

Energy Essentials

news from Roth UK

Roth extends UK presence

An extended product portfolio, continued investment into manufacturing facilities and new recruits to the Roth UK team have strengthened the company's position in the solar thermal and multilayer pipe markets. Supported by nine manufacturing plants in Europe, and 1,100 employees worldwide, the UK company draws on the Roth group's technical resources to support residential, commercial and industrial applications.



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Mike Darvill, former Managing Director for Hydrotec and SOPHE Industrial Chairman, has successfully championed development of Roth UK with a strong in-house technical team.

The Roth range of ready-to-install thermal solar solutions includes standard installations and solar service water heating, through to complex installations designed to support heating systems. Co-ordinated solar collectors, roof installation kit, solar station, storage and control units are designed to provide optimal performance and can be used in combination with Roth's heat distribution and drinking water systems.

Multilayer pipe and solar solutions

The Roth portfolio also includes interchangeable multilayer polymer pipe and aluminium/polymer pipe ranges together with unique fittings systems based on plastic or brass which meet the needs of cold/hot water supply and heating/cooling pipework applications. Underfloor heating systems featured in

Over sixty years, Roth has gained a global reputation as leaders in plastic extrusion and solar thermal solutions

the range are the Duopex S5, a multi-layer co-extruded polymer construction designed for the most demanding installations and X-Pert S5 which support the low temperature market. Roth's extensive portfolio provides customers with the industry's most comprehensive range of pipework solutions.



With a sixty year manufacturing track record for Roth Industries in Germany, the company has earned global recognition as a specialist in plastic extrusion. An equally strong presence in the solar thermal market ensures that Roth in the UK is well placed to support wide ranging building service applications.

Growth of multilayer pipework market

Major growth for Roth in the multilayer plastic pipework sector is attributed to growing confidence in the new generation material.

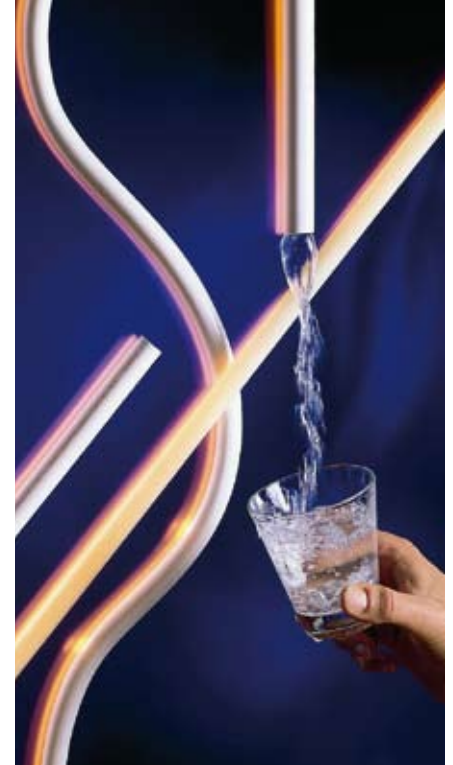
Multilayer plastic pipework has steadily been gaining popularity and plastic pipework suppliers have some strong statistics as evidence for the increasing numbers of users converting to the alternative solution. With prices escalating and the market predicting increasingly higher prices, this conversion trend is set to continue.

While copper pipe is restricted to three metre lengths, plastic pipework can be supplied in up to 100 metre sections. Additionally, it is possible to push pre-insulated plastic pipe through long lengths of ducting without having to access or joint it. Claims that plastic pipe 'sags' are also challenged by Roth's multilayer solutions that incorporate aluminium – these give a flexibility to the pipework enabling it to be moulded into the required form without jointing and, once installed,

the plastic pipe remains rigidly in shape.

Endorsing the multilayer plastic pipework solution are companies such as the Saint-Gobain group, a leading industry supplier of valves, pipework and fittings which stocks Roth's pipe systems.

Commenting on the strength of the company's offer, Mike Darvill said: "Multilayer plastic pipework systems are now widely recognised as a flexible, durable and cost-effective alternative to copper. To overcome problems of compatibility between different types of pipe, Roth provides a one-stop solution with an interchangeable portfolio of pipes and fittings - this is a major differentiator and has been key to our success. Increasing emphasis on design and life-cost in the UK means that our product portfolio can be specified with confidence with uncomplicated installation and long-term product quality guaranteed."



Roth selected for Hamworthy commercial solar solution

On the strength of product performance and expertise in the solar market, Roth UK has been selected by Hamworthy Heating to provide solar panels as a renewables option for commercial heating and hot water systems.

Hamworthy cite dedicated technical support, established R&D facilities and a track record providing solar thermal solutions as key reasons for the partnership with Roth. The Roth Heliostar 252 collector selected by Hamworthy Heating features a polycarbonate base that is robust yet lightweight and suitable for production on Roth's newly installed fully automated production line for flat plate collectors.

Roth pipework adopted at prestigious Multiplex development

A pipework contract to supply plumbing materials for residential flats incorporated within the prestigious, nationally renowned Multiplex in High Wycombe town centre was successfully awarded to Roth UK.

The Roth pipework range

Specially designed inline, elbow, adaptor and T fittings, including a plastic or red brass range complement Roth pipework.

New 50mm fitting

A 50mm PPSU fitting added to the Roth range gives customers a flexible, durable and highly cost effective option to copper fittings. As the only company providing this fitting size in PPSU, the solution further enhances Roth's position as innovative providers of quality solutions to the multilayer pipe market.



