

**CELEBRATING**

**175**

**YEARS**



**COVERS**

**Timber & Builders Merchants**

**[coversmerchants.co.uk](http://coversmerchants.co.uk)**

# Welcome to 175 years of Covers Timber & Builders Merchants

## Message from our Chairman

Covers has plenty to celebrate this year – 175 years as an independent family-owned business is a milestone few achieve, and the business and the team have made great strides over the last 25 years.

As this booklet will, hopefully, be read by future generations, it is worth looking briefly at what has happened in the wider world in this time (actually 26 years now as our celebrations were delayed by the Covid epidemic). Britain has had 8 prime ministers (5 in the past 6 years!), has granted devolution to Scotland, and left the EU. China has risen to be an economic superpower, supplying many of the world's manufactured goods. Following the 2001 Al Qaeda attacks on the World Trade Center, there have been wars in Afghanistan, Iraq, and Syria. We have also had major financial upheavals with the "dot.com" crash in 1999 and the crash of 2007-8, which ushered in 14 years of ultra-low interest rates.

In 2019 the Covid pandemic began, which continues to have major effects globally, and led to Covers closing its doors for a month in March and April 2020. This year the Russians invaded Ukraine, which led to massive impacts on the price of fuel and food and has shown us the Ukrainian people's amazing resilience and courage. The effects of climate change have become apparent to all with the consequent requirement to de-carbonise our world. Covers has been a leader in this – almost certainly having the highest percentage of solar electricity generation of any UK merchant and switching to electric vehicles as fast as possible.

Covers has grown from 10 branches in 1996 to 16 today with the recent addition of Wingham Timber near Canterbury. As well as adding 2 branches in Hampshire, 2 in Sussex and 3 in Kent we closed Havant and relocated and improved Aldershot, Brighton, Burgess Hill, Gosport and Portsmouth and added Chichester Trade Centre to our customer offer. The mill and treatment plant at Quarry Lane has been expanded and almost all the machinery replaced so we now have the best facilities in the south to accompany our offering of softwoods and hardwoods. Our turnover was £24m in 1996 and will be over £90m this year.

The competitive landscape has changed significantly. While Travis Perkins continues to be the largest national merchant, Jewson has been bought by the STARK group and private equity backed players have become a major part of the landscape taking over Buildbase, which was the 3<sup>rd</sup> national operator, and buying up many independent merchants - including several in our area. Throughout this, Covers has remained staunchly independent, investing in our team,



facilities, and new acquisitions. We were also instrumental in founding the Fortis buying group in 2013, which has been a key factor in ensuring our continuing competitiveness.

The passage of time brings sadness as well as achievement, and we have lost Frank Hellyer and Richard Wheeler while Andrew Waters retired. Patrick Green continues as a non-executive after leading the company until 2014. The Executive Board contains a great mix of people - both those who have had long careers with Covers and others who bring skills and experience from elsewhere. You will learn more about them as well as our fantastic group of depot and department managers, and the wider team, in this booklet. Looking back at the 150<sup>th</sup> supplement, there are many faces who are still working with us today. Henry and I are fortunate to work with such talented and motivated people.

We all continue to focus on delivering the best materials and service to our customers. Covers growth is largely due to our excellent staff and growing our loyal customer base - from regional housebuilders to sole tradespeople. Our thanks go to all of them for trusting us with their business.

I hope you enjoy reading this booklet, and I would like to thank the Marketing team for creating it.



**1929**

*Canal Wharf, Chichester*



**2022**

*Head Office in  
Quarry Lane, Chichester*

# Directors Q&A

## of Covers Timber & Builders Merchants



**Rupert Green -  
16 years service.  
Chairman since 2014**

**Name**  
Rupert Green

**Job title**  
Chairman

**How many years have you been a director for Covers?** 16 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Covers has a very loyal and long-serving core of staff. As a company, we focus on long-term relationships with customers and suppliers. This has helped the business retain and develop its heritage as a timber merchant while offering a full range of building products. Covers also offers unique timber milling and treatment services, which has enabled us to become a leading supplier in the south of England. We also ensure we consistently

engage with our staff, actively seeking their views, opinions and feedback. Additionally, our long-term investment under stable family ownership has allowed the business to grow and flourish consistently.

