

EXHIBITIONS

Over the next few months you can visit our stand at any one of the following exhibitions where a selection of the latest gas and oil-fired boilers and renewable technologies will be on display.

For further information visit www.worcester-bosch.co.uk and click on the events page

February

Self Build

Kings Hall, Belfast
16 – 18 February

Ecobuild

Earls Court 2
27/02/07 - 01/03/07

OFTEC

Kent Events and
Exhibition Centre, Kent
28th February

March

National Homebuilding and Renovating Show

NEC, Birmingham
22/03/07 - 25/03/07

National Homebuilding and Renovating Show

Green Village
NEC, Birmingham
22/03/07 - 25/03/07

Ideal Home Show

Earls Court, London
09/03/07 - 01/04/07

IPHE Green Plumbing Event

Mansfield Civic Centre,
Nottingham
15/03/2007

April

CORGI Installer Event

TBC, Lincoln
03/04/07

CORGI Installer Event

Novotel, Nottingham,
Derby
04/04/07

CORGI Installer Event

Next Generation Hotel,
Leicester
05/04/07

CORGI Installer Event

Newcastle Village Hotel,
Newcastle
10/04/07

CORGI Installer Event

Marriott Hotel,
Sunderland
11/04/07

CORGI Installer Event

Next Generation Hotel,
York
17/04/07

IPHE Green Plumbing Event – Solar

Mansfield Civic Centre,
Nottingham
17/04/07

CORGI Installer Event

Novotel, Bradford
19/04/07

CORGI Installer Event

Sheffield Park Hotel,
Sheffield
19/04/07

CORGI Installer Event

Next Generation Hotel,
Dudley
24/04/07

CORGI Installer Event

Bank House Hotel,
Worcester
25/04/07

CORGI Installer Event

Holiday Inn, Birmingham
26/04/07

PHEX

Villa Park, Aston Villa FC
25/04/07 – 26/04/07



The Boiler Market's
Gone Spare
We look at the growth of
the replacement market

Greenskies
The Next Generation

Condensing the oil-fired boiler market

We take an in-depth look at the
building regulations, which come
into force in April 2007

'A' rated performance across the board.

The Greenstar range of oil-fired boilers from Worcester.

Wherever your jobs take you. Whatever the application. Whichever type of high-efficiency condensing oil-fired boiler is called for. There are only two words you need to remember – Worcester Greenstar – now our most comprehensive range of 'A' rated oil-fired boilers right across the board. Offering such reliable and renowned high performers as Greenstar Heatslave,

Greenstar Danesmoor, Greenstar Utility and now, the new Greenstar Camray range. And featuring every possible option: combi, system and regular with the choice of kitchen and utility plus 6 external models.

So selecting the best boiler for the job needn't be a puzzle.

To find out more, call 08705 266241 or visit www.worcester-bosch.co.uk



Worcester, Bosch Group, Cotswold Way, Warndon, Worcester WR4 9SW. Tel: 01905 754624



Welcome from Richard Soper

Welcome to the February issue of The Installer's Choice.

2007 is set to be an exciting time for Worcester as we greatly increase our complete product portfolio. Condensing is certainly the here and now, with one of the biggest challenges for the industry this year being the introduction of new legislation for oil boiler installations, as a result of further changes to Part L1 of the building regulations.

When the same legislation was introduced for gas condensing in 2005, there was a dramatic leap in gas condensing boiler sales, from around 20% to over 80%. They now account for over 90% of total boiler sales in the UK.

Anticipating a similar response when the oil legislation is passed, Worcester has developed fifteen new Greenstar oil-fired condensing boilers ahead of industry requirements, to ensure products are readily available for installers and stockists.

Exciting new developments are also happening on the gas front. For 2007,

Worcester is set to launch Greenstar CDI gas-fired boilers, with improved outputs ranging from 27kW to 42kW.

It has never been more important to consider the impact we're having on the planet than it is today, which is why we are committed to developing and introducing products that can help make a difference. Our Environment 2010 Awards remain a key focus for the business and we're launching a new Installer's Choice initiative for 2007 in the form of an environmental calendar.

In addition to this, we are continuing to develop our Greenskies and Greenstore products with the launch of a new Greenskies solar package including cylinders.

Month on month, we are experiencing more installer requests for information about renewable technologies. If you're keen to register for a training course in 2007, please contact the training team - but be sure to get in touch soon, as places are going fast.

Richard Soper

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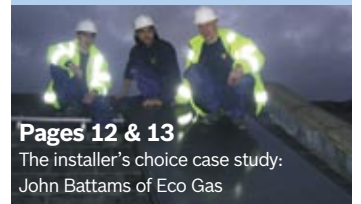
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Worcester's win sparks new CDi range

Following the success of winning CORGI's award for Domestic Heating Product of the Year, Worcester is realigning the outputs of three of the award winning CDi models so as to increase the hot water output in line with the growth in demand for high flow rate Combi's.

