

DIARY DATES

Exhibitions

Over the next few months you can visit our stand at any one of the following exhibitions, where a selection of our latest 'A' rated 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.

June 2010

Royal Cornwall Show
Royal Cornwall Showground,
Wadebridge
10/06/2010 – 12/06/2010

CIH – Harrogate
22/06/2010 – 24/06/2010

The Southern Homebuilding & Renovating Show
Sandown Park, Surrey
26/06/2010 – 27/06/2010

July 2010

The Great Yorkshire Show
Great Yorkshire Showground, Harrogate
13/07/2010 – 15/07/2010

**Royal Welsh Show – Royal Welsh Showground,
Builth Wells**
19/07/2010 – 22/07/2010

Penrith County Show – The Showground, Penrith
24/07/2010

**New Forest County Show – The Showground,
Brockenhurst**
27/07/2010 – 29/07/2010

August 2010

Anglesey County Show
The Showground, Anglesey
10/08/2010 – 11/08/2010

Keep up-to-date with the daily goings on at Worcester, Bosch Group by following us on Twitter and Facebook



[Twitter.com/heatingyourhome](https://twitter.com/heatingyourhome)



[Facebook.com](https://www.facebook.com/Worcester-Bosch-Group) and search for Worcester-Bosch-Group

JUNE 2010

THE INSTALLER'S CHOICE

Worcester launches new iPhone App and Mobile Website

Environment 2020
Installer Winners

Win an International Football shirt of your choice



FSC POSITION

Free* OFTEC training worth over £500.

Simply purchase any combination of 6 Greenstar Heatslave, Greenstar Danesmoor or Greenstar Camray appliances between May 1st and December 31st 2010 and in return we'll book you on to one of our combined OFTEC 101, 105e and 600a 4 day courses, worth over £500.

For more information about this promotion, please visit www.worcester-bosch.co.uk/oftecpromo or call 0845 313 0058.

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Welcome from Steve Lister

Welcome to the June 2010 edition of Installer's Choice. I'm sure many of you are gearing up for the World Cup this month and looking forward to an exciting summer of football. Unfortunately my home nation, Scotland, will not be there to give England a run for their money but we all wish Capello's lads the very best of luck.

In this action packed issue, we unveil details on our exciting new iPhone applications, we then help you get match fit with details of our training offering in the second instalment of the value added series and we're also

giving you the chance to celebrate the World Cup in style with our football shirt giveaway, what a result!

This month we are also taking a look at the latest developments in the oil-fired boiler market as we profile our factory in Clay Cross.

On page eight we welcome Brian Grey, of Ideal Standard, as our guest contributor.

We hope you enjoy the magazine.

Steve Lister
Sales Director



www.worcester-bosch.co.uk

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Coalition Government Good News For Environment



Matt Cardy/ Getty Images News/Getty Images

The nation is very much divided on Britain's new coalition Government, but one important area which is likely to see real benefit from the Conservative / Lib Dem partnership is the environment, which as a result could be good news for installers.

The manifesto policies of the two parties which make up the new Government offer grounds for optimism within the heating industry and what's more, in the appointment of Chris Huhne as Secretary of State in the Department of Energy and Climate Change, there is a Liberal Democrat who already has a deep knowledge of climate change and heating issues.

However, whilst the UK has a new kind of Government, the same old economic problems exist and it will be interesting to see which Liberal Democrat policies become formal policy, especially considering the national debt and the inevitable cuts the country is facing.

Neil Schofield, head of sustainable development, said: "I am optimistic that some of the key elements will make it through and provide the sort of heating revolution we all want. For example, the Liberal Democrat commitment for a 40% reduction in greenhouse gas emissions by 2020 rising to 100% by 2050 is well above and beyond the current commitment. The Liberal Democrats also promised a better deal on the Feed in Tariff, an acceleration of smart metering installations to be completed in five years, an increase in the Pay As You Save allowance to £10,000 and the reinstatement of the boiler scrappage scheme."

