors, has substantial concerns over the impact of Brexit on its ability to recruit, train and retain talent. It is essential that industry works together to present the need for an effective partnership be-

tween Government and industry, enabling us to deliver the UK's infrastructure, homes and communities."

Seven of the construction industry's major trade bodies prepared together the Construction Industry Brexit Manifesto, which sets out the sector's responsibilities and requirements in a post-Brexit labour market. Skills shortages are the issue to tackle and sector needs to do more to recruit and train additional UK workers to reduce the future reliance on migrant workers. However, as it won't happen overnight there will be an ongoing need for significant numbers of skilled EU workers.

Dr Nelson Ogunshakin OBE, CEO of the Association for Consultancy & Engineering, said: "Without the skills that many EU nationals bring to the industry, we could be facing severe setbacks to the UK's national infrastructure pipeline. ACE's own surveys show that there is an increase in the number EU staff leaving the UK for jobs on the continent and this will only get worse if we do not bring certainty to EU workers' residency rights. This Manifesto provides a road map for both Government and industry to ensure that the UK can continue to access world class talent to deliver

world class construction."

The Manifesto sets down the industry's key messages to the Government on what it will need from a post-Brexit immigration system in order to be able to deliver the Government's strategic objectives for new housing and infrastructure:

- The Government should agree a transition period of at least two years as soon as possible, during which time EU workers arriving in the UK should continue to have a path to settled status
- The post-transitional migration system should be based on key occupations that are in short supply, rather than on arbitrary thresholds based on skill levels or income.

The Manifesto comes with the support of seven major construction trade bodies: Federation of Master Builders, Association for Consultancy & Engineering, Build UK, Civil Engineering Contractors Association, Construction Products Association, Home Builders Federation, and National Federation of Builders.

Marie-Claude Hemming, Director of External Affairs at the Civil Engineering Contractors Association,

said: "The UK's decision to leave the EU will have a notable impact upon the ability of the infrastructure sector to source the skills needed for current and future projects. But if we are to ensure that the UK remains an attractive place to live and work in a post Brexit world, Government must maintain its focus on construction and infrastructure. To this end industry has joined together to publish a skills manifesto which we believe will enable our sector to continue to drive future economic growth. It is vital that industry and Government work together to ensure the UK's global competitiveness is not impacted upon by delay in the delivery of world-class construction projects."

Prof. Noble Francis, Economics Director at the Construction Products Association, mentioned that: "Access to the right skills will be absolutely critical for the whole construction supply chain in the next few years if it is to help Government achieve its aims of building more affordable housing and improving the UK's infrastructure, which will be vital for boosting UK productivity."

"With the Budget having confirmed a target to deliver 300,000 homes a year by the mid-2020s, home builders will need to continue to bring more skilled people into the industry. Companies are building on

their existing investment through the successful work of the CITB-supported Home Building Skills Partnership and are committed to doing even more, but to deliver the national social and economic necessity of an improved housing supply we will also continue to need access to foreign workers under a manageable migration system," said John Slaughter, Director of External Affairs at the Home Builders Federation

Richard Beresford, Chief Executive of the National Federation of Builders, added: "With the country facing a shortage of skilled workers and the most acute housing crisis in living memory, the Government needs to provide certainty to existing EU workers in the UK and enable construction SMEs to attract more home-grown talent into the industry."

Earlier, in October this year, Federation of Master Builders (FMB) stated that the Migration Watch UK is wrong to suggest that there is no need for EU workers.

Commenting on the Migration Watch UK paper published October, Brian Berry, Chief Executive of the FMB, said: "Migration Watch's conclusion that there is no real need for EU workers flies in the face of the experience of key sectors like construction. The sector is undoubtedly facing serious skills shortages,

and in certain areas of the country ongoing inflows of EU workers have served to mitigate this and help the industry and economy continue to grow. We accept that free movement will end in the years following the UK's exit from the EU, but the Government needs to be realistic and flexible and take account of the likely ongoing need for key sectors like construction."

Berry concluded: "The shortage of skilled workers is fast rising up the list of barriers to small and medium-sized (SME) builders in their quest to grow and build more of the homes the UK so desperately needs. Recent research from the FMB shows that over the next three years, as Brexit becomes a reality, half of SME house builders believe the skills shortage will be a barrier to growth than more traditional concerns such as the planning system. Over a third of SME house builders currently employ EU workers and this rises to 70% in London and the South East. A third of these employers believe that the end of free movement could be a major barrier to their ability to grow. If the Government gets this wrong, there is a real possibility that skills shortages will further intensify, threatening the delivery of new housing with a knock-on effects on growth across the wider economy."

# Health & Safety tips

This winter take extra care for the safety on your building site

Building sites can be dangerous at any time, but with the cold weather and shorter periods of daylight there is even more potential for accidents to happen in winter months. As the country prepares for the festive season here is a brief guide on important health and safety procedures every contractor should follow in winter. Construction job apart of being very profitable is demanding and if the proper practices are not implemented construction workers could face stress, illness or in the worst scenario death. So here are the fundamental basics all builders should be aware of:

1

Stay equipped with proper winter worker clothing, personal protective equipment and heavy duty shoes. Additional (3-4) layers are recommended.

2

Educate workers of cold-related stress symptoms like for instance severe fatigue, drowsiness, shivering, coldness etc.

3

Work in team or in pairs as a precaution in the event of emergency

4

Schedule warm-up breaks, workers should have the access to warm and cold drinks. Outside work should be planned in short intervals.

5

Prepare building site for winter- additional shielding in the areas exposed to winter weather conditions, insulation material, insulated handles, heaters etc.

6

Prepare scaffolding for the winter- always use only registered scaffolders, regularly inspect the scaffolding especially after alternations or extreme weather. Give workers the induction on how to use it in winter months and remember to keep your scaffolding tidy and free from debris or snow, ice etc. to limit injury to the public. It is recommended to use the preventative measures such as work-restraint systems or a mobile elevating work platform (MEWP).

7

Beware that in winter weather falls and slips could easily happen due to ice, wet and slippery surfaces. Check and maintain all scaffolds, stairs, ladders, working platforms, floors etc.

8

Use portable and high-powered tools to avoid such conditions as carpal tunnel syndrome, tendonitis, white finger, and trigger finger. In the winter when it's cold some arthritic conditions raise their head, so try and plan ahead.

9

Don't leave your electric power tools outdoors.

10

Beware of buried obstructions that could be frozen and beware of freezing ground conditions that can make more difficult to find underground hazards such as electrical lines and water and gas pipes.

11

Take extra care during the winter season to avoid any risk of safety to construction staff and the wider public.

12

While working at height be aware of stronger winds and always plan works taking into account the weather forecast. Ice, rain, wind, snow are the dangerous working conditions.

13

The adverse weather conditions require additional cleaning of building site and equipment.



**FREE Beware**

# Asbestos App

**According to the HSE, 20 tradespeople on average, die every week, from asbestos related diseases. If asbestos fibres are released and inhaled they can cause serious and fatal diseases. Asbestos can be found in various locations in the building and even small jobs like drilling a hole can release deadly dust. In most cases any work with asbestos has to be carried out by the licensed contractor and it may need to be notified.**

Download free Beware Asbestos app designed by HSE for quick advice and check of procedures and requirements. Asbestos insulating boards AIB, asbestos cement, decorative coatings like Artex, toilets seats and cistern, flooring and other asbestos containing building materials have to be removed carefully. The free app will guide you step by step on the procedures in relation to the particular asbestos containing material and required works. For instance, you can check what precautions are advised while drilling holes in asbestos insulated boards or removing a door that has an asbestos insulating board or removing floor tiles containing asbestos and mastic. For these and many more guides download your free app now or visit [www.beware-asbestos.info](http://www.beware-asbestos.info).

