



Solar Power

A guide to making solar work for you and your business

- Power up your business with solar
- Becoming MCS accredited – How?, and Why?
- Part L changes – what it means for you

Marley SolarTile®

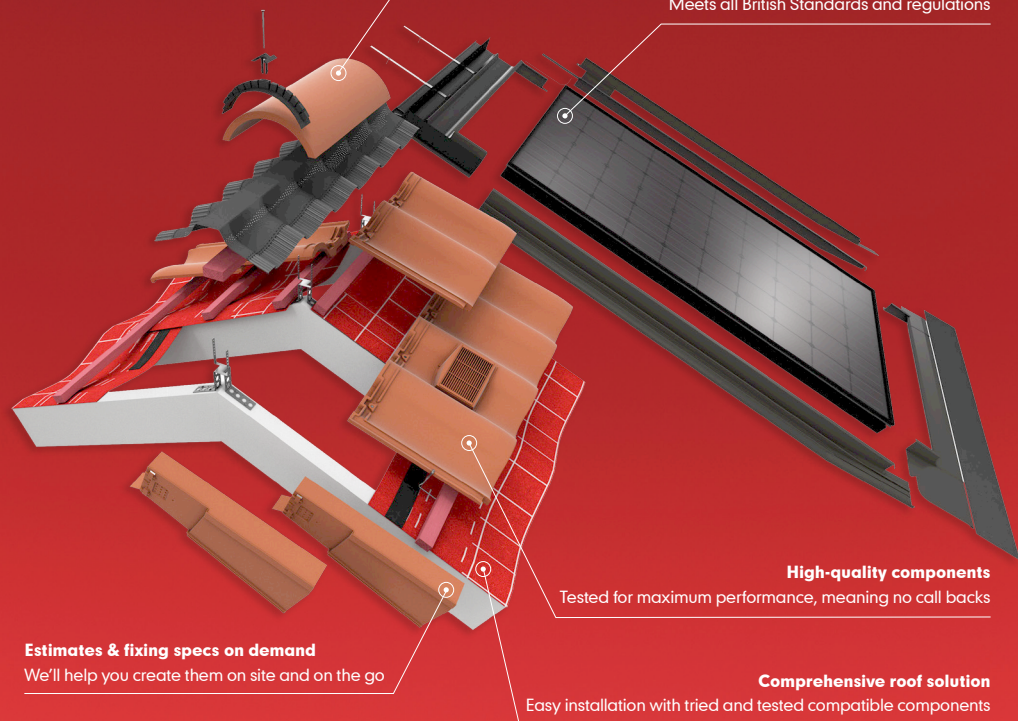


Technical support

Roofing experts on-hand to offer help and advice

Assured standards

Meets all British Standards and regulations



Estimates & fixing specs on demand

We'll help you create them on site and on the go

High-quality components

Tested for maximum performance, meaning no call backs

Comprehensive roof solution

Easy installation with tried and tested compatible components

Need a complete roof system?

We've got you covered.

With all elements brought together from a single source, you can be confident that everything will work together perfectly – and that high performance is all backed up with a 15-year system guarantee. Find your peace of mind.

marley.co.uk/roofsystem



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For further details on Marley SolarTile® or MCS certification, please visit www.marley.co.uk/solarinstall or call **01283 722222**.

Solar energy – the time is now

As the move towards cleaner, renewable energy sources continues apace, with ever increasing urgency due to the effects of climate change being felt, globally rising fuel prices as well as the current energy security crisis, the incentive to develop and implement effective and sustainable energy sources has never been greater, with solar power playing a major role.

In addition, a number of other key factors will help create more opportunities for qualified roofing contractors to satisfy the expected increase in demand for solar power from consumers:

- 0% VAT on installing green technologies in residential properties makes installing solar affordable for more homeowners.
- UK has set targets of net zero greenhouse gas emissions by 2050.
- However, roofing contractors need to be prepared – and becoming MCS accredited is key.

Changes to Part L could see up to 5 x the number of new homes built with solar technology.

**Solar
Energy
UK**



All residential solar power systems in the UK must be MCS accredited.

