



Weber are
Green Deal
ready...
are you?

Innovative • Creative • Technical
External Wall Insulation and Render Solutions

 **weber**
SAINT-GOBAIN

The Opportunity

Around 7 million properties in the UK are built with uninsulated solid-brick walls, with a further 1 million timber clad solid wall buildings that could also benefit from insulation.

The current installation rate for solid wall insulation is around 50,000 per year. The Green Deal could lead to a significant increase to more than double this annual rate by 2015.

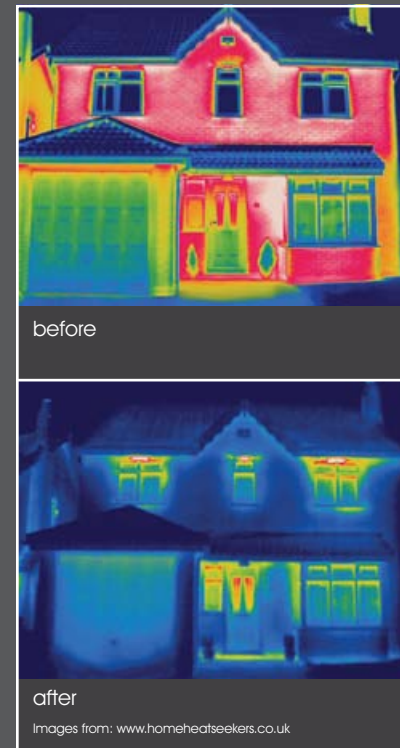
ECO subsidies focus on hard to treat properties, such as those with solid walls, ensuring significant growth in the market for External Wall Insulation.

The Government has now relaxed planning requirements meaning that, in most cases External Wall Insulation is 'Permitted Development' and should not require Planning Permission.



Green Deal

Any Green Deal measure must meet the 'Golden Rule', but External Wall Insulation (EWI) will benefit from significant ECO funding to reduce the cost to the property owner.



The introduction of the Government's new "Green Deal" financial mechanism eliminates the need to pay up front for energy efficiency measures installed on homes or businesses. Instead, the cost of the measures will be recovered through installments made on energy bills over several years. Green Deal measures must meet the 'Golden Rule', in other words the savings on energy bills should be greater than the installments paid through the energy bill.

External Wall Insulation may not meet the 'Golden Rule' but significant ECO (Energy Company Obligation) funding is available to reduce the size of the Green Deal 'loan' ensuring it meets the Golden Rule criteria. The Green Deal and ECO are underpinned by comprehensive accreditation of the energy saving measures, the installing companies and the energy assessors of the property. **Weber** EWI systems already meet the proposed Green Deal requirements with training aligned to the Green Deal framework available to ensure that our installers can be 'Green Deal Ready' for the start of the scheme.

ECO (Energy Company Obligation)

Due to its effectiveness at reducing heat loss and practicality of application, External Wall Insulation will be one of the most widely funded measures from ECO.

Each year, £1.3 billion of subsidies and grants to encourage energy efficiency in homes will be delivered in the form of the Energy Company Obligation (ECO). The ECO scheme will take over from the CERT (Carbon Emission Reduction Target) and CESP (Community Energy Saving Programme) schemes. ECO is comprised of three distinct targets...

Carbon Emission Reduction Obligation (CERO): Focusing on hard to treat homes and, in particular, measures that cannot be fully funded through the Green Deal as they do not meet the 'Golden Rule'. Solid wall insulation and hard-to-treat cavity wall insulation are the primary measures that the Government intends to promote under this target.

Carbon Savings Community Obligation (CSCO): Focusing on the provision of insulation measures to domestic energy users that live within an area of low income. This target has a sub-target, which states that 15% of each supplier's Carbon Savings Community Obligation must be achieved by promoting measures to domestic energy users living in rural areas.

Home Heating Cost Reduction Obligation (HHCRO): This requires energy suppliers to provide measures which improve the ability of low income and vulnerable households (the 'Affordable Warmth Group') to affordably heat their homes via the promotion of heat qualifying actions. A heat qualifying action is the installation of a measure that will result in cost savings.

