

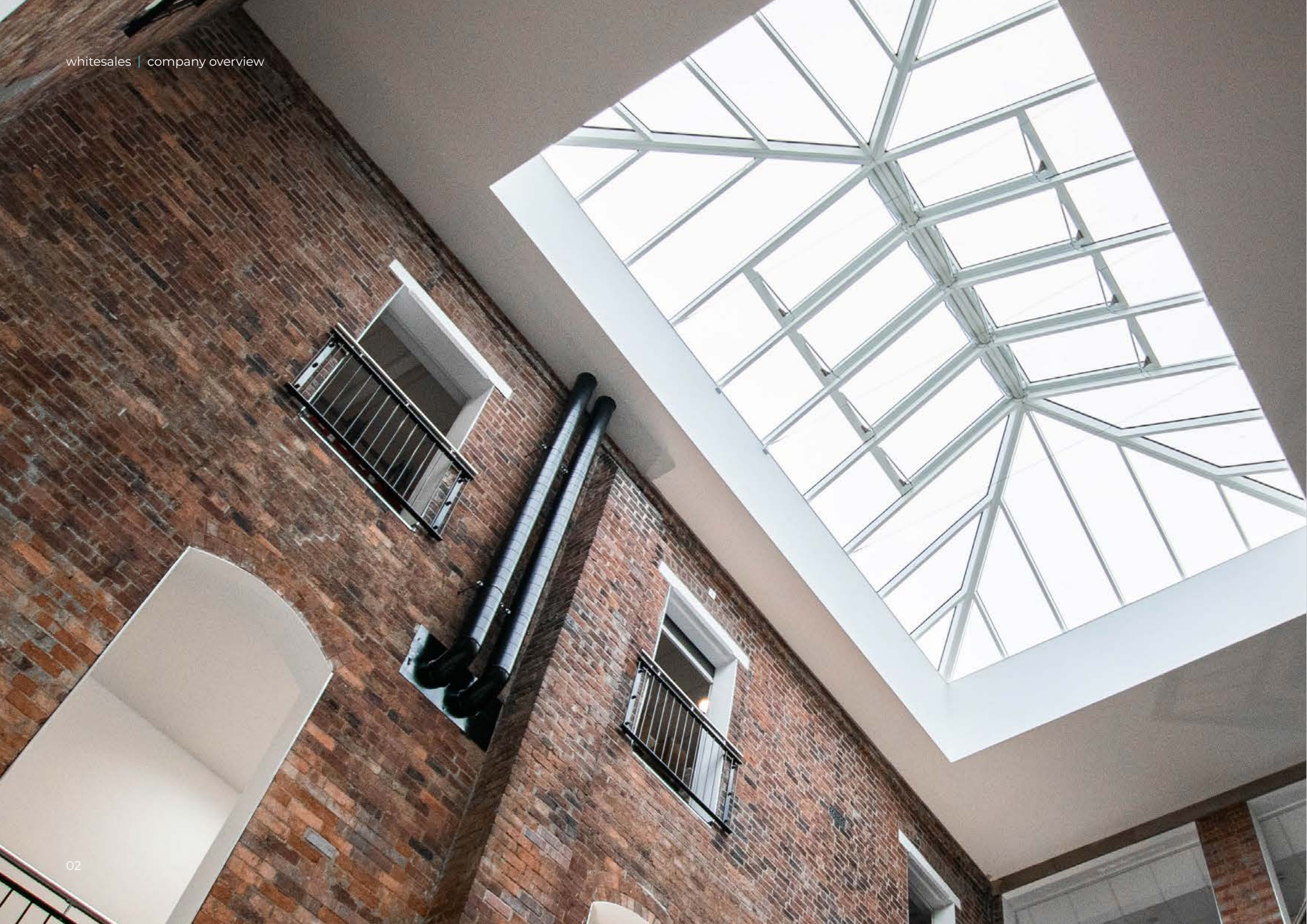


**experience.brighter**

first-class roof glazing and rooflight solutions

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# delivering on our promises, that is our focus

– and it is what has made us the no.1 choice for professionals for over 30 years.

Whitesales has been leading innovation in the design and manufacture of rooflights and daylighting solutions since the 1980s.

We take our role as market leaders very seriously. Our aim is to develop superior solutions that allow our customers to buy in complete confidence.

Our commitment to excellence and innovation drives our continued programme of product development.

Our customers are ambitious, knowledgeable and precise in their requirements.

Whether they require standard modular units from our extensive range or high-specification, bespoke unconventional designs we bring our experience and expertise to every project, resulting in premium performance when it matters most.

