

Introduction to IBD Distribution



IBD
DISTRIBUTION
RENEWABLE ENERGY



Background

IBD Distribution, based in Verwood, Dorset, UK provides a complete range of sustainable energy efficient heating, ventilation and micro generation solutions.

All products can be fully integrated to offer a complete renewable heating, ventilation, cooling or hot water solution, delivering enhanced energy efficiency all year round.



The company offers products, services and skills from initial consultation through to system designs, project management, installation (via approved installer scheme) and commissioning of both residential and commercial buildings (new build and refurbishment projects).

The company possesses all the skills and expertise required to partner market leading renewables, heating and ventilation product manufacturers.

Key Business Personnel

Established in 2008, IBD Distribution's success in the UK market has been reflected by consistent year on year growth. The company is owned by Ian Smith and Darren Johnson. These two building services professionals, with complementary skill sets, have outstanding track records in the UK and European heating and ventilation industry.



Ian Smith

Ian Smith, Managing Director, was one of the original pioneers behind the introduction of mini duct heating, ventilation and cooling system technology in the UK with the launch some 15 years' ago of the Unico System. This experience has led to the current success enjoyed by IBD as the exclusive UK distributor for the Invisible. AC system, built upon similar technology but designed specifically for the UK and European markets. His entrepreneurship has been the driving force behind the company's development and partnership with internationally renowned renewables manufacturers.

Darren Johnson, Technical Director, has over 20 years' experience in the H&V industry and is a recognised industry authority. His practical experience with installations, and his close knowledge of standards and regulations that affect the building industry, make him the ideal person to oversee IBD's technical and engineering operation. He liaises closely with suppliers and customers to achieve the optimum solution. Darren has presented many papers and is a regular speaker at many of IBD's suppliers' conferences. He is also a columnist in the UK's H&V press.



Darren Johnson

IBD Product Range

As one of the UK's most prominent companies in the field of renewable energy based heating, ventilation and micro generation systems, IBD is committed to offering its customer base the highest quality products in terms of life expectancy, energy efficiency and being fit for purpose.

Whether providing solutions for installers, housebuilders, contractors, architects or self-builders, IBD offers products that will succeed in the most demanding of applications.

The current range includes many market leading renewable technologies:

- > Daikin Altherma heat pumps – air source & hybrid
- > Vaillant Ground Source Heat Pumps
- > Polypipe - ventilation and heat recovery
- > Invisible.AC - mini duct heating, ventilation and cooling systems
- > Glow-Worm – renewable energy systems
- > Envirotube and Daikin Rotex - underfloor heating
- > Ecobee - smart home energy management systems
- > Solis – micro generation systems



IBD's Industry Credentials and Services

IBD believes that the wide scale adoption of renewable energy based heating, ventilation and air-conditioning is essential and therefore provides services to support its product range and wide customer base.

The IBD team includes experienced engineers and designers with vast industry experience. The company understands that the correct specification of renewable energy systems demands a thorough understanding of how the different technologies can complement each other to the best effect in order to meet the objectives of any client.

The company's design office is fully equipped with AutoCAD work stations, wide format printers, design software and heat loss calculation packages to ensure the highest quality service in the specification phase of a project.

The current range includes many market leading renewable technologies:

- › has Microgeneration Certification Scheme (MCS) installer approval and also has approval under the MCS scheme for Photovoltaic (PV) Solar Systems
- › is BPEC approved for Solar Thermal and Heat Recovery Ventilation system design and installation
- › is a member of the Real Energy Consumer Codet
- › complies with the REAL Assurance Scheme consumer code
- › is established a Renewables Training Centre with HPS in 2013



MCS Approval

As a leading supplier of renewables and certificated under the MCS Scheme, IBD has also been appointed by UK housebuilders to provide MCS project design services, commissioning and sign-offs.



The company works closely with house builders, developers and architects to achieve the specification of all products distributed by IBD.

IBD also offers plumbers' merchants Total MCS Services and over the last two years this has opened the door to plumbers throughout the UK to take advantage of the government's RHI Renewable Heat Incentive Schemes. This has resulted in extensive specification of IBD products in the residential and commercial markets.

Marketing

IBD undertakes extensive marketing and publicity campaigns on a continuous basis.

These are designed to promote the company as a whole, its services and – most importantly – the products of its principals.



The marketing communications activities undertaken include:

- > Website – regularly updated and SEO optimised
- > Newsletters - issued on a bi-monthly basis to the company's carefully researched and maintained databases
- > Press Relations and Editorials – regular publication of product news, company news, case studies and feature articles in the UK media
- > Exhibitions – participation at leading self- build, housebuilder and industry exhibitions including Grand Designs and Home Renovating
- > Advertising – online, digital and printed media campaigns
- > Social Media – regular postings on Twitter to promote company activities

IBD works closely with its partners to ensure exposure in the UK market, highlighting IBD as the distribution partner and first line contact for information, enquiries and technical support.

Customer Endorsements

These are a selection of testimonials from IBD customers:

We see great potential in being able to offer IBD's MCS service to our customer base. It will allow our customers to get fully involved in Renewable Heat Incentive (RHI) commercial and residential installations.

Steve Glover

MD, Air Conditioning Agency

A company like IBD can fill the knowledge gap not just for architects and other professionals, but also for the consumer when it comes to getting the details right. The conversion went according to plan and I am pleased with the role that IBD has played in creating a property that I hope will be in the family for generations to come.

Steve Gregory

Director, Turnkey Design Partnership

IBD's proposal to use Daikin heat pumps throughout all the apartments was very affordable. IBD offered the best option for providing systems without using gas.

Jeremy Pollen

MD, Pollen Homes

IBD's experience in the whole package of renewables, heat recovery, heat pumps and underfloor heating is a major advantage. They can see all the energy saving possibilities and maximise the potential by combining market leading products into one fully integrated, highly efficient installation.

Steve Gant

Self-Builder

IBD has outstanding renewables experience with expert knowledge in the application of Daikin Altherma heat pumps. IBD is an essential element of our UK distribution network.

Iain Bevan

Daikin UK

Summary

IBD Distribution is uniquely placed in the UK market, offering a complementary range of products and services not available from any other single supplier.

All products can be fully integrated to offer a complete renewable heating, ventilation, cooling or hot water solution, delivering enhanced energy efficiency all year round.



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