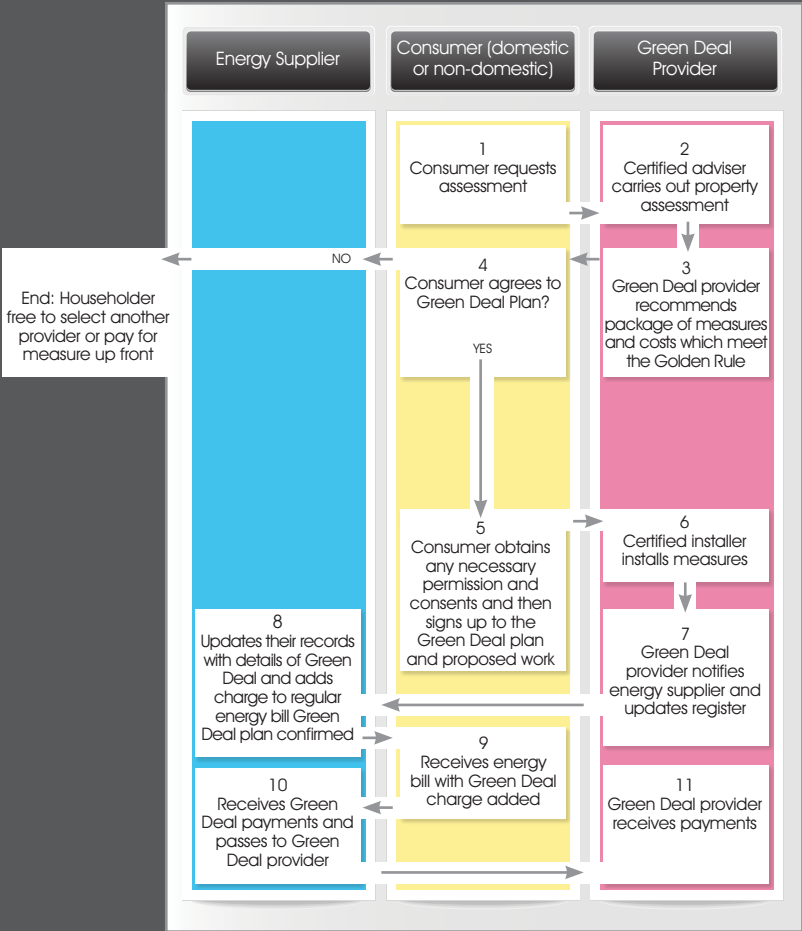


Part of Goole's 'Changing Streets' Scheme



The Process

The Green Deal will benefit millions of homeowners and businesses across the UK with smarter, warmer and more comfortable buildings as well as delivering significant long term fuel savings.



Green Deal Customers are guaranteed quality-assured work from approved providers, no up front charge and seamless repayments directly from the savings they make on their utility bill... so how does it work?

The Assessment – The initial assessment will be carried out by an approved **Green Deal Advisor** who will recommend appropriate measures for the property.

The Quotation – The **Green Deal Provider** will then offer the customer a quote for the installation of some or all of the measures, the customer will be able to review, accept or shop around. If this is accepted a **Green Deal Plan** will be created.

Installation – Once the Green Deal Plan is approved by both the customer and a Green Deal Provider, installation can take place by an **authorised, certified installer**.

Payment – The Energy Supplier takes regular Green Deal installments from the customer's utility bill.

Becoming a Green Deal/ ECO Installing Company

An army of installers will be required to offer Green Deal measures throughout the UK. Only those who are Green Deal certified will be able to offer these services. By becoming a certified Green Deal Installer (GDI) you can operate under the schemes, giving access to millions of properties eligible for the Green Deal.