**How do you see things evolving in the future for the business?**

Covers will continue to invest in staff, branches, online and services.

**If a business colleague/friend was to describe you in three words, what words would they use?**

Reliable, helpful and supportive.

**"We've got it covered"** Covers tag line from 2013



**Henry Green -  
20 years service.  
Managing Director  
since 2014**

**Name**

Henry Green

**Job title**

Managing Director

**How many years have you been a director for Covers?** 18 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Our staff are our key asset, differentiating us from the competition. Our staff have considerable experience, loyalty and expertise, and we have a strong customer service ethic running through all aspects of our business. We believe that being an independent family business enables us to run the company for the longer term. We invest in our staff, depots, and infrastructure for the long-term benefit of our customers and the

business itself. I also think being part of a business that innovates, invests and is growing is reassuring and, hopefully, something everyone can be proud of.

**How do you see things evolving in the future for the business?**

We look to continue to grow the business by adding new depots through acquiring businesses with similar values. Additional investment will be made into our ecommerce business and IT solutions to further improve the customer experience. Our mill operation will continue to evolve as we supply more innovative products to our customers. We have and continue to invest in low and zero carbon infrastructure and operations. We will continue to pursue our ultimate goal of remaining the leading independent supplier of timber and building materials in the south of England.

**If a business colleague/friend was to describe you in three words, what words would they use?**

I don't know, you'll have to ask them!



*Henry planting one of the 175 trees for our Covers Woodland.*

See page 112 for more information.



Quarry Lane, Chichester in 1996

**“Covers covers everything!”** Covers tag line 1996



**Steve Weston -  
22 years service.  
Regional Director  
since 2010**

**Name** Steve Weston      **Job title** Regional Director

**How many years have you been a director for Covers?**  
12 years

**For you, what is it that sets Covers apart from other builders’ merchants? What is the secret of Covers’ success?** We are not treated as a number but as a name, which, for me, is extremely important. We all have a very close relationship with our staff and customers. It’s almost like a family environment. Everyone wants to be a part of what we are trying to achieve, which is fantastic. Our service is second to none, and when we say we will do something, we do, which in this industry is absolutely key. Ultimately, Covers’ success

is down to how the business takes care of our fantastic staff and the attention we pay to our loyal customer base.

**How do you see things evolving in the future for the business?**

As a company, we are constantly evolving. I feel this is because we are joined up as a board and a business. We are gradually evolving organically, whether it’s depots, services, product ranges, or staff training. We are always moving forwards.

Our digital side of the business is at a very exciting stage, and we hope this area of the company will achieve great things in the future. We are also trying to get to net zero as quickly as possible, which will reduce our impact on the environment.

**If a business colleague/friend was to describe you in three words, what words would they use?**

Passionate, savvy and fun.



**Sean Clarke -  
33 years service.  
Regional Director  
since 2017**

**Name**  
Sean Clarke

**Job title**  
Regional Director

**How many years have you been a director for Covers?** 5 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Covers aims to impress the customer at every opportunity. This includes the quality of our products and service, as well as the ability of our staff to go above and beyond to help each customer and provide them with the best information. We are also a social business; we enjoy spending time with our customers.

**How do you see things evolving in the future for the business?**

The business world has evolved over the years to take advantage of new trade opportunities, technologies and consumer demands. In the future, Covers will continue to make use of technology to provide the best possible experience for our customers, staff and suppliers.

**If a business colleague/friend was to describe you in three words, what words would they use?** Ambitious, motivated and considerate.

**Name**

Roger Lewis

**Job title**

Operations Director

**How many years have you been a director for Covers?** 5 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Our team has some amazing people with excellent product knowledge and a good understanding of our customers' needs, which all contribute to excellent service. Our people go over and above to ensure that we are the first choice for building materials.

