

NEW SALES DEPARTMENT...

Offering a Better Service to our Customers

Ian joined in March of this year to help spearhead the product sales side of our business diversifying into builders merchants and DIY product retailers. This involves not only our own Kilttox and Kair products but also ancillaries such as passive, mechanical ventilation and dehumidifiers. This strategy has, indirectly, begun to draw sales from other areas, including remedial companies that do not have ventilation products of their own. This means our HRV range is now being recommended by some of the other companies in the remedial industry.

Working very closely with architects and specifiers is also an important part of Ian's role. A recent project involved sourcing, undertaking and liaising very closely with the architect, during the tanking of a section of the 19th floor at Guys Hospital. The problem?... the protection of a 1/4 million pound library below, a very limited time frame and the use of non odorous products.

Moreover, of particular encouragement in the bid to make Kilttox and Kair household names throughout the

nation, is the recent specification of Kair BM3000 Through the Wall Heat Recovery Ventilators for a Stirling Council refurbishment project, first installations commencing the early part of 1999.

We are also pleased to welcome High Weald Maintenance Ltd as a Kilttox Approved Contractor utilising all our products and offering our 30 year guarantee for their housing stocks in Kent, Surrey and Sussex.

In the next edition watch this space for



Ian Hopkins,
Product Sales Executive

news on the River Island Clothing Co. and the J D Wetherspoon Organisation.

On your bike.....!

Motorbiking Surveyor
Paul Banks

Motorcycle enthusiast Paul Banks, who is forty two years old, from South London, has been in the building trade some fifteen years - three of which as surveyor for KILTOX CHEMICALS LTD based in Greenwich. KILTOX, through Paul, has now joined the green revolution.

Kilttox clients are widespread within the environs of London and the M25. "Traffic can be horrendous with lengthy time delays as a result" said Paul. "In order to combat the loss of time I have taken to the road on my motor bike - usually my Yamaha V MAX.

"You obviously have more mobility on a bike to say nothing of being more environmentally friendly and it's much easier to find parking space!

"I get to the customer on time, can fit in more customers in a day and have little or



no travel hassle so everyone's a winner!"

Paul, who has won the Kilttox top sales cup three consecutive times, has always been interested in bikes and also has a Honda and a Harley Davidson. In addition to his love of bikes he is a keen gardener.

See if you can spot the KILTOX Surveyor on his bike - there is a £50 cheque to the favourite charity of the first person to spot Paul and identify themselves to him. The next ten people to spot him will get a KILTOX gift.

Profile of Ingrid Sells

Ingrid Sells, Company Secretary, has been working at Kilttox for seven years, during which time she has qualified as a member of the Chartered Association of Certified Accountants, the result of six years studying and hard work.

Her background is in financial and management accounts at British Gas. Her training and previous roles have enabled her to gain valuable knowledge of training schemes, supervisory and management skills. Ingrid's current role is Head of Support Services, which includes Human Resource Development.

Both our staff and client newsletters, "Kilttox INSIDEOUT" and "Kilttox INSIDEOUT", are edited



Ingrid Sells (top left) with some of the Support Services team: Kate Bond, Kylie Baptiste, Emma Smith, Chill Ashik and Yve Dent

by Ingrid, as she is keen on the promotion of staff and the services of the Kilttox Group.

Our Remedial Works Division is currently co-ordinated by Ingrid as she likes to deal with the various clients that Kilttox retain and continue to service.

KILTOX

INSIDEOUT

Issue No. 2 Winter 1998/99

In this issue
*Plot a happy
1999 with
your Kilttox
year planner*

Product Showcase Selection



Chemical DPC (Damp Proof Course)

Unlike any other company, Kilttox is unique in having our own Chemical DPC and Replastering System which has been awarded the British Board of Agrément Certificate 90/2499.

All treatments are carried out in accordance with BS6576:1985.



Kilttox Damp Course Replastering

Replastering is carried out in accordance with British Board of Agrément Certificate. The use of Kilttox Waterproof Renders enables speedy redecoration.

Kilttox Tanking Render 134 (Below Ground) to BS6576:1985 and Kilttox replastering specification.



