

DAKEA CASE STUDIES

**ORANGE REVOLUTION
IN REALITY**



Roof windows for **smart professionals**

ROOF TOP SUCCESS FOR RESIDENTS AND ROOFERS IN DENMARK

Renovators of a block of detached residential properties faced an interesting challenge recently.

THE PROJECT



**200
PROPERTIES**



**20
MONTHS**

Out of these there was 78 of the homes with rather dated and dark bathrooms in the middle of the house where there were no windows or light from outside.

How could the renovators modernise and update the bathrooms, whilst also improving ventilation and light but on a modest budget and as part of their overall roofing renovation?

THE ANSWER TURNED OUT TO BE RELATIVELY SIMPLE

They installed Dakea roof windows (KPV B1000 in M4A) in to the flat roofing using the Dakea flashing (Dakea KSF M4A). The windows were also fitted with an electric opener (AMC 100) making them easy to use.

The whole project couldn't have been simpler or more successful. With their new windows, the bathrooms looked brighter and more modern and ventilation was instantly improved. The residents were delighted with their new look and feel bathrooms and the installers were delighted to complete the project on time and with such great results. Thanks to Ginnerup A/S, Bygma and Dakea the whole project was a win, win.



before/ after



Installation took place in 78 homes



Natural light and ventilation significantly improved the interior



Electric opener allows remote control of airflow from the outside

PRODUCTS USED



KPV M4A B1000



KSF M4A



AMC 100

COOPERATING COMPANIES

builder merchant



installer



LOCATION

Solsikkevej 2,
7800 Skive
Denmark



HOUSEBUILDER MAKES THE SMARTER CHOICE

North East based roofing company Roof Trust has opted for the Dakea Ultima roof windows to ensure high quality installations on a number of residential refurbishment properties. Easy to install, ULTIMA windows provide a range of benefits for the homeowner, including reducing external noise by as much as 50% when compared to other standard windows on the market.

PROJECT ULTIMA



**50% LESS
EXTERNAL NOISE**
IN COMPARE TO OTHER
STANDARD WINDOWS

ROOF TRUST A FAMILY RUN ROOFING BUSINESS,

selected Dakea products - including the innovative Ultima - for three separate refurbishment installs within the Newcastle area after discussing its requirements with local supplier Rinus Roofing Supplies in Sunderland.

David Bruce, managing director of Roof Trust said:

When looking at the options on the market we were keen to find a manufacturer whose products would meet the homeowner requirements as well as provide a simple installation.

Dakea ULTIMA has a range of benefits for the homeowner. The Comfort Glass technology features two double-action layers designed to protect properties from solar gain during the summer and retain warmth in winter - reducing household energy bills throughout the year.

Also featuring Titan Glass, Ultima delivers exceptional energy efficiency with heat loss performance of just $1.2 \text{ w/m}^2\text{K}$. In addition, the insulated glazing unit is filled with krypton which conducts 46% less heat than the more commonly used argon. ULTIMA also shields impressively against the effects of ultraviolet (UV) light by blocking up to 95% of harmful UV rays.

David continued:

Dakea ULTIMA also helped us to resolve some key installation challenges. A common issue on-site is not having the correct fixings and components available and this slows the installation process. With Ultima the correct screws are always provided within its window installation set. It sounds simple but not all manufacturers provide them and this, together with the easy to use tile flashing, makes a huge difference to overall ease and quality of the installation.

The low maintenance ULTIMA is supplied with a market-leading 20-year warranty and is supported by Dakea's 75 years' experience in roof window design, manufacturing and innovation.

David concluded:

We always recommend Dakea windows to our customers as they're so versatile, in addition to generating impressive cost savings.



ULTIMA is supplied with a market-leading 20-year warranty

We consider Dakea windows our number one choice as they provide a great aesthetic for our homeowner clients and fit brilliantly within any frame during install, which underlines their flexibility. The handles featured at the bottom of the Dakea ULTIMA window also allows users to reach and open them far easier, overcoming accessibility challenges for customers.

With further installations of Dakea windows planned for the future by Roof Trust, David and the company remain committed to utilising the exceptional benefits from Dakea to provide a future-proof solution.



ULTIMA delivers exceptional energy efficiency with heat loss performance of just $1.2_{\text{w}}/\text{m}^2\text{K}$

Dakea flashing are compatible with all the most common roofing materials used in the UK



David Bruce from Roof Trust makes ULTIMA his first choice



For more information on Dakea and its innovative product portfolio visit www.dakea.com.

To find out more about Roof Trust visit www.rooftrust.org

PRODUCTS USED



KEV S6A B1210



KSF S6A

COOPERATING COMPANIES

Builder merchant



Installer



LOCATION

Sunderland
United Kingdom



A ROOF FOR PIŁA POLICE ACADEMY'S NEW DORMITORY

Beneath an enormous plain-tiled gable roof, several dozen roof windows have been installed in a loft space that will provide accommodation for the police officers of tomorrow.

THE PROJECT



**67 ROOF
WINDOWS
USED**



**3
MONTHS**

Piła Police Academy has been planning the construction of its new dormitory for a long time. The facility needed to be architecturally compatible with the academy's existing building, which dates back to the 19th century and is a protected historical structure.

THE ROOFING CONTRACTOR

In the case of large facilities like this one, which require the work to be carried out by a company selected on the basis of a public tender, the key criteria to be taken into account in the selection process are the cost of the work and the materials to be used, as well as the quality and warranties provided. Another important factor was the reputation of the contractor and subcontractors responsible for finishing work on the different elements of the building.

One of the subcontractors is Piła's own Janusz Wacek, who started his own roofing company in 2000. Four years later, his wife Monika founded the roofing wholesaler Eurodach. The couple's companies soon joined forces, and today provide comprehensive sales and installation services for roofing of all kinds, for industrial and residential buildings as well as for large public projects.

They are also active in the field of roof window sales and together employ around 50 people, around half of whom make up the members of 5 roofing teams.

Its comprehensive approach, professional service, and the trust that Janusz's company has gained over many years of collaboration with its main contractor, Pil-Building, meant that it was entrusted with both building and covering the roof, in addition to the installation of the roof windows.