**How do you see things evolving in the future for the business?**

We want to continue growing and expanding, including adding new depots and increasing our web trading opportunities. There's also a focus on reducing our environmental impact through our net zero ambition.

**If a business colleague/friend was to describe you in three words, what words would they use?** Reliable, considerate and 'sometimes grumpy'.



**Roger Lewis -  
30 years service.  
Operations Director  
since 2017**



**Phil Walford -  
5 years service.  
Commercial Director  
since 2017**

**Name**

Phil Walford

**Job title**

Commercial Director

**How many years have you been a director for Covers?** 5 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Covers is blessed to have a wonderful team of people throughout the business who support and care about each other and our customers.

**How do you see things evolving in the future for the business?**

Based on the last two years spent in a global pandemic, I wouldn't like to guess, albeit we are constantly working to gain that extra yard and are continually developing our plans for the future. On a broader note, hopefully, Liverpool will win the league again and we get to celebrate it properly next time!

**If a business colleague/friend was to describe you in three words, what words would they use?** **A:** Ethical, honest and moral.

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**Neil Woods -  
5 years service.  
Timber Director since 2017**

**Name**

Neil Woods

**Job title**

Timber Director

**How many years have you been a director for Covers?** 5 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

We have a team of excellent staff with a long-term view of supporting the needs of the customers and the business. People are genuinely important to the business, and the board - Covers knows the value of listening more than talking. We are also always keen to innovate while remembering the exceptional value of loyalty to our customers and our supply base. We are not fearful of brave decisions to do the right thing

to support our customers. We heavily invest in ensuring our staff have the most suitable quality of kit. These include Mercedes trucks, Combilift loaders, the very best mill equipment and highest quality stock. Mostly, we keep things simple by always ensuring we support the needs of the customers and the Covers staff.

**How do you see things evolving in the future for the business?**

Stick to the knitting, and Covers will continue to do consistently well.

**If a business colleague/friend was to describe you in three words, what words would they use?** "He loves timber"

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**James Bowry -  
2 years service.  
Finance Director since 2021**

**Name**  
James Bowry

**Job title**  
Finance Director

**How many years have you been a director for Covers?** 2 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Our staff and their genuine passion and commitment to offer customers the best service day in day out, with professionalism but also with good humour and friendly spirit.

**How do you see things evolving in the future for the business?**

Covers has no intention of standing still and were delighted to recently add another dot on the map with the purchase of Wingham Timber. The future is exciting with on-going improvements to depots along with our continued commitment to growth, whether that be organically or through acquisition. In 2021 we achieved a milestone of surpassing £90m turnover and we are on track to achieve £100m in 2023, consolidating our position as one of the biggest and best independent builders merchants in the UK.

**If a business colleague/friend was to describe you in three words, what words would they use?** Loves a spreadsheet!



**Nick Walker -  
8 years service.  
IT Director since 2014**

**Name**  
Nick Walker

**Job title**  
IT Director, formerly Finance and IT Director

**How many years have you been a director for Covers?** 8 years

**For you, what is it that sets Covers apart from other builders' merchants? What is the secret of Covers' success?**

Great staff and a family ethos. Our culture is very much focused on nurturing our staff to the best of their ability. It is important that we take care of them so that they feel valued and help the business to thrive.

**How do you see things evolving in the future for the business?**

Embracing ecommerce sales channels and providing a high-tech service to customers is definitely part of the future for Covers.

**If a business colleague/friend was to describe you in three words, what words would they use?** Helpful, considerate and company minded

# Our Values

## Customer Focused

We see excellent customer service as key to the success of our business.



## Team

We respect and appreciate our colleagues. Working as a team is more powerful, fulfilling and enjoyable.



## Professional

We value doing things properly and safely and using our expertise to best effect.



## Commercial

We strive to ensure we all understand and deliver increases in profitability.



## Growth

As individuals we seek to develop our knowledge and skills, as a company we look to achieve more.



## Family Independent

We are a long-term independent family business where we are recognised and valued as individuals, we are approachable and work in a friendly manner.



