

A roof over your head

Ian Sims, managing director of Double R Glass & Roofing Systems, examines what's hot and what's not on the conservatory scene in 2018 and how companies can get ahead in this competitive market

Some market reports claim conservatories are coming back as consumers with more money to spend are looking for bigger ticket items. Our experience as a supply only conservatory roof specialist confirms this to be the case, but the demand isn't for conservatories in the traditional sense. Consumers buying a new conservatory are looking for new space more in keeping with an extension, rather than a glass room that's kept separate from the rest of the house. That is why they are more likely to opt for conservatories with a solid roof, rather than a glass or polycarbonate roof.

A true extension of the home

Our industry doesn't need to be sold on the benefits of a solid roof and homeowners have clearly caught on too. The creation of a living space you can use all year round, tiling options to fit in with your existing roof tiles and a long-lasting lifespan to withstand all that our British weather has to throw at them, are all reasons the solid roof has become the most popular choice.

It is not just solid roofs that are on the up though. The other clear trend we're seeing is for roof lanterns. This is another sign of the preference homeowners are showing towards adding new space that is more integral to the rest of the house. They want the light and space you get from a conservatory, but don't want it being closed off as a separate room, which inevitably happens when conservatories get too hot or too cold. Consumers want open plan, light space and lanterns make this a reality.



Any shape or size

As well as the continuing move away from traditional solid roofs and lanterns, we are also seeing an uplift in more bespoke projects. It used to be the case that most of our roofs were for Edwardian, Victorian or lean-to conservatories, but increasingly we have been asked to get involved in unique projects where the homeowners want their new space to work seamlessly with the existing. This



Ian Sims

might mean that the conservatory needs to work within the confines of limited space in the garden, or perhaps needs to be a bespoke shape to work with the existing space in the house.

Double R is a conservatory roof specialist so we sell all types of conservatory roofs in all shapes and sizes, including Wendland and Eurocell, as well as the Guardian Warm Roof Solid Roof solution. Always among the first to bring a new product to market, we are also among the first fabricators to offer the brand new Wendland lantern.

Product isn't enough

However, and this is the important bit, as well as the product range, we also have the expertise to support our customers in all kinds of projects. A lot of installers are still relatively new to solid roofs and are unsure of some of the technical factors as well as for example building regulations requirements. Our conservatory team has been put to the test over the years with requests for all kinds of shape and style of conservatory, in all sorts of locations too. The team can help as little or as much as needed, with advice available every step of the way, if required.

This gives installers the peace of mind and confidence to proactively sell more solid roofs and make the most of the opportunities available. In an increasingly crowded market, it's this level of service and true partnership approach that differentiates us from our competitors and more importantly, enables our customers to differentiate themselves from their competitors too. □

TRY US OUT
GREAT SERVICE AT
GREAT PRICES

SPECIALISTS IN ALUMINIUM
BI FOLDS & PATIOS DOORS

We produce
the unique
Slide&Glide
door system

Available in any RAL colour &
with any glass type if required

Call us today on
01744 758 881
for a quote!

COMPARE
OUR PRICES
& SERVICE
TODAY!

ALUK
SCHÜCO
FOR NORMAL OR EXTRA WIDE OPENINGS

global & synseal ROOFS
conservatory roof

LOWEST
PRICES
AVAILABLE

Delivered Right First Time!
High quality conservatory & lantern roofs.

We are looking for
Distributors & Installers
for our products -
ENQUIRE TODAY!

SEND US YOUR QUOTES NOW!
sales@diamondshieldwindows.co.uk

DIAMOND SHIELD WINDOWS
A Cut Above The Rest...

Call Now 01744 758 881
www.diamondshieldwindows.co.uk

CONSERVATORIES

Light it up!



Extra space and light all year round – but with no extra heating costs – are the benefits Dan Sheppard enjoyed after choosing to cap his conservatory extension with the Skypod Acute from Eurocell.

When Dan and his wife Ashy moved into their bungalow in Spalding, Lincolnshire, it soon became apparent that the kitchen was too small for their needs and was, facing east, rather dark. After deciding on a conservatory extension, Dan brought in David Shaw of Shaw Home Improvements, who suggested Skypod Acute would be ideal.

“I follow Eurocell on Facebook so I saw this new version of Skypod when it was released and this just coincided with me looking at this job”, says Shaw. “I thought it would look really good and I really like the Skypod system – it’s a doddle to fit. A roof like this we can fit in two or three hours while another system would take half a day.”

And Dan Sheppard is more than happy with the result, which has exceeded his expectations – particularly the heating costs. “It’s brilliant, my wife loves it. Everywhere is so much lighter, even in the original kitchen, and the roof looks as if it’s always been there because it matches the roof on the other side of the house. We’d planned to have a heater in the conservatory so we could use it all year round but the roof is so effective at keeping in the heat that we’ve never been cold at all – even though there have been a couple of frosts recently.”

Precision engineered for quick and simple installation, Skypod can be fitted quickly and accurately because there are no mitring or awkward angles to cut – just assemble and screw into place using the pre-drilled screw holes.

Available in blue, neutral, bronze or clear self-cleaning temperature controlled glass, a Skypod lantern roof provides the homeowner with exceptional energy efficiency – U-values as low as 1.0 are achievable.

All models are covered by a 10-year guarantee and available in the full colour range of anthracite grey, moon dust grey, golden oak, rosewood and white – with a further 30 colour options that can be made to order in just three weeks. □

www.eurocell.co.uk