The introduction of new outputs, 27kW, 37kW and 42kW models, together with the existing 30kW version, has been scheduled to create higher output options for the CDi series. LPG compatible boilers with the same higher outputs will also be available.

All CDi models are designed for ease of installation in a kitchen cupboard, utility room, airing cupboard, garage or loft space. Additional benefits to the end user will be compact dimensions for

flexible siting, attractive aesthetics and extremely high levels of reliability.

Like all of Worcester's condensing boilers, the new Greenstar CDi's are SEDBUK 'A' rated, producing over 90% efficiency.

Martyn Bridges, director of marketing and technical support for Worcester, said: "These new models will be available through our existing merchant chains and will increase the take up of the CDi range because of the higher outputs. The market statistics show an ever increasing trend to higher output models to satisfy the demand for increased domestic hot water flow rate."

For further information about the latest Worcester product launches visit - www.worcester-bosch.co.uk.



Available from Merchant branches from 1st March 2007

Greenstore is top draw

2006 proved a successful year for Worcester's Greenstore ground source heat pump, which topped the 'most wanted' list of popular trade magazine, Professional Builder.

The renewable heating solution, launched by Worcester in July 2006, achieved more than 750 requests for more information during a single month and was rated above 163 other professional building products.

Designed for domestic applications, GSHPs meet the demand for home heating in a more energy efficient and environmentally sound way by using buried collectors to draw energy from the ground.

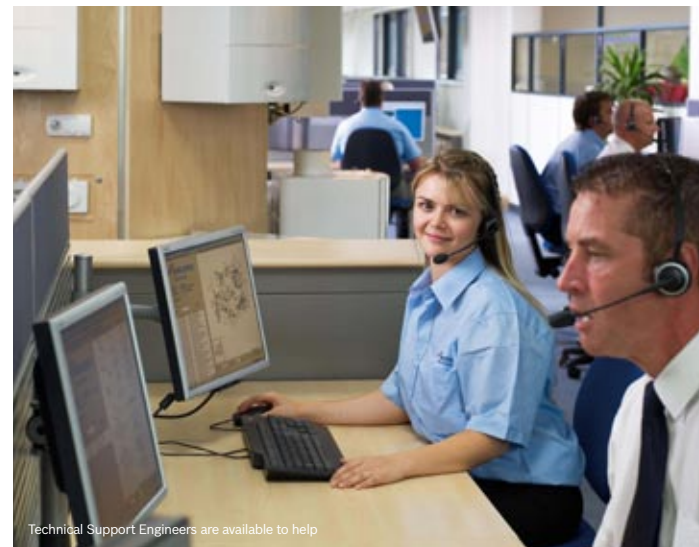
Martyn Bridges, director of marketing and technical support for Worcester,



said: "This is fantastic news, we are certainly aware that GSHPs are a hot topic within the industry at the moment, but to know that installers and others in the trade are requesting information about Greenstore over any other product is very pleasing indeed."

GSHPs are a hot topic within the industry at the moment

Keep in Touch Complete customer care



Technical Support Engineers are available to help

At Worcester, we are committed to ensuring we go above and beyond your expectations to deliver the highest possible levels of after sales service and support, which is why from February we are extending the opening hours of the Technical Helpline.

Technical Support - 08705 266 241

The team at Worcester is dedicated to providing the help and information you need relating to Worcester's range of products and services. With exceptionally high response times and

a team of experts on hand to answer pre and post sale technical queries, you can expect an efficient and professional service.

New Opening hours

Mon-Fri 07:00am - 20:00pm
Sat 08:30am - 16:00pm

For Technical literature, please call our Literature Line on 01905 752556 or download literature from our website www.worcester-bosch.co.uk



Comedy mention for Worcester's Greenstar

The last thing you would expect to hear on a comedy sketch show is a mention of a Worcester Greenstar boiler, but that's exactly what happened on the Bremner, Bird and Fortune sketch show, which aired on More 4 on the 10th December 2006.

The award winning Bremner, Bird and Fortune show - created by the successful comedians Rory Bremner, John Bird and John Fortune - is renowned for its high quality mix of impressionism and satire.

The show is known for impersonating top politicians, on this occasion it is the Home Secretary who mentions a Worcester Greenstar boiler. Bizarre, we know!

To see the full clip visit www.worcester-bosch.co.uk

STOP PRESS...STOP PRESS...STOP PRESS...STOP PRESS...STOP PRESS...STOP PRESS...