To become certified as a Green Deal Installer, your company will be required to:

- Follow the business management process defined in PAS 2030 (PAS 2030:2012 Improving the energy efficiency of existing buildings - Specification for installation process, process management and service provision is available to purchase via the BSI), this includes keeping record of work completed, regular training of your operatives and allowing monitoring of installation work when requested
- Ensure sufficient operatives are certified as competent in installation techniques inline with minimum requirements, this will be assessed on site by the Certification Body and by the system designer of the installed system (e.g. **Weber**)
- Become a member of a Certification Body who will register you for the Green Deal with the Oversight and Registration Body and license you to use the Green Deal Quality Mark
- Comply with the Green Deal Code of Practice

Weber will provide funded training and assessment to ensure operatives achieve competence in line with Green Deal requirements, and offer recommendation of suitable Certification Bodies that support applicants in attaining the necessary business management processes.



Green Deal Code of Practice

The Green Deal Code of Practice sets out the criteria that Providers, Assessors and Installers must follow in order to operate under the Green Deal Scheme; this can be viewed at www.greendealorb.co.uk.

The code is designed to ensure that all Green Deal participants operate fairly, transparently and effectively so that consumers signing up to the Green Deal can be confident that they are taking part in a properly regulated scheme that will provide them with real benefits. Participants' compliance with the Code will be monitored by various methods, including compliance check visits, mystery shopping and analysis of complaints information.

The key benefits of the Code are clear.

For consumers, these include:

- Confidence that the people they are dealing with have appropriate training, qualifications and customer service procedures in place.
- A clear process for dealing with complaints which includes a designated independent Green Deal Ombudsman.

For Green Deal Providers, Assessors and Installers, the key benefits include:

- Participation in a robust scheme that stipulates high standards for all those involved.
- Clear procedures for every stage.
- Use of Green Deal marketing material.



Certification

What is involved in the certification process...?

You will be required to complete and submit an application form together with supporting documentation to a UKAS-accredited Green Deal Certification Body e.g. BBA, EST, STROMA. Following a successful review of the application, there will then be a minimum of one office and one site visits to assess the company's management systems and technical competence. The number of visits required will depend on a variety of factors including location and the number of measures being applied for.

Certification fees will generally include the initial assessment - application fee and/or costs of office and site visits and an annual renewal.

After obtaining certification, you must be registered by the Certification Body with the Green Deal Oversight and Registration Body, which is free for the first two years of the Green Deal; this will allow you to use the Green Deal quality mark.



Operative Competence & Training

To be able to operate as GDI certified installers of EWI, companies must demonstrate that they employ a workforce competent in the application of each specific system. This requires a large proportion of their operatives attaining evidence of competence obtained through training, qualifications and system specific approval gained from on-site assessment.

There are various routes to competence for operatives in EWI detailed in the PAS 2030, the preferred route being through NVQ qualifications for existing EWI operatives or related trades people (e.g. plasterers and dryliners up-skilling to EWI).

NVQ qualifications involve training and on-site assessment and interviews for up-skilling candidates and assessment for existing operatives. NVQ qualifications attract government funding and result in a lifetime qualification in Insulation & Building Treatments in EWI for the individual (NVQ/SVQ (QCF) Level 2 Certificate (or Scottish equivalent)).

There are two separate NVQ's for EWI-

- 1) Insulation Boarding
- 2) Finishing (i.e rendering and coating)

Both have three core elements; Customer Care, Green Deal and Health & Safety



In addition to the vocational competence training required, GDI installers will also need approval from the system designers of the system they intend to install (e.g. **Weber**). We will be carrying out on-site competency assessments of individual operatives and will be issuing cards as proof of **Weber** approval for use in assessment visits by Certification Bodies as part of site auditing processes. These courses can be supported via government funding and are held at **Saint-Gobain** Technical Academies and these can lead to NVQ Qualifications.

For more information on the **Weber** specialist up-skilling and training available contact your local **Weber** representative.

Green Deal Guarantee

The life of a Green Deal Plan could extend up to 25 years and the Green Deal Code of Practice requires that a warranty is provided, which includes appropriate insolvency protection for all Green Deal and ECO installations and the requirement for Consequential Property Damage. The Green Deal Provider is required to supply this guarantee to the customer, offering the homeowner or landlord peace-of-mind that any complaints will be resolved within the life of the Green Deal Plan.

