



Plumbing Trade Supplies

Installer News

January 2010 – Issue 8



Industry News

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PTS Managing Director
Kelvin Stevens.

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How can we help?

Find out how Fernox has
the total solution.

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Star Installer Speaks

Graham Bower talks about
showers and water wastage.

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Congratulations to Roy Ripley from Pontefract who won a 24HE Potterton Heatmax boiler in the last issue

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*UK patent pending 0806091.5

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Welcome



The New Year is the perfect time for change and as I settle into my new role as Managing Director, the economy begins to show the first signs of revival. Every member of staff at PTS will be working hard to continue providing the high level of service we are known for, whilst looking forward to some exciting new changes.

We all have a lot to look forward to and be positive about in the year ahead. I wish all Installer News readers a successful 2010 and look forward to hearing your thoughts and getting to know you through this publication.



Kelvin Stevens
Managing Director, PTS

Send your comments and queries to:

ptspr@bssgroup.com or post to Installer News, PTS Marketing, Buccaneer Way, Magna Park, Lutterworth, Leicestershire, LE17 4YZ

Industry News



PTS has welcomed Kelvin Stevens as its new Managing Director

After running F & P Wholesale, The BSS Group distributor business for 5 years, Kelvin is now delighted to be Managing Director of PTS. He was with PTS for 10 years latterly as Southern Regional Managing Director and has returned to a business that has almost doubled in size and now recognised as one of the fastest growing merchants in the UK. PTS has achieved success through its people who strive to give great service and competitive prices and this won't change. His intention is to make sure PTS is the merchant of choice and that you find us the easiest to do business with.

Other industry News

- Gas Safe Register has updated its marketing toolkit. The kit contains additional versions of the official logo and a range of website banners.
- The EU intervention into the implementation of Part G has sparked widespread disappointment. It's been revealed that the issue relates to a challenge under 'freedom of goods'. The legislation will now come into force on 6th April 2010.
- The Carbon Trust has launched a Big Business Refit equipment scrappage scheme. The scheme offers £100million in interest free funding to replace old equipment with energy efficient upgrades. Visit www.carbontrust.co.uk for more information.

Top five killer questions

How did you get into the plumbing and heating industry?

My first job was as a management trainee in a mixed regional merchant. Several years later I became manager of a large plumber's merchant in Reading.

Is there anything about the industry that you particularly enjoy?

I enjoy the culture of the industry and I guess a sense of humour is a prerequisite. It's full of charismatic entrepreneurs; customers and employees alike. There are plenty of examples of employees progressing from working on a counter to directorship if they work hard enough.

What are your favourite hobbies?

Golf (beating suppliers is always a joy!) and DIY on a quite serious scale! I also love motorbikes - at 16 I rebuilt a Royal Enfield Continental GT. I recently sold my Classic Norton Commando for a modern 1200cc machine that I venture out on occasionally with endless amounts of other born again bikers.

Do you have a favourite sport and team?

I would have to say Gloucester Rugby team.

What five things would you take to a desert island?

1. Snorkel mask 2. Fishing rod 3. Knife 4. Flint 5. Satellite phone

Industry News

Boiler scrappage scheme approved by government

The Heating and Hotwater Industry Council (HHIC) is delighted that the government is encouraging the take up of high efficiency condensing boilers as announced in the Pre-Budget report. The HHIC estimates that there are still 4.5 million Band G rated boilers in use that are rated at less than 70% efficient. Upgrading could save up to £235 per year and make savings of 1.2 tonnes of CO₂ per year.

The following can help identify a band G boiler:

For Floor Standing Boilers -

Pre 2002 with permanent pilot ignition

Wall Mounted Boilers -

Pre 2002 with cast iron heat exchanger and permanent pilot ignition

Combi Boilers - Pre 1998

Back Boilers - Pre 2002

HHIC champions the approach to focus on having a well-maintained and upgraded heating system that includes efficient controls, radiators and other heating components. As the trade association representing the UK heating industry, HHIC looks forward to working with the government in formulating a simple and effective way of delivering the £400 incentive. It is believed that the scheme will be in place as early in 2010 as possible.

Cowboy gas fitters in Great Britain are doing a QUARTER OF A MILLION gas jobs each year

The study carried out for Gas Safe Register, estimates that 7,500 hard core illegal gas fitters are doing these jobs without the skills or the qualifications to work on gas.

For the first time, the research has allowed Gas Safe Register to develop an accurate profile of those most likely to be involved in illegal gas work.