And, whilst this may seem like a daunting task, don't worry, help is available every step of the way when it comes to installing the MarleySolarTile®. Marley will help you make the most of the solar opportunity.

Visit www.marley.co.uk/training for more details.

The low-down on Part L

What you need to know now about Part L

WHAT IS PART L?

Part L is a building regulation that covers the 'Conservation of Fuel and Power' concerning both new construction projects and some refurbishment work, for dwellings and other buildings in England. It sets the standard for current and future energy performance and carbon emissions, which for the UK are a target of net zero greenhouse gas emissions by 2050, with any energy produced by fossil fuel offset by renewable resources.

Whilst highlighting the need to tackle the damaging effects of traditional energy sources upon the environment, managing the carbon footprint for new build construction and the refurbishment of the UK's current housing stock is seen as a key driver to reaching the net zero goal.

Coming into force on 15th June, 2022, with a second update to deliver the Future Homes Standard by 2025, it is important

that roofing contractors know what Part L means for them and how to fully prepare to make the most of the rapidly approaching changes.

MEETING ENERGY TARGETS

There are a number of ways that these targets can be met, but currently, one of the most cost-effective ways of achieving them is by utilizing a combination of an efficient gas boiler along with a solar photovoltaics (PV) system on the roof. With almost 1 million UK homes having already gone solar, and levels of public support running high, it is likely that energy derived from solar will significantly contribute to the UK's reliable green energy resource.

With Solar Energy UK predicting that Part L – which requires new homes to produce 31% less carbon emissions – could lead to a five-fold increase in new homes incorporating solar technology, this represents a significant opportunity to roofing contractors.

GRASP THE OPPORTUNITY

As Part L begins to take effect, there will likely be an increased demand for roofing contractors who can install solar systems. This will provide some great opportunities, such as increased profit margins and no tendering restrictions since all aspects of a roof – both solar and non-solar – can be completed. Unfortunately, contractors not incorporating solar may see their earnings potential decrease as they are unable to complete a full roof and may not even be considered at tendering stage at all.



NEXT STEPS

Whilst investment will be necessary to ensure that roofing contractors are qualified to fit solar panels, the benefits and ongoing opportunities far outweigh the initial costs. To be fully prepared for Part L, we recommend that contractors:

- Become MCS certified
- Take advantage of free training and resources
- Research solar PV systems available



Step up with MCS accreditation

Everything you need to know now about becoming MCS accredited

WHY MCS?

Importantly, residential solar systems in the UK must be MCS accredited in order to be eligible for a Smart Export Guarantee – which is the new way that homeowners are paid for their power. If they generate more than they require, the surplus will be put on the grid. As well as giving customers peace of mind, the certification can also help grow a roofing contractor's business as people will often search specifically for an MCS Certified installer for this important reason – if their system is not MCS certified, they can't get a Smart Export Guarantee and they can't sell their surplus energy back to the grid.

Being MCS certified means that you can offer solar services yourself, including managing the process and pricing for customers, without being reliant on

other contractors. In addition, having the capability to offer a full roof system installation, including solar, will boost your business as the need to engage with different contractors is reduced, streamlining the process.

HELP AND SUPPORT ALL THE WAY

Upskilling your workforce may seem like a daunting prospect, especially for smaller companies who may not already have the quality systems in place that are required for the MCS accreditation.

However, don't let this be a barrier as there is plenty of help and support to make sure you gain the all-important accreditation that will help to expand your business. For example, when it comes to demonstrating the operation of a Quality Management System (QMS), if one is not

in place already, MCS provides a host of online resources for roofers to utilise, such as templates which are available within the Standards and Tools Library section of the MCS website MCS (mcscertified.com). This will allow a roofer to implement a suitable QMS which is complete, effective and properly maintained, allowing them to push forward with their MCS application.