SWIGA - The Solid Wall Insulation Guarantee Agency

Saint-Gobain Weber is a Founding Member of SWIGA, the Solid Wall Insulation Guarantee Agency. SWIGA has been formed to provide a robust Quality Assurance framework for all Green Deal installations and is backed by:

- Technical guidance and documentation
- Mediation service
- Independent third-party site surveillance scheme
- Simple 25 year guarantee to contribute to the Green Deal Code of Practice requirements

Weber systems installed by GDI/SWIGA members can qualify for SWIGA guarantees, ensuring that the quality assurance framework is maintained right through the installation process. SWIGA is also included in the Ofgem ECO consultation guidance document. To enquire about becoming a SWIGA Installer member, contact **Weber** or visit www.swiga.co.uk



Weber's Green Deal Offer

With nearly 40 years of experience in the EWI industry has given **Weber** a deep insight into the successful delivery of refurbishment projects and area based schemes. **Weber** understands what it takes to ensure thermal performance meets the technical specification and the finish significantly improves buildings' aesthetic appeal. **Weber** also knows how to ensure, through promoting community activity and sustainability, that refurbishment projects provide a fundamental catalyst to an area's social regeneration. **Weber** has worked hard to ensure they are Green Deal Ready - following all current guidelines in order to meet requirements of a Green Deal System Supplier.

WHY WEBER...?

- Comprehensive product range with full **accreditation** and **guarantees**
- UK manufacturer **reducing** transport costs and carbon footprint
- Innovative solutions - **tailored** Green Deal product range
- Network of **approved installers**
- **Nearly 40 years** market experience
- **Experienced commercial team** - tender & funding support and lead generation
- Technical specification and application **support**
- Part of **Saint-Gobain** who can offer other Green Deal solutions and training on products including Internal Wall, Loft and Cavity Wall Insulation, Glazing and Solar Panels
- **Specialist training** aligned to Green Deal and PAS 2030 requirements available through a national network of academies



network
weber
An alliance of specialist contractors

The Product

To ensure life-long performance, **Weber** manufactures all of the renders used in its External Wall Insulation systems in the UK. Product quality and performance of the systems are maintained to rigorous standards.



weber.therm XP



weber.therm XM



- Green Deal Specific Systems**
 To simplify specification, supply and installation, two specific systems, weber.therm XP and weber.therm XM have been developed to satisfy the requirements of any property and made available in the most popular finishes.
- Faster Supply Times for Key Green Deal Systems**
 Key Green Deal systems will be available on short lead times to support distributors and installers working to tight deadlines.
- Unique one-coat weber.therm XP System**
 By far the quickest system to install on the market Weber's expertise in mineral renders has resulted in a breakthrough concept – a one coat, through coloured mineral render which can be applied directly to all major insulation types.
- Full System Certification**
 Weber EWI systems have been awarded certification by the BBA, are recommended by the Energy Savings Trust and are approved by Ofgem for their proven ability to reduce domestic energy costs.
- Market Leading Guarantees**
 Standard 10 year product guarantee available as well as extended guarantees available upon request to meet Green Deal requirements.
- Manufacturing Capability**
 Three quality assured and environmentally accredited manufacturing sites with capacity to supply the growing Green Deal market, including a new facility built to BREEAM standards.
- Complementary Products**
 Leca® Insulation Fill and screed system are Green Deal eligible. 15% of a property's heat can be lost through the floor as well as further heat lost through draughts from suspended wood floors. Leca® Insulation Fill is a unique granulated product that can be poured into floor cavities before a solid screed finish is applied.

The Expert

Weber offers a complete renovation solution including technical and application support and approved Green Deal training.