Bosch wins prestigious european green title

Last November, Bosch was awarded the prestigious title of "Eco-manager 2006", for the company's outstanding and innovative commitment to the environment. The panel of judges included representatives from leading European environmental agencies including WWF Germany.

The judges praised the Bosch Group

for its long-term commitment to the protection of the environment and conservation of resources.

Worcester's managing director, Richard Soper, attended the ceremony and commented:

"We are extremely proud to be part of the Bosch Group and are delighted

with this award, which recognises our commitment to developing and promoting renewable energy supplies. Bosch invests heavily in research and development to produce the most energy efficient appliances from washing machines to boilers to solar panels. It is rewarding that these achievements have been recognised by the European community."



Steve Lister – Director of Sales

Condensing the oil-fired boiler market

“The biggest change on paper in the domestic heating industry this year is of course the new legislation for oil boiler installations stated in part L of the Building regulations, which comes into force on 1st April 2007. It’s because of this that we’re expecting to see sales of condensing oil-fired boilers increase dramatically over the next year, similar to the effect new legislation had upon the gas market when the transition to condensing was made in 2005.

“The industry learnt a lot from the gas experience, where a gradual change started quite early. Many installers began specifying condensing boilers as a best option for customers over a year before the regulations were due to be enforced, some even earlier than that.

“The new legislation states that all boilers fitted after 31st March 2007 must be condensing boilers with either an ‘A’ or ‘B’ SEDBUK efficiency rating (A= greater than 90% efficient, B= 86%-90%). For existing installations, condensing boilers must be fitted on replacement unless exemption criteria are satisfied.

“The whole chain from manufacturer to merchant to specifier to installer should be aware of the benefits of ‘A’ rated gas and oil-fired boilers and encourage consumers to choose ‘A’ rated appliances when replacing their existing systems.

“Over the past year sales of oil-fired condensing boilers have increased. In July 2005 they made up approximately 6% of the market, whilst during the same period this year 20% of UK oil boiler sales were condensing models, this is good news but this figure could be improved.

“However, as we draw ever closer to the Government’s deadline we are seeing a higher take up of condensing oil boiler installations. The gas market has already seen condensing boilers reach a 90% share of the market and

this should become the case for oil in the next 18 months.

“At Worcester we are very focused towards the April deadline and have prepared well in advance. We have already launched a complete range of Greenstar Heatslave combi boilers which offer outputs from 12-18kW through to 25-32kW and have five regular condensing oil-fired boilers, including the Greenstar Utility and Greenstar Danesmoor models.

“For 2007 we are continuing to extend this range of oil-fired condensing boilers and have introduced fifteen new, highly efficient oil-fired Greenstar Camray boilers, ensuring we can offer the best solution for any non-mains-gas application.

“The Greenstar Camray, Utility, Utility System and External models of 12/18, 18/25 and 25/32 have been added along with 3 new external Heatslaves in outputs from 12 to 32kW to the existing range of Greenstar Heatslave, Utility and Danesmoor oil-fired boilers. All the new models have been designed with either the same or smaller dimensions as standard efficiency Danesmoor or Camray boilers making them an obvious choice for homeowners wishing to upgrade to a high efficiency, ‘A’ rated boiler.

“The new models offer the installer increased siting flexibility and feature a range of advancements compared to

the regular Camray models, including advanced Riello cross-firing burner technology and optional plug-in time controls to maximise efficiency.

“The new Camray range has been designed to be highly insulated both thermally and acoustically whilst being remarkably quiet in operation, making them suitable, with the exception of the External models, for installation in the kitchen or utility area.

“The Greenstar Heatslave 12/18 model is suitable for a small to medium sized, one bath flat, house or bungalow whilst the 18/25 model is suitable for a medium sized house and the 25/32 model is suitable for a large sized, two bath apartment, house or bungalow.

“We are working hard at Worcester to provide a full range of condensing oil-fired boiler options to satisfy market growth. The Camray, Heatslave and Danesmoor brands are a favourite amongst many installers who are impressed by the outstanding design, performance and value for money, which is why we are committed to advancing the Greenstar oil fired range into the condensing era. All the new Greenstar models set to be introduced will exceed April 2007 legislation requirements, and are SEDBUK A rated for efficiency.”

For more information on Worcester’s product range call 08705 266241 or visit www.worcester-bosch.co.uk



Worcester will be taking the new range of Greenstar oil-fired boilers to over 50 venues throughout the UK from March 2007. These events will offer information on building regulation changes, showcase new products, applications and highlight compatibility with renewables. Further details will be available on www.worcester-bosch.co.uk early in 2007, so keep an eye out.

