



News and New Products

News for Customers

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Welcome to the latest issue of our Internet version of Common Bond, the news letter for customers of Istock Building Products.

If your company does not already receive a copy then please E-mail us with your Name, Title and company address and we'll be pleased to add you to the mailing list.

We hope that you find this information useful and we will be pleased to hear your suggestions or comments about any of the articles featured.

Marianne Jepson - Editor

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Welcome to Ellistown - business as usual!



We are delighted to announce that on the 20th September, 1999 The Ellistown brickwork is was acquired by Ibstock, further strengthening our extensive range of products and geographic spread as the leading quality clay brick suppliers in the UK.

All necessary procedures to effect a seamless transfer in our customer service are in place. We have retrained key members of the Ellistown staff and are looking forward to working with Ray Millership, sales manager and Richard Jeffs, factory manager and their teams.

Ellistown produces an excellent range of facing bricks known as the Rutland range, and a first-rate class B engineering brick. The order book for the factory is strong, with more than 50 million bricks sold in the last 12 months.

Because the Ellistown order book is currently at its maximum, we are limiting brick availability to existing Ellistown customers until further notice.

Customers with outstanding orders will be re-acknowledged and our commercial department are writing to customers explaining how they will continue to receive the service they are accustomed to.

For all inquiries on orders, schedules and dispatches please contact Elaine Collins at our Leicester sales office on 0870 903 4008. Ray Millership continues to be based at Ellistown.

Pictured above at Ellistown L-R: Ray Millership, Elaine Collins, Graham Hull and Richard Jeffs.

Return of the Deva Red



Back by popular demand is the Deva Red from Roughdales in Lancashire, a subtle multi-coloured traditional red brick with a smooth face and a slightly ragged arris.

The Deva Red is available as standard in 65 millimetre, 73 millimetre and 80 millimetre formats, which makes it an apt choice for renovation and refurbishment projects where a sympathetic brick is needed to suit the dimensions of existing fabric.

It is particularly appropriate for matching Victorian brickwork in the Midlands and North-West England.

Special shape bricks are also available including purpose made specials, a great benefit where new brickwork has to match or reproduce existing detail. For more details, call Roughdales sales office on: 0870 903 4002.

Classy arrivals - The Calderstones

Introducing Calderstone Claret and Calderstone Gold - luxurious multi-coloured newcomers from Roughdales in the North-West.



Calderstone Claret is a rich full-bodied red with shades of purple and blue; Calderstone Gold is a warm and subtle multi-coloured yellow.

Both have a soft undulating texture

Both build into walls of distinction

Both are a FL durable

Special shape availability for elegant detailing

For more information call our Roughdales sales office on: 0870 903 4002.

Capital Experience

There's some 175 years brick experience at your service based at Albany House, our London offices in NW1.

Of all brick makers, Ibstock's London division has the most experienced and stable sales team at work in the capital.

Divisional Sales Manager Lesley Jones heads a seven strong external sales team including Area Sales Managers Peter Haynes and Barry Saunders plus five area representatives - John Johnson, David Desborough, Joe Quinn, Iain Pithers and Martin Kane.

While Martin has responsibility for independent builders merchants throughout the division, other sales staff have individual sales areas, selling to architects, developers, contractors and housebuilders. As clients are often London-based, this helps promote beneficial relationships with the end-users. The internal sales office team of Sales Office Supervisor Greg Kean and Customer Service Assistants Lisa O'Neill and Muriel Sibley is headed by Divisional



The supporting team are Ann Puddifoot (Divisional Secretary), Sandra Daymer (Receptionist), Adrian Kean (Samples Support/Maintenance Supervisor) and Ana Coutino (Housekeeper). Group Export Manager, Philip Beardsworth and PA Caroline Washer are also based at Albany House.

The strength of our London sales presence, and its particular experience in specifier services, is central to the Ibstock goal of providing the best service in terms of response, courtesy,

Sales Supervisor Alex Peters.
John Vickery is Design Advisor responsible for an annual programme of monthly technical seminars, plus bespoke presentations at customers' offices tailored to their specific needs.

helpfulness, efficiency, knowledge and value.

Versatile Brunswick Buff

Classic plain buff colour, the popular Brunswick texture, FL durability, maximum versatility. It's a winning combination for a welcome new wirecut added to the Cattybrook portfolio. For specifiers seeking to emphasise design detailing through a single colour medium it's an ideal choice. Housebuilders too will be attracted by its versatility.