- Specialist Training**
 External Wall Insulation Specialist Up-skilling Programme aligned to PAS 2030 for boarding, fixings and beads (module 1) and surface finishes (module 2) is available at selected **Saint-Gobain** Technical Academies. **Weber** is the first EWI system designer to provide these SUP courses leading to potential NVQ qualification.
- Network of Professional Installers**
Weber is fully committed to training and maintaining a quality installer network.
- Nationwide Training Academies**
Saint-Gobain has training facilities across the country with the capacity to support the government's expected growth in the External Wall Insulation market.
- Flexible Training**
 Bespoke training can be provided at the customer's own premises, the **Weber** facility or at one of the **Saint-Gobain Academies**.
 - EWI awareness
 - Specific system practical training
 - CPD seminars
- Full Technical Support**
 Technical support is provided by qualified consultants including creating specifications, U-value calculations, condensation analysis and drawings.
- On-site Support**
Weber employ a national team of Application Managers who are available to support, train, check and conduct tests to ensure projects are completed to specification.
- Joint System and Installation Guarantees**
 Quality framework established to audit installations using **Weber** Applications Managers.
- Weber App**
 Providing instant access to a range of unique, interactive functions the FREE **Weber** app provides a powerful tool to help users in their everyday business. Download from www.netweber.co.uk/weberapp

Weber training facilities are located at the following **Saint-Gobain** Technical Academies

SAINT-GOBAIN
Technical Academy

- 1 Clevedon
Unit 1, The Courtyard,
Barnes Ground, Kenn, Clevedon,
North Somerset, BS21 6TB
- 2 East Leake,
Loughborough,
Leicestershire, LE12 6HX
- 3 Erith
Church Manorway, Erith,
Kent, DA8 1DE
- 4 Flitwick
Dickens House, Enterprise Way,
Maulden Road, Flitwick,
Bedford, MK45 5BY
- 5 Kirkby Thore,
Nr. Penrith,
Cumbria, CA10 1XU



The Support Network

Weber offers customers the opportunity to train within the extensive **Saint-Gobain** Technical Academy network, provides support through sales-lead generation, supply of marketing materials and product samples, as well as supporting your team on-site to achieve a first class finish...



- Dedicated EWI specialist commercial team with deep market knowledge.
- Relationships with major energy suppliers who are able to provide access to competitive funding for current CESP and forthcoming ECO schemes.
- Experience and assistance with tender applications and framework bids.
- Full range of marketing materials available including promotional and technical literature, presentations, website and Weber app.
- Supply of samples to assist customer colour and finish selection.
- Presence at major industry events to drive demand and brand & system awareness.
- Contacts with other Saint-Gobain Green Deal eligible product manufacturers including British Gypsum, Isover, Saint-Gobain Solar and Glassolutions.

Contacts

Department of Energy and Climate Change

Website: www.decc.gov.uk

Green Deal Oversight and Registration Body

GD ORB Helpdesk: +44 (0) 207 090 1031

Email: gdhelpdesk@gemserv.com

Website: www.greendealorb.co.uk

Standards

BSI

Website: www.bsigroup.com

Certification and Accreditation

BBA (British Board of Agrément)

Tel: 01923 665300 Email: greendeal@bba.star.co.uk

Website: www.bbacerts.co.uk/green_deal

EST (Energy Saving Trust)

Tel: 020 7222 0101 Email: greendealcert@est.org.uk

Website: www.est.org.uk/greendealcertification

STROMA

Tel: 0845 621 1111 Email: info@stroma.com

Website: www.stroma.com/certification/thegreendeal

Training

CITB Construction Skills

Tel: 0300 456 5557 Email: nstenquiries@cskills.org

Website: www.cskills.org

Saint-Gobain Weber

Tel: 08703 330070 Email: mail@netweber.co.uk

Website: www.netweber.co.uk

Guarantees

SWIGA – Solid Wall Insulation Guarantee Agency

Tel: 01525 853300 Email: gerry.miller@swiga.co.uk

Website: www.swiga.co.uk





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Press 2 for technical enquiries

Press 3 for accounts

Press 4 for all other enquiries

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Weber app

Use the QR
code opposite
to download
the Weber app