# Head Office

## Chichester



Quarry Lane, Chichester

Covers' head office in Quarry Lane, Chichester is the base for a number of operational departments that serve not only our depots, but also our customers.

The 12 acre site is home to key departments which include our timber mill, hardwood store, vehicle workshop, secretariat, finance, health and safety, human resources, IT, purchasing, ecommerce and marketing.

Each department contributes to our ongoing success and plays a vital role in growing our depots.



Original premises in the Hornet, Chichester

# Departments

## Secretariat & Sales Management



The secretariat department is headed up by Gina Trusler, who is the PA to the Chairman and our Directors. Gina and her team are responsible for communication with shareholders and administrative tasks.

Dawn Hogg is responsible for sales management and administrative support to the Directors and our team of reps.

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## Finance

### Bought Ledger | Credit Control | Accounts



The finance department is responsible for managing our customers and suppliers accounts, paying our team, planning the expenditure for the group and compiling the monthly management accounts.

Credit Control and Bought Ledger is headed up by Helen Fenigan, Tim Goff and John Bullen run Management Accounts and Natalie Underwood is our Systems Administration Manager.

# Heavyside & Lightside Purchasing



Our purchasing department covers purchasing and pricing. The product team negotiate with our suppliers and ensure, amongst other things, that product range, price, stock and promotions are available across all our depots whilst the pricing team ensure our computer system is accurate with both product description and pricing.

The department is headed up by our Commercial Director Phil Walford with our product managers Daryl Long, Dan Cox, Chris Wilton covering all our Heavyside and Lightside categories. In our pricing team we have Jo Rogers and Gemma Hardwell.

# Timber Purchasing



Darren Crocker in our timber purchasing team performs similar duties to those in our purchasing department. He sources high-quality timber for sale in our depots and online, and ensure we have the correct timber from our mill and the correct suppliers on our system.

Also in the department are Sandy Hulse and Dave Brown who administer and manage stock control for timber.

# Ecommerce



Ecommerce is our newest department and is managed by Emily Jarvis, with support from Kiri Clevett. They are bringing our customers the future of Covers – a website that allows customers to buy, pay their account and view our range of 5,000 products online.

# Marketing



Marketing help promote our products and services and create the Covers brand you know and trust. Ben Gale, with the help of Olivia Plummer, manages all marketing activity from promotions, brochures, events and signage for all 16 depots, including our head office.

# HR & Training



The HR and Training Department, led by Rhea Openshaw, looks after recruitment, training and development, performance management, employee relations, employment law and compliance, compensation and benefits and HR systems.

The Group Training Instructor, Alex Dryburgh, delivers all forklift and driver training around the Covers Group. An experienced driver himself, Alex's role is to instruct and examine all operators on the safe use and practices of forklift trucks, HIAB's and Tippers in accordance with RTITB Guidelines.

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## IT



Our IT team, managed by Matt Jacobs, are always on hand to help our business grow by ensuring the right hardware, software and operating systems are being utilised.

## Health & Safety



Our health and safety department, headed up by Trish Aylmore makes sure our staff and customers are aware of our policies and procedures to keep everyone safe, and regularly visits depots to offer support and advice.

# Timber

## The Mill | Hardwoods



Our timber mill and hardwood store situated on-site at Chichester is a unique service we are very proud of.

The busy timber mill feeds the depots within the group and is managed by Peter Openshaw and his team of skilled machinists. Peter started at Covers on an apprenticeship scheme as a wood machinist and then progressed into a management position under the watchful eye of the late Frank “Timber Guru” Hellyer.

Dennis Taylor and his experienced team lead the hardwood store. Dennis has worked with Covers for more than 34 years and is responsible for the purchasing of the hardwoods and clears. There isn't anything he doesn't know about hardwoods!

