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 Revolution**
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News from the roofline



Image courtesy of R-ECO

With the 'Clean Energy Cashback' scheme approaching in April 2010 business savvy Roofers are gearing up for solar:

Ian Donegan - Avonside Roofing

Ian Donegan and his colleagues from the nationwide Avonside Roofing, attended a Solarcentury training course in March 2009 to learn how to install solar PV roof tiles. Ian sees solar as the way forward for roofers:

"Environmental issues now have to be taken into account when building a new house. It's already caught on, we're seeing solar all over the place now. The course was very good. We were taught all about the installation process and it seemed to cover all bases." The course has easily paid for itself already, helping Avonside to pitch for and win a job installing solar PV tiles at a Linden Homes project in Hampshire.



The Linden Homes development in Hampshire, a job by Avonside Roofing following completion of the Solarcentury C21 training course.



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“It’s very easy to translate the skills I learnt at the training course. You do have to be careful when installing the product and we can’t lean on the slates or tiles, but otherwise it’s just like traditional tiling”.



With his first successful solar installation under his belt Ian expects to be working on more solar projects, particularly in the new homes market. He thinks the forthcoming Feed-in Tariff, or ‘Clean Energy Cashback’ scheme planned for April 2010 will ***“potentially create a whole new field of jobs in installation and maintenance of the systems.”***

Darren Roberts - D A Roberts Roofing

Having being made redundant from his factory job, Darren decided to return to the roofing industry after a twelve year break. He sees a big potential for roofers with solar skills: ***“It’s something that will definitely take off within roofing and I wanted to get the know how of solar products.”***

The best thing about the course for Darren was learning just how easy the installation process is: ***“Almost anyone could put the solar panels up, but roofers are required due to their knowledge of the tiling aspect. It’s a thoroughly enjoyable course and I don’t think there’s anything I would change about it.”***



Darren Roberts (4th from right), alongside other roofing professionals attending a Solarcentury C21 training course.

In just one day Darren had acquired the necessary skills to tap into his new target market.

Shane Bond - Renewable Energy Co-operative

Since his solar training in December 2008 Shane Bond has had ***“tremendous interest in the product”*** and has already completed his first solar installation. Seeing the inevitable growth in the solar market, Shane said his company was looking to ***“gear itself up for the future.”***

Speaking about the Solarcentury one day course Shane said: ***“It’s the right level for builders and roofers. It was all explained very well so people who didn’t understand solar systems got a good knowledge of them by the end of the day.”***

In addition to teaching the practical method of installing solar slates and tiles, the course provides information about how solar works, system design and marketing.

R-Eco are so convinced by the market potential of solar products that the company are hoping to focus much more of their future work on the installation of solar.

“We’re primarily a roofing contractor, but now we also have a team of electricians and plumbers and we hope that installing PV from Solarcentury will become a main part of our business. Big projects like schools and Housing Associations present great future business prospects for us.”



Image courtesy of R-ECO

The R-ECO team at work on an installation following their training on the Solarcentury course.



Course details

The C12e training course is specifically designed for roofing contractors who are experienced and proficient in slating and tiling and who's role includes site assessment and the provision of quotations. Solarcentury have partnerships in place to manage the electrical aspects of the installation, so no prior electrical experience is necessary.

The course includes:

- Introduction to solar energy – how solar works (PV and thermal technologies)
- Overview of the C21e solar electric systems, key components and system sizes
- Design considerations for the roofer – compatibility, interfacing, recommended layouts, installation checklists
- Demonstrations and hands-on experience of installing the C21e systems
- Business opportunities for roofers – assessing and qualifying opportunities, working with electrical contractors, effective marketing using Solarcentury materials
- Membership of the Solarcentury Installer Network - www.solarcentury.co.uk/roofers/installer-network

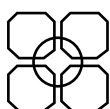
Dates, venues costs and booking

C21e training courses take place regularly at venues around the country.

Places cost £367 inc VAT, with additional trainees from the same company costing just £73.

Full details, including dates, venues and availability for our courses can be found on our website:

If you have any queries regarding our C21e training courses please call us now on 020 7803 0253 or email: training@solarcentury.com.



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