THE FACILITY

The facility is a sizeable five-storey accommodation block built in an L-shape over an area measuring more than 7,000 square metres. Its close proximity to the police academy, which is a protected historical building, placed strict requirements on both the architects and the contractors with respect to the building's architecture and the choice of materials that could be used in construction. The new facility needed to be compatible in style with the neighbouring academy, and its design approved by the Piła Branch of Poland's Regional Monument Conservation Body.

The dormitory building can accommodate up to 386 students. Adding the loft space will increase this number by 73.

ROOF STRUCTURE AND COVERING

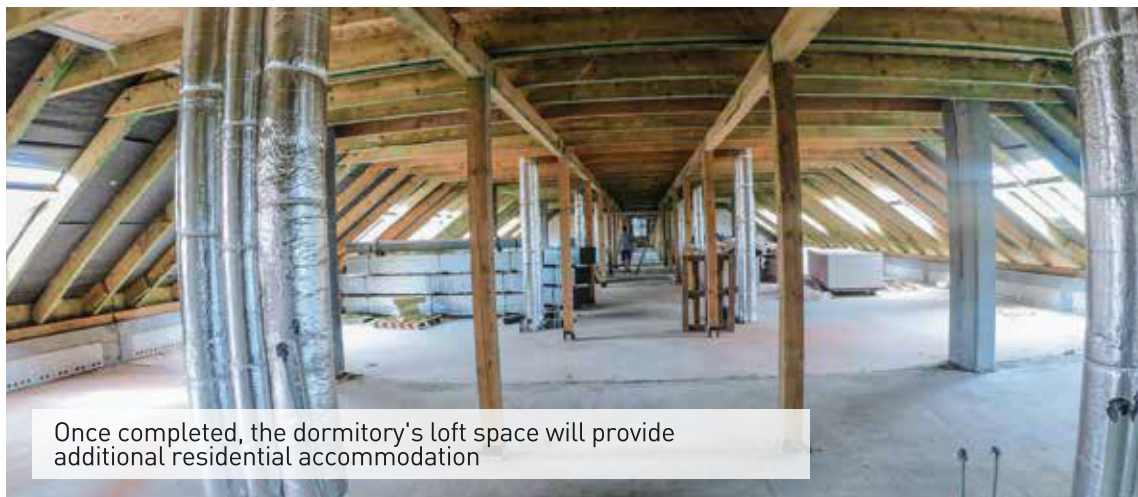
The roof is fitted with around 80,000 plain tiles from Creaton with titanium-zinc sheet metal. Work on the roof took around 3 months and was carried out by a team of between 10 and 15 people. A standard gable design reinforced with collar beams, the building's roof is a fairly simple one. Nevertheless, the rafter framing process represented a great deal of work; this was due chiefly to the area involved, with no less than 90 m³ of timber used in the structure.



This space will soon be filled by rooms for 73 police academy students



The roof has been fitted with 67 triple pane Dakea Better Energy windows



Once completed, the dormitory's loft space will provide additional residential accommodation



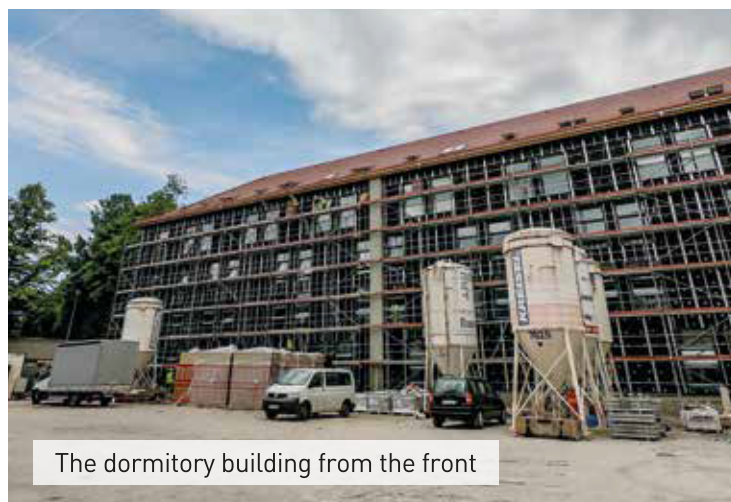


The new dormitory building during construction work - the rear of the 19th-century building is visible on the left.

ROOF WINDOWS

Among the many roof windows available on the market, Dakea Better Energy triple pane windows have proven to be the best choice. A total of 67 of these windows have now been installed in the roof of this new public project. Fitting a loft space with roof windows provides the users of the space with a range of benefits. Access to natural light and fresh air brings positive health effects and helps to reduce humidity levels, minimising the risk of harmful mould growth.

Creating a loft space significantly increases a building's residential area, and adding roof windows using a well-planned layout serves to optically enlarge the space. It is worth adding that the windows also provide a wonderful view of the sweeping riverside boulevards beyond, which the building's new inhabitants will soon be able to enjoy for themselves!



The dormitory building from the front



Janusz Wacek, owner of contracting company



The view from the windows of Pita Police Academy



The head of the contracting company checks that the windows have been correctly installed



The owner of Eurodach in his office

PRODUCTS USED



KAV M8A B1500



KUF M8A

COLLABORATING COMPANIES

wholesaler



contractor

ZBH Janusz Wacek

LOCATION

**Plac S. Staszica 7
Pita
Poland**



THE POWER OF PARTNERSHIP

Beesley and Fildes



RESOURCES



TOOLS



TRAINING



BENEFITS

By developing a strong relationship with key manufacturers, merchants can take advantage of access to resources, tools and in-depth product training for their teams. Importantly this can have a significant impact on customer satisfaction and in turn the profitability of the business as a whole.

Despite technological advances driving a rapid expansion in both the volume and availability of product information, the relationships between the customer, merchant and manufacturer have never been more important.

Merchants are ideally placed to offer the best possible advice to customers looking to meet a particular project requirement. By ensuring that staff are well informed and knowledgeable about the product range merchants can provide superior customer service and create a point of competitive advantage. One of the best ways to establish a strong base of product knowledge is by forming a collaborative relationship with product manufacturers.

The positive partnership that Builders' merchant Beesley and Fildes has built with leading roof window manufacturer Dakea provides an excellent example of the benefits of such an approach.

The merchant has been able to develop its business growth and enhance staff product awareness.

Beesley and Fildes has nine branches across the UK's North West with its head office located in Huyton near Liverpool. Ian Carr, the merchant's Roofing Products Manager was intent on finding more partners presenting a cost-effective and innovative product range suited to his business offering.