The textured surface is highly attractive, both as full face brickwork or as contrast detail against other Brunswick products.

For samples or more information, call Cattybrook Sales Office on: 0870 903 4010



A Star is Born

Looking for the architectural stars of tomorrow, judges view student work submissions for the 1999 RIBA Wessex Region Student Awards. The prize-giving event at the University of Bath School of Architecture was attended by some 130 people and was sponsored by Ibstock South West sales division.

John Soane - Architect Master of Space and Light

Ibstock is sponsoring a major architectural exhibition at the Royal Academy celebrating the design of Sir John Soane (1753-1837). The exhibition (11 September -3 December) focuses on twenty key projects that demonstrate the timeless qualities of his style and his masterly handling of space, light and surface.

Chief Executive, Philip Mengel, comments: "Throughout its 100 year history, Ibstock has worked closely with architects to produce the materials that incorporate their vision for the built environment. When projects have required unusual materials in shape, colour or texture, they have often turned to Ibstock as the nation's largest manufacturer of clay bricks and terracotta products



John Soane,
Perspective view of the
Consols Transfer Office,
Bank of England, 1798.
(c) The Trustees of John
Soane's Museum

to supply their needs. The Royal Academy's exhibition helps to remind us that through the vision of a great architect, humble materials can find triumphant application."



Textured Blue

The Anglian Blue Rustic is a super new product which combines the blue colour for which our Atlas factory in the West Midlands is famous and the Anglian rusticated texture -

a speciality of the nearby Aldridge works.

The Anglian Blue Rustic is available in both 65mm and 73mm, making it ideal for refurbishment and renovation projects. Cut & bond special shapes are also available, for quick and striking details, speedily delivered.

The Anglian texture is also available in Anglian Red Rustic, Red Multi Rustic, Buff Multi Rustic and Beacon Sahara.

For more information, call our West Midlands Sales Office on: 0870 903 4006.

Taking a stand in Cornwall

Over 570 people visited the RIBA stand at the Royal Cornish Show in June to learn more about architects, their design services and their role in the built environment. Ibstock was there too, supporting the local RIBA region and showing, among other things, how handmade bricks are made and how existing decorative brickwork can be reproduced in matching new products.



Steve Bond, sales representative from the Southwest Division, demonstrates the art of hand throwing on the RIBA stand.

Full of Eastern Promise



The Eastern division is one of the largest sales teams in Ibstock. They were out in force at Throckley and Birtley factories in June to learn more about existing and new products from these works. The new Hadrian products (See Hadrian's Wall - below) are a case in point.

Sample panels of the complete Hadrian range were built, incorporating detail bricks and specials from Throckley, demonstrating the extensive colour and texture range of Throckley wirecuts.

And then for something entirely different - a visit to our



nearby Birtley factory, home of the water-struck bricks unique to Ibstock. Well worth checking out - they translate into beautiful mellow walls.

For more information on Throckley and Birtley products, call Throckley sales office on: 0870 908 4004.



Testing the team's technical expertise at Throckley is Richard Holton, Senior Design Advisor (centre) for the division.

Extending Hadrian's Wall

We promised additions to the Hadrian Range, launched last year from Throckley. We believe they have been worth the wait and that customers in Scotland and the North of England will lap them up. Here they are:

Hadrian Antique - red, blue and grey tones

Hadrian Brindle - red, blue and gold hues

Hadrian Bronze - buff with shades of orange and gold

These join the Hadrian Red and Hadrian buff to create a versatile five colour palette. The special Hadrian texture and similar technical properties make them ideal for use together on larger developments - they clearly have a related aesthetic appeal while the extended colour range gives options galore for introducing variety.

For more information, please call our Throckley sales office on: 0870 903 4004.



Lucky Customers at Ravenhead

Steve Hubbard of MKM Building Supplies, Rob Berry of Jewson (Southport) and Rod Lewis of Moore Scott..... competition winners all of them at a highly successful (and fun) Open Day at Ravenhead factory in Lancashire.

Serious highlights of the day for the 150 customers who came along were exciting new products from the increasingly popular Morcroft and Chequered Flag ranges, a seminar on Ravenhead and a tour of the factory.

For more information on the Ravenhead product range, call Parkhouse Sales Office on 0870 903 4007.