Available from Merchant branches from 1st March 2007



The Institute of Plumbing and Heating Engineering (IPHE) celebrated its centenary year in 2006. Editor of P&HE Magazine, Carol Cannavan looks back over the last one hundred years to see the many changes that have occurred, not only to the Institute, but to the industry in general.

GUEST COMMENT

The Institute of Plumbing and Heating Engineering (IPHE) celebrated its centenary year in 2006. It is interesting to look back over the last one hundred years to see the many changes that have occurred, not only to the Institute, but to the industry in general.

Technology has progressed at a steady rate, as you would expect. But, because of global warming, legislation has forced products to become more energy efficient and has no doubt moved things on at a much quicker pace. The general public are becoming 'greener' and are demanding high-efficiency boilers, solar water systems and other products that will help to lower their energy consumption. Ground source heat pumps and biomass boilers will become more popular as time passes, as will combined heat and power units (CHP).

In collaboration with PERA, the Institute has been working on the EU funded project, Low Heat. It's a new technology developed for recovering heat from waste water. The special low-grade heat exchanger will be used in the domestic sector to recover over 40% of the heat energy from waste water to supplement domestic boilers.

It's very difficult to imagine how energy efficient products will develop in the future. I expect they will get smaller and a great deal of them will use artificial intelligence, but it would be great if you could see twenty or thirty years ahead to see the type of heating products that will be used in the home.

Magazines have certainly changed since 1906. Back then if you were involved in the industry you would be reading: 'The Plumber and Decorator' and 'Journal of Gas & Sanitary Engineering'. It was the only recognised publication for the trade and its readers included: Plumbers; Painters; Glaziers; Bell-hangers; Paper-hangers; Gas-Fitters, Hotwater and Sanitary Engineers!

We have several copies of this magazine at the Institute. I flicked through a couple (very gingerly), before I began writing this piece. In a magazine dated 1905, one of the adverts proclaimed: 'A warm bath in ten minutes!' I wonder how long it took to run a hot bath? There were a few pictures of huge cast iron boilers, with captions saying they were easily fitted, simple in management and economical in fuel. At the time they would have been state-of-the-art products.

Of course, there are many trade magazines on offer to plumbing and heating engineers these days. The Institute's journal, P&HE magazine, was revamped last year to make it more of a resource for its readers. It is a bi-monthly publication which goes out to IPHE members, free of charge.

Other benefits of membership are: Member only technical helpline; discounts on selected literature; free technical information; affiliation to a local Branch where technical and social evenings take place; use of the IPHE logo (Corporate members only) and entrance to the Members Only forum and area on www.iphe.org.uk.



There are also discounted insurance schemes, a legal helpline, independent mortgage & financial advice, discounted workwear and top hotel accommodation in London.

If you would like to find out more about becoming a member of the IPHE, please contact Lesley Challis for a membership pack. Either email lesleyc@iphe.org.uk or ring 01708 463108.



Martyn Bridges Comment

The boiler market's gone spare

Despite rapid advances in boiler technology over the past two years, many people are still choosing to repair their old boiler rather than invest in a new high efficiency one. Martyn Bridges, director of marketing and technical support, discusses the popularity of the replacement market.

"Over the past 10 years, we have started to see a clear shift in manufacturing circles towards the development of new technologies that are not only capable of delivering heating and hot water efficiently, but also designed to be more environmentally friendly too. Alongside manufacturers, the current Government is also leading the march toward a greener future, with a number of policies designed to protect the environment for generations to come.

Spare a Thought

"Despite this pleasing shift and the industry's dedication towards the introduction of SEDBUK 'A' rated condensing boilers such as Worcester's Greenstar range, we still saw an increase in the sale of spare parts for repair last year. This isn't unusual in itself as, year on year, we always see an increase and, inevitably, the more boilers that are sold, the more spares are needed.

"However, in 2006 we did see a higher than anticipated rise in spare part sales, particularly for the older boilers. The main reason for this is that more people are choosing to repair their old boiler rather than having a new appliance installed. This doesn't currently contravene the Building Regulations, as only replacement boilers or new installations are covered within.

"With this in mind, there's no additional benefit to replacing parts over and over as it is only a short term solution. If they

were to put in a new condensing boiler, they can see up to 92.8% efficiency with our oil-fired series compared to a 15 year old boiler which will perform in the region of 15% less efficiently. Those that still have 20 year old boilers and over, will see their system running around 20-30% less efficiently.

"Of course it really is down to the individual homeowner's circumstances. 15 year old+ boilers can still be robust but you need to question if you can save 20% on your fuel bill each year, it won't take many years to justify the initial outlay and recoup the cost of a new gas or oil-fired boiler.