With more than 75 years' experience in roof window design, manufacturing and innovation, Ian felt partnering with Dakea - part of the world's largest roof windows manufacturing company, VKR Group - would present a natural progression for his business.

Ian said: "I am delighted with the support we've received from Dakea. This is particularly thanks to the company's area sales manager Chris Phillips who in a short time period, has delivered staff training, developed the team's knowledge on tiles and roof windows, and provided various informative point of sales materials and price guides."

Receiving product comparison and price overview tuition from Chris, Beesley and Fildes team members have been able to gain a simple yet wide-ranging sales training platform, which will prove valuable for each of the merchant's offices and individual colleagues.

Chris said: "The training allows merchant staff to become well informed on our product range and then impart this crucial knowledge to customers."

In addition, Beesley and Fildes benefits from the Dakea Online Toolkit, which provides vital sales support. This features downloadable Dakea product graphics, including logos, pictures and banners, tailored to increasing brand awareness, which can be hosted on the merchant's website. In addition, the Dakea Online Toolkit also contains various electronic product pricing sheets, alongside guidance on how to optimise

content and generate traffic to both Dakea and the merchant's own websites, to help drive sales.

Ian commented on the Dakea products, adding: "With an impressive 20-year guarantee, free installation accessories such as the insulation foam collar and the underfelt foil collar, we're really excited about selling Dakea products. As part of its comfort accessories range, we've also been able to utilise Dakea Venetian blinds to accompany Ultima roof windows."

One of the key products in Dakea's range is its Ultima roof window. Utilising innovative technology, it can reduce external noise 50% more effectively than standard roof windows. Ultima significantly mutes impact sounds such as rain or hail and external sounds including traffic.

Featuring comfort glass technology, the unit also shields against ultraviolet (UV) light and is capable of reflecting 95% of harmful UV rays. Thanks to two low emission double-action layers, Ultima is also engineered to ensure properties remain cool during the summer and retain warmth during winter time - reducing household energy bills as well as protect furniture and interiors from fading. In addition, its Titan Glass glazing also makes it maintenance free and provides a higher level of protection against heavy impact or glass breakage than that of a standard window.

Ian continued: "We've had a lot of the Ultima roof windows in stock and since stocking the range, we've had a 15-20 per cent increase in



Beesley and Fildes premises with Dakea banner on the fence

sales of roof windows. With a quick next day delivery time alongside its series of innovative noise and structural benefits, Ultima has so many great attributes that it's an easy sell to customers across all our branches."

Furthermore, with forthcoming technical training scheduled for Beesley and Fildes staff - including using online training tools such as the Dakea Academy - Ian remains highly optimistic his staff members will continue to build on their incredibly positive relationship with Dakea and its impressive product range to enable further business growth.

A strong collaboration between merchant and manufacturer has benefits for all parties.

A well-informed merchant team will be better placed to recommend the right product, installers receive the best advice based on full and in-depth knowledge and this in turn improves the satisfaction of the merchant's customer base and helps grow the business.



Utilising innovative technology, Ultima roof window can reduce external noise 50% more effectively than standard roof windows

COOPERATING COMPANIES



BEESLEY & FILDES LTD

Builders, Plumbers, Roofing and Timber Merchants

LOCATION
United Kingdom



STRONG SALES WITH DAKEA'S SUPPORT

Stormspell merchant



ADVICE



TRAINING



SUPPORT



KNOW-HOW

Dakea is working closely with Stormspell, providing a range of sales and technical support to drive sales of its roof window products.

Established in 1999, Stormspell supplies top quality roofing supplies and materials to its large customer base - a mixture of both the trade and general public. With branches in both Southport and the Maghull area of Liverpool the merchant is able to supply to the whole of the North West.

An important part of Dakea's strategy is to ensure that its merchant partners, including Stormspell, are consistently kept updated with the most recent marketing and point of sales materials.

"Dakea always provides us with quirky, eye-catching marketing materials, outside of the norm," - says Gareth Hughes, Branch

Manager for Stormspell. "For example, they've sent us branded signs that hang from the roof of the store, that read, "Took ages to hang this sign. Luckily Dakea windows are quick to install." - things like that make our customers laugh and take notice. We've had plenty of attention from not just our client base, but other manufacturers' representatives have also praised the merchandising and how it's laid out.

"Dakea keeps us updated consistently - and the area sales manager, Christopher Phillips has visited the branch several times to check we have everything we need. The merchandise also comes with the benefit of being really easy to display with Dakea's guidance - which is important when we're so busy."

Gareth says the merchandising has led to more enquiries about the Dakea brand and products - which regularly results in a sale. Stormspell's most popular selling window is the Better Safe window, which provides excellent energy conservation performance, safety and comfort.

"As roofing specialists, customers frequently come to us for advice so making sure our team has extensive product knowledge is important. Dakea has provided us with online training on its products and we were also able to receive training on the Dakea demonstration truck during its roadshow across the UK.



Dakea stock in Stormspell

"The online training provided a degree of flexibility to allow our staff to fit it in around the normal operation of the branch. This was then supplemented with hands on training when the Dakea truck visited us back in 2017."

"Dakea's technical team is always available to help with customer queries, such as when we had to source a flashing kit for an unusual tile. This level of support, the impressive merchandising and the quality of the Dakea products, has meant a positive impact on the sales of the products. We are happy to observe a continuous growth in sales."

Christopher Phillips, Area Sales Manager for Dakea said, "We value our merchants, as they are the first point of contact for the majority of our client base. Stormspell is a very reputable merchant and we supply a package of support and technical know-how to ensure they can confidently talk about the product and help drive sales."

"Once the product is sold, our support does not end there – we offer comprehensive customer support throughout the supply chain, to give merchants and end users complete peace of mind."



Dakea banner in the warehouse

**COOPERATING
COMPANIES**



LOCATION
United Kingdom



ENERGY EFFICIENT HOUSING IN THE NETHERLANDS

Bloemendal Bouw project



**230 ULTIMA WHITE
ROOF WINDOWS
INSTALLED**



**97 APARTMENTS
TURNED INTO
ENERGY EFFICIENT
BUILDINGS**

THE ERA OF GREEN BUILDINGS

Due to new regulations and the fact that the Netherlands want to reduce gas usage to zero by 2050, more and more homeowners in the country are starting to invest in buildings that will be environmentally sustainable, by installing a green electricity source. It has also become increasingly important to choose materials that will insulate the building and help to boost energy efficiency by keeping the heat circulating within the house.