The organising team: L-R back row:

Alf Dooley, Frank Yates, Bill Lord, Chris Nagington, Dominique Hope, Jonathon Berry, Ellen Harris, Amanda Anderton and John Simpkin. Front row: Julie Thorpe, John Carney and Marianne Jepson. Insert: Pictured by the Ravenhead product displays are John Carney, Divisional Sales Manager, Dominique Hope, Market Manager, North and Sales Representative, Jeff Upton.

New to Surrey and Beyond

Surrey Russet, Surrey Antique Cream and Surrey Cream Multi - three exciting additions to the Surrey Range from South Holmwood - the Southeast's leading wirecut factory.

The Surrey Russet blends a subtle range of colours from red through bronze to grey-blue.

Options are further extended with the Surrey Antique Cream and the Surrey Cream Multi, giving the housebuilder a colour palette to please the most demanding artist. FL quality? Of course.

At South Holmwood, we now offer the most comprehensive range of wirecut bricks manufactured in the Southeast, enabling both national and regional developers to use local products as is so often required with today's planning requirements.

For samples or more information, call the Laybrook sales office on: 0870 903 4012.



Graduation Day

No matter how experienced a sales force, their technical and sales expertise still need to stay sharp in order to bring you a consistently professional service. That's why our own continual professional development programme continues apace.

July saw the fourth session of the Ibstock Building Products University - an intensive sales and technical training course to update, improve and refresh the knowledge and skills of our sales teams. What's more it's an Open University: places on the technical element of the programme are available to major customers. The next course is scheduled for November.



CRH Roadstone Provinces, Ireland, sent five delegates to join the Ibstock students. Seen here L-R: Des Murray and Mike O'Sullivan (Roadstone), Louise Norton, Francis Shortall (Roadstone), John Richards, Ken Smith, Enda Gallagher (Roadstone), Mike Scott, Stephen Gilmore (Roadstone) and Joe Quinn.

Gorgeous Glazed Brick Colours

A new colourful glossy brochure is now available



which reflects the rainbow palette and shine of the glazed brick range from the world renowned Shaws factory in Darwen.

The new publication illustrates the versatility of glazed bricks - in new buildings, renovation work and even landscape projects, many of them prestigious schemes.

It also contains technical data and information on associated products and services.

For your copy, contact your local Ibstock representative. Or call the Literature Hotline at any time on: 0870 903 4030.

‘Over the Moon’ at Westbury

On 10 July the Westbury Homes Six-A-Side Football competition was held at Clifton College Sports Ground, Bristol. This company tournament is jointly sponsored by Ibstock and Moore Scott. Seen here is the winning team, Westbury Homes South West, captained by Brian Owen.



Rugged Maturity from Old Chelsea Newcomers

Ideal for RMI and infill development in London and the Southeast

Authentic weathered London

Stock look for immediate maturity

Availability performance more

dependable than reclaimed product

Guaranteed frost resistance

Light and darker options available

Metric and imperial formats

These are the key features of Old Chelsea Yellow and Old Chelsea Dark - two important new products from Funton works in Kent, heartland of the traditional yellow London Stock



The Old Chelsea Yellow, ranging from mustard yellow through to black, has a distinctly weathered yellow appearance, typical of many Victorian yellow stock buildings in London. The Old Chelsea Dark is a blend of browns, through grey to black, creating the effect of a more heavily weathered yellow stock.

Both bricks have a more rugged shape and texture than many stock bricks, combining with the darker

brick. Modern day products can be a poor match for older weathered brickwork, looking woefully new against fabric which has stood up to perhaps a couple of centuries of weather, industrial and traffic pollution. But using second hand brick can mean uncertainty on supply continuity and performance.

colours to give the impression of old, established brickwork. In refurbishment, size is a key requirement, hence both standard and imperial dimensions are available. For samples or more information, call Laybrook sales office on: 0870 903 4012.



Home Advantage

On the eve of the solar eclipse, a 'Premiership' guestlist of housebuilders battled for a place in the sun at our West Midlands Division Five-a-Side football tournament. Competitive? Just a bit, with Bovis, Beazer, Bryant, Crest, Laing and Charles Church among the contenders.