In August this year, a Wigan building contractor has appeared in court after exposing a homeowner and her family to asbestos while carrying out a garage conversion. Manchester Magistrates' Court heard that Anthony McGrath, trading as Winstanley

Construction, carried out asbestos removal work during the conversion when he was not licensed to do so and failed to carry out this work in a safe manner resulting in asbestos contamination in the ground floor of the house.

The Health and Safety Executive (HSE) investigation into the incident at Bassett Grove, Wigan found Mr McGrath had removed Asbestos Insulating Board ceiling panels from the garage, broken them up, and placed them in the garden for several days. When the home owner queried what the boards were, she was told it was asbestos, but they were safe and would be removed soon.

After ringing the local council the home owner then contacted a licensed asbestos removal contractor who confirmed that the boards were Asbestos Insulating Board and should be removed under controlled conditions. Asbestos contamination was found in several areas of the house and the householder was unable to re-enter the house for more than a week while a clean-up operation costing in excess of £12,000 was carried out.

Anthony McGrath of Winstanley Road, Billinge, Wigan pleaded guilty to breaches of Regulation 10 of the Control of Asbestos Regulations 2012 and Regulation 8 (1) of the Control of Asbestos Regulations 2012. He was fined £475 for each breach and ordered to pay a compensation order of £7,500.

Speaking after the hearing HSE Inspector David Norton said: "This incident could so easily have been avoided by simply carrying out correct control measures and safe working practices. Companies and individuals should be aware that HSE will not hesitate to take appropriate enforcement action against those that fall below the required standards".

To find the licensed asbestos contractor visit [www.beware-asbestos.info/find-a-contractor](http://www.beware-asbestos.info/find-a-contractor)

(Source: HSE)





# Progress meetings

**During the construction process, contract administrator will hold several progress meetings, often referred as valuations. This meetings will be attended by the contractor, architect, engineer and often a client. Valuation meetings are initially agreed accordingly to the works schedule prepared by the contractor.**

During valuation meetings various decisions could be done like for instance, alternations to works, additional works, payment withholds due to delays etc. It is important that they are attended by all parties in charge of the project

Valuation meetings provide the opportunity to:

- discuss progress on site and if necessary any difficulties- contractors often prepares progress report
- receive progress reports from the architect or consultant
- provide or receive cost reports from the architect or consultant
- provide records of sub-contractors and labor on site.
- take progress photos
- discuss any circumstances which may affect the contract cost and/or duration at any stage
- discuss any quality issues
- provide the contract administrator with weather reports
- discuss any issues with neighbours- such as noise, dust, vibrations, rights of light, access, safety etc.
- design issues

The contract administrator should prepare the meeting minutes and all disagreements should be included. The valuation meetings reports will be required for the preparation of a construction progress report for the client. On some projects, the construction manager holds regular meetings with the client and consultant team but they will also hold regular construction progress meetings with contractors to discuss on and off-

site progress against the work programme.

Valuation meetings are specific type of meetings that provide excellent opportunity for project supervision, discussion and an assessment of obstacles. Construction progress reports are later prepared for the client.

The construction progress reports might include:

- An assessment of the progress made
- Analysis of progress against the works schedule
- An explanation of the causes of any delays
- Progress photos
- Analysis of key performance indicators
- An assessment of any quality issues.
- Weather reports.
- An assessment of any health and safety issues.

- Reports of any issues with neighbours
- Reports about off-site fabrication and off-site payments
- Reports about materials
- An assessment of any design issues.
- An assessment of any other issues
- Any instructions required from the client
- Tips on the coming work period until the next valuation

It is recommended to have the project log-book file to record any comments on work progress on daily or weekly basis, when required. Project supervisor can easily review all that information. BIM offers the collaborative way of working on the building site and if possible BIM implementation is advised.

Site Progress Meeting	
Project Title:	Project Manager:
Project Number:	
Date:	Time:
Venue:	
<ol style="list-style-type: none"> <li>1. Introductions</li> <li>2. Previous minutes</li> <li>3. Health and Safety Report</li> <li>4. Contractors Report                             <ul style="list-style-type: none"> <li>- Programme and Progress</li> <li>- Subcontractors / Supplies Reports</li> <li>- Design and Information Management</li> <li>- Resourcing</li> <li>- Procurement</li> <li>- Any Other Matters</li> <li>- Outstanding Information</li> </ul> </li> <li>5. Client Matters</li> <li>6. Clerk of Works</li> <li>7. Contract Administration</li> <li>8. Financial Matters</li> <li>9. Any other Business</li> </ol>	
Attendees & Signatures:	

# Modern Roof Access

## How to install a roof hatch?

**There are various types of roof hatches, from roof access hatches with retractable ladder, fixed stairs or with glass. Glazed roof hatches are gaining more and more popularity among investors. This is partly due to new functionalities and aesthetics, which works well not only on unused attics but also on those adapted for residential purposes. Glazed roof access hatches are perfect for roof terraces. Here is a short guide on roof hatch selection and installation of a roof hatch.**

Before we begin the proper installation of a roof hatch, it is necessary to determine the optimum location for it. Ideally, this issue should be defined by an architect at the stage of house design. It is generally assumed that a hatch should provide easy and comfortable exit to the roof without need for a ladder. If the target site is located far from the chimney, steps and roof walks are installed on the roof. When installing a hatch in a non-used room, be sure to maintain the proper height of the lower edge of the frame.

### Choosing the roof hatch - not only for the attic

In order for the hatch to serve its function properly, it should be selected according to the type of room. In case of an unused attic or loft, we can install the so-called cold hatch. These models generally do not have high thermal insulation parameters. The offer of manufacturers of

roof carpentry, however, is being constantly expanded with solutions which may be successfully used in heated rooms..

There are various types of hatches, for instance the flap hatches with the rotation axis at the top edge of the sash, as well as side-opening models. Thanks to usage of universal hinges, the user can change the direction of opening of the hatch - left or right - at any time. In the case of OKPOL hatches for non-used attics movement between the roof and the attic is additionally facilitated by the addition of standard accessories such as roof walks, roof tile supports, sash stops, and a sash lock handle with three positions.

### The installation of the glazed hatch

The preliminary assembly begins by outlining the edge of the installed hatch on the vapour-permeable membrane, performing cuts in

it, and removing the relevant part of the roofing. We can perform the cuts along the diagonal of the outline or in any other way, which will allow to fold the fragments of the membrane to the outside. The hatch is always assembled above a whole row of tiles, and in case of metal sheet - over a horizontal overlap.

Next, cut the hole in the existing formwork, fitted to the width of the hatch, with an extra 1 cm per side, according to the assumption:  $x + 20\text{mm}$ ,  $y + 20\text{mm}$ . Fasten the woodwork to the mounting brackets, which are screwed to the roof truss, keeping the level. The distance from the top edge of the bottom mounting patch to the coverage line should be approximately 8-9 cm. Fix the upper mounting patch to the height of the hatch, maintaining the 1 cm margin. Fold the extra fragments of the pre-cut roof membrane and then fix them to the patches using a tacker.