Staying in control

"Another reason people are keeping their old boilers is because many homeowner's properties are operating on pumped central heating and a gravity hot water circulation system combined. To replace the old style boiler, the system needs to be modified in exchange for a fully pumped system - this will of course, incur a further cost with the installation.

"Basically, installers can't just take the boiler out and replace it like for like, they need to upgrade the relevant areas of the central heating system to comply with today's minimum standards. However, once it's all installed, it will be far more efficient and much better for the environment in terms of producing less harmful emissions.

"According to the Energy Saving Trust, specifying the right controls together with a high efficiency condensing boiler has the potential to cut a property's energy costs by up to 17%. This combination is a win-win situation from a specification point of view - the occupant is happy with lower running costs, CO₂ emissions are lowered in the process and the property will meet the government's latest legislative requirements."

"All new or replacement boilers require a minimum level of controls installed alongside them, including time and temperature controls for central heating and hot water, room thermostats and thermostatic radiator valves (TRVs) on radiators.

"Older systems quite commonly didn't have a thermostat on the hot water cylinder, so the temperature was often controlled by the boiler thermostat. The central heating system would have had a pump, time switch and a room thermostat, but a new replacement boiler would have to be upgraded to a fully pumped system, which would mean having a cylinder thermostat, a room thermostat and it would be advisable to fit thermostatic radiator valves where there hadn't been any before.

Once in place, this new system allows you to switch to a programmer which would allow the consumer to set the hot water and the heating times differently to each other, and also time the weekend's heating requirements differently to, say, a Wednesday when you need it before and after work. So not only is your boiler efficiency far superior than before, but your control of the system is a lot better - making further significant fuel savings."



Welcome to our regular 'green' page designed to take a look at environmental issues affecting the UK today, as well as following the progress of Worcester's Environment 2010 Awards across the year.



"Last year saw both the government and opposition parties focus their efforts on the environment and in particular on carbon emissions. In December, it was with interest that I listened to Ruth Kelly's speech as she announced that the government wants all homes to be carbon neutral by 2016, and that all new homes will have 'green' star ratings by 2008.

"At Worcester we are committed to supporting the government in these aims, which is why in the year 2000, we launched the Environment 2010 Awards. The awards are designed to celebrate activities that will preserve the environment for future generations and recognise best practice installation projects featuring high efficiency condensing boilers and new technologies, such as solar and ground source heat pumps. This month, we're focusing on recent monthly award winner Richard Perrins, an installer who was awarded for his transformation of the heating systems at a manufacturing plant."

Neil Schofield

Business development manager high efficiency products

'A' Rated Performance

Saddleworth heating and plumbing installer Richard Perrins, of Lawrence Perrins & Sons Ltd, has been selected as one of last year's monthly Environment 2010 winners and is now in with a chance of winning the overall award later this year.

Richard Perrins won a monthly 2010 award in 2006 following the installation of a completely new heating and hot water system at Minky Homecare's manufacturing plant in Rochdale, which gave consideration to the environment and the impact of emissions on climate change.

Richard's installation, completed with his cousin, Warner Perrins, was the first heating improvement made at the manufacturing plant for over thirty years and saw the efficiency of the system improve by around 30-40%.

Richard said: "The busy plant produces a range of household cleaning products and had a heating system over thirty years old; coincidentally we fitted the original boilers. After thirty years, the performance of the heating system had dramatically diminished to only around 50-60% efficiency.

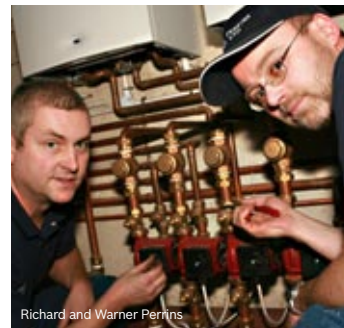
"After discussing various options with the plant's maintenance manager, we opted to replace the system with four linked Worcester 'A' rated Greenstar 40CDi conventional boilers. The owner was so pleased with the performance of the new system, we have since installed two more Greenstar boilers in the company's office, further improving efficiency, lowering running costs and benefiting the environment."

"We are all aware of the growing need to reduce carbon emissions and we endeavour to install the most energy efficient systems, which will benefit the customer as well as the environment. It has been fantastic to be recognised for this installation and the dramatic difference it has made to the efficiency of the system, and we'll keep our fingers crossed for the final award."

The award winning project has won Richard and Warner a £500 voucher for

a National Trust cottage holiday and a year's family membership to the National Trust. If Richard and Warner are chosen as the overall winners, they can also expect to win holiday vouchers up to the value of £1,000.

Full details and entry forms can be found on www.worcester-bosch.co.uk.



Richard and Warner Perrins

Getting oil-fired up!