This energy self-sufficient housing is a trend that influenced Bloemendal Bouw and their project to renovate 97 houses and flats located in Leusden, NL. All of these buildings were renovated using materials that will help keep heat loss to a minimum and so that they are in line with the new regulations. This could also help to lower heating bills for future owners.

BLOEMENDAL BOUW – A CONSTRUCTION COMPANY DRIVEN BY INNOVATION

The company was founded in 1961 and became Leusden's best-known contractor. In 2003 it was taken over by Bert Boeijink and Jan Costa, with the aim of constructing high-quality buildings. The projects carried out by them now are mainly renovations and new builds, such as houses (both traditional and energy neutral), schools and hospitals. The company also has a lot of experience in refurbishment, maintenance projects, technical installations and energy-neutral renovations. With this set of skills, industry knowledge and their business experience, Bloemendal Bouw is the perfect choice for any project involving advanced construction techniques.

THE HAMERSHOF PROJECT

The planning for the Hamershof project started in 2015. It's a shopping centre built in the 80's, with flats situated above the stores. From the beginning, there was no doubt that the renovation would have to be executed in a way that would make the apartments and housing energy efficient.

This has now been achieved thanks to 20 solar panels installed on each roof, enabling warmth pumps to deliver heating and warm water. The properties are also now perfectly insulated.

Bloemendal Bouw make the prefabricated elements in their factory, which means that all components required to construct the roof are brought in pieces to the site and installed there.



Dakea Ultima White installed in one of the bedrooms



One of the energy efficient houses in Leusden



This is both cost effective and ensures timely installation. In addition, all the elements are tightly sealed, which could not be done with as much precision on a construction site. It also keeps heat loss to a minimum.

ROOF WINDOWS FOR SPECIAL REQUIREMENTS

It is very important to have the right partners on board when it comes to such a complex project. The expectations for the roof window supplier was to come up with a solution that would be the best fit for the surrounding environment, the specific housing requirements and that would blend in to an area of existing buildings.

Jan Costa, CEO of Bloemendal Bouw, "Dakea provided us with the best solution for this project - Dakea Ultima. To be honest, at first I was a little sceptical as I didn't know the brand. But after the introduction I have realized that Dakea is a part of the VKR holding and I was immediately reassured that it would be a good match for the challenges in this project. And after the installation of a demo house, everybody was on board when it comes to this choice".

This decision was backed up by a 20 year guarantee, which gives peace of mind to the VVE and the homeowners, as well as Bloemendal Bouw (especially as the project and renovation will be completed within 12 months).

When it comes to the roof windows, apart from the high-quality that Bloemendal Bouw is used to, it was also important that air leakages and any other issues were kept to a minimum. The insulation values needed to be outstanding to keep as much of the generated energy within the house. The installation process also needed to be intuitive and smooth, without issues that could increase installation time. Last but not least, due to the fact that these houses are situated in a noisy city centre and have warmth pumps that generate a little bit of noise (with the bedroom just below), noise reduction was crucial for the contractor which is why Ultima was considered the best choice. 230 windows will be needed in order to complete the project, mainly in size U8A (134x140), to bring as much light as possible into the living areas. Smaller windows (C2A) will be installed in the bathrooms.

'0 ON THE METER'

"Bloemendal Bouw is a leader and specialist in building and renovating buildings in the most durable way, they can provide total solutions which helps in the total renovation plan for the Hamershof project."

- project manager Wim van Dijk said proudly. Although every project has its own plus points, whether it's a restoration, new build or renovation, this specific project has been particularly special for van Dijk as it shows just how far ahead Bloemendal Bouw is when it comes to making homes '0 on the meter'.



Bloemendal crew preparing the prefab



Each element is tightly sealed to provide maximum robustness to the construction

DAKEA ULTIMA

Innovative noise reduction system, which mutes up to 50% of traffic and rain noise.

Superb energy efficiency of 1.2 W/m²K is provided by outstanding glazing with two low-emission coatings and a krypton filling. The pane preserves heat in winter and protects against it in summer. Additionally, it blocks 95% of the UV radiation to prevent colour fading. For care-free maintenance, the external pane has a self-cleaning coating.

Dakea Ultima is reinforced and resistant to category II hurricanes. Its external pane is extra thick and toughened and the internal one is laminated to ensure full impact protection and a lifetime warranty against hail.