Endless design possibilities and brighter experiences, every time.





BOLD AND CREATIVE DAYLIGHTING

# delivering healthier and happier environments

**While it can be difficult to measure the precise impact of daylight on working environments and homes, the consensus from international research across the decades is that people need daylight.**

The benefits felt when building designs deliver ample daylight, and interiors are flooded with natural light, are innumerable.

And more natural light means decreased energy bills and a lower carbon footprint. Building regulations should be a baseline in building design. However, the right daylight solution in the design stage can enhance BREEAM and SKA ratings. The beneficial boost to physical, mental and emotional well-being delivered by daylight is extensive.

Better concentration, increased productivity, more motivation and morale, resurgent recruitment and retention levels. It's true across all industries: public sector and private, office staff, workers in a warehouse or shop employees. Optimum daylight levels can truly deliver healthier and happier environments.



# the importance of daylight in design

**Natural daylight:**

Building Regulation Approved Document L requires architects and specifiers to provide adequate daylight within the design specification. From a building design perspective the use of rooflights is an excellent means by which both light and solar energy can be utilised to save energy and to reduce the carbon footprint of any property. There are specific industry policies and guide documents to assist with introducing naturally-lit space into different building types (especially schools).

Biophilic Design is growing in popularity. It's an innovative way of designing to reflect nature. The biophilia hypothesis suggests that humans possess an innate tendency to seek connections with nature and other forms of life. Biophilic design features produce positive, measurable outcomes on human health and healing, especially relating to exposure to natural light or sunlight.

**Indoor Environmental Quality (IEQ):**

With easier and quicker access to most things from within our homes and workspaces, the average person spends 92% of their time indoors on a weekly basis.

This highlights the importance of ensuring IEQ factors are included at the outset of building plans. IEQ consists of measures such as: thermal comfort, indoor air quality, including control of airborne contaminants and adequate ventilation, adequate daylight and lighting levels, acoustic conditions and humidity.

By thinking about IEQ and proactively addressing 'wellness' in the design and construction of our buildings, we can have a positive impact on occupants.



# outstanding performance, unsurpassed service

**High-performance products to meet exacting specifications.**

We are recognised as a leader in the daylight solutions industry. Reliability, strength, longevity and all-round environmental performance are our watchwords.

We are dedicated to developing outstanding rooflight products and intelligent solutions to meet the challenges of ever-changing markets.

Our customer’s look for high-quality, rigorously tested products from a reliable and responsible manufacturer – paired with industry-leading levels of service, support and outstanding expertise. We work with more than 15,000 customers annually, supplying thousands of products to hundreds of sites and projects every year – supporting our valued customers, every day.



## modular

Our modular rooflights are independently tested and assessed to achieve all relevant safety and energy efficiency standards.

**Performance:**

All rooflights receive the EN 1873 European standard Declaration of Performance, which tests light transmission, durability and strength, watertightness, fire-resistance and thermal and acoustic performance.

**Building Regulations:**

Every Whitesales modular rooflight meets the requirements of Approved Document L, which sets out standards for energy efficiency in use.

**Quality of construction:**

Our products have been manufactured to ISO 9001 standards, which verify our quality management system.

**Guarantees:**

Modular products, when installed in accordance with manufacturer's instructions, are guaranteed against effects of defective design, materials or construction.

## bespoke

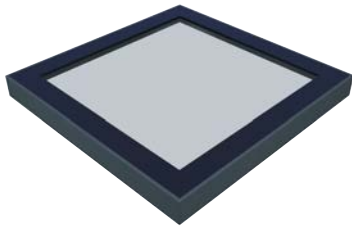
Far beyond being a utilitarian source of light, bespoke roof glazing can be an integral design element delivering outstanding aesthetics and creativity to a building.

We have contributed to thousands of projects across the UK and Ireland. Our portfolio includes many striking projects across a wide variety of sectors, including installations at Somerset House, Barbican Centre, Billingsgate Market, Coral Reef Waterworld and Gunnersbury Park Orangery.

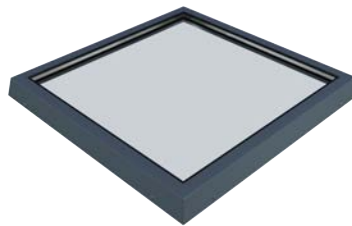
Combining both site and factory assembled glazing solutions our capabilities extend from industrial rooflights, barrel vaults and monopitch rooflights to sympathetic heritage replacement and, high-performance integrated roof glazing. With precision engineering and technical design, our bespoke solutions are manufactured to exacting specifications and tolerances.