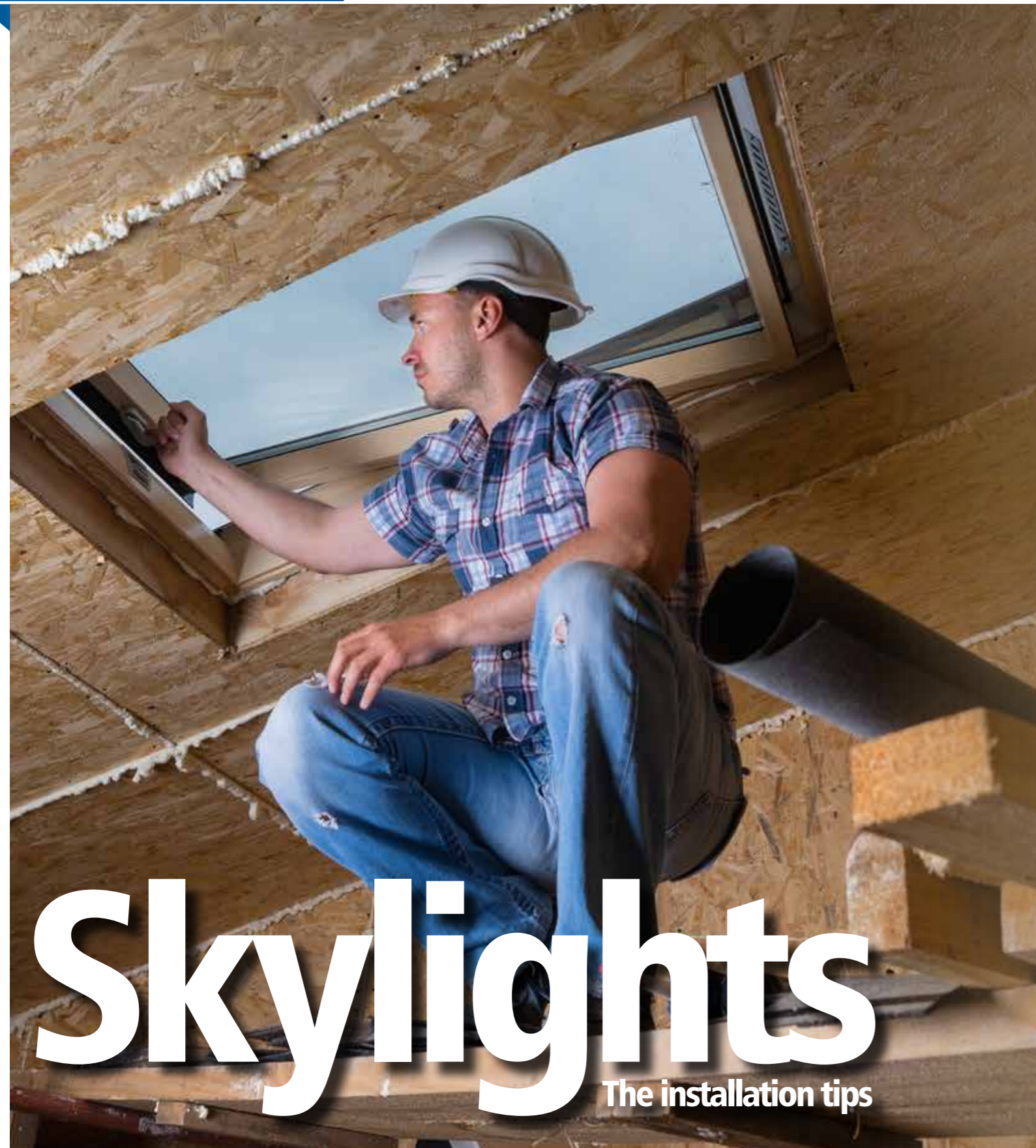
Cut fragments in the counter-patches over the top patch, in which we can fix the gutter, running at a slight angle (left or right). Fix this element so that the roof membrane is overlapping it from the top side. For this purpose, cut the membrane to the width of the gutter. Fix the hatch to thus prepared roof truss and then fix the vapor-permeable collar. Pay close attention to its exact assembly - especially in the area of the gutter - fold the collar under its bottom. A tight connection between the hatch and the membrane is very important for the insulation of the entire structure. Some hatches are equipped with an integrated vapour-permeable collar as standard.

The fittings of the hatch make up the sealing collars. The collar parts that overlap the roof slope from the side of the ridge and from the sides need to be finished with their ridges folded over. From the side of the eaves, fix a lead apron to the roof.

### The installation of the roof hatch with ladders and fixed staircases

The vital part when installing a roof access hatch plays the correct taking of the measurements for the roof opening. These have to be the same as the inside dimension of the roof access hatch. During the installation the opening can be enlarged by the thickness of the trim material. The trim material is fit flush with the bottom of the mounting flange of the upstand. It is necessary for the upstaged protrudes to be installed at least 80 mm above the finished roof. The surface should be levelled and roof access hatch should be glued in with roofing material.

A well-fitted and properly mounted hatch guarantees a safe, efficient and comfortable exit to the roof. Zero damage to the roof windows and interior walls, and above all - no risks to the safety of the roofer, chimney sweep, installer or maintenance worker.



**British homes tend to be dark, especially terraced houses when the design is often limited to windows only on the front and back walls. Skylight windows or glass panels can genuinely transform any home into modern living space, and in the UK construction, these are very popular. Adding windows to the building is often a difficult and quite expensive investment, while skylights can be easily incorporated into the design of the existing building, during the new build or extension works.**

Skylights come in various sizes and styles, some fitted with blinds. Nowadays, popularity gains the smart skylight that can be remotely controlled. Skylights frames are available in wood, uPVC, aluminium or steel. To meet various design requirements on offer are roof windows with a different pivot point for a varied opening. Roof windows can pivot from the top, from the middle and the bottom or side.

The cost of the skylight and its installation might vary, but the standard one will be approximately around £1,000 for the window and labour. Please note that this cost might vary depending on the type of roof, type and size of the window and any building control requirements.

Replacing windows or incorporating skylights are rarely subject to planning permission, as these are already part of extension plan or replacing ex-

isting ones. Even in case of new addition to the existing building, the planning permission is rarely required. However, any skylight installation has to be done within Building Regulations framework. It covers such subjects like energy efficiency, safety, fire safety or ventilation. It is recommended to use the certified windows installers under the Government Competent Person Scheme (CPS) for instance FENSA or CERTASS. Under this system, the local authority is notified by email about the replacement or installation of the skylight. If the builder is not registered under these schemes, he will need to submit a full plans application with windows spec for approval.

Under Building Regulations energy efficiency standards, the U-value for new windows must be no more than 1.6W/m<sup>2</sup>/k. Safety glazing is a must, and correct glass specification for UV radiation has to apply. Skylights perform the function of openings for natural light, roof access or additional ventilation.

Installing the skylight in the existing building (room with the finished ceiling) requires planning an opening both in the ceiling and roof. The size of the opening depends on the size of the skylight. The dimensions of the roof opening in a house with finished ceilings are the same as the inside dimensions of the skylight or the curb if it's a curb-mounted unit. Most manufacturers provide the necessary dimensions along with installation instructions.

#### **Step 1. Cut the opening**

Mark the area where skylight will be installed. Checked the roof structure for any possible obstruction (pipes, cables etc.), move it if necessary. If cutting joists are required, support them with timber. To cut joists follow the instruction for cutting a roof rafter.

#### **Step 2. Install skylight**

Set the skylight in place, centred on the opening, and attach it to the roof with nails or screws or fastening clips that are often provided by the manufacturer.

Install battens at the top and bottom of the opening and add support battens at the sides to support the flashing.