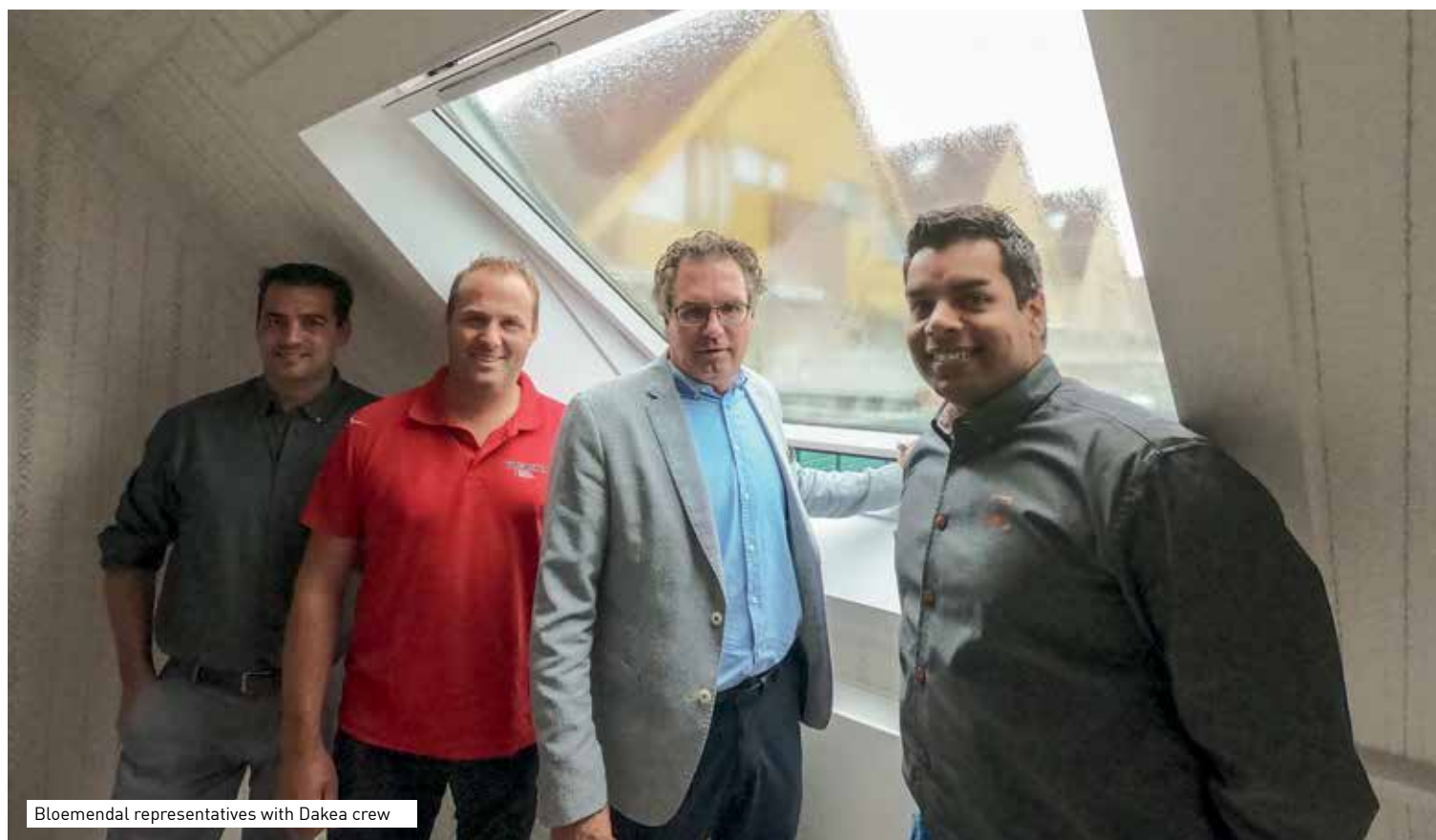
We are so certain of the high quality of our windows, that we give them a 20 year guarantee - the longest guarantee on the market, with no registration requirement.



Dakea Blackout blind (DUR) being installed, so the future owners could control the light in their bedroom



Project manager checks on the blind functionality after the installation



Bloemendal representatives with Dakea crew

PRODUCTS USED



KEV B1200 U8A & C2A



KUF U8A & C2A



DUR

COOPERATING COMPANIES

BLOEMENDAL

- BOUW b.v.
- TECHNIEK b.v.
- ONDERHOUD b.v.

LOCATION

Leusden
Netherlands



BARN CONVERSION IN LANGFORD BARTON

Builder's Merchant - Jewson Ivybridge

When property owner, Richard Prowse, required versatile roof windows, that were simple to install for his barn conversion property, Dakea's Better Safe PVC windows were the ideal solution.

Located in South Devon, the property is a large two storey building located in scenic countryside. To improve the already impressive property, Richard wanted to extend the building to include a large kitchen.

"The project started off as a simple kitchen extension but after some consideration we decided to add a gin distillery to the project too," commented Richard Prowse, property owner. "The quality of light was very important to the job and we wanted the sunshine from the North to flood the kitchen. This entailed adding some extra windows to a room that already had seven meters of bi-folding glass to the front."

Richard decided that installing a roof window would be the best solution. As such, he selected Dakea's Better Safe PVC windows, which were ordered through Jewson's Ivybridge branch.

With its toughened external glass and laminated internal glass, the Dakea Better Safe PVC is easy to clean, resistant to damage and low maintenance. The windows have a ventilation valve and a handle with two extra locking positions, making it ideal for the large kitchen, an area of high humidity. Extremely versatile, the product provided the open

and self-closing function required for the project and was simple to install. Furthermore, the window has an impressive 20-year guarantee.

Installation of the PVC roof windows was relatively simple, Richard highlights, "the windows are easy to install, in fact the only thing we had to work out was where the beams and rafters were coming down; and we had to adjust them slightly with the windows that fitted in there. They were braced up slightly so there was a slight bit of discussion with the structural engineer about making the rafters further apart."

"The service on this project has been very good, we haven't had any problems, but I felt that if at any time we needed any help, the sales rep would have been there. Dakea even came to the site a couple of times to check everything was progressing well – it's all been superbly done."

On the ordering process itself, Steve McEvoy, Branch Manager at Jewson's Ivybridge branch in Devon, commented: "It was so easy. I only had to make one phone call to the sales office and the price and delivery time was given to me straight away."

"We used Dakea for the first time on this project and the service we received was second to none – we would definitely use Dakea again."



Dakea's Better Safe PVC Windows, installed at a residential barn conversion in South Devon.



Dakea's Better Safe PVC Windows internal view – specified for its ventilation valve and two extra locking position, ideal for areas of high humidity.



Dakea's Better Safe PVC Windows have toughened external glass and laminated internal glass, making it easy to clean, resistant to damage and low maintenance.

PRODUCTS USED



KPV M4A B1000

COOPERATING COMPANIES

JEWSON

LOCATION
United Kingdom



HOUSEBUILDER MAKES THE SMARTER CHOICE

Builder's Merchant - Jewson (Stockport)



TOOLS



BENEFITS



HERITAGE

David Ellerby, a National House-Building Council (NHBC) registered housebuilder based in Cheshire, turned to Dakea when seeking a roof window for his four-bedroom detached properties in rural Wilmslow. Heat insulation and energy efficiency were influencing factors in his specification, as the high quality properties are surrounded by open, picturesque farmland.

David Ellerby said, "to gain a better understanding of the options available, I visited my local Jewson branch in Stockport. Its team introduced the Dakea brand and the company's heritage as part of the roof window manufacturing, VKR Group."

David specified the Dakea Ultima for his properties after Jewson arranged a meeting with Dakea sales representative Christopher Phillips.

David continued, "the Ultima offers features and quality that are easily comparable to triple glazing – at a fraction of the weight and a cost competitive price. With a U-value of 1.2 W/m²K resulting in superior heat insulation, the Ultima will improve the properties' energy efficiency and ensure a

comfortable indoor temperature all year round."

Containing Comfort Glass technology, the pane shields against ultraviolet (UV) light, reflecting 95% of harmful UV rays. This unique glazing construction also ensures properties are kept cool during the summer and warm during winter, to reduce household energy bills.