So early indications are that the heating industry could really benefit from the Coalition Government, depending on which policies from each party are made priorities.

Scottish Building Regs Changes

Installers north of the border should be aware that revisions to the Scottish Building Regulations come into force on the 1st October. The Building (Scotland) Amendment Regulations Act 2010 has been anticipated since autumn last year and aims to cut the CO₂ emissions of new properties by 30%.

Instead of focusing on individual elements of a new home; like insulation or boiler efficiency, designers are now obliged to consider the overall energy performance of new builds as an entire package. This 'whole dwelling' approach is carried throughout the new regulations, with minimum requirements for improved back-stops for fabric and services efficiencies, whilst also offering guidance on how to make current buildings more energy efficient.

With the new regulations demanding a massive increase in the use of low carbon equipment, the 2010 act details the main features of all the major renewable technologies and explains potential issues surrounding design, installation and best practice in accordance to the new standards.

Complete technical handbooks detailing The Building (Scotland) Amendment Regulations Act 2010 are available to download on the Scottish Building Standards Agency website www.sbsa.gov.uk.

The Environment 2020 Monthly Installer Winners



Every year since 2000, we have rewarded environmentally conscious installers who work hard to promote energy efficient installations through our Environment 2020 Awards. In 2009, we had a wealth of fantastic installations submitted and our 12 monthly winners will now be judged to see who will be crowned the overall winner. This will be announced at a gala awards ceremony this summer. The monthly winners are:



**JANUARY
DARREN KING**

Darren, a Director at Lewington Heating and Gas Specialists in Market Harborough won his monthly prize for installing a 6kW Greenstore ground source heat pump in a five bedroom detached property in Islip, Kettering.



**FEBRUARY
GARY MEAD**

Eastbourne plumber Gary Mead, who runs his own business - G R Mead Plumbing and Heating Limited - won the February prize for fitting a solar water heating system to heat a customer's swimming pool.



**MARCH
LOYD MOSS**

A recent overhaul of the heating system at the Merchant Taylor School in between rural Rickmansworth and the Northwood borders resulted in an eco award for local installer Loyd Moss and his firm AM Contracting Services Ltd.



**APRIL
TERRY MORGAN**

Terry Morgan, director of Hereford Boiler Services Ltd picked up his prize for fitting four Greenskies solar panels alongside a high efficiency Greenstar oil-fired boiler and a thermal store to heat a garden room and external swimming pool.



**MAY
STEVE LIVINGSTONE**

Steve who owns Nithsdale Plumbing and Joinery, won his prize for installing a Greenstore ground source heat pump, 100 litre thermal store and two Greenskies solar panels on a holiday home on the Island of Coll.



**JUNE
ADRIAN FOSTER**

Adrian of Alcock Heating and Plumbing Co. Ltd won a monthly prize in the Environment 2020 Awards for installing a 9.5kW Greensource air to water heat pump renewable heating system at 'Best View Barn', a converted property which is set to become a highly sought after holiday home.



**JULY
DAVE HILL**

Tamworth installer Dave who runs D Hill Bathrooms Ltd has become a monthly winner in the Environment 2020 Awards for fitting a super efficient heating system with two Greenskies solar panels and a Greenstar boiler at a barn conversion in Atherston.



**AUGUST
ANDY REED**

Andy Reed, plumbing and heating manager at T&D Carter Ltd received the monthly prize for the installation of two Greenstar CDi boilers to provide heat and hot water for 27 bedrooms with en suites in a new extension at Castle Hill House Nursing and Care Home in Bodmin.



**SEPTEMBER
ESAS ALI**

Kent based installer Esas Ali gave the congregation of Winchmore Hill United Reformed Church something to smile about, by upgrading the heating system with a set of Greensource air source heat pumps and was presented with a monthly Environment 2020 Award for his energy efficient installation.



**OCTOBER
CHRIS YATES**

Colwyn Bay installer, Chris Yates, was presented with a monthly Environment 2020 Award for his energy efficient installation of Greensource air source heat pumps at a 16th century home in Cumbria.



