



Suppliers of *Europe's* leading waterproof membranes

### The Company Background

#### *EDS Roofing Supplies (Midlands) Limited*

EDS Roofing Supplies (Midlands) Limited didn't start out big. In fact, when it was founded in the mid 1960s by Pat and Eddie Phillips, it was a small local based firm with few employees and extremely limited premises. Today, however, it has grown into one of the biggest companies in its field, with modern facilities, in Bristol, Cosby and Waltham Cross, and with a multi-million-pound turnover.



Through concentrating on the specialist flat roofing market its Importation and Distribution division based at Cosby has grown to become one of the UK's biggest importers of high-performance bitumen-based waterproof membranes. Ideally located in the centre of England with easy access to the M1, M6, A5, A14, A38 and A46, EDS Roofing Supplies Cosby branch delivers to roofing merchants and larger contractors across the UK. Whilst the company's merchandising division with branches in Bristol and Waltham Cross supplies the more localised customers with their everyday roofing needs.



EDS Roofing Supplies has always been a forward looking company, underlined in 1996 when, in order to meet the ever-changing needs of the roofing contractor, it formed its first working partnerships with the leading European manufacturers of high performance waterproofing membranes. Today, following both further partnership's with other leading International Manufacturers of waterproof membranes, insulation and ancillary products and the manufacturing of a range of high quality waterproofing membrane and thermal insulation ancillary products in its own right under the **EDS Waterproof Membranes** brand which includes the **BETAGUM** and **EC** bitumen membrane products. EDS Roofing Supplies (Midlands) Limited and its partners have seen consistent expansions of their businesses year on year, fuelled by the introduction of a number of innovative new products to all segments of the construction industry. As the sole importers and distributors for numerous leading manufacturers in the UK, EDS Roofing Supplies offers a professional and comprehensive service to specifiers, installers and suppliers of waterproofing systems.

In 2013 EDS Roofing Supplies became a member of the NMBS buying group, thereby giving its merchant branch customers access to an even wider range of construction products at competitive prices.



From the office junior through to the managing director, the staff at EDS Roofing Supplies is renowned for their friendliness, efficiency and expertise. Indeed, customers are forever commenting on the company's approach to business, with statements such as: 'Nice people to do business with' and 'Always there when I need them'. It is this no-nonsense, friendly approach to all aspects of the business, and by treating all customers as equals, that has enabled the company to not only gain but retain customers throughout the length and breadth of the country - from the Channel Islands to Scotland, western most Wales to the East End of London. And from its strategically located depots, EDS Roofing Supplies' own fleet of vehicles can be seen criss-crossing the country in the pursuit of customer satisfaction,

ensuring that the company's products are where they should be, when they should be.

From National and Local Government Authorities to Multinational Corporations, Public Limited Companies to House-hold known Companies, Educational Establishments to Health Authorities, Property Management Organisations to Private Individuals, with in excess of two million square metres of roofs being covered annually in materials supplied by EDS Roofing Supplies, the company has attained a client list that reads like a 'Who's Who' of industry and commerce, including Oxford University, Diocese of Hereford, Granada plc, United States Air Force, Liverpool City Council, and Legal and General Assurance to name but a few.



Naturally, therefore, it has worked on a large number of prestigious contracts, from St John's College, Oxford, and Swindon's Thistle Hotel through to Wisley Golf Club and Villa Park. Good news, of course, travels fast and EDS Roofing Supplies' expertise is also in great demand overseas, with the company having been active on numerous projects from Bulgaria (Nuclear Power Station, Koslodify) and Italy (Malpensa Airport) through to Taiwan (Institute of Science and Technology, Chung Shan) and Indonesia (Menara Proteski, Jakarta).

Moreover, with products covered by either a manufacture's insurance backed guarantee or a **JIGSAW** guarantee, the company is confident of even more properties being protected from the elements by EDS Roofing Supplies' materials in the future.



With EDS Roofing Supplies committed to nurturing its long-term relationship with clients, attracting new potential customers, the company that Pat and Eddie created continues to grow. "Looking back fills me with pride and looking forward fills me with excitement", are the thoughts of the founders, as the company embarks on the next phase in its history!

### **Company Objectives & Mission Statement**

To provide a service that is based on treating every individual be they a customer, customer's customer, client or client's customer with appropriate respect and to look after their requirements and requests with the utmost care and attention at all times. Ensuring that all are treated in the same manner and way that we as a Company believe all individuals or companies should be treated whilst acting honestly, professionally, understandingly and friendly to one and all at all times.