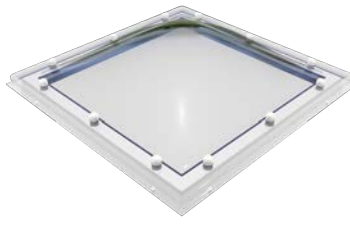
# modular rooflights



Premium Flat Glass



Standard Flat Glass



Polycarbonate Dome



Polycarbonate & Glass



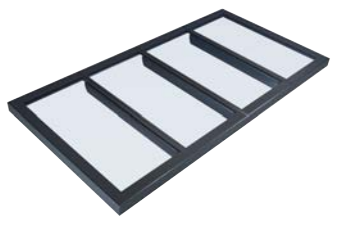
Modular Ridgelight



# continuous rooflights



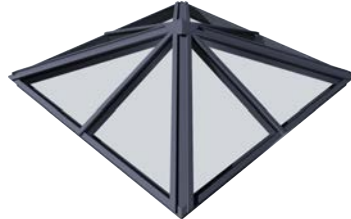
Barrel Vault



Multipane



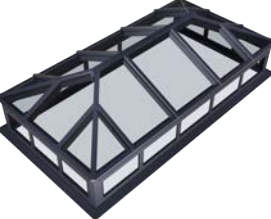
Monopitch



Pyramid



Ridgelight



Lantern



Heritage



Technical



# design expertise and support

**Knowledgeable in-house technical resources provide unparalleled guidance.**

Our project management team is responsible for planning, executing, controlling and closing all projects. The team ensures each project is on time, within budget while maintaining our customers' satisfaction.

We complete 20,000+ hours on average of design and planning for our numerous projects every year. Through close collaboration with our customers, our team provides unparalleled project support from start to finish.

**Site surveying:**

- Visual and physical inspection
- Detailed defects analysis and recommendations
- Photographic records assisting with the solution design

**Engineering:**

- Design support and guidance
- Structural load calculations
- Detailed drawings and roof plans

**Technical estimating:**

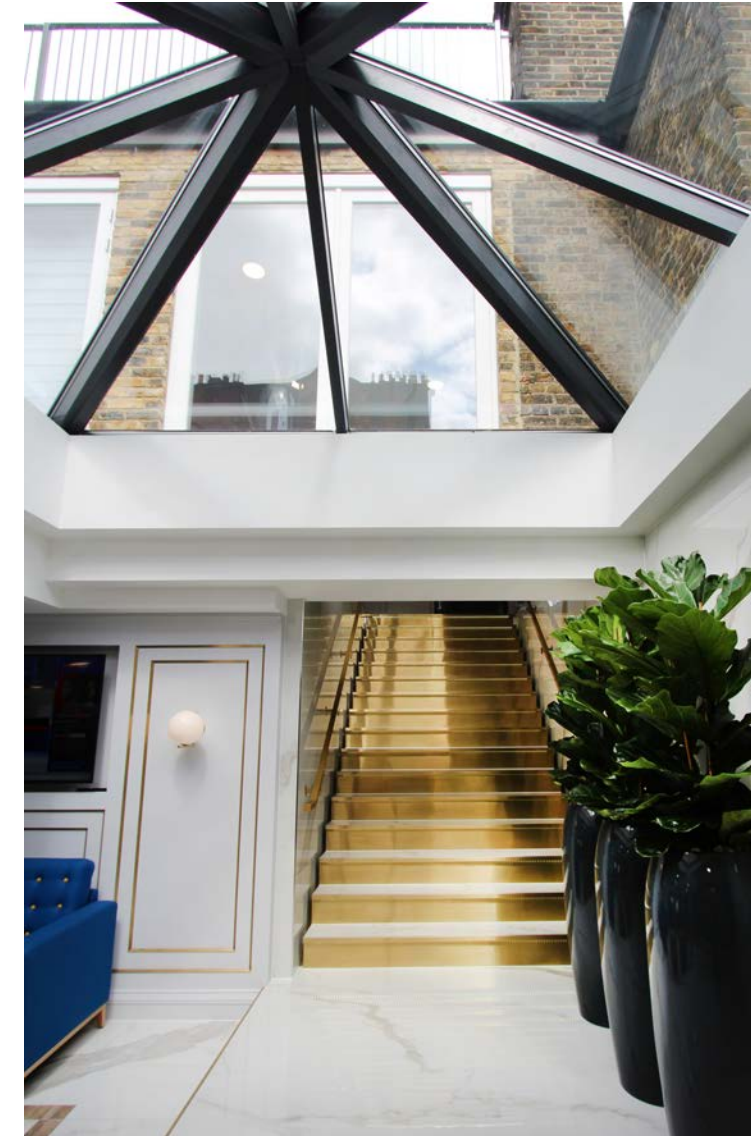
- Thermal performance recommendations
- Detailed costings and project breakdown
- Comprehensive proposals including product data sheets, project references, timelines etc