**NOVEMBER
DAVID COOK**

Fife heating engineer David Cook hit a hole in one at the internationally renowned Aberdour Golf Club by upgrading their outdated heating and hot water system with a set of new Greenstar 40 CDi boilers to win a monthly Environment 2020 Award.



**DECEMBER
GAVIN EUSTON**

Gavin, owner of Gavin J Euston Plumbing and Heating won a monthly prize in the Environment 2020 Awards for installing 12 super efficient Greenstar boilers in five star luxury log cabins at Eye Kettleby Lakes near Melton Mowbray.

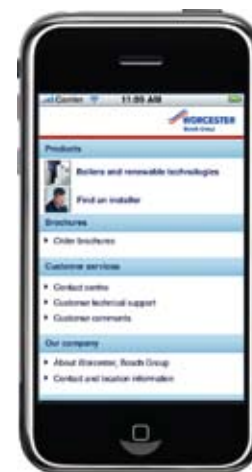
Worcester gets interactive – new iPhone App and Mobile Website



iPhone app



Mobile website



The digital age has seen everyone change their habits – how they read the news, how they shop, pay their bills and even choose a new heating system. As market leader in the heating industry, we place huge emphasis on keeping up to date with the latest trends and we always aim to be at the forefront of new technology. Whether that's within our products or through the communication tools we use to keep in touch with and inform our customers.

We have already established social media platforms on Facebook, Twitter and Youtube which allow us to inform, educate and interact with all of our customers.

We have now moved forward again and developed our very own iPhone application and a mobile website, meaning everyone can access important information from us, on the go, at the touch of a button using their mobile phone.

This year we've become increasingly aware of the importance of having an easily accessible presence on smartphones such as the iPhone, Storm and Android. Many of the installers and specifiers we speak to on training courses and at events now have iPhones in particular, not to mention the take-up of smartphones by consumers.

Many consumers are using their phones to research products and therefore it is vital that we can offer

this service. Our aim is to offer useful advice about products to consumers, as well as demonstrating the peace of mind consumers can enjoy from choosing Worcester.

As a result we have chosen to offer a mobile view of the UK website and to develop an application or 'app'. At the moment both are designed for the iPhone but we plan to increase our presence across other types of phone in the future.

Mobile Features

Both the mobile site and the app are predominantly aimed at consumers, so they are a great tool for you to promote to your customers. However, elements of both will also be very useful for you too.

The iPhone app will comprise of our popular Find a Boiler and Find an Installer searches as well as contact and company information for Worcester. The Find a Boiler tool will allow installers on the go to access information on our boiler range including technical literature and installation requirements.

The app will be free to download from iTunes. The advantage of the Find a Boiler section on the app is that it won't require the user to have a signal - the information will already be there in the app.

The Worcester website contains an enormous amount of information, so the mobile view has been focussed around a product gallery and Find an Installer searches, key contacts and company information. If more information is required a link to the desktop view is available.



We are really interested in hearing from installers about what sort of information they'd like to have on the app and the site in the future. Both the mobile site and app are accessible now, so take a look and tell us what you think on Facebook, Twitter, or by emailing marketing@uk.bosch.com.



Ideal Standard's Marketing Manager Brian Grey looks at the issue of Water Sustainability.

THE IMPORTANCE OF WATER EFFICIENCY



Running alongside the drive for energy efficiency and the reduction of carbon emissions is the drive to reduce water usage. The bathroom industry faces the task of how to produce products that save water yet do not detract from the most basic of needs for good sanitation and comfortable bathing and showering on the other.

Two quotations aptly sum up the entire issue.

National Geographic declared 'All the water that will ever be is now' whilst William Ashworth in 1982 said "As children of a culture born in a water-rich environment, we have never really learnt how important water is to us. We understand it, but we do not respect it."

