



Celebrating 25 years in lead sheet

ISSUE 2 : SUMMER 2008

25th anniversary competition

The race is still on!

Although our first birthday party at Royal Ascot has been celebrated and the lead sales deadline of our second party - fly-fishing on the Test - is nearly there, you still have a chance of winning the remaining events. So if you haven't yet entered our 25th birthday competition, and you would like to enjoy a day out on the world-famous Belfry golf course or Silverstone race track, then do so now! All you have to do, is fill in the attached entry form before August 1, 2008. Let us know whether you prefer golfing, racing or would enjoy both activities and make sure you order your lead with us before the closing date of your chosen event. **Continued: page 4**



The more you buy, the more chance of winning

Are you really looking forward to being a guest at one of our exciting birthday parties? Why not boost your chances of winning, by ordering some more lead sheet with us. For every tonne of lead sheet you buy, a ticket will be entered into our prize draw, and you increase your chances of winning that superb day out.

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Chris Pateman (r), managing director of the BMF, picks the first three winners of Midland Lead's 25th anniversary competition.

And the winner is...

On May 30, 2008 Midland Lead's sales and marketing manager Steve Kitchener visited the Builders Merchants Federation's head office in London, armed with a briefcase stacked with tickets for the first prize draw of our 25th anniversary competition. Chris Pateman, managing director of the BMF had the honours to announce three lucky winners to celebrate our birthday party at Royal Ascot on the 18th of June. Out of 1471 entry tickets, Brian Price Roofing, Ray Bloc and Discount Building Plastics have been named the winners: cheers!



The party continues...

...Continued from page 1

If you haven't had the time yet to enter our 25th birthday competition, you still have a chance to win one or both of the two remaining events outlined below:



September 12, '08:

Walk in the footsteps of golfing legends

Set in 550 acres of finest countryside and home to the world's most famous golfing events, the Belfry near Birmingham is hard to beat for anyone with a passion for golf. Enjoy our company on 12 September and walk in the footsteps of golfing legends on the 18 holes of the Brabazon course. **Closing date lead sales: August 28**

Easy-to-enter competition

All you have to do to have a chance of winning one or both of these superb days out, is to let us know your preferred way of celebrating our 25th anniversary (tick the right box and send us the attached postcard by August 1, 2008) and place your order of lead sheet with Midland Lead before the closing date of your favourite event.

October 14, '08:

Get your thrills driving a world famous Grand Prix circuit

Silverstone is the queen among racing circuits and every inch of its historic track is a driver's challenge. On 14 October, Midland Lead offers twelve customers a chance to not only drive some of the greatest performing cars in the world - i.e. the Ferrari 360F1, Porsche 911, Formula single seater and a Lotus Exige - but also experience the amazing thrill of driving on the world famous Silverstone circuit.

Closing date lead sales: September 25

Hats, horses and champagne

On the 18th of June, three lucky winners - together with three guests - of our 25th anniversary competition have been offered the best seats in our corporate box at Royal Ascot, to enjoy Midland Lead's first party. Although not everyone backed the right horse, it has been a brilliant birthday!



We have asked three international customers:

"What's your main reason for buying at Midland Lead?"

Last word

Got something to say?

Email update@midlandlead.co.uk and we'll make sure you'll be heard.

"The main reason that we are buying from Midland Lead is your competitive pricing, prompt deliveries and service. Quality and packing are also very good with no complaints from customers. We sincerely hope that our business relationship will be developed further in the coming years!"

"During our ten years as a wholesale building product supplier, we have been dealing with Midland Lead for over two years, but it has been with pleasure. Midland Lead's products are of good quality and their service is excellent. The staff is very helpful with marketing information, delivery details and pricing. In view of the time difference and the usual problems associated with importing the last two years of trading have been trouble-free. I can honestly say that dealing with Midland Lead has been a very positive experience."

"We congratulate Midland Lead on completing 25 years in business. It was after long market research, we finally found Midland Lead to be our regular and stable lead supplier for our requirements of lead sheet in the acoustic insulation industry. Midland Lead to us means: **TRUST, RELIABILITY and QUALITY**. We all wish Midland Lead a prosperous future."

25 years BBA-certified

From 1983 onwards, our lead sheet has been BBA-certified. This means, for twenty five years our lead sheet has successfully passed a comprehensive quality assessment involving laboratory testing, on-site evaluations and inspections of the manufacturing process to check on quality control procedures.

Site life

The factory with a cutting edge

In the first issue of 'Site life' we have described how recycled lead is refined and cast into 7 tonne spools at Midland Lead's premises. In this issue we'll explain the final stage in our manufacturing process: the cutting shop and despatch area.

Once the 7 tonne spools are transferred from the casting area to the cutting shop, these will be cut into the individual rolls required by our customers, in either standard industry or customised sizes - at no extra cutting charge. This process takes place on four specialised machines. A 're-winder' first draws off the lead sheet from the 1.5 metres wide spool, rewinds it onto a log and a guillotine cuts it to the customer's required length.

Next, the log is cut to the correct width, using a saw specially designed to cut through soft metal such as lead.