From this fully equipped mill, they are proud to be able to offer their customers and clients a comprehensive service, from softwood and hardwood to Accoya and lignia and every conceivable sheet material and laminate there is. In addition, they can literally produce anything with timber. So along with providing quality timber, they can offer many services such as timber treatments, priming, lacquering and laminating. Both departments are also supported by a team of sales representatives, Peter Byrne and Jamie Irish, who focus solely on timber.

Covers continually invest in the mill with either new machinery, new treatment facilities, or improvements to the buildings and staff. A significant investment came in 2015 when a new hardwood store was built on-site. The hardwood store boasts a colossal 13,000m<sup>2</sup> of space stocked full of every imaginable hardwood. The store is very efficient as it is powered by 550 energy-efficient photovoltaic roof panels, which generate 130 megawatts per year – enough to power 30 individual houses.

The staff all have one thing in common, they all love timber and this was the slogan used during a recent marketing campaign.

# Joinery

Calvin Smith is our group joinery manager and has been with Covers for over 33 years with the last 25 years spent specialising in joinery.

His role includes sales, purchasing, negotiating and site visits to offer advice and technical support to our customers.

Based at the head office, Calvin's knowledge of joinery is second to none and has provided customers over the years with valuable support for their projects.



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# Eco Centre

The Eco Energy Centre was set up in 2007 and managed by Graeme Clements from its concept. Since then, there have been several technological shifts from Solar thermal and biomass boilers to air-source heat pumps and solar PV. Graeme has tracked the products available to supply the building trade and homeowners with the most up-to-date technologies. As a merchant, Covers can source products from many suppliers, making it possible to find the right product for each project.

Right from the start, Graeme recognised the necessity to have the capability of installing products as well as specifying and supplying them. This gives the Eco Energy Centre a comprehensive service of specify, design, supply, installation and certificate.



As a centre of excellence, Graeme organises training seminars for architects and delivers presentations to the general public at various events, including the council backed Greening Campaign. Covers Eco Energy Centre also has strong links with the Sustainability Centre in East Meon, which has been the centre of excellence for Hampshire County Council for many years.

The showroom in Quarry Lane Chichester houses many working displays and static displays with a wide range of products, including mechanical ventilation and heat recovery, rainwater harvesting, infra-red foil, air-tightness membranes, natural insulations, heat pumps, solar technologies and more. The centre is open to the public six days a week. For customers looking for advice about a particular property, Graeme will visit the site and talk about the options, installation cost, and possible financial benefits. A truly unique offering.

# Sales Teams & Representatives

The sales teams within each of our depots are the heartbeat of our business. Whether it's quoting over the phone, helping customers to choose the best products at the counter, or visiting customers on-site, our internal sales teams and external sales representatives are a vital part of the Covers operation and the general success of the business.



Each of our depots has an internal sales team, ready to help customers when visiting the depots to ensure they are getting the best possible products and services at the best price. The sales teams' experience within the timber and building industry, along with their vast knowledge of Covers product lines, is a big part of the reputation Covers has built over the last 175 years and continues to build going forward. Forging long-term relationships with our customers are key to the Covers' values and the company's growth and the sales team ensures this continues daily.



Along with the internal sales teams, Covers also has 21 external sales representatives who operate close to their home depot. Our reps are responsible for strengthening the relationships with customers they already work with and bringing new customer opportunities into the business. Our sales representatives across the group have long-standing relationships with many of their customers and provide an invaluable service across Covers regions.

Supporting our sales teams, we have product champions across our product groups in timber, doors and windows, lightside and heavyside. They have a wealth of experience working in the industry, and their specialist knowledge ensures our sales teams can give the best product advice and recommendations. In addition to this, we also have Kevin Kelsey, who is responsible for the company's pricing system, ensuring that customers are receiving competitive pricing at all times. Kevin has been with Covers for over 23 years, and 15 of those were as a sales representative, so he knows the industry inside out and what our customers' needs are.

Covers provide external and internal product training sessions for all our sales teams on a regular basis. This might mean bringing in a supplier for a product demonstration morning or training days dedicated to providing our teams with up-to-date information that they can pass onto our customers.