#### **Step 3. Install a waterproof underlayment (membrane)**

If underlayment will be used, lay it around all four sides of the frame. Slip it under the roof covering (for instance, shingles) to overlap appropriately for water to shed easily.

#### **Step 4. Install a flashing**

For the guide on flashing installation, see the manufacturer instructions supplied with the product. The flashing should be installed in the correct order to ensure the entirely leakproof window. You should fit the bottom flashing first. It is a single piece that wraps partway around the skylight and sits on top of the roof covering. Use roofing or flashing nails or the clips supplied. Attach the flashing parts to the skylight, not to the roof. Flashing is used to fully waterproof the skylight. Attach then the side pieces. The top part is called the head flashing. Finish with the counterflashing, which is covering the upper edges of the roof flashing.

The correct order for flashing installation:

- Bottom flashing
- Side/Step flashing
- Head flashing
- Counterflashing that overlaps side flashing



# Skylights

The installation tips

The popularity of the

**IBBTherm**  
External Wall Insulation System

# Modern Render



**Render is becoming increasingly popular, not only for renovations but now mostly as the external finish for new builds. Render is also chosen over the traditional brick for larger residential projects like a block of flats. The popularity of render is increasing mainly due to the quality of finish and ease of application, but also a modern aesthetic design it provides.**

Modern renders are different from standard site-mixed renders. IBB Therm – is a professional External Insulation & Render Systems for buildings – a wide range of solutions based on the high-quality thin coat render in a variety of colours.

Modern renders are manufactured in factories using the latest computerised technologies what allows for the accurate proportions of the additives like polymers. Polymers enhance render's resistance, durability and waterproofing properties.

Some of the more advanced renders use silicone additives to provide a water-repellent surface

while still maintaining the vapour permeability of the external wall.

Features of IBB Renders enriched with the Polymers® protection

- resistant to deposition of dust and dirt on the surface of the facade,
- easy to clean, removing stains and dirt,
- resistant to washing,
- provide effective protection against weather conditions,
- resistant to the destructive effect of UV rays,
- resistant to water penetration, which quickly flows along the surface of the facade,
- resistant to washing out protective substances,
- easy to apply

IBB Therm products are based on a special combination of ingredients that allow for easy application, whilst maintaining good adhesion to the substrate. Properly configured additives regulate the time that products take to work, and enable easy application on every type of surface especially important in case of rendering, where the desired structure must be obtained without risk of premature binding.

IBB Therm External Wall Insulation & Render System offers sustainability, energy efficiency and innovative exterior finish. It offers the highest technology standards for cutting energy costs and is an excellent value for money. It is the thin coat insulated render system specially designated for both new builds and retrofits. IBB Therm is offered as ETICS- External Thermal Insulation Composite Systems and is accredited by BBA. It meets ETA 16/0347 requirements and No.PN-EN 15824:2010 requirement.

The modern external render is the sustainable finish solution for buildings. It allows structures to 'breathe' and prevents water penetration into the building through the wall, so limits damp occurrence and increase the durability of external wall finish. Render applied jointly with the external insulation is the system that keeps walls dry and reduces energy losses.

The increase in buildings energy efficiency rating is another reason why investors tend to choose the rendered facade over the brick one.

The choice of external insulation & render system should always be considered at the design stage or in the case of renovation after the surveyor or engineer report on the current building's structure and conditions.



# Training in IBB Therm external insulation & render system

The appropriate render application is vital to achieving the best performance and quality finish. Modern render application requires specialist skills. Last month, in IBB Builders Merchants HQs in London, there was the training course in IBB Therm external wall insulation and render system led by highly skilled specialist applicators in the presence of products manufacturers, architects and BBA representatives.



*It is available to watch online at [www.ibb.uk/tv](http://www.ibb.uk/tv)*



**IBB Therm**  
External Wall Insulation System

# Innovative External Wall Insulation and Render System

*Quality for professionals...*



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manchester@ibb.pl



# Increase Energy Efficiency

## & transform the external facade of your home with IBB Therm

Winter season is here. Temperatures outside are getting lower, what means additional spending on heating. The energy efficiency of our homes is again starting to play the significant role in the cost reduction. Every year we asked ourselves how to reduce the energy costs? Experts advice is simple- firstly take care of your house energy efficiency and then care about the appropriate heating.

The winter season with significantly higher energy costs might be a reason for saving. To start lowering the energy bills, it is essential to increase home energy efficiency rating. If you have noticed the higher usage of energy to heat your home, it means the thermal bridges might cause the heat loss but not only. Walls and roofs are the barriers that keep heat inside, but these are not 100% proof.

In the UK, the most common way to upgrade the insulation is via the cavity wall, but such solution is relatively uncommon in other countries, where highly popular is the addition of the insulation to the outside of the facade and then finishing it with render so-called external wall insulation (EWI) systems. Currently, the external walls insulation is starting to play the vital role in the renovation of existing buildings in the UK order to increase their energy

efficiency. Thermal insulation of the building is an expensive investment, but within few years the return on this spending will be satisfactory.

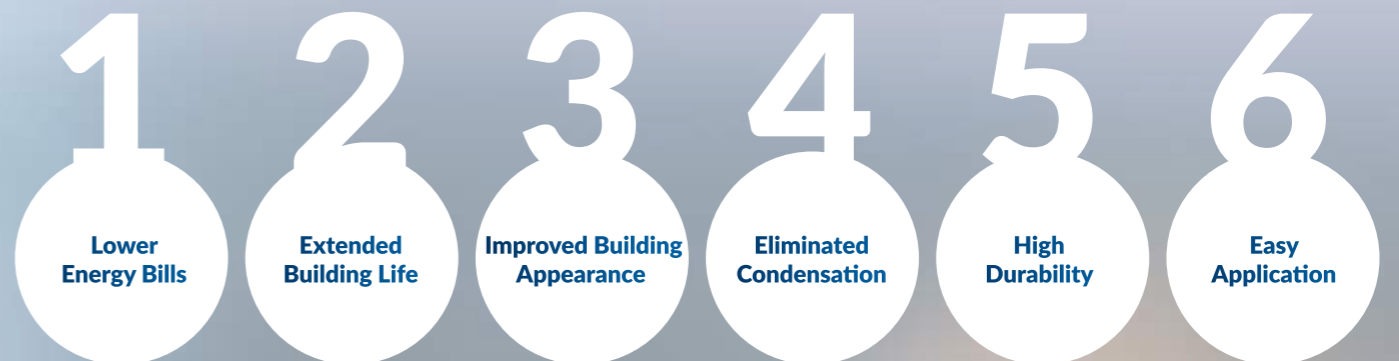
IBB Therm as the external wall insulation and render system is enhanced with polymers which reinforce the waterproofing properties of the external facade.

Survey and preparation of the building is the key to obtaining an appropriate render specification and finish. If this stage is not done correctly the success of external wall insulation system might be at risk. To make the fully informed decision, it is necessary to:

- Check for rising damp and if visible what is the reason for damp occurrence
- Check for any existing movement joints to ensure proper installation of insulation system

- Remove any dirt including moss, mould, fungi etc.
- Ensure your local authority if the external insulation & render system will comply with the building regulation without the need for a separate assessment.
- The eaves and roof zone should always have adequate insulation to avoid cold bridges
- Check for the existing services like gas, water, electricity etc. for a need of repositioning
- The system should be installed only by skilled, approved installers.
- Avoid the installation of the system in the adverse weather condition (best 5C-35C)

### IBB Therm External Wall Insulation & Render System benefits:



It achieves high insulation levels and high building energy efficiency rating.

It protects the building façade from the adverse weather conditions.

