

## NEWSLETTER 2020

1st edition



COMAX Klik, AI, PUR-PA 7016,  
Apartment buildings in Plymouth

### COMAX® ROOFS IN NUMBERS

	2017	2018	2019
Turnover (mil. CZK)	290	298	318
Volume of products (t)	6 320	7 278	8 165
Investment	35 mil. CZK		



Dear readers,

Half a year has passed since the publication of our newsletter's winter issue, and, therefore, we have much to share with you despite the arrival of the global pandemic that has entered into our work and personal lives.

Four years after the opening of our modern production centre in Velvary (CZ), we bring you an overview in numbers illustrating the prior period in terms of turnover, sales volumes, and investments. At the same time, we have expanded our operating and storage areas this year with a modern new hall to meet your growing needs.

This year, we have drawn on our production experience by educating implementation companies in the form of tinsmiths' and pipefitters' training, but also by training the salespeople of our partners/customers. Since last autumn, we have started educating building designers in a Lifelong Learning Programme accredited by the Czech Chamber of Authorised Engineers and Technicians in Construction (ČKAIT in Czech). Thus, in addition to production and trade, we enter the entire process of creating a new roof starting from project to final implementation and gain valuable feedback.



I wish you lovely moments "under our roof" and pleasant reading.

**Ing. Karel Fišer**  
Head of Roofing Centre

## FAIR TRADE ROOFS PRAGUE 2020

Altogether, 170 exhibitors from eight countries presented their roofing products at the 22nd ROOFS PRAGUE trade fair in Letňany, Prague, in February 2020. The show was attended by a record 25,412 visitors.

COMAX® ROOFS attended the fair trade for the sixth time, and they presented the successful English realisation of a family house clad with modern aluminium roofing COMAX KLIK at their stand. There were also other new trends in the field of roof coverings made of light alloys.

For those interested in a modern metal sheet roof, we offered the possibility of its price calculation directly at the stand with the opportunity to win it free of charge in the trade fair draw. And all interested had the opportunity to get a 10% discount on the roofing. We were delighted with the interest of visitors in a quality Czech product.



## RESULTS OF THE "WIN THE ROOF COVERING FOR FREE" COMPETITION

Mrs Martina Laczi from Středokluky won the fair draw. She confided to us that she planned to use the won roofing to build her new family house in Beřovice near Slany.



**How did you learn about the possibility of winning COMAX roofing for free? Did you come to our stand on purpose?**

*"I did not know about this possibility. Currently, I am still trying to gain a building permit for our family house. I visited the ROOFS PRAGUE fair to find and choose a roof supplier. I found the COMAX® ROOFS stand interesting at first sight - it was nice spacious - worthy of important suppliers from abroad. There was a depiction of a modern house hanging on the wall and a statement that it was a Czech product. I am interested in how the roofing is made; thus, I welcomed the offer to visit the production hall. When I found out that you were based in Velvary, my interest increased because it won't be necessary to transport the material from a great distance."*

**So, you did not know COMAX ROOFS as a manufacturer of sheet metal roofing before you visited the fair. What convinced you to choose a sheet metal roof? Do you have any previous experience with it, or did you get information from overhearing?**

*"Personally, I have no experience with sheet metal roofing, but I like its modern look that matches the modern house. I did not want traditional heavy roof tiles that fit more to the generation of our parents' houses. Well, and Mr Moravec presented me the benefits of sheet metal roofing at the stand." (Lukáš Moravec, sales and technical support specialist in COMAX® ROOFS, editor's note).*

**You chose COMAX KLIK aluminium roofing - how long did it take you to choose KLIK interlocking roofing system among our products?**

*"As I already mentioned, I preferred a non-roof-tiles look - and the folded roofing systems definitely meet my preferences. After hearing my ideas, Mr Moravec recommended the KLIK variant to me. It has an easy and fast installation and time is an important quantity on the construction site. And aluminium as a material is forever..."*

**You said at the beginning that you were planning to build a new house. Can you introduce your project a little bit.**

*"It is an individual project of a brick, south-facing family house with a floor plan of 6x17 m built on the foundations of the original barn. It will have a non-residential attic under a gabled roof. Looking ahead, I would like to clad the house with wood panelling, which will go nicely together with the grey aluminium roofing. It will still retain a look of a barn but in a modern design. I think it fits in well with the golf course and the horse paddock."*

**When do you plan to start the construction?**

*"Currently, I'm waiting for a building permit. As soon as I get it, we'll start."*

**Do you think you'll use an installation company recommended by us or choose your own?**

*"I will get advice and welcome any recommendations. On the other hand, I'll also ask around - just to get a comparison."*

**Would you allow us to observe and document the installation of your sheet metal roof during the implementation?**

*"Sure. No problem."*

**Thank you for the interview, and we wish you good luck during the construction.**

## TINSMITH TRAINING FROM COMAX® ROOFS WAS A SUCCESS

At the beginning of the year, we were swamped in terms of training days. We gave three presentations for members of the Roof special project (in the Pilsen region, Central Bohemia and South Moravia), and two full-day trainings for our significant customers. Moreover, we organised a "tinsmiths' week", when 90 tinsmiths underwent their training here in Velvary. As part of the professionally led training, its participants had the opportunity to visit the only continuous painting line in the Czech Republic and learn about the principle of continuous painting, which gives the sheet unique functional and aesthetic properties. Besides, the customer choosing a new roof or facade covering has the opportunity to select from a virtually unlimited range of customised colours or colour shades. Our painting line works with about 550 colour shades.