Commenting on the research, Phill Brewster, Gas Safe Register's national investigations manager said: "Gas and cowboys do not mix, it's a fact. One in 10 of the illegal gas installations we investigated in the last nine months have been immediately dangerous and we had to disable the appliances straight away to make them safe. Over a third of these were leaking gas, and almost half had faults that could lead to lethal carbon monoxide exposure."

Phill Brewster added: "In the right hands gas is perfectly safe, but in the hands of an illegal gas fitter it can kill. We are urging people to help us to protect them by always asking for and checking the engineer's Gas Safe Register ID card to make sure they are qualified to do the work nominating their property for a free gas safety check, which checks that recent gas work is to the correct standard reporting suspected illegal gas workers to Gas Safe Register."

For more advice on avoiding illegal gas workers visit www.GasSafeRegister.co.uk/illegals or call 0800 408 5500.



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- Factory fitted valves and tails
- Pre-wired 2m flying mains lead
- Daily pump kick
- Frost thermostat
- 2 year guarantee on all components
- 6 year guarantee on DHW heat exchanger
- Fully modulating low NOx burner
- Telescopic flue with built-in plume management
- Compatible with SolarSmart

www.alpha-innovation.co.uk

Alpha
HEATING INNOVATION

Manufacturers message

CDX combination boilers are an innovation for installers

Alpha Heating Innovation's entry-level CDX combination boilers are available in a choice of two fully-modulating central heating outputs of 25 and 28kW.

Both models measure just 720 x 440 x 300mm, and are SEDBUK Band 'A' rated as well as Energy Saving Trust 'recommended'.

CDX boilers come with a host of impressive standard features, including a stainless steel primary heat exchanger and DHW heat exchanger, the latter of which has a 6-year guarantee. They are compatible with the telescopic EASY-FLUE and come pre-wired, with valves and tails factory-fitted for simple installation.

Both models have a standard two year parts and labour guarantee which can be automatically extended by fitting them with the optional Premier Pack wall-mounting jig.

Additional features

As well as allowing the installer to save time and cost in fitting, Premier Pack actually enhances the boiler with a host of additional features.

It has a rear pipe clip plate with variable fixing points, as well as a copper earth bonding plate cut to fit the boiler pipe work configuration. A pressure relief pipe that can be fitted from inside

the property is particularly useful for dwellings where gaining external access is difficult.

Alpha's patented Cyclone protection, which is also incorporated into the Premier Pack, removes any debris from the heating return and reduces boiler failure through damage to the pump and DHW heat exchanger.



Manufacturers message

Polypipe Ventilation launches on-line planner

Polypipe Ventilation is pleased to launch of the VSPweb On-line Planner.

With more stringent Building Regulations and schemes such as SAP Q and the Code for Sustainable Homes, there has been a move towards more efficient heating and ventilation methods.

The new On-line Planner which installers can access at www.polypipe.com/ventilation, provides a quick and simple to use solution to specifying a ducting system which optimises system efficiency.

Easy to navigate screens

The VSPweb features a series of easy-to-navigate selection screens with basic installation questions. The planner can also recommend a selection of the most appropriate appliances for the project.

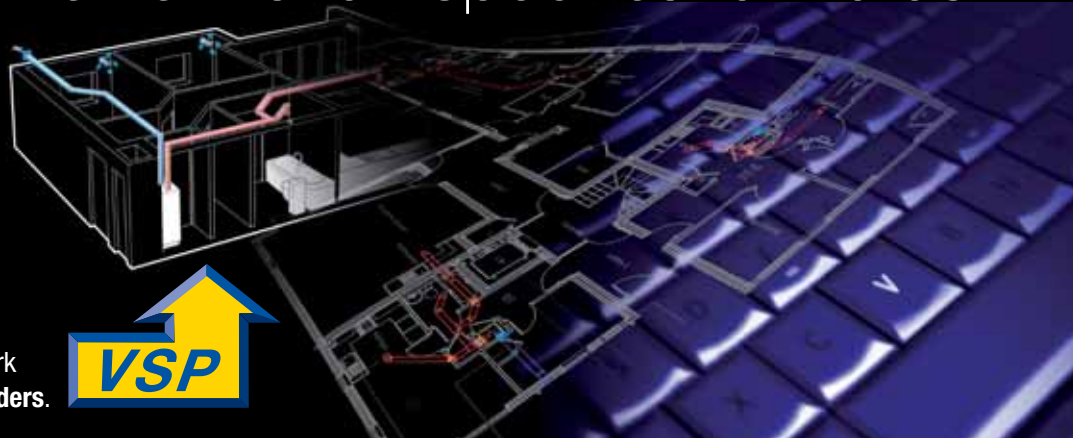
DOMUS
from Polypipe Ventilation

Leave the ventilation specification to us

Our simple **On-line Planner** saves time and energy in selecting both the correct duct package and the optimum appliance for a property when using:

- Central Ventilation Systems
- Heat Recovery Systems
- Exhaust Air Heat Pumps

Duct Packs are available from our network of **Approved Ventilation Solution Providers**.