It offers the range of finishes and 240 colours, what allows for clean, modern facade finish.

It allows the building to breathe and helps to eliminate condensation.

It features high flexibility and improved resistance to cracks or dynamic stresses.

It offers quick application, and it is suitable for both mechanical and manual application (except mineral and silicate). It is recommended to use the qualified specialists to ensure system durability and guarantee.

# External Wall Insulation & Render System

IBBTherm are the best, carefully selected by us, most cost effective external render materials on the market! We describe below the most popular version of elevation done with acrylic render, white, dotted finish with grain thickness of 1.5 mm.

#### Estimation conditions:

- materials are delivered on site
- internal transport horizontal and vertical is included for the usual building site conditions
- labour included fitting light scaffolding up to 4m high
- calculation of materials includes an allowance for waste
- water, electricity, and small amount of materials are added with 1.5% rate calculated from basic materials

#### Sequence of operation:

- clean and prime the surface
- fix base metal track according to thickness of polystyrene sheets

- prepare adhesive – mix powder with water
- cut and glue polystyrene panels to the wall
- drill holes and fix polystyrene panels with plastic plugs
- prepare polystyrene joints with the special trowel to make an even surface
- fix PVC corners with mesh to the external corners and reveals
- apply adhesive basecoat reinforced with fibreglass mesh on top of polystyrene panels
- prime basecoat with primer
- mix acrylic render in bucket
- apply render with the steel trowel
- work wet render with plastic trowel to receive decorative finish
- protect with dust sheet and foil or plastic against rain and sun

#### Coverage of materials for 1sqm topcoat acrylic render with insulation; system insulated with graphite polystyrene panels 5cm thick

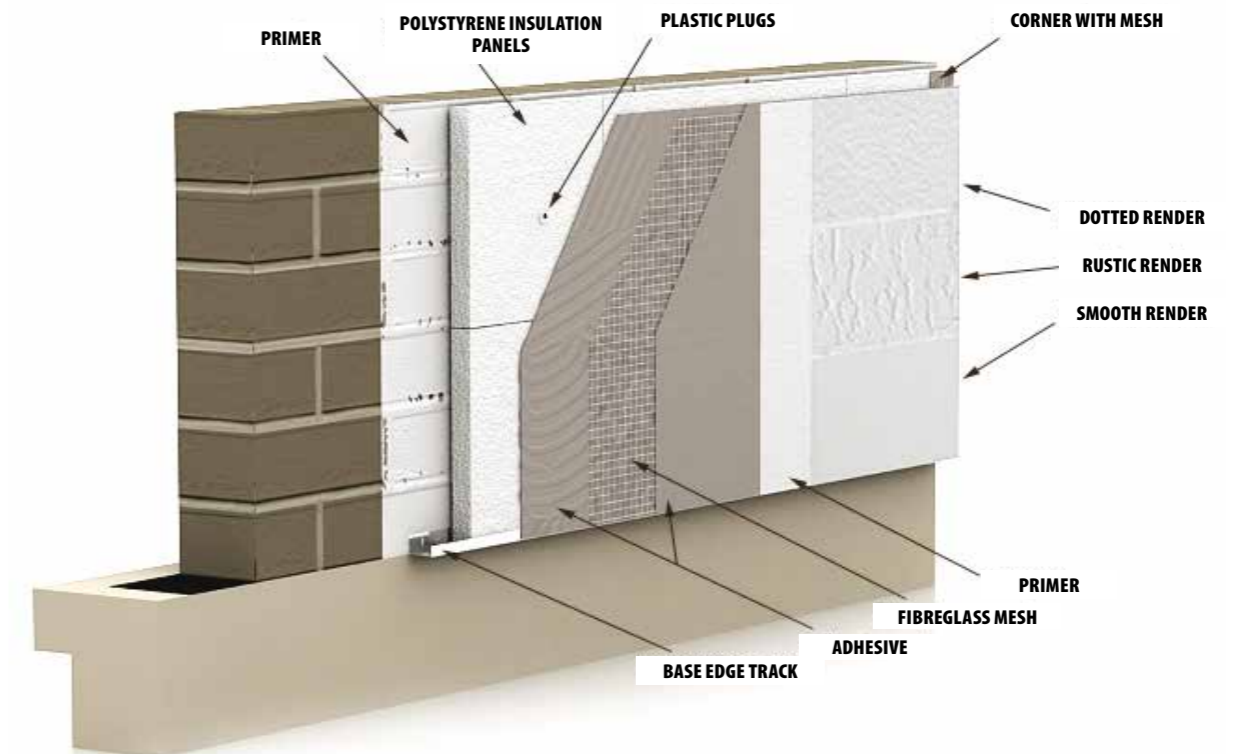
No	Material	Unit	Price* excl VAT [pcs]	Norm for 1m <sup>2</sup> wall	Unit price excl. VAT [GBP]	Price excl. VAT for 1m <sup>2</sup> wall	Price incl. VAT for 1m <sup>2</sup> wall
1	IBBTherm AP 10 – acrylic primer	can 5l	£ 6.75	0.07l/m <sup>2</sup>	£ 1.35/l	£ 0.09	£ 0.11
2	Metal track 53/2500mm	pcs	£ 2.75	TBC eg.0.20m/m <sup>2</sup>	£ 1.10/m	£ 0.22	£ 0.26
3	Foamed polystyrene EPS 70-032 FACADE, graphite 5cm thick	1m <sup>2</sup>	£ 2.48	1.05m <sup>2</sup>	£ 2.48/m <sup>2</sup>	£ 2.60	£ 3.12
4	Fixings for polystyrene panels 1-10x90mm plugs	pcs	£ 0.10	6 szt/m <sup>2</sup>	£ 0.10/szt	£ 0.60	£ 0.72
5	PVC corner with mesh 2.50m	pcs	£ 1.40	TBC eg. 0.50m/m <sup>2</sup>	£ 0.56/m	£ 0.28	£ 0.34
6	IBBTherm PMA 11 - adhesive for glueing polystyrene panels and basecoat reinforced with fibreglass mesh	bag 25 kg	£ 6.25	8.0kg/m <sup>2</sup>	£ 0.25/kg	£ 2.00	£ 2.40
7	Fibreglass mesh 145g/m <sup>2</sup>	roll 50 m <sup>2</sup>	£ 19.50	1.135m <sup>2</sup> /m <sup>2</sup>	£ 0.39/m <sup>2</sup>	£ 0.44	£ 0.53
8	IBBTherm AU 10 - contact primer	bucket 25kg	£ 34.50	0.25kg/m <sup>2</sup>	£ 1.38/kg	£ 0.35	£ 0.42
9	IBBTherm AT 100 - acrylic top coat render dotted 1.5mm	bucket 25kg	£ 21.25	ca 3.0kg/m <sup>2</sup>	£ 0.85/kg	£ 2.55	£ 3.06
10	Additional materials 1.5%					£ 0.14	£ 0.16
<b>Total</b>					<b>£9.27</b>	<b>£11.12*</b>	

\*products IBBTherm available at above prices in all IBB Polish Building Wholesale branches – included the maximum 40% discount applies to IBBestimator PRO users and during promotion

#### Labour costs per 1sqm of elevation (as above)

No	Description	Labour hours	Rate excl.VAT [GBP]	Rate [GBP] per 1sqm excl.VAT	Rate [GBP] per 1sqm incl.VAT
1	Priming substrate and base coat surface before applying top coat render	0.066 labour/m <sup>2</sup> *	£ 14,-	£ 0.92	£ 1.10
2	Fixing metal track	0.237 l/m	£ 14,-	-	-
3	Glueing polystyrene panels	1.329 l/m <sup>2</sup> *	£ 14,-	£ 18.61	£ 22.33
4	Fixing corners with mesh	0.220 l/m	£ 14,-	-	-
5	Coating mesh with adhesive	0.611 l/m <sup>2</sup> *	£ 14,-	£ 8.55	£ 10.26
6	Applying top coat render	0.493 l/m <sup>2</sup> *	£ 14,-	£ 6.90	£ 8.28
<b>Total</b>		<b>2.606 l/m<sup>2</sup>*</b>		<b>£ 34.98</b>	<b>£ 41.97</b>

**Attention:** Attention: in our quotation we have only described positions marked \*, the rest you have to calculate individually eg. fixing corners with mesh according to how many reveals there are on the elevation, it is also important that for reveals you have to increase the quotation, the same for scaffolding or colour render.