### **Services & Products available from EDS Roofing Supplies (Midlands) Limited**

#### **Thermal Calculus and Condensation Risk Analysis**

Building Regulations insist that a property be sufficiently insulated to ensure that it is both energy efficient and thermally habitable. Tasks, which are achieved by the correct selection of insulant of the correct thickness and situated in the correct position within a roof waterproofing system. EDS Roofing Supplies (Midlands) Limited offer through its Technical Services Department a free consultation service that can undertake and provide thermal calculations and condensation risk analysis, which upon examination can indicate the best method, type and thickness of insulant to use.



EDS Roofing Supplies (Midlands) Limited supply insulation from all the leading manufactures including the product a fire retardant insulation panel manufactured with a factory bonded high performance SBS or APP waterproofing membrane bonded to its upper surface (this type of insulation allows contractors to install roofing systems quicker, easier and ensures that any sudden or expected rainfall cannot damage any already installed insulation and roofing materials). Cut-to-Falls insulation schemes individually designed to provide a cost effective solution to removing standing water from a roof deck are available in all insulant formats: - polyurethane, mineral wool, polystyrene, extruded polystyrene and cork.

## Site Surveys

EDS Roofing Supplies (Midlands) Limited through its Site Services Department can undertake free site inspections, which includes where applicable the taking and analysis of core samples from an existing structure. Reports in either verbal or written format are provided to ensure that the correct selection of waterproofing materials are used to ensure that not only a property being refurbished is thermally upgraded to comply with applicable Building Regulations but also that the most appropriate type of waterproofing materials are used to make the property resistant to the elements.



## Specification Writing Service

EDS Roofing Supplies (Midlands) Limited provides through its Sales Department following accumulation of advice from both its Technical and Site Services Departments a free specification writing service. Specifications as standard are produced along NBS design to make for easy reading and allowing extracts to be taken and included in other documents, because of its flexibility EDS Roofing Supplies (Midlands) Limited can if required produce specifications to other formats if requested. Specifications for the manufactures EDS Roofing Supplies (Midlands) Limited represent in the UK are also available directly from The Royal Institute of British Architects through its own National Building Specification writing service.



## Site Monitoring

EDS Roofing Supplies (Midlands) Limited through its Site Services Department can undertake free the monitoring of the installation waterproofing products. Reports in either verbal or written format are provided to ensure that the waterproofing materials used are installed correctly to both the requirements of EDS Roofing Supplies (Midlands) Limited and relevant Codes of Practice. The Site Services Department of EDS Roofing Supplies (Midlands) Limited operates a continual random monitoring of the workmanship of both Approved Contractors and Approved Installers during the installation of roofing products and following the installation of such products to ensure that Approved Contractors and Approved Installers maintain the necessary expected standards.



## Approved Contractors and Approved Installers

EDS Roofing Supplies (Midlands) Limited has registered a number of Company's and Individuals strategically located across the United Kingdom who are classified as being either an Approved Contractor in the case of a company or as a Approved Installer in the respect to the actual installer of waterproof membranes. In instances where a Manufacture's Insurance Guarantee is to be issued in respect to the installation of waterproof membranes, this is only available through an Approved Contractor. Who in turn ensures that an Approved Installer installs the products selected, thus ensuring that not only is a property protected from the elements with a high quality product, but that they are correctly installed.



## Approved Suppliers

EDS Roofing Supplies (Midlands) Limited has registered a number of Roofing Merchants strategically located across the United Kingdom, who are classified as being an Approved Supplier. The importance of which is to ensure a continuous knowledgeable supply chain in those instances where a Manufacture's Insurance Guarantee is to be issued in respect to the installation of waterproof membranes, thereby ensuring products are in pristine condition all the way from being manufactured to being delivered to site.

## Product Guarantees

EDS Roofing Supplies (Midlands) Limited operates a product guarantee scheme which comprises of two different types of guarantee. These being: -

Manufacture Insurance Backed Guarantee or **JIGSAW** Guarantee



**JIGSAW**  
Guarantee Scheme

Manufactures Insurance Backed Guarantees are available for numerous roofing products and are underwritten by leading Insurance Companies, the premiums being paid by the product manufacturer. Guarantees for durations of up to 20 years are available dependent upon product manufacturer, type of product and square metrage of product used. This type of guarantee is only available in instances where the installation of roofing products has been entrusted to an Approved Contractor of EDS Roofing Supplies (Midlands) Limited who in turn employees an Approved Installer(s) of EDS Roofing Supplies (Midlands) Limited. There are strategically located Approved Contractors and Installers across the whole of the United Kingdom, details of which are available upon request.

**JIGSAW** Guarantees in excess of that applicable under the sale of goods are available for those waterproof membranes as supplied by EDS Roofing Supplies (Midlands) Limited whose manufactures participate in the **JIGSAW** guarantee scheme. **JIGSAW** guarantees for durations of up to 20 years are available from numerous roofing companies located throughout the United Kingdom.

### Contact Details

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#### ROOFING MERCHANT BRANCHES DIVISION

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