NEXT STEPS

To become MCS certified, you need to get the appropriate training for solar PV connection and apply to a certification body to arrange assessment. There are four elements that are required to become MCS certified:

1. A commitment to quality workmanship – including assessment against MCS 001 Standard and the specific technical standard for solar.
2. A commitment to customer care – membership of a Trading Standards Institute (TSI) such as the Renewable Energy Consumer Code (RECC) or the Home Insulation & Energy Systems Quality Assured Contractors Scheme (HIES) is required.
3. Demonstrating competency – via qualifications or demonstrating experience.
4. Quality Management System (QMS) – demonstrating the operation of a QMS. If you need guidance with any aspect of MCS certification, call the MCS Helpdesk Team on 0333 103 8130 or visit [Becoming certified - MCS \(mcscertified.com\)](http://Becoming certified - MCS (mcscertified.com)).

SUPPORTING THE ROOFER

As part of Marley's 'Supporting the Roofer' initiative, all roofing businesses can claim a £50 discount on their MCS certification application via a collaboration with NAPIT.

Visit www.marley.co.uk/mcsapply for more details.



Sustainability creates opportunities for roofers

Strengthen your business

Opportunities for roofing contractors to strengthen their businesses look set to increase due to the continued demand for cleaner, renewable energy sources, such as solar.

STRONG DEMAND FOR SOLAR

Whilst the forthcoming changes to Part L could see up to five times the number of new homes built with solar technology according to Solar Energy UK, the zero-rated VAT on installing energy-saving materials in residential properties is likely to boost the retrofit market, making green technologies, such as solar, much more affordable for a greater number of people

DON'T MISS THE OPPORTUNITY

Significantly, the VAT cut will provide a host of opportunities in the retrofit market to roofing contractors and, whilst investment will be necessary to ensure that they have upskilled their workforce and are qualified to fit solar panels – such as becoming MCS certified for example, the benefits and ongoing opportunities far outweigh the costs.





Train to gain

All you need to know about Marley's Solar support

With the drive towards greater sustainability, there's never been a better time to assess what this will mean for your business, including not only what to watch out for but also how to maximise your opportunities.

Successful outcomes are usually borne out of thorough preparation, and the roofing industry is no different with contractors that have taken the trouble to research, prepare and adapt their businesses to embrace the changes, finding themselves ahead of the game.

With the demand for solar energy likely to drastically increase, roofing contractors who acquire the relevant product knowledge and installation skills now, will secure a real competitive advantage for themselves.

MARLEY – THERE FOR ROOFERS

Marley prides itself in supporting the roofer with all aspects of work, from on-site health & safety and thorough installation guidance through to business support.

TRAIN TO GAIN

Marley has developed a SolarTile® installation guide and video, as well as an online solar configurator to assist roofing contractors designing solar arrays for their clients. What's more, roofing contractors can also request to join our regular online solar training courses, hosted by Training Manager - Sam Tebbs. This provides invaluable information not only on the move towards sustainability but also the very real benefits of solar energy, focussing on Marley SolarTile®.

The brand new **'Introduction to sustainability and solar roofing'** webinars aim to walk roofing contractors through five essential aspects:

- What sustainability means for YOU
- The future is solar roofing
- How solar (PV) works
- What MCS accreditation means for YOU
- Installing Marley SolarTile®

The free webinars are held regularly throughout the year and are available to anyone within the construction and roofing industry. Simply visit www.marley.co.uk/training for further details and to book your space.

At Marley, we want our customers to be prepared for the far-reaching effects of the drive towards sustainability. Of course, with change, there are potential threats to a roofing contractor's business, however, there are also great opportunities provided they take full advantage of the wide range of resources and innovative new products that are out there to help and support them.





A sustainable future with Marley SolarTile®

All you need to know

Marley SolarTile® has been developed to deliver on aesthetics, installation and importantly, sustainability. For years, only 'bolt on' systems were available, however Marley SolarTile® now provides a truly integrated roof system that fits seamlessly with the design of the roof.

Marley SolarTile® does away with the need for counter battens as required on other in-tray roof systems, thanks to its double fixing to battens and trusses and, by replacing existing tiles rather than fixing over the top of them, greatly reduces the risk of costly tile breakages on the roof. Completely compatible with all clay, concrete tiles and slates, Marley SolarTile® is supplied as a complete kit with all components, such as robust flashings and achieving AA fire rating included, so there's no extra material costs.