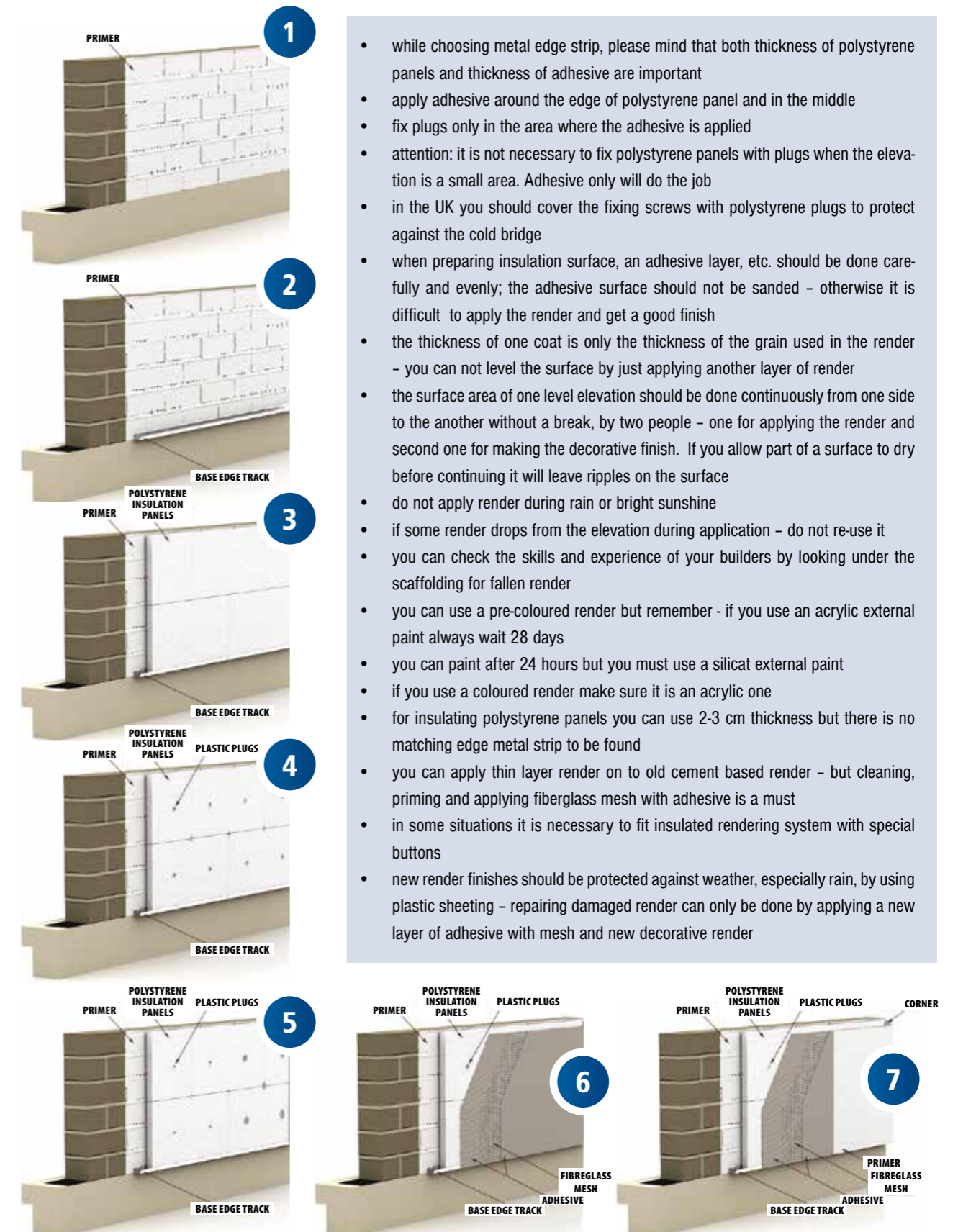
Cost of Materials for the most popular External Wall Insulation System with polystyrene EPS-70-032 graphite insulation 50mm thick, acrylic render - dotted, white colour, 1.5mm grain after the greatest discount level is **£ 9.27 net/sqm**



### Disclaimer!

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

## Important information regarding building elevation:





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- 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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- IBB Builder is media partner during the leading construction events in UK.

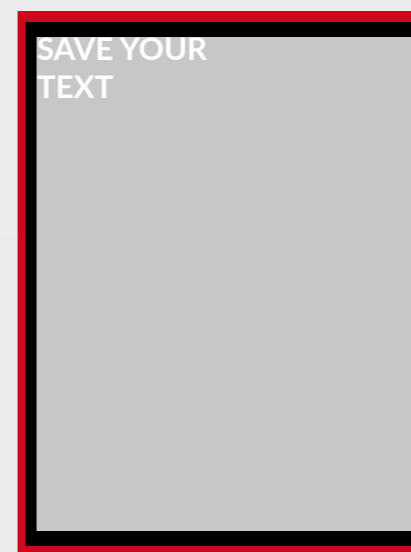
# MEDIA PACK 2017/18

## CLOSING DATES

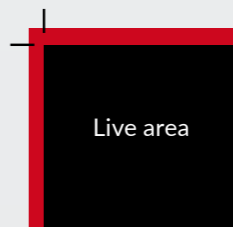
No	Issue	Closing	Availability
1	January 2018	30.12.2017	01.01.2018
2	February 2018	30.01.2018	01.02.2018
3	March 2018	28.02.2018	01.03.2018
4	April 2018	30.03.2018	01.04.2018
5	May 2018	30.04.2018	01.04.2018
6	June 2018	30.05.2018	01.06.2018
7	July 2018	30.06.2018	01.07.2018
8	August 2018	30.07.2018	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

Terms & Conditions may apply.

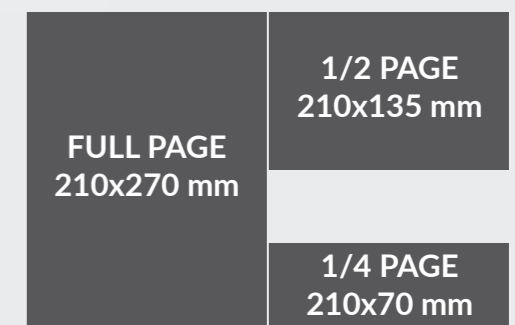
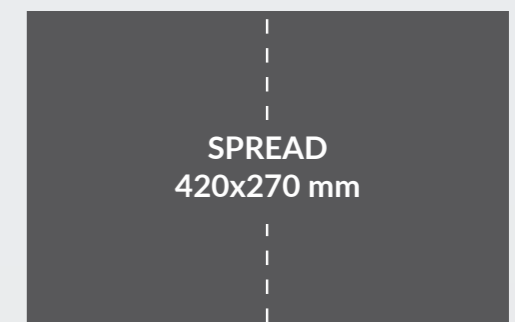
## ADVERT SPECS



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



- Requirements:**
- 300 dpi
  - CMYK



IBB POLONIA LONDON VC

# GADGET STORE



Long-awaited IBB Polonia London VC match shirts are in sale now in various colours!