As part of our quality assurance system, each roll is then check-weighted against the UK standard specification weight. If a lead roll is not within specification, our weighing scales will not deliver the required product label (stating size, code, etc) and the lead will be

rejected. Besides making sure all our material is of the highest possible standard, labelling our lead rolls also makes it easy to trace them for chemical specification or internal quality procedures.

After labelling the lead rolls, the orders are assembled on pallets, shrink-wrapped on all four sides and passed to our despatch area.

Midland Lead despatch an average of 140 pallets of lead daily via its UK-wide network of transport partners - a mix of national pallet delivery services and smaller, local hauliers. Due to our centrally-located site in the Midlands and the efforts of our carriers, our delivery performance - including production - in the UK is normally two to three days. To further facilitate efficient despatch, we've invested in a state-of-the-art weigh bridge and allowed for a dedicated area for loading export containers on site. But whatever the destination is, due to our transporters' expertise in handling lead, we are confident that our lead is not only of the best quality when it leaves our site in the Midlands, but also when it arrives at our customers.



All our lead rolls are cut to standard industry or customised sizes



We despatch an average of 140 pallets of lead daily



Handle with care!

Ron Rowe, managing director of Lichfield International Freight Terminal: "Our company has delivered Midland Lead's products all over the UK for many years. During that time we have gained an appreciation of the care required to handle and transport a soft metal safely, including not stacking on top of the pallets and keeping them dry. As a member of Palletforce, a national pallet network, we have invested time and effort in educating our partners at other depots who are perhaps not as familiar with moving lead as we are. Experience counts when transporting lead and helps to ensure a problem-free delivery."

In Brief..

Midland Lead supports lead work training

Lead sheet will outlast and outperform any of the modern replacement systems for roofing solutions, but it does need to be laid correctly for optimum performance. That's why, from our very early days, Midland Lead became involved in sponsoring lead work training courses throughout the UK.

If you'd like more information on Midland Lead's current lead skills sponsoring activities, please contact our sales office on +44(0)1283 224555.

Five reasons to buy lead with a clear, green conscience!

Sustainable development and the green credentials of construction materials are becoming increasingly important. Whether you're an architect, a builder or a building merchant aiming to reduce the environmental impact, here are five reasons why our lead sheet deserves a place in sustainable building.

Reason 1: Recyclability

One of the greenest arguments to use lead sheet, is its recyclability. Lead can be used and recycled over and over again. It is easily recovered when a building needs to be demolished and with lead's high scrap value, it *is* being recycled and nothing goes to waste. Moreover, at Midland Lead we use only recycled lead to fill our kettles - further reducing the need for primary raw materials.

Reason 2: Energy-efficient manufacturing process

In addition to lead's excellent recyclability, the conversion back into new lead sheet involves an energy-efficient process. Due to a low melting point (327°C) and Midland Lead's effective machine casting process, the manufacturing of lead has a significantly reduced impact on global warming than that of synthetic materials or other metals developed as potential alternatives.

Reason 3: Durability

Another key reason why lead sheet can contribute to sustainable construction is its long service life and durability. In comparison to synthetic and even natural weatherproofing alternatives, lead sheet is one of the most durable building materials and lasts over 100 years. Besides, lead sheet requires little if any need for maintenance during its many decades - and even centuries - of service.

Reason 4: Environment Agency controlled site

As a lead refinery, Midland Lead is obliged to operate under an Integrated Pollution Prevention and Control (IPPC) license that is regulated by the UK Environment Agency. In order to comply with the requirements of its IPPC permit, Midland Lead has to demonstrate that it protects the environment by minimising emissions to air, land and water, by reducing its energy use, promoting the use of clean technology, minimising waste production and encouraging innovation and recycling.

Reason 5: An ISO 14001 certified lead sheet manufacturer

On top of the above mentioned government requirements and regulations, Midland Lead has taken a pro-active approach to improve its green performance. Since 2006, we are one of the few UK lead sheet producers with an ISO 14001:2004 certification for the entire manufacturing process. In short, this certification means that we've successfully implemented, maintain and conform to our environmental policy.



Midland Lead working in partnership with the Environment Agency. Our local inspector Mark Lynskey (r) pictured with managing director, Boudewijn Tuinenburg (l).



More than 95 per cent of lead used in the UK building industry is recycled, whereas the recovery rates of plastics and synthetic weatherproofing substitutes can be as low as 10 per cent.



Melting points for the production of metals vary from 660° C for aluminium, to 1084° C for copper to 1320° C for steel.



The life expectancy of pitched roofing materials fluctuates from 30 years for coated steel and fibre-cement slates, to 50 years for timber shingles and shakes to over 100 years for lead sheet.



Our recent investment in a computer -controlled spark suppression system - a system that eliminates the risk of combustible material reaching our baghouse - ensures emissions to air, land and water are reduced even further.



ISO 14001 is the best-known environmental management standard that involves certification by an external certification authority - in our case the British Standards Institution (BSI).

Research shows lead is greenest

Don't take our word for it! The independent Netherlands Organisation for Applied Scientific Research (TNO) recently performed a study to compare the environmental impact of lead sheet as a weatherproofing material with that of its substitutes (including PiB, SEBS modified

bitumen, polyester, EPDM and PVC). TNO concluded that lead sheet has the best environmental performance as a weatherproofing product - largely due to its long service life and the limited need for primary raw materials. For more details, go to: www.elsia.co.uk