Whilst colour-coded boxes make for easy installation, the patented push-together design means that installation times of less than one hour per kilowatt peak can be easily achieved.

MOVING FORWARD TOGETHER

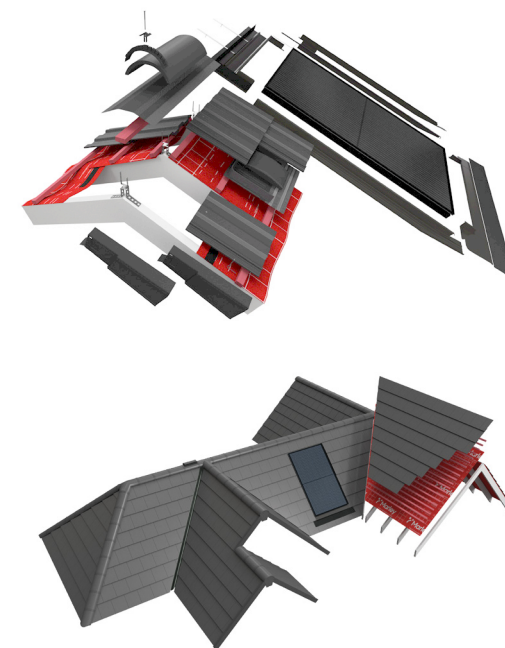
The cost of energy is rapidly increasing. With Marley SolarTile®, we provide an innovative, reliable and sustainable solar energy system that, when used alongside a full range of Marley roofing products, forms part of our full roof system, complete with our 15-year guarantee. In addition, we continue to support our roofers with advice on all aspects of solar PV installation as we move forward together.



MARLEY SOLARTILE®

The benefits of working with Marley SolarTile®:

- Integrated into the roof for a seamless finish
- Unobtrusive, aesthetic nature of integrated solution makes them easier to pass planning so ideal for heritage sites
- 15-year guarantee when used as part of Marley's full roof system
- Colour-coded flashing kits and fixings for ease of installation
- Consistency of power output
- Still performs at a minimum of 80% of its original efficiency after 20 – 25 years





John Lees, owner at JAL Roofing, is a professional roofing contractor with over 20 years' experience in the trade.

Here, he tells us about his observations of the changing market and his experience of Marley, from product to training and support, and what it will mean for the future of his business.

'The world's changing, with developing reliable renewable energy the next big challenge. We decided that it was the right time for us to get involved with solar, and whilst we'd always been interested in it, we had never found the right route – until now.

'It was taking part in the free Marley webinar that kicked it off for us initially.

'On the webinar, we were guided through what we needed to do to become MCS accredited. It was a relatively easy process, with the paperwork self-explanatory, especially with guidance from Marley. There was help with setting up a Quality Management System (QMS) as well as the online solar configurator tool to aid with designing systems for clients – Marley really supported us all the way.

'Solar was an avenue of business that we didn't know how to access – if it wasn't for the Marley webinar, we probably wouldn't be MCS accredited now and we wouldn't be able to make the most of the opportunity that solar now presents.

'In the short time that we've been MCS accredited, we've had quite a few enquiries; we are 'dipping our toes' into the market at the moment and they are literally getting bitten off!

'With energy prices rising, the retrofit market is steadily growing and we are finding that, when we quote for a solar package, customers are realising it's more affordable than ever. Marley SolarTile® is a great solar solution. People tend to not like solar panels when it's an 'on roof' system, but Marley SolarTile® looks really good and is easy to fit. It's going to stand the test of time purely because it's a good quality product.

'I'd advise any other roofing contractors to make the leap to solar. The current times we're living in, with energy prices flying high, means that there's potential work for roofers who know the products and are MCS accredited.

'If it wasn't for us picking up on the Marley webinar, we probably wouldn't be involved at this stage and we'd be missing out. Join one of the Marley webinars – it really is worthwhile'.



I would urge roofers to sign up for one of our comprehensive free webinars and explore to solar PV systems – the future is here.

Sam Tebbs – Training Manager at Marley





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