The hotly contested but good spirited event was ably refereed by Mike Callow, Commercial Manager of Bellway. After hard fought group sections, Bryant Homes and Charles Church won through to the finals. And a titanic struggle it was, with every ounce of skill and fitness called into play. Tactical substitutions resulted in the ball going into the net for Bryant, winning them a 1-0 victory and the 1999 West Midlands Developer Shield. Martin Smith of Ibstock West Midlands presents the clay engraved shield to Gareth Price, Surveyor at Bryant Homes, West Midlands.

Seasonal Flavour to new Morecrofts

The unique rolled, bark-like texture of the Morcroft Red Blend from Ravenhead made quite a stir at its launch in July last year. We've followed that up by introducing two more Morcroft FL wirecuts with the same rugged appeal.



The Morcroft Autumn Blend is a mixture of autumnal browns, oranges, greys and pinks, whereas the Morcroft Summer Blend displays shades of orange, russet brown and sunshine yellow. The Morcrofts provide an effective colour palette, ideal for combining in developments for colour variations with a shared texture.

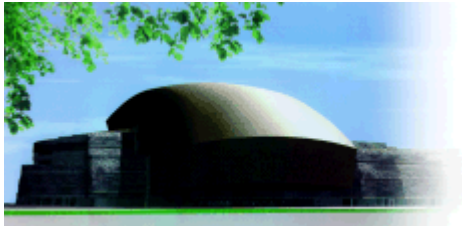
For more information, call our Parkhouse sales office on: 0870 903 4007.

New Dimensions at Wales Millennium Centre

Cardiff Bay has become a magnet for quality modern architecture and Ibstock is proud to be well represented there.

The Wales Millennium Centre is another high profile project which will go on site soon.

We have been in touch with architects Percy Thomas Partnership since the project's infancy. As the design of the glass, metal, brick and slate building advanced, it became clear that the clay brick element would be smooth red and smooth buff - a combination used with great success in earlier Cardiff projects.



But there was a sting in the tail. A non-standard metric module was needed - with 290 x 90 x 90mm dimensions. Which is where Ibstock's manufacturing strength in depth came in. While many companies would have struggled to meet both colour and size criteria our Throckley factory on Tyneside was confident it could come up with the goods.

Within the month a two metre sample panel of buff facings to the correct dimensions had been built at Cardiff (by bricklayer Graham Goddard, of West Midlands Site Services). The red smooth versions followed soon after. Project management and CAD support has been offered for this project which goes on site later this year.

Daytona Flame joins the Circuit

If you were at the Ravenhead Open Day in July you were one of the first customers to see the Daytona Flame - the latest addition to the successful Chequered Flag Range developed at this Lancashire works.

If not - here's what it offers:-

FL durability wirecut

Rich, vibrant orange with multicoloured heart and antique spot

Distinctive rolled and creased texture

Bright, fashionable look enhancing kerb appeal

Cut & bond specials in popular shapes for rapid detailing solutions

And don't forget, the Chequered Flag range (from Monaco to Monza) offers purple red, orange, yellow multi, golden brown and pink options.

For more information call Parkhouse Sales office on: 0870 903 4007.



Brilliant new 'reclaimed' brick

Teignmouth Blend, newly developed at our Pinhoe works near Exeter, addresses the reclaimed market. But, unlike salvaged bricks, it's available long term, in adequate numbers, produces consistently high quality



brickwork and has the advantages of a high quality wirecut including frost

resistance.

Predominantly red and orange, with random splashes of cream and white to create a reclaimed weathered effect, Teignmouth Blend offers a unique combination of colour and texture. As with Pinhoe's Axminster Blend and Exonbury Mixture, Teignmouth will appeal to both national and regional housebuilders, particularly in the Southwest and Southeast of England.

For samples or more details, call Pinhoe sales office on: **0870 903 4011.**

Pioneering new texture for new Scottish brick range

The Saltire Range, as the name suggests, responds to the aesthetic, commercial and technical demands of the Scottish market. Produced at our Tannochside factory, the first new bricks in this range share a softly sanded rolled texture, specially developed by and unique to Ibstock.

They are:-

Kilbreck

Buff

Multi - a

golden

buff multi

Kilbreck

Red - a warm plain red

Kilbreck Buff - an oatmeal plain buff

Attractive alone or in combination

Colours developed for Scottish

context

As you'd expect for Scotland they

are FL durable wirecuts

BS, cut & bond and purpose made

special shapes are available for

every product.

For more information call

Tannochside sales office on: **0870 903 4001.**



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