## CORONAVIRUS - AN UNWELCOME GUEST

Having regard to the emergency measures, we have postponed the planned March meeting with the heads of the Tinsmiths' Guild (CKPT) regions in Velvary, as well as organising the seminar "Comax Roof and Facade Systems" within the Lifelong Learning Programme accredited by Czech Chamber of Authorised Engineers and Technicians in Construction (ČKAIT in Czech), which is intended for building designers. Nevertheless, we want to organise these events in the fall and will bring information about them on the website and the relevant invitati-

ons. We have not stopped receiving orders or producing roof coverings; however, but for security reasons, we have temporarily limited contact with visitors so that we can fully continue to focus on orders received. By doing so, our customers have not been affected by any delays or even production outages. We are glad that we have met all deadlines and commitments, and our plant is operating in standard mode again.

## THE DEVELOPMENT PROJECT IN VELVARY (CZ) IS NEARING TO ITS END

In the last issue, we informed you about the start of construction of a new production hall. Currently, we are approaching its end, and we expect to obtain the approval of the installation in July 2020. The new asphalt area with an area of 700 sq. m. equipped with a large-capacity shelving system has been enlarged by a modern warehouse connected to the existing plant. Thus, we have got a neat production area covering 12,000 sq. m. on our premises by road I/16 connecting Mělník and Velvary, which is necessary for the production and comfortable for our customers.



February 2020



April 2020



May 2020



Comax Tale MAXI, FeZn PES 3011, Vepřek (CZ)



Comax Tale MAXI, Al PES 8017, texture matte, Jenikov (CZ)



Comax BoCo 330, Al PES 7016, texture matte, Liberec (CZ)



Comax Tale MINI, Al PES 3011, texture matte, STUCCO, Mělník (CZ)

## BRITISH GREETINGS

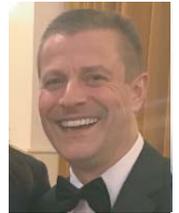
Our new year in the MTC UK project has started very promisingly as we shipped six orders in early January. They included the cladding of the roof and facade of the NHouse modular house, which has gained very positive responses here in the Czech Republic based on our presentation at the ROOFS PRAGUE 2020 trade fair. At the same time, we supplied material for the roof of another ZedPod modular project. We are approaching the final stage of the cladding of apartment buildings in Plymouth (Fig. 2), where we have already delivered 10 tons in coils for the standing seam.

Although the surprising outbreak of coronavirus pandemic has significantly affected some of our plans, the dispatch of other orders has not, fortunately, stopped. You can find a selection of the most interesting orders below the article.

The new year has not started successfully only for our English branch. Launching the second language version of our website has gained us an increasing number of orders for sheet metal roofing from other parts of Europe, as well as from more exotic regions such as Libya.

At the beginning of May, we delivered approximately 2,000 sq. m. of corrugated sheet metal in an atypical shade of Pantone 382 (bright green) that would be used for the cladding of a production hall in Latvia (Fig. 3). The construction shall be completed very soon, and our sheets already shine so brightly that the building is visible from the airport, 2 km away.

*"In addition to the high-quality material, our customers appreciate the communication and service we provide. It is necessary to supply all parts precisely marked and made to measure, especially for cladding the facades, so that the assembly takes place quickly and without unnecessary cuts. Aluminium with an anthracite-coloured PVDF coating is still the most popular material,"* concludes Phil Brown, Sales Manager for the UK and foreign assignments.



Mr. Phil Brown

Fig. 1: Parkway Hinchingsbrooke, Huntingdon PE29 6NT, UK



**STŘECHY COMAX®**  
VELVARY  
Malovarská 796, 273 24  
Tel.: 315 730 124 / 280  
e-mail: velvary@streachycomax.cz

**STŘECHY COMAX®**  
JINDŘICHŮV HRADEC  
Jiráskovo předměstí 636, 377 01  
Tel.: 315 730 401 / 402  
e-mail: jhradec@streachycomax.cz

**COMAX ROOFS®**  
BRISTOL (UK)  
METAL TRADE COMAX (UK) Ltd  
27 Berkeley Road, Trowbridge, Wiltshire, BA14 9DX  
Mob.: 07747 797955 / e-mail: phil.brown@comaxroofs.eu

[www.streachycomax.cz](http://www.streachycomax.cz)

[www.comaxroofs.eu](http://www.comaxroofs.eu)



ISO 9001  
ISO 14001  
OHSAS 18001  
ISO 50001  
IATF 16949