Simple and easy to maintain, the Ultima also incorporates Titan Glass. This exterior titan dioxide coating breaks down organic materials, allowing it to be washed away by rainfall – significantly reducing the need for manual cleaning.

The Ultima is also supplied with a transferable market-leading 20-year warranty.

David added, "the warranty provided with the Ultima gives real peace of mind to both housebuilders and customers - with its lifetime warranty against hail damage offering confidence and protection long after the property has been purchased."

With the first phase of the development complete, Mark Backhouse, a roofing contractor with more than 35 years' experience, has currently installed 10 of the 20 Ultima windows specified for the project.

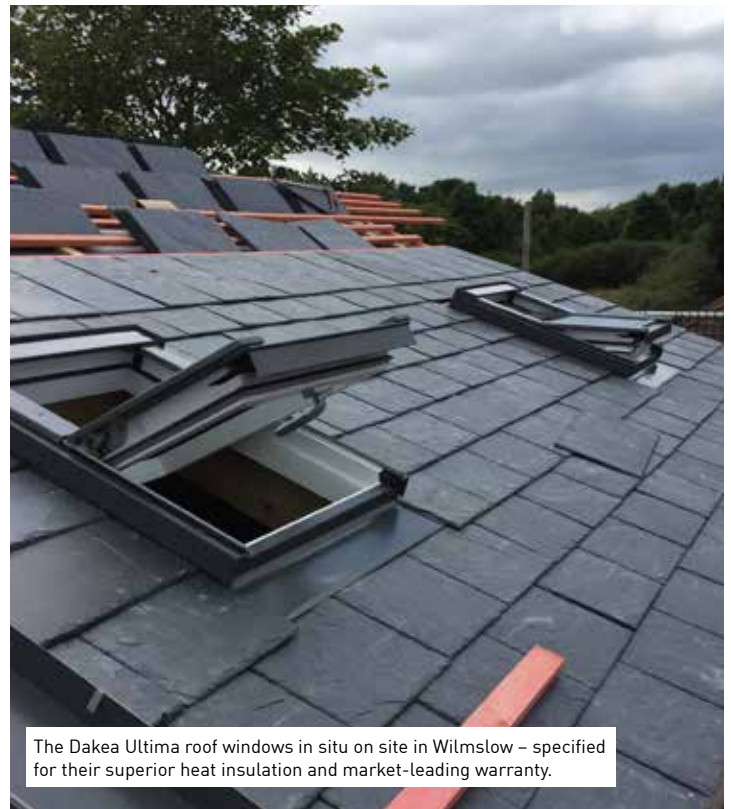
Mark Backhouse said, "this is the first time I've installed Dakea Ultima roof windows – and it was a easy and quick process. By using the Ultima's free Insulating Foam Collar and Underfelt Foil Collar (RUC) accessories, every installation is completed to a high quality and offers a great finish."

These tools ensure the roof is protected with a secure and weather-tight installation, and significantly reduces the potential for cold draughts and water ingress.

Christopher Phillips, Area Sales Manager at Dakea said, "The Ultima roof window is ideal for housebuilders looking to future proof their properties and add value for their customers".

"With a U-value lower than both European and UK requirements and a 20-year warranty, the Ultima is the smarter choice of roof window for both housebuilders and installers alike."

Dakea incorporates more than 75 years' experience in roof window design, manufacturing and innovation into all its products, including Ultima, as it is part of the world's largest roof windows manufacturing company, VKR Group.



The Dakea Ultima roof windows in situ on site in Wilmslow – specified for their superior heat insulation and market-leading warranty.

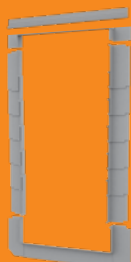


Dakea offers a full range of flashings to provide an easy, durable finish when using any roofing material.

PRODUCTS USED



KEV B1200



KSF

COOPERATING COMPANIES + INSTALLER + BM

David Ellerby – Specifier
Mark Backhouse – Installer

JEWSON

LOCATION

United Kingdom



STANDING UP TO EARTHQUAKES IN THE NETHERLANDS

'Earthquake houses' in Appingedam, Netherlands Eemshout Prefab project



**400 ROOF WINDOWS
INSTALLED IN THE
WHOLE PROJECT**



**2 WINDOWS PER BUILDING
FITTED IN EACH BEDROOM
AND BATHROOM**

THE RISK AREA

The province of Groningen is known for the frequent occurrence of earthquakes caused by gas extraction which they've been doing there since 1963. The first earthquake happened just after Christmas on the 26th of December 1986 and they have reoccurred throughout the years since, bringing the total number of earthquakes to over 1000. Low intensity ground movements are the most common type, but unfortunately those of intensity 2 or 3 on the Richter scale have been measured too and caused a lot of damage to local buildings, leaving a large part of the community with damage to their homes. This situation has forced the government to make almost 1,2 billion euro available to tackle the problem and to decrease natural gas exploitation. Now they are rebuilding in the affected areas and want to ensure the safety and wellbeing of local residents, helping the 29% of the community who were affected to feel safe in their homes again.

So, the construction industry needed to step up and come up with an earthquake proof solution, such as buildings made from materials classified as being resistant to harsh external conditions.

One of these projects is being led by Eemshout Prefab, a timber frame company that specializes in prefabricated and tailor-made housing. And in this article, we take a look at an estate of earthquake proof residences for families designed to be a safe, temporary space for them to live while their own houses are being renovated and strengthened to prevent them from damage.

AN INNOVATIVE CONSTRUCTION COMPANY

We were lucky enough to get a chance to speak with Pieter de Boer, CEO of Eemshout Prefab who told us more about the company and some of their other projects.

Pieter started Eemshout Prefab 20 years ago and has a team of 45. When asked what the company specializes in, he said: "We are making roofing elements for luxury houses, especially round roofs or special constructions in the whole of The Netherlands. Predominantly aimed at the luxury segment. Building of serial houses like this very project is not our main business, but we are using it for filling the production capacity. We specialize in smaller contracts, with quick lead times, to also be flexible. The other



One of the 'Earthquake houses' in Appingedam

part where we specialize in is making 3D drawings. I am surprised that the market developments aren't going that quick, but we proudly make use of our leading position in this towards our customers. It can really be an added value to our customers to see the results upfront (especially if it comes to round roofs) ”.

