



Hambleside Danelaw
Building Products

Hambleside Danelaw Ltd
Press Release – 11 June 2007

Hambleside sail to Valencia as finalists of the Building Exchange Competition as customers give Group thumbs-up for service

UK Trade & Investment (UKTI) has announced that Hambleside Danelaw will be one of the four finalists of the 2007 Building Exchange competition in Valencia this month for construction companies who are designing and developing new and innovative technologies and solutions.

The news comes as the British roofing products manufacturer reported results from a customer survey which scored the Group at least 8 of 10 in virtually all areas of quality and service.

Hambleside Danelaw has won the opportunity to showcase its cutting-edge products to industry leaders at the 2007 Building Exchange (BEX) event to be held from 18-20 June in Valencia, where the finals of sailing's America's Cup are taking place. The overall winner of the BEX competition will be announced at the event.

Last year the Group won the Queen's Award for Enterprise: Innovation for its highly energy-efficient range of Insulator rooflights which are extremely effective in limiting carbon emissions. The Group has recently been accredited with the Plant Positive mark for its environmentally responsible approach to manufacturing.

UK Trade & Investment chief executive Andrew Cahn said attending the high profile BEX event could potentially generate huge amounts of business for companies looking to expand their business or export to overseas markets.

"Innovation is vital to the future of the construction industry. Each of the finalists was chosen for their commitment to promoting sustainable construction through technology and innovation," Mr Cahn said. "The UK construction industry provides more than £7billion worth of exports every year and has an international reputation for being a leader in intelligent buildings and sustainable design and construction."

Customer satisfaction rates remain high

Building on very encouraging results from the previous year, the latest survey of Hambleside Danelaw's customers continue to show that the Group generates a high level of satisfaction among its clients in the three main product areas of rooflights, roofing systems, and roofing and ventilation products.

The quality of the Group's building materials, for example, score from 89 to 96% in the three areas, while overall performance ratings range from 84 to 99%.

One international products supplier remarked in the survey: "Hambleside keep on improving year on year – we will need another box soon after excellent". Another leading supplier to the UK building industry said: "Dealt with Hambleside Danelaw for years; never a problem."

Chris Avery, Hambleside Danelaw's group managing director, who is attending the BEX event in Valencia, commented: "Hambleside Danelaw's three-way approach to growth through innovative products, excellent customer service and on-going commitment to environmental responsibility has really paid off over the past two years. An increasing number of major players in the industry want to work with us and we are working hard to ensure that our performance remains high in response."

ENDS

Contact: Aidan Relf – tel. 07710 305182

Notes to editors

1. About Hambleside Danelaw

Hambleside Danelaw Ltd (www.hambleside-danelaw.co.uk) manufactures Glass Reinforced Polyester (GRP) rooflights and other roofing and ventilation products in Inverness and Daventry. As part of the Hambleside Danelaw Group with headquarters in Waterlooville in Hampshire, its turnover is currently in excess of £10 million a year and it employs almost 90 people. The Group was established in 1975 with its first factory at Inverness for manufacturing GRP products becoming operational in 1978. In addition to winning numerous environmental awards, the factory has attained BS 14001:2004 in recognition of its environmental management systems and has now been independently assessed as carbon neutral. In 1992, the company began producing in Daventry non-GRP products primarily for roof and cavity wall ventilation.

In 2006, the Group won a Business Commitment to the Environment award, presented by David Cameron MP, as well as a Queen's Award for Enterprise: Innovation for its Insulator GRP thermally efficient rooflight. Last November, the Group won its third UK national Green Apple award for Environmental Best Practice. This was followed by Hambleside Danelaw's third Vision in Business for the Environment of Scotland (VIBES) award in five years in the

medium sized companies' category. The Group has been recently accredited with the Planet Positive mark by leading carbon solutions company dcarbon8.

2. BEX 2007

The 2007 Building Exchange (BEX) event will be held from 18-20 June in Valencia, Spain, for senior international decision makers throughout the property, build and design industry. UK Trade & Investment is hosting the BEX competition, in which Hambleside Danelaw is a finalist, in conjunction with Building on Business, Construction Products Association and British Expertise. For more information, see: www.b-e-x.com .