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[polonia-volleyball.myshopify.com](http://polonia-volleyball.myshopify.com)



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## Pointless IBB Polonia London once again

**On Saturday, 25th November IBB Polonia London played an away match against Team Wessex. On this occasion the hosts came out on top winning 3:1 (28:26; 25:22; 17:25; 25:19). The visitors returned to London without any points to show for their efforts.**

"Yesterday's game cannot be counted as one of the more successful. Despite many good attacks, we made way too many errors. We gave this result away by handing each set to our opponents in the end phase of each of the four sets. Team Wessex were the underdogs and played the match with freedom having nothing to lose. We were unable to cope with the pressure and we played with little momentum and seemed very tense on court. I can say that we will be training even harder, to prevent this from happening again." – said IBB Polonia London Head Coach, Piotr Graban.

"We struggled with many phases of the game, but especially on serve receive. The middle blockers made a some good kills throughout the game, but I was most impressed with opposite Michal Bartoszak who amassed 24 points on his own in

kills, blocks and serves. It is a shame we were not all able to play with the same dominance: if we had done, the game would have been over very quickly in our favour." – commented IBB Polonia London Director of Volleyball, Chris Hykiel.

IBB Polonia London were very grateful to have the support of their loyal fans who travelled to Bournemouth to cheer their beloved team on. They outnumbered the home supporters and made a huge amount of noise.

"Thanks very much for the support and belief

in our team. Now we need them more than ever. I hope they can be with us on every match as the seventh player to help us to climb the League Table." – added Graban.

The next match in the Super 8 takes place on Saturday, 3rd December against Malory Eagles. The game takes place at Brentford fountain Leisure Centre; the home of the Champions of England. The match starts at 3PM and tickets for the event are available at <http://polonia.eventbrite.co.uk/>.



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# "End of the road" in Europe

Over the last weekend, between 3rd and 5th November, IBB Polonia London took part in the NEVZA Club Championships. The event took place in Denmark, where in Group C, the English Champions competed against Ishoj Volley and BK Tromso. On Friday IBB Polonia London played against the hosts Ishoj Volley and on Saturday against the Norwegian team.

The first match was played 3rd November. IBB Polonia competed with Ishoj Volley. The game was very challenging and the result was a 3-0 loss (27:25; 25:13; 25:18).

"Firstly I would like to thank the entire club as well as the co-owners of Jacek Ambrozy and his company IBB Builders Merchants for being able to take part in this European competition. The performance over the weekend has to split into two sections: firstly against Ishoj our preparation was almost perfect. We had everything written down based on our intelligence and scouting plans. Training looked very promising, but sadly all of our tactical planning disappeared after the

## All results in Men Pool C - NEVZA Club Championships:

Ishoj Volley - IBB Polonia London 3:0  
(27:25; 25:13; 25:18)

IBB Polonia London - BK Tromso 0:3  
(21:25; 19:25; 18:25)

BK Tromso - Ishoj Volley 3:0  
(27:25; 25:20; 25:20)

first whistle due to the tension of the players. We were not able to maintain any rhythm, and despite being ahead, were not able to keep our standard and the first set was lost. We lost our confidence and as a result the second set was very disappointing. The third set was marginally better, but our opponents would not relinquish their hold on the match." - said Head Coach IBB Polonia London, Piotr Graban.

On Saturday the match was against BK Tromso. The Norwegians played well from the very start and made life very difficult for the team from London. Despite a better effort, the match was also over in three sets 0-3 (21:25; 19:25; 18:25).

"The second day showed we could play solidly, but I have to admit that the Norwegians are currently above our level. Despite this we fought hard in each set and for this I must congratulate the squad" added Graban.

The European dream ended in the group phase. The event was a good test for each of the players. The squad is a new one made of very young players and this was excellent experience for them. It allowed them to compete on the international stage and to see the standard we will face in the future.

"I hope that we developed as a team during this event. As a group and as individuals we had many discussions after the first match and this helped during the second match. We fought to the end and supported each other. It was a great lesson for us, and I strongly believe it will give us momentum for the one season that we have ahead of us. Nobody can take away the experience that we gained in Denmark. Now we must focus on matches in England so that our huge project that we started this season is successful." commented Graban.

The team now will focus on domestic matches. On 11th November, the next match in the national Cup takes place at Brentford Fountain Leisure Centre. IBB Polonia London will face New Forest in the Cup. The winners will find themselves in the quarter finals of the event. Tickets are available here. Following on from The Cup match, the next home game will be the return leg against Team Northumbria in the Super 8. This league match will be broadcast by Polsat TV. Tickets can be booked here. More information about this will appear very soon.



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NEVZA Club Championships

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## IBB Polonia London progress to the quarter final of the National Cup

**IBB Polonia London had also a very successful weekend last month. On the 11th November, in their home venue, a match was played against New Forest Volleyball Club which the home team won in three sets 3:0 (25:18; 25:16; 25:19). By winning, a place was guaranteed in the quarter finals of the competition.**

"The players from New Forest wanted to upset the form guide and win the game. They were very focussed on the task in hand. They had nothing to lose and played a very high risk strategy which worked very often for them. They managed to win clusters of points and in turn we managed to raise our game and gain a similar advantage over them." commented IBB Polonia London Head Coach, Piotr Graban.

"The victory certainly raised the Team's spirits. We still have some aspects of our game that need

improving, but we are motivated and each game we want to improve. We will do everything in our powers to prove that IBB Polonia London is the best in the Cup and League." said IBB Polonia London Team Captain, Dorian Poinc.

The game was started in slightly unusual circumstances: a minute's silence was observed by both teams, officials and spectators to mark Remembrance Day. Moreover, this season, IBB Polonia London commemorates Poland's Independence Day on the match shirts. The logo features "Niepodległa"; this indicates the 100 years since Poland gained its independence in 1918.

The next match in the Cup will take place on January 2018. This week Piotr Graban begins "Mission Northumbria". The week's trainings will focus on overturning the recent defeat against Team Northumbria. On Saturday 18th November 2017, the next "all-day volleyball festival" takes place at Brentford Fountain Leisure Centre.

"We still have some details to work on from game to game. We have a week to prepare against the visitors from Tyneside and then the match on Saturday. I hope we can show some amazing volleyball and earn three points." concluded Piotr Graban.

"The next game will not be one of the easier ones. We know that the opponent is very demanding, but we play at home, with the support of our amazing fans. For that reason I would like to invite everybody to come and support us. I'm sure it will be emotional! I hope we can count on huge numbers of spectators who become the "seventh player on court" who will help us win." added Poinc.

The whistle will be blown to start the game against Team Northumbria at 3PM. Tickets can be reserved online at [polonia.eventbrite.co.uk](http://polonia.eventbrite.co.uk). The match will be broadcast via Polsat television and on the internet. The Club continues to promote its philosophy and aims that last for several years to come. Fans can count on lots of fun and events around the game. Taraflex flooring. LED banners, music, noise - all of this will ensure a sporting spectacle. We encourage the world of business to become involved and invest their money. More information about the new philosophy, aims and opportunities are on [www.polonia.vc](http://www.polonia.vc).

