

Why Roofing Contractors should  
be making **'The Profits'** by installing  
Solar PV panels... not others



[www.skylineroofing.co.uk](http://www.skylineroofing.co.uk)

**SKYLINE**  
ROOFING CENTRES

# THERE IS A GENUINE GROWING AND PROFITABLE MARKET FOR SOLAR POWER

But would you let a Glazier, Plumber or Electrician on your roof to secure the Solar PV panels?

Unlikely; that's why roofing contractors should be installing these panels. Roofing contractors know if the roof is sound and if it's not they will know how to fix it before starting the solar installation.

Homeowners understand this too if the success of roofing contractors entering this market is anything to go by. Payment from homeowners is almost guaranteed as until the work is signed off they don't get the Feed-in Tariff.

## SO HOW CAN SKYLINE HELP YOU?

Skyline roofing centres have partnered with Solar Spectrum & Solarjuice to help roofing contractors get involved in this developing market. If you want to find out more and grow your business contact us now.



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# FAQ's

## WHY ROOFING CONTRACTORS?

Importantly they understand Roofs. The ideal time to sell and install Solar PV is when a roof is being replaced or being installed on a new property. If a roof is not in need of replacement the Roofing Contractor can ensure any minor repairs are securely and correctly carried out. The guarantees given by a roofing contractor on a new roof would not be invalidated if that contractor also fitted the Solar PV System.

## WHY IS IT A SIGNIFICANT DEVELOPING MARKET?

Our government expects 20% of energy to come from renewable sources. Solar PV is one of them. The UK has been behind other countries in this markets development. Energy Costs will continue to rise, and for the home owner this is a way of creating your own electricity and selling the surplus.

The market was created by the introduction of the Feed-in Tarrifs, whereby homeowners are paid by their utility company a set rate for the total solar energy generated in addition to the unused electricity they sell back to them (at a different rate). On new homes builders have to reach a level of sustainability. This energy source not only helps the builder achieve compliance but saves the homeowner ongoing energy costs. The builder should be using roofing contractors for this, while they are installing the roof.

## WILL TRAINING BE PROVIDED BY SKYLINE?

Yes, with our partners we will provide training both in the market, the Feed-in Tariff and tables of potential savings. The quotation, the selling of the system and how the administration will work. Further training in the application of the panels on to the roof will follow. However we will start with some introductory discussions about how we see it all working and responding to any concerns you may have.

## SOME BASIC DETAILS ABOUT SOLAR PV

1. Solar panels, known as photovoltaic (PV), can be fitted onto a roof to generate the same type of electricity used in the home or workplace.
2. PV panels turn light into electricity.
3. Modern panels can supply on average 50% of your total average electricity demand and much more in homes with good design and energy saving measures.
4. The PV panels are connected via a system to the national grid so that any electricity generated and not used is sold back to the power company.
5. Like Germany (who have a similar climate and now have 500,000 PV roofs) the UK now has a Feed-in Tariff which guarantees fixed prices for all the electricity you produce for 25 years. The Feed-in Tariff is currently set at 43.3p\* kW/h (which is over twice what UK homes currently pay for their electricity) and this tariff is linked to inflation and tax free for 25 years. (\*At time of print).
6. Whilst solar panels involve a high initial investment they can also generate high returns of between 8-10%.
7. In the UK the best arrangement is for the PV panels to face the sun for the longest period possible, inclined at an angle of 30°- 40° and shadow free. It is here where the analysis by Solarjuice is so vital in the energy saving predictions.
8. Solar panels have no moving parts and their performance is normally guaranteed by manufacturers for 25 years.
9. Solar PV panels are not the only type - there are also 'solar thermal panels' which generate hot water.

# YOUR PARTNERS FOR YOUR DEVELOPMENT

Skyline as a Distributor and Merchant has long provided the latest materials to specialist roofing contractors. Solar PV systems are part of the roof and as such our role will be to provide the most comprehensive stock of both Panels and all fixing requirements. Skyline will also provide the link relating to the initial survey and final accreditation.

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Solar Spectrums team of renewable energy consultants are able to advise us and our customers on the most appropriate system for domestic and industrial applications. They are fully accredited under the Microgeneration Certification Scheme (MCS).

They are also members of the Renewable Energy Assurance Scheme (REA). This association sets all aspects industry standards for Solar PV Systems.

[www.solarspectrum.co.uk](http://www.solarspectrum.co.uk)



Solarjuice has been established to help and encourage UK homeowners to go solar by providing a free and accurate solar prediction tool to help add confidence to figures received from installers. They act as an independent one-stop-shop for all the advice a homeowner or business will need to make an informed decision on solar power. This service is now available to Skyline customers.

[www.solarjuice.com](http://www.solarjuice.com)



To register your interest, please contact your local Skyline Roofing Centre branch or Sarah Martin directly at: [sarahmartin@skylineroofing.co.uk](mailto:sarahmartin@skylineroofing.co.uk)  
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