In other words water is a finite resource. Unlike oil we can't search for and drill for more and we can't invent a substitute quite simply it is man's most basic need. Being such a finite resource and our most precious commodity our society must come to terms with the need to use it wisely, stop wasting it and be prepared in the future to pay more for it. Within the bathroom industry we are dedicated to water conservation

and sustainability and recognise that the second decade of the 21st Century will see us at the forefront of developments to enhance sustainability.

However, our efforts will be in vain unless it is seen as part of a multi faceted approach to the problem that combines product innovation, Government intervention and widespread education.

So what can manufacturers contribute? The most immediate actions involve developing water saving solutions; however we don't believe the industry should be pushing solutions that reduce the performance of bathroom products beyond what is acceptable to consumers.

In recent years a host of efficient fixtures and fittings have become available that greatly reduce water usage without diminishing performance such as low flush WC's, waterless urinals, regulated taps and mixers with spray outlets and low capacity baths.

Water efficient products are however, only one part of the story. The Government needs to play a leading

role in getting the water saving message across to the consumer. Legislation towards new houses is all well and good but consumers need to understand why they need to save water and how they can contribute.

The Government could also take a lead by providing incentives for consumers to change their water guzzling WC's. In the UK it is estimated there are still around 11 million WC's that flush on more than 6 litres of water with many flushing as much as 11 litres of water per flush. Replacing these would save millions of litres of water each year. Making sure everyone is water metered would also ensure all consumers become much more aware of their water consumption levels.

Bathroom manufacturers are working hard to meet legislative requirements such as Part G and the Code for Sustainable Homes but need greater help in educating consumers about the need for saving water.

A finite resource and mankind's most basic need must be treated with far greater respect. Benjamin Franklin said "When the well runs dry, we know the worth of water". We need to change people's perspective on water long before our reservoirs disappear.



Value Added Services from Worcester: **Training**

In the second part of our 'Value Added' series of articles we focus on our multi-award winning training department. Last year we trained 16,000 people, that's more than 60 people a day, every working day of the year and something we are very proud of.

The key aim for our training is to ensure the continued professional development of installers by constantly developing and improving our facilities and courses. Investment in the training facilities at our head office now means the training academy has now become a training village and we also offer more courses than any other manufacturer.

In addition to our headquarters we have training centres in:

- ✦ Bradford
- ✦ West Thurrock
- ✦ Clay Cross (Derbyshire)
- ✦ Bangor
- ✦ Dublin
- ✦ Dunfermline
- ✦ Dundee
- ✦ Aberdeen

We also operate 6 mobile training vehicles, which help us deliver training and product demonstrations in some of the most remote parts of the UK.

With the addition of three new courses for 2010, we now operate 22 different training programmes, including a series of gas and oil-fired boiler training, six renewable courses and additional legislative and qualification based courses.

We also now provide a series of distance learning training options – with course content available on DVDs and online. These include the following courses:

- ✦ Greenstar CDi (gas)
- ✦ Greenstar oil-fired boiler
- ✦ Heat Pump installations

There are plans to introduce a Greenskies solar training course online this summer and later this year our website will be home to an Online Training Academy.

We are dedicated to supporting the next generation of installers through our College Links programme. To date we have donated over 500 working appliances to colleges around the UK and since the initiative was first launched in 1996, we have developed relationships with around 120 colleges and training providers around the country, many of whom visit our training facilities for their own benefit too.

For more information on our training facilities visit www.worcester-bosch.co.uk.

Tamworth installer Dave Hill has won a special eco-award for his work on a barn conversion in Atherston



Hill is on top after Eco Award win

Dave who runs D Hill Bathrooms Ltd has become a monthly winner in the Environment 2020 Awards for fitting a super efficient heating system to the attractive home.

The award was won for the project which saw Dave install two Greenskies solar thermal panels which provide a home with between 50 to 70% of the hot water for free. A Greenstar high efficiency condensing boiler and a host of Worcester, heating controls were also installed to reduce heating bills and carbon emissions.