Apart from the men's IBB Polonia London game, the women from Polonia SideOut will take on the women's team from Northumbria at 12.30PM. Registration for free tickets allows free entry to both matches.

# IBB Polonia London defeated by the table leaders

**The home match was played on 18th November at Brentford Fountain Leisure Centre against table leaders, Team Northumbria. Sadly, IBB Polonia London - the host of the game - was unable to break the visitors down and lost 3-0 (22:25; 22:25; 19:25). Both teams showed great standards of volleyball. The live broadcast on top polish sport TV - Polsat and over the internet gave the possibility to show wider audience that there is lots of potential in English Volleyball.**

First set was very level: both teams played point for point to the first technical time out. Quickly after, the visitors took a lead of several points, a lead that was hard to claw back. The last few points of the first set became exciting due to the high level off competition, but the northerners were not to be beaten. The second set saw IBB Polonia London taking the initiative, but Northumbria drew level and finally overhauled the home team and got their noses ahead at the end of the

set. The third set was very difficult for the Londoners, and the visitors really found their rhythm. The match was over in three sets and handed Team Northumbria their next victory.

"Yesterday's match was a festival of English volleyball. The two best teams in the UK over the last few years faced each other on court. It was definitely a spectacle! There were many great rallies, strong attacks and a high standard of volleyball. The fans were amazing and the atmosphere electric. Unfortunately the result didn't go our way, but the progress we have made is evident. I am very proud of the team ethic and the fight until the very end; all of my players gave their very best. This is good news before the next few matches." - said IBB Polonia London Head Coach, Piotr Graban.

The organisation of the match was evidence of the approach that the London club has towards their new project - to popularise volleyball in Great Britain. Once again, Brentford Fountain Leisure Centre became the centre of British volleyball. Taraflex, LED banners, live transmission in Polsat and over the internet, music and announcers made the event even more of a spectacle. It was an amazing promotion of volleyball and of the highest quality. All match is still available at IBB TV channel.

"The event was amazing. There were huge numbers of fans who loved the atmosphere and

joined our official Fan Club. Everyone joined in and encouraged the team throughout the match. It was great family fun in the stands and enjoyed by all. The only thing missing was the result. However the loss won't alter the fact that IBB Polonia London is the best club in England. We can't wait for the next match." commented President of the Official Fan Club of IBB Polonia London, Jan Ploszajski.

Up to now, the aims of the Club established recently have been going in the right direction. The next factor that will increase the attraction to the public, is the return of the good form the club has seen in recent years. IBB Polonia London is doing everything possible to promote itself and volleyball in England. This type of work takes additional financial investment, and for this reason investment opportunities have been created for business people and also fans of the sport. Shares are currently available and this will help the Club to become the first fully professional club in Great Britain. There are many benefits from the purchase of these shares. More information is available on the website BB Polonii Londyn.

In the meantime, Piotr Graban's players must prepare for the next league encounter. On Saturday, 25th November, the team travel to Wessex in Bournemouth. The next home match is on 2nd December against Malory Eagles. More information about the matches will soon appear on the club's website.



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# INVEST IN SHARES

## BE PART OF VOLLEYBALL 2.0.

[www.ipolonia vc](http://www.ipolonia vc)

# 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!**

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!**

\* We have in total 10,000 shares to sell from 2017 up to end of 2018. Price offered 2017 - £100.00 each and 2018 - £150.00 each



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



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 <a href="http://www.IBBPolonia.vc">www.IBBPolonia.vc</a>	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)



# Successful season for our young football players

**The season is halfway gone and the boys are working on the pitch very hard. The progress that they have made since the same time last year is massive. The club isn't just focused on the results of the game, but the progress that each player makes individually by giving them tasks and challenges which they have completed since September until now. Still a long way to go for the boys but they are making a clear step towards their dream. A good progress has been shown in a short period of time by the new under 9 age group who have played very positive friendly games in October and November.**

2017 was a very successful year for our club. The club's aim is to develop children in football but also teach them how to run a positive healthy lifestyle now and in the future.

This aim is being accomplished slowly step by step by the club as our boys show great football potential and character. This year which is nearly finished, we had many key events which occurred at the club that we would like to highlight:

- The club had its first ever football camp at Crystal Palace back in May which required loads of resilience and independence from our boys as for most of them it was their first stay away from home and from parents for a long time. We're very proud of them as they "survived" a whole week with training sessions two times a day and friendly games with Crystal Palace. Due to this success, as a club we decided to go for another football camp to Lloret de Mar in Spain in February 2018.

- At the beginning of the year we only had two age groups in the league. At this stage we've got over 100 children attending our sessions which resulted having four age groups in the league at this stage, and the fifth one in January coached by our new under 9's coach Marcin Rusiecki, who has his UEFA licence and works for QPR.

- Our club is a great interest in the eyes of different academies. This has resulted one of our players; Aleksander Niski ending up in the West Ham Development center. "Olek" has showed a great potential and development in such a short

period of time which connotes that his journey in West Ham isn't only going to end at the Development Center stage. Aleksander has joined an "Polonia Honour" list of players who are involved with an professional club:

- Alan Kapusta u8 - Chelsea FC
- Kondrat Paliwoda u8 - Crystal Palace
- Kevin Kozak u8 - QPR

Mentioning earlier that our club is in the center of interest by other professional clubs, in January we will be proud to announce more names of the boys who are making progress.

- This year we have started to work closely with a Polish Saturday school who are helping us to showcase our club and get more children to be active through football. We are very proud to work with such a honoured institution.

This year was very successful for our club however, all the points mentioned above are small steps to a further success. We would like thank all the staff, the coaches, the parents and everyone who supported our club this year and will continue to do it.

We would like to Wish Everyone an Merry Christmas and a Happy New 2018 year.

#GoPolonia

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9.17m roll; 2\*600mm; 11m<sup>2</sup>

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POLYSTYRENE & MESH  
ADHESIVE  
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(RP £12.08 net)



WHITE 145g/m<sup>2</sup>  
**IBBTHERM M145**  
FIBERGLASS MESH  
**£22.25 net**  
(RP £37.50 net)

25 kg

**IBBTHERM AT100**  
ACRYLIC TOPCOAT  
**£22.25 net**  
(RP £37.50 net)



25 kg



**IBBTHERM MT100**  
MINERAL TOPCOAT  
**£12.75 net**  
(RP £21.25 net)

25 kg



**IBBTHERM AP10**  
ACRYLIC PRIMER  
**£3.98 net**  
(RP £6.63 net)

5 ltr



**IBBTHERM ST300**  
SILICONE TOPCOAT  
**£37.50 net**  
(RP £62.50 net)

25 kg

**Associated external finishing products:**



**ATLAS REKORD**  
SMOOTH OFF-WHITE  
MINERAL RENDER  
**£12.75 net**  
(RP £21.25 net)

25 kg



**ATLAS CERMIT PS**  
SAND EFFECT OFF-WHITE,  
MINERAL RENDER  
**£10.75 net**  
(RP £17.92 net)



25 kg

DIFFERENT COLOURS  
**AVAL KT77**  
MOSAIC, RESIN RENDER  
**£39.95 net**  
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**ATLAS CERMIT N-100**  
SMOOTH ACRYLIC  
RENDER FOR TEMPLATES  
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(RP £61.67 net)



25 kg



BOX  
= 0.51 sqm

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*Merry  
Christmas*

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We wish you a blessed holiday season.  
May this Christmas bring you comfort, joy, peace  
and happiness to last throughout the coming year!

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