**Project management:**

- Delivery/site management
- Work phasing
- Integration with other contractors







## what others say

**The experience to know what our customers need.  
The people and technology to deliver it.**

“ Working with Whitesales was a seamless and hassle-free experience. ”

*Partnering Contractors Ltd - Elm Wood Primary School, London*

“ Whitesales exceeded expectations by providing advice on current legislation and design criteria, outstanding service and responsiveness...The follow-up and detail has been superior. Understanding of the goals and concepts was demonstrated time and time again. ”

*Isle of Wight Council - Cowes Enterprise College, Isle of Wight*

“ We chose Whitesales rooflights again for this project in view of the flawless service we have experienced using your company on many previous projects. Yet again this project proved to be no exception... ”

*Amber Roofing*

“ ...your product range is excellent, your staff are excellent along with their knowledge, customer care, delivery, estimating service, survey operations and everything you do as a company is really superb! ”

*Area Technical Manager, Radmat*



APPROVED CPDS

# understanding the complexities of design and specification

Our RIBA accredited CPDs highlight the importance of natural light for buildings and occupants, as well as providing technical and legislative instruction.

With essential advice on the design considerations involved, and options available, when incorporating rooflight systems into the built environment, our core curriculum seminars deliver essential guidance for creating better living and working environments.





# manufacturing and quality assurance

ISO 9001:

Quality is designed into every product and process at Whitesales to ensure that our Quality Management System continues to be suitable, adequate and effective.

We are ISO 9001 certified ensuring that our systems and procedures are regularly audited by an external body. Sustainable manufacturing is also incredibly important to our company and the materials we use reflect that.

A stringent approach to quality assurance ensures that every product we manufacture is of the highest standard.

Design quality and testing:

Our design ethos is to strive for an elegant product whilst maintaining maximum thermal efficiency and high-performance glass technologies.

Our complete product range is manufactured to exacting standards to satisfy market specific industry requirements and benchmarks. Rooflights are tested through a variety of means, including: CWCT standards, air permeability, water ingress, impact and fire resistance, thermal performance, life cycle and reliability to ensure that each perform and function as expected.



TECHNICAL SPECIFICATION

# data rich resources to assist with design and planning

We have an extensive catalogue of product data and resources. All our standard products are available with drawings to download.

Our comprehensive range can be referenced on RIBA's Product Selector and NBS Plus websites. NBS clauses can be uploaded directly into a building specification, saving time and guaranteeing information is accurate and up to date.

Hosted on the UK's leading BIM resource, the NBS National BIM Library, Whitesales BIM is intuitive, easy-to-use and fully comprehensive to design needs. Our BIM objects feature intelligent modelling, parametric and adaptable calculations.





BUILDING FOR THE FUTURE

# environmental and sustainability focus

The environment and the effect we have upon it is one of the key issues facing the construction industry. There is a growing demand for construction solutions which minimise the consumption and use of natural resources.

Whitesales recognises the impact that we can have on the environment and is managing activities to maximise our contribution towards the protection of the environment and preservation of natural resources. This includes constant reviews of our manufacturing operations and distribution chain.



# our responsibility

**Sustainability:**

Sustainable developments ensure a better quality of life for everyone, now and for future generations. To be environmentally sustainable a product must be manufactured and used in a way that minimises its impact on the environment.

Sustainability covers all aspects of a product's impact on the environment. This includes original source of raw materials, the manufacturing process, transportation, construction, life span of the product and eventual disposal and re-use of the material.

**Environmental policy:**

In maintaining and developing our business, products and services, we will pay careful attention to the following measures:

- Comply immediately with all applicable laws and regulations concerning the environment.
- Develop manufacturing processes and operational procedures that minimise, as far as practically possible, pollution risks to the environment.
- Reduce waste generated by our activities and encourage energy conservation, recycling and re-use.
- Provide training and support to employees to enable them to maximise their contribution towards the protection of the environment.
- Encourage suppliers, contractors and customers to share in our aims to promote good environmental management.





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