His mission is to deliver quality and this ensures clients come back and helps create a long-term relationship with them. Pieter is also very proud of his employees, who successfully translate customer plans and wishes into reality.

SAFE BUILDINGS IN APPINGEDAM

Earthquake resistance has been acknowledged as important by all parties who have been involved with this project in the last few years, as a result of which the government is supporting local companies that offer help to the affected families. This also creates work in this rural region of The Netherlands.

The buildings were designed to ensure maximum space for the families in their temporary location. Construction is light and firm, the roofs are covered in tiles and equipped with 2 roof windows that will allow light into the bedroom and bathroom located upstairs. For the special requirements of this project, Eemshout Prefab chose Dakea Better Safe White windows, suggested by one of their suppliers

– BMN. These windows will help in creating a safe environment for future homeowners thanks to the laminated internal and hardened external pane that will prevent the glass from breaking during a sudden earthquake or in case of impact – both internal or external.

The Dakea quality to price ratio and Dakea's link to the VKR Group convinced the contractor to start using these recommended products:

“At first it was interesting due to the price. Afterwards I got contacted by Dakea's sales representative, whom I already knew from the past. That also gives confidence of proceeding with Dakea's products” – said Pieter. The CEO of Eemshout Prefab was also positively surprised by the enthusiasm and support with the project that was provided by the Dakea crew.

When asked if he would recommend Dakea to other companies, Pieter replied:

“You know what is very important for me? The people you are dealing with. People are doing business with people. So, yes! I am happy to recommend it! The first impression is very good”.





Dakea Better Safe Windows will help in creating a safe environment for the future homeowners



Construction is light and firm, the roof is covered in tiles and equipped with 2 roof windows that will bring light to the bedroom and bathroom located upstairs.



Construction site in Appingedam



CEO of Eemshout Prefab was also positively surprised by the enthusiasm and support with the projects that was provided by Dakea crew.



Pieter de Boer, CEO of Eemshout Prefab



Those residences will become a temporary place to stay for people affected by earthquakes



Buildings were designed to ensure maximum space for the families



Eemshout Prefab, a timber frame company that specializes in constructive tailor-made solutions

PRODUCTS USED



KAV B1000 M4A



KUF M4A

COOPERATING COMPANIES

Eemshout prefab
Constructies

LOCATION

Appingedam
Netherlands



DAKEA VINTAGE FOR MANOR DRIVE

Massey Limited specified Dakea Better Vintage windows for a new housing development in a prestigious residential area in Sutton Coldfield. Chosen to blend in with the aesthetic of the surrounding area, the Better Vintage windows were praised for their easy installation and competitive pricing.



25 DAKEA KCV C4A VINTAGE – CONSERVATION STYLE ROOF WINDOWS



25 KUF C4A VINTAGE – CONSERVATION STYLE UNIVERSAL FLASHINGS

The private Manor Drive estate, consisting of five, five-bedroom detached properties, was developed by Massey Limited to meet increasing demand for executive homes in the area.

A total of 25 Better Vintage KCV C4A centre pivot conservation roof windows were installed across the development along with Dakea KUF C4A Vintage Flashing. Ideal for heritage areas and renovation projects, the KCV is made of kiln-dried laminated pine wood, from FSC certified forests, with a black lacquer external profile and glazing bar. The Better Vintage also comes with a free underfelt foil collar (RUC) for quick and easy installation every time.

Nigel Massey, Director of Massey Limited commented: **“We chose the windows on the recommendation of our handle supplier,**

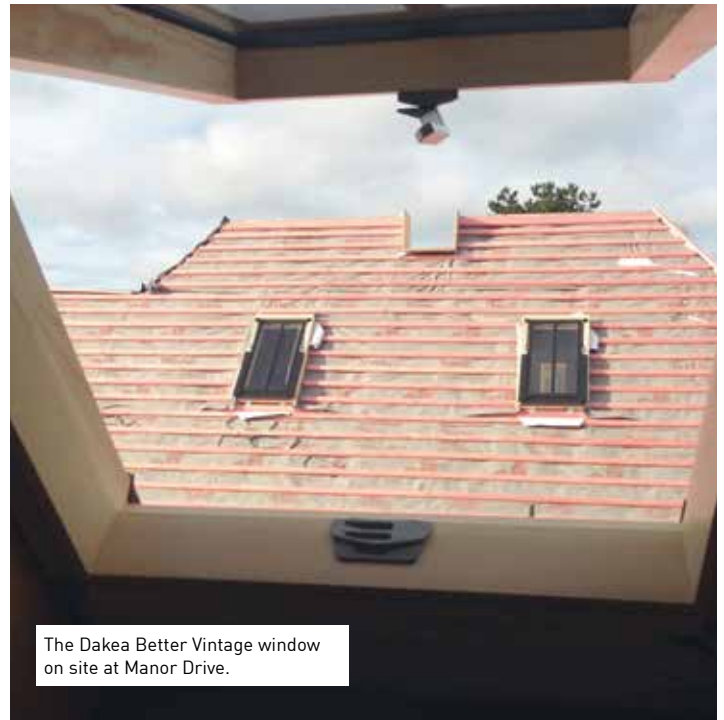
Hart Ironmongery, who use and supply Dakea products. We had not worked with Dakea before, but the windows were of an excellent quality and the price was right, so we took the recommendation. When we got to site, we were really happy with the delivery of the products, ease of installation and also the finished look, so we will definitely work with Dakea again in the future.”

Paul Hart, Managing Director of Hart Ironmongery Ltd., recommended the Dakea Better Vintage window on the basis of its appropriate aesthetic and competitive pricing: **“As well as its price point, with Dakea you also get quick service and a quick turnaround.”** Paul commented. **“Plus, the 20-year guarantee on registered products is a really great selling point. I recommend Dakea windows to customers regularly and they are never disappointed.”**

The Dakea Better Vintage with flashing is suitable for all roofing systems with a pitch of 15-90°. All products come with a 10-year guarantee as standard, which can be extended to a 20-year guarantee when the window is registered on the Dakea website.



The underfelt foil collar included with the Better Vintage helps for a quick and easy installation



The Dakea Better Vintage window on site at Manor Drive.



The Better Vintage is equipped with a ventilation valve and additional locking positions for flexible ventilation control.