The new system replaced an old and very inefficient cast iron boiler and an indirect hot water cylinder which Dave's customer has been delighted with. Dave explains: "The homeowner was very interested in renewable technologies and keen to have solar

panels installed in his home. We talked in detail about how to get the best from the new system and since it was completed he has been very impressed with the results."

The award-winning work has won Dave a £500 voucher for a National Trust cottage holiday and a year's family membership to the National Trust.

The Environment 2020 Awards initiative is our annual competition which recognise installers who take an environmentally responsible approach to their work. Dave will now be put forward, along with 11 other installers

selected throughout the year, for the title of Overall Winner which will be announced in spring 2010. If he wins this, he will also collect leisure vouchers to the value of £1,000

The scheme also rewards the artistic efforts of young people up to the age of 16 who have created an outstanding piece of artwork that highlights the need to be energy efficient and addresses the causes of climate change.

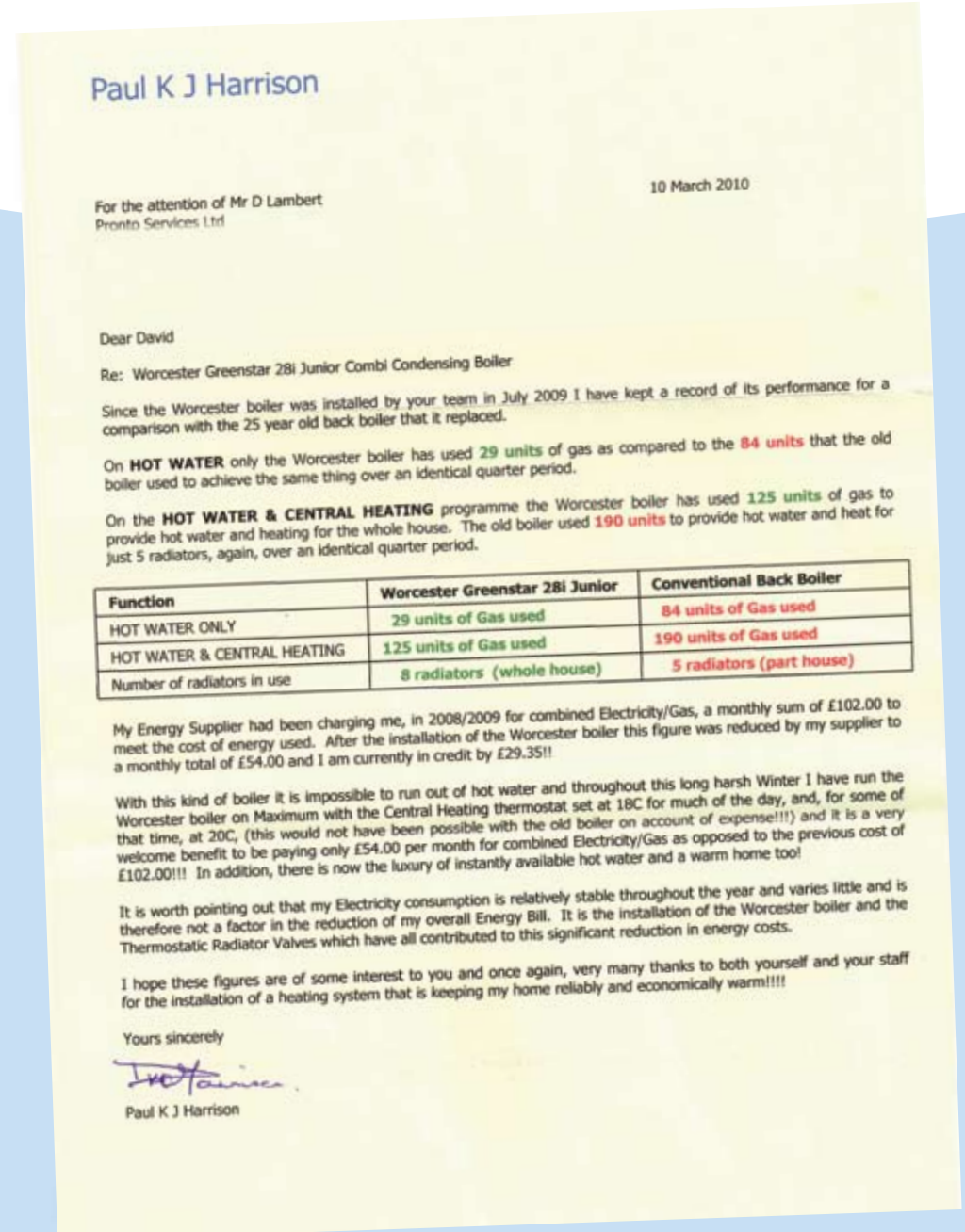
For further information and to download entry forms, please visit www.worcester-bosch.co.uk.