Roth secures European Saint Gobain agreement

A European buying agreement between Roth Industries and Saint Gobain secures Roth's relationship with the leaders in the design, production and distribution of materials for the construction, industrial and consumer markets. As a result, highly competitive prices and a channel to market has been secured for Roth in the UK via Jewsons, Grahams and Ashworthy.

Steps for success sourcing solar thermal

The trend towards green solutions presents a massive opportunity for solar thermal suppliers and large numbers of companies are offering products, many with very attractive promotions to help clinch the deal.

However, Roth strongly advise that the buyer should beware. It is often assumed that PV systems fall under the umbrella of solar thermal solutions but they are very different. Solar heating systems typically consist of solar thermal collectors, a fluid system to move the heat from the collector to its point of use and a reservoir to stock the heat for subsequent use. From the building's exterior, the visible element of the solar thermal system is the collector panel that doesn't look unlike a double glazed roof window.

Key to sourcing solar thermal products is the technical manufacturing capability of a supplier that provides a total solution. Additionally, solar thermal installations involve complex



technology and even the most qualified plumber needs specific training. The science of solar thermal solutions needs to be understood and, unlike standard window or plumbing projects, this involves

glycol which, in the wrong hands, is a dangerous chemical. It is important to check that installers have been on a training course and that they have a manufacturer's certificate to back up their claim.

NICEIC Training Facility

Roth UK has successfully achieved accreditation as an NICEIC certified solar training organisation. Having offered solar instruction for over three years, Roth UK offers a fully equipped training suite and is proficient in providing guidance to installers. Roth report that the NICEIC is a highly regarded independent body and, as such, is akin to the CORGI standard in the gas industry. With more regulations set to impact installers, people will need independent accreditation and the Roth team are well placed to provide the necessary support.



New high-tech Heliostar flat collector

A key component in Roth's co-ordinated solar package solution is the company's range of flat collectors. New additions to Roth's ready-to-install, customised solar solution are Heliostar 218 and 252 flat collectors.

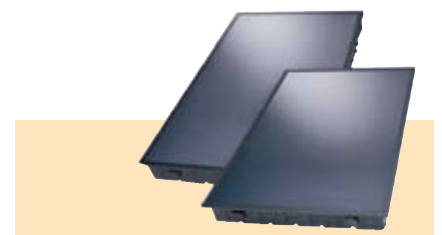
Constructed from a closed polycarbonate base, the Roth Heliostar combines new generation high-tech material with mature technology gained through Roth's lengthy track record in the solar sector.

Commenting on the product development, Mike Darvill, Roth UK's Managing Director said: "Polycarbonate is the ideal insulator – the Heliostar's thick walled case, manufactured from this high-tech material ensures optimal heat storage. In combination with a high performance absorber, the Roth Heliostar guarantees the highest efficiency for decades.

"The material is characterised by its extreme durability, impact strength

and temperature resistance and, with a UV resistant construction, it's ideally suited for outdoor use. Additionally, the Roth Heliostar high-tech material offers long term stability with minimal weight."

Additional advantages of the Roth Heliostar polycarbonate base include permanent corrosion resistance, even in high air pollution or aggressive maritime environments. The collector is produced in one piece and is therefore permanently sealed and the production process requires low energy input which is considerably more environmentally friendly than conventional (aluminium) manufacturing processes.



Europe's first fully automated production facility

Leading the market in innovation for solar thermal solutions, Roth has installed Europe's first fully automated production line for flat plate collectors. The sophisticated, totally automated assembly facility ensures that Roth's exacting quality standards are maintained while production levels are increased to meet the growth in global demand for the company's solar solutions.

The investment, taken as part of Roth's strategy to maintain its leading edge in the production of solar thermal products, combines the company's trademark hi-tech innovation with state of the art materials.

Roth's new Heliostar flat collectors produced with polycarbonate base will be produced on the production line.



Nu-Heat enhances service with Roth solar solution

Having added heat pump technology, including ground source, air source and exhaust air to its renewables portfolio in 2006, Nu-Heat was keen to forge links with a reputable supplier of high quality solar thermal collectors and Roth were top of the list.

Nu-Heat is one of the largest suppliers of warm water underfloor heating systems to the UK domestic market – the company has delivered over 16,000 fully designed underfloor systems to self builders, installers and developers nationwide since 1992. The link with Roth is designed to enhance the service provided to Nu-Heat customers and reinforce

the company's reputation as market leader in the integration of underfloor heating and renewable technologies.

From Summer 2008, Nu-Heat will be offering the full Roth range of flat panel systems to its extensive client base and looks forward to a long and successful association.



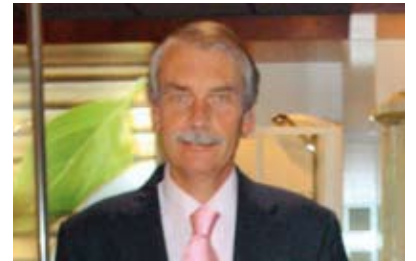
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Roth appoints Sales Manager for Western Europe



Supporting Roth's expansion is the appointment of Jürgen Gerhardt as Sales Manager for Western Europe. The new role confirms the company's long term commitment to the UK and other Western European countries.

With an impressive track record, Jürgen previously worked for over a decade in a senior management position at Buderus, the major manufacturer of boiler equipment and part of the Bosch group.

With a wealth of experience working in the European heating sector, Jürgen's business and marketing abilities are extensive – his language abilities are equally impressive as he is fluent in English, French, German and Spanish.