Until 31st March 2007, every Worcester oil-fired boiler you buy will help you to get your hands on a superb selection of quality professional power tools from Bosch – absolutely free*.

Every Worcester condensing oil-fired boiler purchased during the promotional period is worth 20 Power Points and every non-condensing boiler is worth 10 Power Points (depending on the model), which can be converted into the Bosch professional tools of your choice from those shown in the promotion booklet. What makes this promotion even more enticing is the fact that Worcester now offers the biggest range of oil-fired boilers in Britain – in the shape of Greenstar, Camray, Danesmoor and Heatslave.

Danny Finch, from Alpha Plumbing and Heating Ltd was one of the first claimants of a monster power kit. He said: "Around 40% of the boilers we install each year are oil-fired and over recent months a high percentage of these have been condensing. The Worcester Greenstar brand is a favourite amongst our customers so we were able to collect enough points to claim very quickly and have now claimed three kits! "This promotion really appealed to us, as power tools are very useful and have already been used regularly for various applications."



Claiming your free* tools is easy.

Register using the online form by visiting www.worcester-bosch.co.uk/powerpoints or by calling 0845 201 0522. Once you have registered you will receive your first claim form, you can then download further claim forms from our website.

INSTALLER'S CHOICE

FEATURE

Spotlight on ECO Gas

For this month's 'Installer's Choice', we talk to John Battams of Eco Gas, London, about the Worcester Greenskies solar installation he completed on Claire Harrigan's property which featured on the Channel 4 show Property Ladder last year.

He explains:

"Claire Harrigan is a yoga instructor and is passionate about the environment and healthy living. In 2000 Claire bought a property in Bow in East London, with the intention of demolishing it and building a healthy home, which she could convert into a small well-being hotel.

"The two bedroom house was completed in 2005 and is now valued at £475,000 - an increase of around £250,000 from the original purchase price. The property was built using sustainable and natural materials wherever possible. We were approached to install the central heating system and agreed with Claire to install a combination of Worcester's Greenskies solar panels, Greenstar condensing boiler and underfloor heating.

"The first phase of developing Claire's energy efficient heating was the installation of solar thermal panels to provide the domestic hot water. We were approached to carry out the work due to our experience in this area and used a Worcester Greenskies FK240 solar system twinned with a Greenstar 24i system boiler. System controls from Hortsman complemented the Worcester TDS10 controls for the FK240 and a 200 litre twin coil un-vented cylinder from Telford. The system was sited in the bathroom of the property, which was designed around the solar cylinder.

The Installation

"The Greenskies solar installation was a relatively straightforward installation on a south facing sloping roof. A scaffold was used in the interest of safety and the panels were hoisted up on to the roof by

two men. However, running pipe work from the collectors to the cylinder was more of a challenge, as when we became involved the plasterboard ceiling to the top floor bedroom had already been removed to expose the roof trusses. These were then decorated to make a feature of them, which meant our pipe work had to be invisible.

"We first sited the cylinder, then the boiler and finally we installed the controls. Two sets of controls were installed for convenience, one in the bathroom and one set downstairs. Once the controls were in place we were then able to remove the existing cylinder and pipe work.

"Before we could begin the commissioning process, the first step was to flush the system to remove any contaminants in the pipe work, we could then fill the Solar section of the system with the Glycol heat transfer fluid. It is important to remember the solar heating system must first be vented using the air vent, which is then closed again after venting. Once the fluid had passed through the system, we checked and set the system pressure and flow rate. We then monitored the solar system and boiler together for a further 48 hours and checked the primary flow rate.

"After we were happy the entire system was in perfect working order, we spoke to Claire about how she was intending to use the house so we could work out the expected hot water requirements and could adjust the settings accordingly. We then tested the system again, explained how everything worked to Claire and labelled all the pipe work for

easy identification.

"Claire was overjoyed with her Greenskies solar panels, as they complemented her use of sustainable materials. We are still in regular contact with her and she often comments on the reliability of the solar and Greenstar 24i boiler combination.

"Claire was one of our first solar installations and since that time we have seen a significant increase in the number of customers requesting a quote for solar water heating. We also have several solar installations ongoing at the moment and always recommend the Greenskies system from Worcester.



Happy Shower - with hot water courtesy of Greenskies



Renewables Training

"After researching the benefits of other renewable technologies Claire has discussed with us her intention to install a ground source heat pump in her next development.

"Having attended a Worcester accredited solar training course previously, I have signed up for a ground source heat pump training course so that I can add further renewable technology to Eco Gas's product offering.

"I think reducing carbon emissions is one of the most important issues we face. What I love about Claire's development is that the solar panels we installed are part of an almost completely environmentally friendly home.

