

Rapport

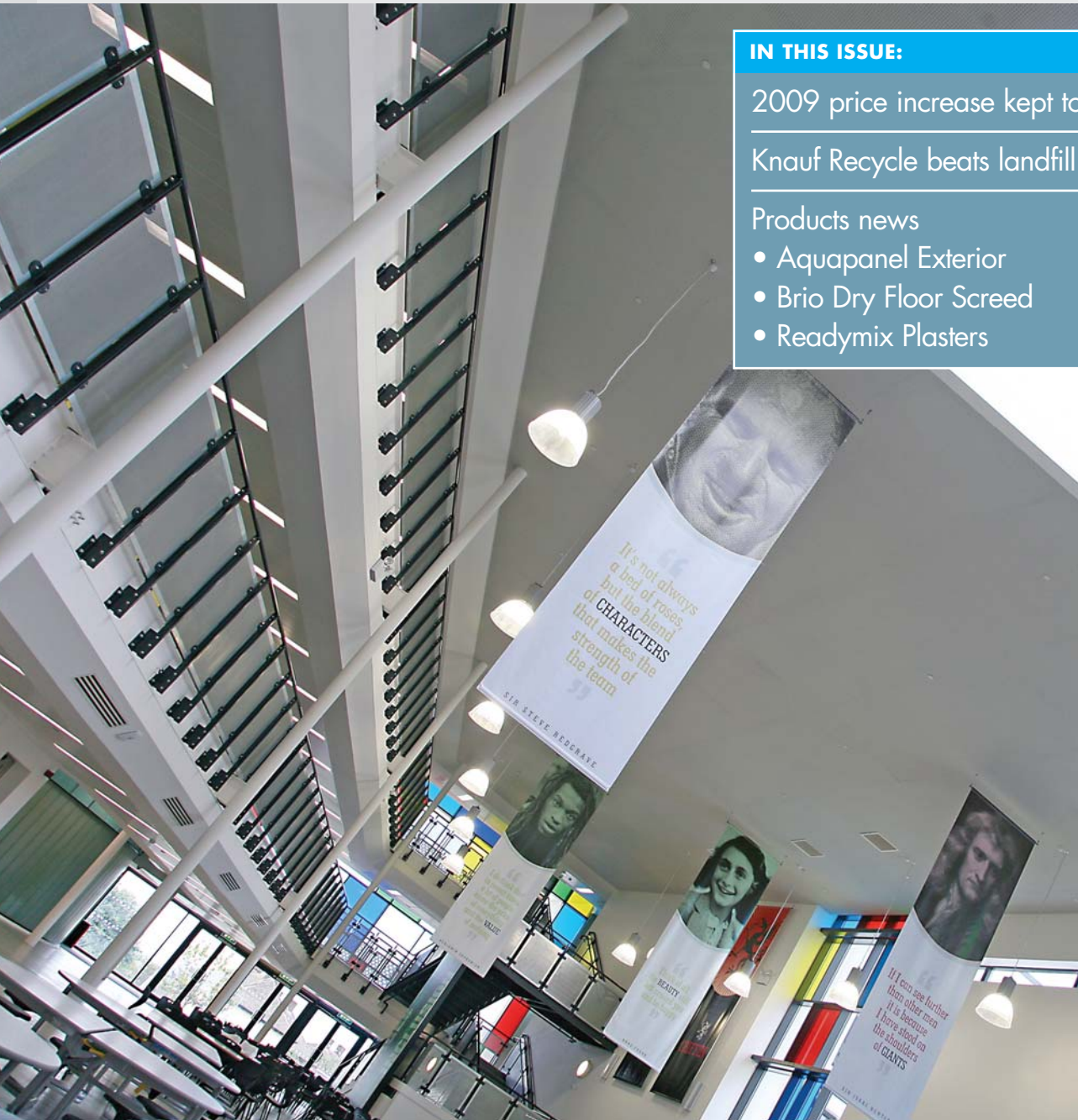
NEWS FROM KNAUF DRYWALL OCTOBER 2008

Mr Joe Bloggs

Branch Manager
Sheffield Insulations Bristol
1 The Street
Town
County AB1 2CD

Please fax back to 01270 824028 if you need to update your details

Name _____
Position/Title _____
Company _____
Address _____
Post Code _____
Telephone _____
Fax _____
E-mail _____



IN THIS ISSUE:

2009 price increase kept to a minimum

Knauf Recycle beats landfill law change

Products news

- Aquapanel Exterior
- Brio Dry Floor Screed
- Readymix Plasters

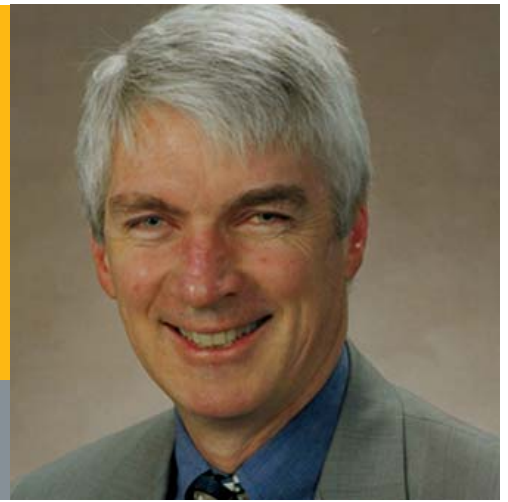
Cover picture:

More than 2,500m² of Cleaneo Apertura perforated plasterboard makes school sound even nicer in the redeveloped Buttershaw Business and Enterprise College, Bradford. The high performance ceiling board helps to control reverberation in the largest spaces of the college and with its unique seamless and borderless finish, it looks good too.

Dear Joe

This is the latest issue of your personal newsletter from Knauf Drywall, containing the most recent figures on our service performance to you, as well as some of the latest media reports. The key news is the announcement that we've kept our 2009 price rise to a minimum. Please ring me for further information on this or any Knauf Drywall systems.

Call me on **07931 441591** if there's anything you need
Your Knauf Drywall Area Sales Manager, **John Smith**



2009 price increase kept to a minimum

Our new price list takes effect on 1 January 2009 – and despite substantial inflation in our costs of manufacturing, we're doing all we can to keep our price increases to a minimum. To help you communicate with your customers, details of the new prices are being made available in plenty of time.

There has been a massive rise in the cost of raw materials and manufacturing and transport costs have risen enormously as a result of high oil prices. These cost increases are on a scale which is impossible to absorb fully in the business, even though we constantly try to keep our costs down through greater efficiency savings.

As a result, we have kept the average price increase on plasterboards, plasters, jointing materials and plasterboard adhesive down to 9%. Aquapanel sees a 10% increase, while the Brio Dry Floor Screed range goes up by 8%. The increase on Cove is 5%.

Prices of our metal products depend on global steel prices, so while world markets remain unsettled, our prices continue to be subject to change at one month's notice. At this stage we are not increasing our metal prices.

The new 2009 Price List is in production and will be sent to you early in November. Please contact us if you need any further information.

Email
kd@web-response.co.uk
for your new price list spreadsheet

Aquapanel Exterior poised to become market leader

Outdoor ceilings and soffits get the indoor look with new Aquapanel Exterior, the versatile cement-based building panel used with timber or steel framing to provide a fast track, all-weather cladding.

This rugged new member of the Aquapanel family is set to become a market leader and a high margin opportunity for builders merchants, along with its full range of accessories.

An ideal substrate for render and other outdoor finishes, Aquapanel Exterior can be used in any exposed environment to conceal unsightly soffits and services – or simply to create a seamless ceiling. Aquapanel Exterior is installed in the same way as plasterboard, requiring no additional skills.

Richard Lord, Aquapanel Exterior Specification Manager, says the new panel can be used for ceilings to exposed balconies, canopies or multi-storey car parks and is ideal for any building environment. It is also used for cladding exterior walls and provides one of the fastest methods of 'closing' a building.

Aquapanel Exterior boards are 12.5mm thick and are available in 900mm x 2,400mm and 900mm x 1,200mm sizes. The 16kg/m² boards are simple to install – just 15 minutes per square metre, screwed to steel or timber.



Knauf Aquapanel Exterior is a non-combustible building panel made of aggregated Portland cement with a polymer coated glass fibre mesh embedded in its front and rear surfaces.

Aquapanel is already well known as the market leading indoor tile backer, and many merchants are already seeing strong sales of this superb alternative to plasterboard in wet areas such as bathrooms and showers. With Aquapanel Exterior the opportunity just got even bigger.

www.knaufdrywall.co.uk



Knauf Drywall to Sheffield Insulations, Bristol: for the period July – September 2008

No. of orders: x

No. of order lines: x

Delivered in full: x%

Delivered on time: x%

Order accuracy: x%

Call 0800 521050 for customer service

Knauf Recycle beats landfill law change

Look out for a change in England and Wales landfill regulations soon – it's likely to affect how you and your customers deal with plasterboard waste. We expect that all offcuts and damaged board will in future have to be separated from other wastes and go to dedicated landfill cells or, preferably, for recycling.

Knauf Recycle is making the change as easy as possible for you and your customers. You can help us – and your customers – by ensuring they know about the new regulation and our recycling service. You might also provide a convenient collection point to help your smaller customers.

Knauf Drywall plasterboards are ideal for recycling. Knauf Recycle collects waste from building sites and merchants' premises, and

sends it to the recycling units at our Sittingbourne and Immingham factories, where the gypsum is blended into the production process.