Manor Drive was developed by Massey limited to meet the demand for executive, detached homes in the area.

PRODUCTS USED



KCV C4A Vintage



KUF C4A Vintage

COOPERATING COMPANIES

Contractor:
MASSEY LIMITED
Shenstone Drive,
Aldridge, WS9 8TP

Supplier:
HART IRONMONGERY
Westminster Ind Est Unit 4
Riverside Court,
MEASHAM DE12 7DS

LOCATION

United Kingdom

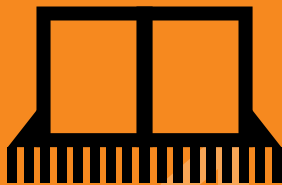


ADDING LIGHT TO AN INTERIOR

**Loft conversion in Silkeborg,
Denmark**



**6 DAKEA ULTIMA
WINDOWS INSTALLED**



**1ST TWIN FLASHING
SOLD BY DOLLE
IN DENMARK**

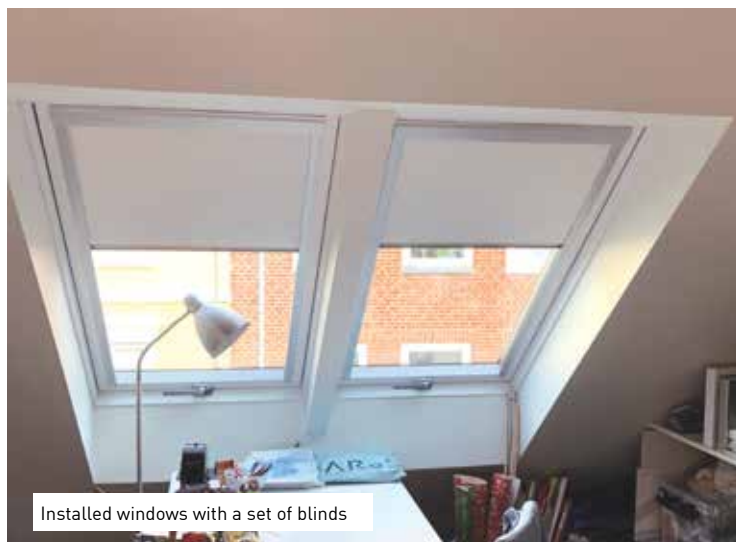
Loft conversions gained their well-deserved popularity thanks to the fact that they are a cheaper and non-invasive way of extending the living area of a property. In some spaces, like this single house built in 1900 and refurbished in 1978, just a few tweaks made a huge difference. In the course of a few days the crew working on this project replaced old skylights with 6 new Dakea Ultima roof windows and these helped increase the amount of natural light and air coming into the interior, opening up the space to its surroundings. Thanks to their special construction, the Dakea Ultima also helped to minimise the sound of the nearby street and improved the thermal insulation.

CHANGING THE LOOK AND FEEL OF THE LIVING SPACE

Due to the state of the old windows, fitted into a roof covered with old plates made of fibre cement, there was no doubt the windows needed to be replaced in order to create a healthy and safe environment for the owners. Adding an extra window in the living room brightened the space and increased the circulation of fresh air in this 99m² household. A new, larger window in the bathroom made this tiny room look bright and spacious, opening it up to a view of the limitless sky. An extra window in the living room and the decision to replace one of the old, large windows with two similar windows and a twin flashing (first one sold by Dolle in Denmark!), created a similar effect to that accomplished by installing a bigger window, creating the impression of a wall of glazing for a fraction of the price.



Few tweaks can make a huge improvement in the light distribution



Installed windows with a set of blinds



Combi installation

THE RESULT

The home owner, when asked, said that she is very happy with the extra light. She also appreciates the sound insulation provided by the Ultima windows, as the local bus passes her house several times per day. Without a doubt – this loft conversion has been a success!





Look at the house from the street



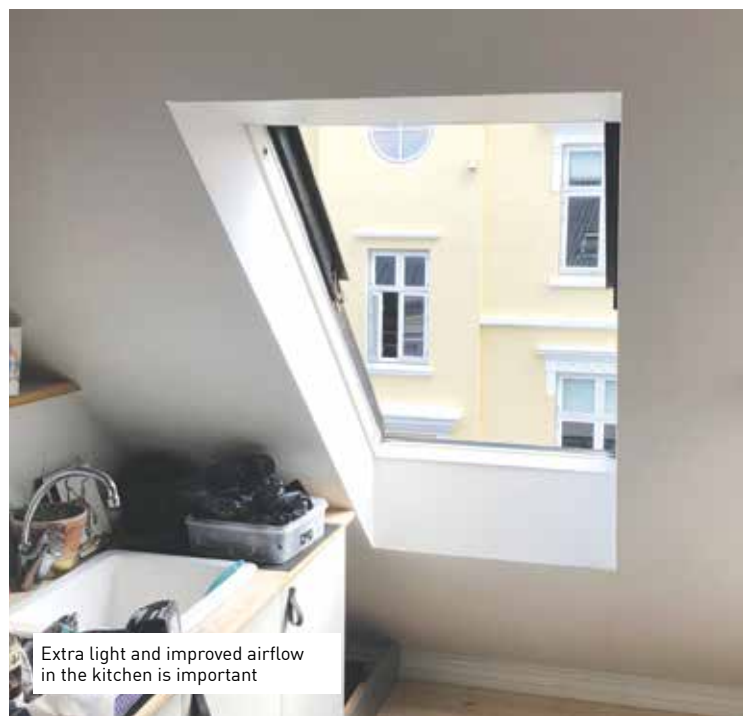
Replacing an old, smaller roof window with a large one opens up the room, making it look more spacious



First look at the space after the conversion



Two new roof windows in a small bedroom made a huge difference



Extra light and improved airflow in the kitchen is important



Look at the installed windows from the outside

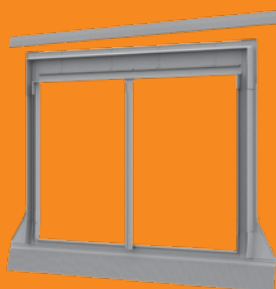
PRODUCTS USED



KEV B1210 M8A



KUF M8A



UBX M8A

COOPERATING COMPANIES

Supplier:
DOLLE NORDIC A/S

Contractor:
BSL TØMRER

LOCATION

Silkeborg, Denmark