"I have been so impressed by Claire's home I'm planning on installing solar panels on my own property so that I can speak from experience about the benefits of living with this technology."



GREENSKIES – THE NEXT GENERATION

Worcester has unveiled a new solar water heating package, which significantly enhances the existing Greenskies solar water heating system.

Specifically tailored to meet the needs of the UK market and developed in line with helping meet the Government's target of reducing CO₂ emissions by 60% by 2050, the new Worcester Greenskies FK-C-1W, FK-C-1S, FK-T-1S and FK-T-1W Solar Panels have been designed as the perfect partner to the SEDBUK 'A' rated Greenstar condensing regular and system boilers.

New high performance panels have been specially developed from lightweight materials with simple connections to aid installation. The new additions are available in both portrait and landscape versions to maximise flexibility and installation choices.

Tony Nott, product manager for new technologies said: "There is a real need to begin harnessing sustainable energy solutions to not only reduce carbon emissions but also to help reduce fuel

bills for the homeowner as fuel prices continue to rise. The Government recently stated that by 2016 they want to see carbon neutral new houses; Greenskies is the sort of technology which will help to achieve this in years to come.

"At Worcester, we are committed to updating our products to incorporate the latest in technological advances, to maximise savings for the consumer and allow easy installation for the installer. The new Greenskies solar package complements existing heating systems, to provide around half of the domestic hot water requirements of a home over a year, which represents a worthwhile saving on hot water heating costs." Further new additions to Worcester's product range include new wall mounting brackets for collectors, in roof fixing kits for flush fitting and landscape panels to maximise installation choices.

Worcester will be offering the full solar range from the spring along with the introduction of a range of solar compatible twin coil cylinders.

Worcester's Greenskies solar training courses are all accredited by Logic certification and are recognised by the BRE. Installers who take the course are now instantly eligible for the £400 grant available from the Low Carbon Buildings Programme, and can qualify for the grant with the first installation.

For more information on Worcester's Greenskies and its extensive range of products and services call 08705 266241 or visit www.worcester-bosch.co.uk

Available from Merchant branches
from 1st March 2007



A Green Year for Installers

New for 2007, Worcester is launching an Installer's Choice environment calendar, to raise awareness of environmental issues.

Worcester will be looking for eight monthly installer winners, who have completed environmental installations and demonstrated 'best practice' at work to be included in the calendar. The winning eight installers will not only feature in the calendar, but will also win a four night trip to Miami, Florida with their partners from the 28th October to the 1st November 2007.*

The calendar will have a distinct environmental theme, featuring images of the landscape, as well as details of the winning projects. All installers have to do to be in with a chance of being included is submit a summary of how an installation they have carried out has helped benefit the environment. Entries can range from installing a highly efficient 'A' rated Greenstar condensing boiler, to installing Greenskies solar panels or a Greenstore ground source heat pump.

Look out for more details in the trade press or visit the Worcester website to find out more –

*Dates to be confirmed

www.worcester-bosch.co.uk

Eight winners will be chosen before the closing date of 31st July 2007. Criteria for entries include:

- All installers MUST be CORGI or OFTEC registered
- Installations must be of a high quality both in terms of specification, installation and aesthetics
- Energy efficiency must be an important consideration of the system design
- Installations must be within the last 6 months
- Only Worcester Greenstar, Greenskies and Greenstore products are eligible
- Installers must be available to travel to Florida on dates set, tickets are non-transferable
- Installers must be willing to be photographed for publicity and promotional material.
- To be eligible the installation must be in your own home.
- The decision of Worcester, Bosch Group is final

To enter, simply complete the entry form enclosed and send marked for the attention of Sue Harris at Worcester, Bosch Group, Cotswold Way, Warndon, Worcester WR4 9SW.

Meet Mervyn Thomas – Divisional Sales Manager

MERVYN THOMAS

MIDLANDS AND NORTH WEST DIVISIONAL SALES MANAGER



Q. How long have you worked for Worcester and what is your career background?

A: I've been working in the heating and plumbing industry since I started a four year apprenticeship at the age of 16. My career at Worcester began around 12 years ago as a service engineer, a position I held for 3 years. I was then promoted to sales manager for Cheshire and North Wales and then again to divisional sales manager for the North West and the Midlands, which is my current position.

Q. What do you like most about your job?

A: I really love meeting people and spend at least three days on the road developing relationships with clients and working with the sales team. Liaising with the technical sales managers, business managers and customers always keeps things interesting. However, the variety has to be the best aspect of coming to work. No two days are ever the same. One day I'll be in the office working on a proposal and then the next I will be meeting one of our key client accounts.