Heat Recovery Ventilation

Condensation Control with Energy Conservation

Heat Recovery Ventilation eliminates condensation and mould growth leading to dramatic improvements in Indoor Air Quality. The systems also make a significant contribution to energy conservation and reducing heating costs.

Game Set & Match

Please let us know if you would like to participate in one of the following:

Football Cricket Tennis
Rugby Basketball Bowls.

From time to time we like to raise funds for charity, including local and children's charities and would appreciate your views.

Replies to Chris Sells please. The first 50 people to reply will have their names entered into a draw for a free bottle of champagne.

Kilttox Research

For those of you that have been contacted as part of our customer liaison research, may we thank you for taking Avril Wilson's call and co-operating with this.

From time to time we undertake research into how we can better serve you our clients. We are in the midst of calling past and present clients to ensure that we are serving you in the most professional way we can.

We greatly appreciate your kind co-operation in this research and promise you that we will take cognisance of your comments.

DISCOVERY TV DISCOVERS KILTOX

If you have Cable or Satellite TV you may have seen Pat Gallagher and Howard Morley on camera as part of the Discovery Home & Leisure project. Kilttox are currently being featured in connection with a house which is being televised whilst undergoing renovation.

As the programmes specialist "Damp Doctors", our star Surveyors were asked to give on camera advice and demonstrate our investigative free survey service.

Presenter, Jane, was shown the damage that the house had sustained through damp penetration, timber rot and condensation dampness.

As a result of our survey we were contracted to install two Kair Through the Wall Heat Recovery Ventilators as well as a Kair Loft unit to provide continu-

ous background ventilation throughout the property and reduce high humidity levels and condensation.

In addition, 140 bags of Kilttox 132, our unique British Board of Agrément Certificated plaster, were supplied and have been used by the Discovery team builder to ensure a quick drying surface that could be decorated sooner than conventional plasters. This is guaranteed as part of the Kilttox Damp Free Systems range.

Kilttox Technician, Gerry Townsend, injected a chemical damp course as well as carrying out a timber and paste treatment to protect timbers against woodworm infestation and rot attack. This work is guaranteed for 30 years.

So Pat and Howard are now fully au fait with TV filming and are waiting for Steven Spielberg to sign them up!



Cyber Age Café



The exclusive Box Hill School, Dorking, Surrey, sister to Gordonstoun, when faced with a redundant laboratory - which is annexed from the main building - decided to offer the students a new vibrant facility and turned it into a cyber café.

After a recommendation from the architect, Kilttox undertook a survey which showed the two end and inside walls of the building had rising damp.

Ron Whitehouse, a Kilttox surveyor, recommended an injected chemical Damp Proof Course (DPC) and damp-course re-plastering which Mrs Lyn

Tingley, housekeeper, approved of on behalf of the school.

"The project was an urgent one and in order to meet the client's time table we had to work to a very tight schedule", said Ron Whitehouse.

"I am happy to say that we completed the work on time to the satisfaction of the client."

"The students are delighted with this new facility and we are pleased that what was a spare building has been so successfully converted", said the Business Development Manager.

One Stop Shopping for Better Buildings

Kilttox Chemicals Limited were recommended to solve a dampness and condensation problem at the home of Ms Anita Roddick OBE, co-chairman of The Body Shop.

After consultation with Kilttox, who offered several options to Ms Roddick, it was agreed to install a wall-mounted dehumidifier, which is part of the Kilttox range of Damp Free Solutions including the British Board of Agrément Approved Render &

Humidity Controlled Heat Recovery Systems.

This equipment is ideal for use in areas such as holiday homes, workshops, garages and storage areas as it is operated automatically and is ideal for unattended areas.

Surveyor Martin Gallagher said, "Ms Roddick said that the work was carried out to her satisfaction and the basement damp problem is now under control."

NOW WE'RE ON THE INTERNET

Technical computer whizzes will be pleased to know that Kilttox are ahead of the competition again as we now have our own World Wide Web Site on the Internet.

The address for all to know is:
<http://www.kilttox.co.uk>

The site is still under construction by Paul and he would be happy to hear of any comments or ideas from you.