Another satisfied customer

Much like England captain Rio Ferdinand it's important for us to lead by example, show real quality in everything we do and always perform to the highest standards. To help us measure if we are meeting our

goals, Worcester installers regularly pass on positive letters and emails they've received from very satisfied customers and they all help to make the job worthwhile.

Here is a shining example of such a letter which helps to show just how important upgrading an old heating system is. Thank you, Mr. Harrison for taking the time to commend Pronto Services' fine installation.



INSTALLER'S CHOICE

Spotlight

Alun Matthews, AW Matthews (Heating) Ltd.



Alun Matthews, proprietor of the Efficient Energy Centre and owner of AW Matthews (Heating) Limited in Hereford, decided to install a new heating system in his own home, in order to both save money and use the installation as a case study for his website.

Alun replaced his existing SEDBUK, 'D' rated boiler which was achieving levels of 76% efficiency with a Worcester Greenstar 18Ri gas-fired boiler which achieves levels of 90.1%. This change, in itself, by Alun's calculations will reduce his fuel bills by at least 14%.

However, Alun didn't stop there. He also installed two Greenskies FKT solar

panels to maximise solar gain. Alun said: "The results from the Greenskies solar panels are very encouraging. They have certainly outperformed my expectations, giving us all the hot water we need."

Most importantly, Alun now uses his own home as a case study for his company's website. "On the Efficient

Energy Centre's website we detail a month-by-month gas usage for our house, comparing it to the previous 12 month period. Our customers have been very impressed that we are able to show figures of the potential savings, which has given them the confidence to employ our services and invest in Worcester's renewable energy products.



**£500
of free*
OFTEC training
available**



Greenstar oil-fired boiler developments

Over the last 12 months there have been a number of significant developments to our Greenstar oil-fired condensing boiler range. These include the addition of two new wall-mounted boilers and three new external appliances. We've also introduced a host of product enhancements designed to make installation and servicing quicker and easier – and there's more in the pipeline over the coming months.

The new model additions have increased our range to 30 appliances, making it one of the largest oil-fired ranges available in the UK. Our range includes combi, system and regular boilers for kitchen, utility and external use. But the benefits of making Greenstar your number one choice for oil don't end there. For your customers' peace of mind we back all Greenstar boilers with a full 2 year* parts and labour guarantee with the added reassurance of a 5 year* guarantee on

the primary heat exchanger and a 10 year* guarantee on the secondary heat exchanger.

Clay Cross has been our oil-fired boiler 'Centre of Excellence' since 1977 and has experienced considerable investment. Today it boasts not only the latest oil-fired boiler manufacturing technology and processes, but also an award-winning oil industry training academy.

Our commitment to support installers through the provision of professional regulatory training in purpose-built facilities remains strong, with further expansions to take place this year.

It is within these facilities that you can take advantage of the chance to receive £500 worth of free* OFTEC training when you buy one of our Greenstar oil-fired condensing boilers.