Q. What has been the greatest success in your career to date?

A: In terms of recognition, I won the Bosch Group VB Award for sales manager of the year in 2000 for my sales performance. It was fantastic to win such a prestigious award and not just because the award ceremony was in Istanbul! The VB awards operate across the Bosch Group, so you feel a real sense of achievement that you have not only performed well across your individual company but the whole global organisation. This is the award all the sales managers want to win and I'm particularly proud of this achievement.

Q. In terms of Worcester, what new products are you most excited about?

A: It has to be renewable technologies. Condensing is the here and now but the future is all about green technologies. I'm looking forward to the arrival of Worcester's new high performance solar panels, which we are set to launch in March in both portrait and landscape versions to maximise flexibility and installation choices. Solar cylinders are also set to be introduced, which will mean our sales managers will have the complete solar package to meet customer requirements.

Q. What challenges do you see facing the industry currently?

A: I think the industry is well prepared for many of the new challenges it faces, in particular changes to the building regulations relating to oil-fired installations. In general, the industry has learnt a lot from the gas transition to condensing in 2005 and is well prepared for a smooth changeover from April 2007. From training installers to educating homeowners about the benefits of condensing and the development of new high efficiency products, Worcester has made every effort to prepare well ahead of the deadline, which means our customers are prepared too.

Can you spot the difference?



Taken from our current sponsorship of the Channel 4 Weather, these photographs show a male showering in the forest, but can you spot the difference between the two shots?

All you need to do to be in with a chance of winning this month's competition and £250 of Leisure Vouchers is identify the five changes we have made to the picture by writing them clearly on the form below.

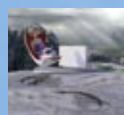
Leisure Vouchers can be enjoyed at a huge number of places and in lots of different ways including; eating out, drinking

fine wines, exciting attractions and thrilling experiences, memorable holidays and short breaks away, relaxing and de-stressing and fun family days out. We also have 10 sets of Worcester fleeces and beanie hats to give-away as runner-up prizes.

To enter, simply complete the entry form below and send it back to our editorial office: The Installer's Choice Spot the Difference Competition, WPR, 43 Calthorpe Road, Edgbaston, Birmingham, B15 1TS.

Good luck!

Name	Differences
Business Address:	1.
	2.
	3.
Daytime Telephone Number:	4.
	5.
Tick box as appropriate: <input type="checkbox"/> I would like to receive further information from Worcester, Bosch Group. <input type="checkbox"/> Please do not contact me with further information.	
Rules and regulations: 1. No cash alternative 2. The decision of Worcester, Bosch Group is final 3. Closing date is 30th February 2007 4. The winner will be notified by telephone by the 19th March 2007	



Last month's winner....

Mr Humphries from Ludlow, whose caption was "They forecast high winds, but this is ridiculous! I wonder where the house landed."

Keep in touch

No matter where you are based around the country, Worcester has a team of local representatives available to help with your specific requirements.

In this issue we're covering a different area of the country, providing the names and numbers for the key contacts who are there to help make your job a lot easier.

In this issue we're focusing on the **Midlands and North West sales team**, who are each responsible for covering different areas. In the March issue of The Installers Choice we'll be including the details for key contacts for the North East, Yorkshire and Eastern regions. We look forward to hearing from you!

Key Contacts – Midlands and North West Sales Team



The sales team for the Midlands and North West is overseen by Divisional Sales Manager, Mervyn Thomas (see pages 16&17 for a full profile).

Fiona Atkinson – Gas TSM 07790 488 601

Areas covered: Manchester, Oldham, Stockport, Warrington

Paul Jones – Gas TSM 07767 432 572

Areas Covered: Blackburn, Bolton, Flyde, Lancaster, Wigan

Rob Leonard – Gas TSM 07767 432 558

Areas Covered: Birmingham, Walsall, Wolverhampton

Walter Lyon – Gas TSM 07767 432 566

Areas Covered: Chester, Liverpool, Preston, Warrington

Paul Morgan – Gas TSM 07767 432 557

Areas Covered: Chester, Crewe, Llandudno, Stoke-on-Trent, Shrewsbury, Telford

Mike Bate – Specifications Manager 07790 488 476

Areas covered: Birmingham, Chester, Crewe, Llandudno, Stoke-on-Trent, Shrewsbury, Telford, Walsall, Wolverhampton

Garry Albutt – TSM Renewable Energy Products

07790 489 662

Areas covered: Manchester, Oldham, Stockport, Warrington, Blackburn, Bolton, Flyde, Lancaster, Wigan, Birmingham, Walsall, Wolverhampton, Chester, Liverpool, Preston, Warrington, Crewe, Llandudno, Stoke-on-Trent, Shrewsbury, Telford