How can we help?

Introducing the Fernox Total Filter TF1

Developed with the installer in mind, the revolutionary Fernox Total Filter TF1 is simple to fit, removes sludge and takes only seconds to clean in situ without the need to remove or dismantle the unit.

It is the only in-line filter on the market which uses a unique hydrocyclonic and magnetic action to remove and contain both magnetic and non-magnetic contaminants from central heating systems. It can be connected directly onto 22mm and 28mm pipe work vertically or horizontally, using the valve fittings provided and be positioned flush to a wall in existing pipe work even in those hard to reach areas.

The Total Filter TF1 can also act as a dosing point for the Fernox 'F' range of chemical water treatment products in accordance with Part L of the Building Regulations.

Ensuring long lasting performance

Working in combination to reduce unnecessary call backs, the TF1 and 'F' range ensures the system's long lasting performance. Saving fuel, money and reducing carbon emissions a central heating system can also be powerflushed without the need to remove the Fernox TF1 helping to reduce hassle on site for the installer. Simply isolate the filter at the connection points and powerflush across the in-situ connections.

All Fernox TF1 filters have been manufactured in the UK and come with all valves and fittings required. The Fernox technical team has extensively tested all Fernox TF1 filters so installers



can be assured of performance and reliability every time.

For further information about the Fernox TF1 and other products for both traditional and renewable technologies, visit: www.fernox.com



**Pick up the new PTS 2010
Price Guide in branches now.**

Installer Agony Aunt

Dear Installer Agony Aunt

I'm currently working on an ensuite bathroom for one of my clients and they have chosen a particularly small basin and unit which is making installation tricky. Is there an easy and affordable solution for installing taps in tight areas?

A: It sounds as if you need to use a flexible tap connector which will help you fit the tap in especially small and awkward spaces such as the one you've encountered. PTS has a range of Tradesave tap connectors in a range of sizes and some with an isolating valve to make life even easier.

It's also important to remember that your tap connector needs to be WRAS approved so that it complies with the Water Fittings regulations which prevent the contamination of drinking water. All PTS flexible tap connectors are WRAS approved.



Dear Installer Agony Aunt

I've just received a letter from a boiler manufacturer offering training on its products. I'd like to attend, but time is money, so is it really worth it?

A: The credit crunch has certainly had an impact on installers, and, as you point out, using your time wisely really is more important than ever before. However, training is a vital part of ensuring you can offer the best service to your customers and keep up-to-date with new products and necessary skills. And, in the long term, training can help save you time and money as you will inevitably be able to install, diagnose and repair boilers and heating equipment more quickly.

Leading manufacturer's will ensure that training courses provide real value, so always make sure you choose courses run by reputable companies. Vokèra offers a wide range of technical training courses, designed to equip installers with skills and knowledge that will improve their working lives. Subjects covered include accredited solar thermal water heating, the G3 certificate, the energy efficiency certificate, high efficiency product installation and commissioning and fault finding. Installers find once that they have attended one course, they are keen to book others and expand their expertise even further.

Researching what the courses cover will ensure you know what the day will incorporate and what you will get from the training. It will also allow you to make an informed decision as to whether downing tools for the day will pay dividends in the long term, but most installers will find it does. **For full details on Vokèra's technical training courses, email training@vokera.co.uk or call 0844 391 0999 and choose option five.**

Installer comment

PTS Star installer speaks!

After being awarded the title of the PTS Star Installer, this month Graham Bower of Bower Associates Ltd is giving his views on reducing water wastage.

“You might think that with the British weather there would be no shortage of water, but actually the South East of England has even less water per person than in Sudan or Syria. As well as the growing environmental reasons for cutting down on water usage and wastage, it can also be a simple way to use a resource efficiently and reduce utility bills”.



Small changes make the biggest difference

“There are easy ways to cut down on the amount of water you use and I try to advise customers that a big difference can be made by having shorter showers, turning the tap off when brushing your teeth or even installing a water butt for the garden.”

I have helped customers to reduce their water usage by recommending products such as low volume flush toilets, ‘eco click taps’ and aerated shower heads.

“Whilst other energy efficient products like solar panels receive the majority of press attention, it’s also the small changes that you can easily recommend to homeowners that can make a difference to the environment and to their pockets. Having knowledge of these products can also provide a much more complete service and you never know, it might even lead to more work if the client is pleased with the results.”

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