*terms and conditions apply



How to qualify for your free* OFTEC training

To qualify, all you need to do is purchase any combination of 6 Greenstar Heatslave, Danesmoor or Camray appliances between May 1st and December 31st 2010. In return we'll book you on to one of our combined OFTEC 101, 105e and 600a four day courses. On successful completion of the course you will have all the OFTEC certifications needed to be fully compliant with the requirements of the Building Regulations.

To download the claim form visit www.worcester-bosch.co.uk. For more information about OFTEC training or other Worcester training courses, please call 01905 752526.



Greenstar gas-fired boiler NOx Levels

We are often asked by installers to quote the NOx levels of our boilers, so to give you all a handy reference guide for these ratings, we have prepared this table (right). This and other technical bulletins can be downloaded from our website at www.worcester-bosch.co.uk/tb.

Gas boiler model	NOx (mg/kWh)	Appliance Class
Greenstar 24i Junior	66	5
Greenstar 28i Junior	66	5
Greenstar 25Si	66	5
Greenstar 30Si	66	5
Greenstar 27CDi combi	33.3	5
Greenstar 30CDi combi	33.3	5
Greenstar 37CDi combi	21.8	5
Greenstar 42CDi combi	21.8	5
Greenstar Highflow 440 CDi	27	5
Greenstar Highflow 550 CDi	27	5
Greenstar12i system	44	5
Greenstar 15i system	60	5
Greenstar18i system	84	4
Greenstar 24i system	66	5
Greenstar 30CDi system	33.3	5
Greenstar 12Ri	44	5
Greenstar 15Ri	60	5
Greenstar 18Ri	84	4
Greenstar 24Ri	66	5
Greenstar30CDi conventional	33.3	5
Greenstar 40CDi conventional	32.2	5
Greenstar FS 30 CDi	33.3	5
Greenstar FS 42 CDi	32.2	5



Brian Murphy, and his team of technical advisors are on the ball this month answering some of the most common questions they've been receiving from installers:

Your questions answered



There has been a lot of talk about Micro CHP Units being manufactured and tested recently, can you explain in more detail how these units work?

Like a boiler, a micro CHP (combined heat and power) appliance serves a heating and hot water system, but at the same time also generates electricity. A CHP unit is sometimes called 'energy recycling' because the same energy is used twice – once for hot water and once for electrical energy.

The CHP appliance we are developing works by using a free piston Stirling engine sealed inside an air-tight cylinder filled with an operating gas. Heat is applied, in this case, by a high-efficiency gas burner, however it could be oil or even solar one day. This is then cooled at the bottom by the circulation of primary heating water, which in turn becomes hot and is conveyed to the heating system. The temperature difference moves a displacer piston up and down and this linear motion drives a 'power piston' up and down.

The power piston consists of a series of magnets which move up and down between copper windings. It is this action which generates the electricity. The principle allows the engine to produce 7kW of heat and 1kW of electricity. Included within the appliance is a 'booster' boiler assembly for times when the home requires 'extra' heat or when a rapid response is necessary. This takes the form of the tried and tested WB3 heatcell found in the Greenstar i, Si and Ri boilers. This boosts the unit up to a total permissible thermal output of 30kW.

The benefit of a Stirling engine is that it generates electrical energy and heat exactly where it is needed, so that no energy is lost during transportation. An electricity-generating Stirling heating system is also very environmentally friendly, as the heat released in the electricity-generating process is almost entirely used for space and hot water heating.



Do you recommend using a de-aerator/tiger loop with your oil-fired boilers?

A de-aerator is one method of overcoming the problems associated with having the oil tank positioned below the level of the burner. If fitted, the outlet of the tank should not be greater than 3.5m below the de-aerator. When fitting a de-aerator with an integral non-return valve to a top feed tank, we would advise removing any non return valves fitted to the suction line in the base of the tank to aid air purging.



Can gas flue terminal clearances be reduced if a plume management kit is used?

If a plume management kit is fitted, the clearance from the air inlet section of the flue to any opening of a building fabric or internal/external corner may be reduced to a minimum of 150mm. This is only acceptable providing the specified clearances to the flue terminal outlet are maintained and the plume kit is still in place.