Since 2005 it has been illegal to send gypsum and high sulphate wastes to landfill with biodegradable material – unpleasant hydrogen sulphide emissions occur as the materials break down. However, while awaiting research on this, the Environment Agency allowed general construction waste in mixed landfills – with up to 10% gypsum or other high sulphate material. We understand that this research is now complete and consultations on its implications are in progress.

For more information, please contact your Area Sales Manager, call our helpline on 0800 0304135 or visit www.knaufrecycle.co.uk



www.knaufrecycle.co.uk



Brio Dry Floor Screed

is developer's hot favourite

Excellent test performance has encouraged a Dorset property developer to make Knauf's new Brio Dry Screed Board the standard flooring to lay over underfloor heating systems in future developments.

Knauf Brio is called the "Dry Screed" board because it is just that – a gypsum fibreboard which can be used as an alternative to wet screed floors. So it's much cleaner and quicker – not only is it much quicker to lay, it's ready for foot traffic in hours rather than needing 28 days curing time like screeded floors.

Knauf Brio is a 1,200mm x 600mm gypsum fibreboard dry screed with four precision

engineered lapped edges to allow boards to be glued and screwed to form perfect joints. Brio boards are ideal for use over underfloor heating systems where their high thermal conductivity allows a quick transfer of heat into the room. Knauf Brio Screws and Knauf Brio Joint Adhesive are required for the system.

This exciting new product provides yet another new profit opportunity for merchants.

Developer Lomand Homes trialled it in a new apartment building at Weymouth, in constructions that comfortably exceeded requirements for airborne and impact sound reduction. Director Mark Coleman says: "I have been very pleased. It will be my first choice in future developments."

Call 0800 521050 to place your order

Readymix Plasters

give hotel a deluxe finish

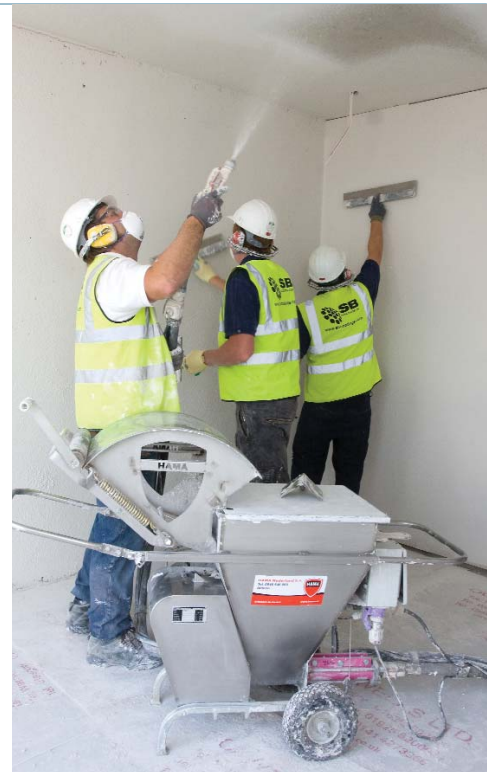
Readymix Plasters for machine application give the art of finishing walls and ceilings a fresh boost of speed and efficiency. One of the first UK sites to benefit is the new four star Deluxe Hilton Hotel in Reading's Southside, where all 198 guest rooms were spray finished with our Readymix Plasters in just eight weeks.

New Knauf Plano and Knauf Deco are set to become fast moving products, and ideal for merchants as machine application becomes the norm. The new products are purpose designed for machine application on fast track building projects and are supplied in 25kg bags, pre-mixed to the correct consistency for spraying.

Leicestershire based SB Coatings UK completed 24 guest rooms per week at the new Reading hotel.

Matthew Smith, Sales Director of SB Coatings, says: "We are using Knauf Readymix Plasters on blockwork and plasterboard walls and concrete soffits. Everyone who has seen the result is most impressed – the plaster looks like it's already been painted." BAM Construction Project Manager Tony Hardy says: "This is a great solution for modern building – it's fast, economical and clean. The finish is excellent."

With Knauf Readymix Plasters, a three-man gang can complete around 1,000m² per week – and finished surfaces can be emulsion painted after just 24-48 hours.



More info: fax this form to **01270 824028** to amend your details or to request further information

Please send me further information on:

Tick here if you would like someone to contact you:
 Please give details:

Name _____
 Position/Title _____
 Company _____
 Address _____

 Post Code _____
 Telephone _____
 Fax _____
 Email _____

KNAUF DRYWALL

Knauf Drywall
 PO Box 133 Sittingbourne Kent
 ME10 3HW
 Literature Hotline: 08700 613700
 Email: knauf@knauf.co.uk
www.knaufdrywall.co.uk