Note: A flue terminal guard must still be fitted when a plume management kit is used and the air inlet is 2 meters or less from ground level.

Score a free International football shirt for the World Cup!



In keeping with the football fever that's sweeping the nation, this month we're giving you the chance to win an international replica shirt of your choice. So whether you're behind the boys from Brazil, supporting the Spaniards or singing for England, you can follow your team in style with the latest strip of your choice.

To be in with a chance of winning one of five international team football shirts, you need to get top marks in the football quiz below:

1. Which country has won the World Cup the most times?
2. Who scored a hatrick for England in the 1966 final?
3. Which national team are the current World Cup holders?

To enter, simply complete the entry form below and send it back to our editorial office: Installer's Choice, World Cup 2010 Competition, Willoughby PR, 43 Calthorpe Road, Edgbaston, Birmingham, B15 1TS.

Name: _____

Business Name: _____

Business Address: _____

Daytime Telephone Number: _____

Email: _____

Tick box as appropriate:

- I would like to receive further information from Worcester, Bosch Group
 Please do not contact me with further information

Terms and Conditions
 1. No cash alternative
 2. The decision of Worcester, Bosch Group is final
 3. One winner will be notified by the 16th July 2010

Answer:

1. _____

2. _____

3. _____

Keep in touch

No matter where you are based around the country, we have a championship winning team that can guarantee great results.

This month we kick off with the Central team, led by team captain (regional sales director) Paul Soper and team coaches (regional managers) Neil Carter, Paul Jones, Mervyn Thomas and Andy Yeomans.

 Mark Burton Technical Sales Manager, Oil Contact: 07790 489567 Areas covered: CB, CM, CO, HP, IP, LE, LU, MK, NN NR, PE (excl 10, 11, 20-25), SG	 Steve Banton Technical Sales Manager, Gas Contact: 07767 432579 Areas covered: DE, LN, NG, PE 10,11, 20-25	 Steve Cooper Technical Sales Manager, Gas Contact: 07767 432565 Areas covered: BD, HG, HX, LS, WF
 Scott Dunn Technical Sales Manager, Gas and Solar Contact: 07790 488474 Areas covered: HD, S	 Lee Cain Technical Sales Manager, Gas, Oil and Solar Contact: 07790 488601 Areas covered: M, OL, SK	 John Jackson Technical Sales Manager, Oil Contact: 07790 489682 Areas covered: DE, DN, HD, HU, LN, NG, PE 10, 11 20-25, S, SK, YO
 Scott Love Technical Sales Manager, Gas Contact: 07790 489507 Areas covered: HP, LE, LU, MK, NN	 Nicholas Fothergill Technical Sales Manager, Gas Contact: 07767 432572 Areas covered: BB, BL, FY, PR	 Matt McGann Technical Sales Manager, Gas Contact: 07767 432558 Areas covered: B, CV
 Paul Morgan Technical Sales Manager, Gas Contact: 07767 432557 Areas covered: CH1-40, CW, LL, ST	 Walter Lyon Technical Sales Manager, Gas Contact: 07767 432566 Areas covered: CH41+, IM, L WA, WN	 Oliver Reynolds Technical Sales Manager, Gas and Oil Contact: 07767 432570 Areas covered: IP, NR, PE (excl 10,11, 20-25)
 Anthony Roberts Technical Sales Manager, Gas Contact: 07790 489974 Areas covered: DY, SY, TF, WS, WV	 Terry Morgan Technical Sales Manager, Gas Contact Harry on: 07790 489979 Areas covered: DN, HU, YO	 Neil Wootton-Porter Technical Sales Manager, Oil Contact: 07767 432534 Areas covered: WV, WS, TF, SY, ST, LL, DY, CW, CH
 Barry John Wilson Technical Sales Manager, Gas, Oil and Solar Contact: 07790 489791 Areas covered: CB, CM, CO, SG		