As well as our sales teams within each of our depots, we also have specialised teams in kitchens, bathrooms, flooring, sustainability and landscaping. These teams can be found in a few of our depots across the region and focus on advising our customers, both trade and DIY, from design to delivery.

# Transport



From horse transport to today's modern fleet, Covers has been delivering timber and building materials to its customers since we opened our doors in 1846.

Here at Covers, we offer our customers a first-class collection and delivery service from our depots across Sussex, Hampshire, Surrey and Kent. Our fleet is fully equipped with modern mechanical handling equipment to ensure fast, efficient and safe offloading at your site.

The Covers group delivery fleet consists of 72 heavy goods vehicles, 21 light goods vehicles, and 113 forklift trucks, of which 37 are electric and 60 cars, of which 21 are electric and 18 hybrid.

We also provide home delivery and direct-to-site service to postcodes across the south of England.

## Covers Transport Timeline:

- |               |   |
|---------------|---|
| <b>1846</b>   | Timber is delivered by horse and cart   |
| <b>1900</b>   | Steam-driven cranes are used to unload and move logs                              |
| <b>1970's</b> | Vehicles with mechanical handling equipment are introduced to our fleet           |
| <b>2014</b>   | Purchased first Fully Electric Fork truck   |
| <b>2015</b>   | Purchased first New Mercedes Antos Auto transmission vehicles with Euro 6 engines |
| <b>2020</b>   | Purchased first Hybrid and Fully Electric Cars                                    |

# Vehicle Workshop



Our fleet is maintained by Covers' very own skilled technicians based on site at Quarry Lane in a purpose-built vehicle workshop. Covers is very fortunate to have this service as it enables repairs and breakdowns to be dealt with quickly and efficiently, reducing the need for outsourcing to third party suppliers.

The workshop is managed by Adam Conrad, Group Transport Manager, who has worked at Covers for many years and has worked his way through the ranks via the Covers management trainee scheme. Adam is responsible for the overall running of the group transport and the vehicle workshop. Adam and his team are also responsible for procuring new vehicles/forklifts and company cars, ensuring that Covers is up to speed with the latest technology.



The workshop has a host of equipment, including a brake roller tester and mobile vehicle lifts, which aid the team in providing the group with an efficient maintenance service. The facility even has its own heating system which is fuelled by offcuts from the timber mill.

# Internal Transport



Based at the head office, the internal transport group distribution department services enable stock to be moved around the fourteen other depots within the group quickly and efficiently.

Part of the service that Covers can offer is delivery of an out-of-stock item which can be drawn from another depot.

The vehicles can transport most stock but probably the most unusual is the Covers blimp, which is transported in a large storage container to other depots during the summer months!

***"Another delivery made, another promise kept"***

Covers tag line from 2006

## Maintenance

Ensuring our depots and displays look as good as they can is a very important ethos for Covers. In order for this to happen, we have an in-house maintenance team led by Graham Sque. The team consists of carpenters, ground workers, electricians, plumbers, decorators and generally all-around skilled tradespeople.

The team played a huge part in getting the Covers depots back in operation during the beginning of Covid. They erected large perspex screens for all depot counters and offices and generally made all depots safe for our staff and customers.

A huge thank you to all of them.



# Sustainability at Covers



*Our electric forklifts*

Covers is committed to minimising our impact on the environment. To achieve this, we are constantly re-evaluating all aspects of the business, from sourcing products to working to increase the efficiency of site and delivery management.

## Electricity

- Since the end of 2011, Covers has fitted solar panels to the roofs of most of the depots. These produced 880MWh in 2022, saving around 480 tonnes of CO<sub>2</sub>. More roofs will have solar PV fitted over the coming years
- We have installed LED lighting in most areas which, combined with lumen control and motion sensors, has reduced the electricity used for lighting enormously



*Aldershot depot*

## Transport

- 37 electric forklifts are currently in operation. These replace diesel fork trucks, and the target is to replace all of these
- Covers has also been working to reduce the carbon footprint of its road-going fleet by replacing fossil fuelled cars with alternative fuel, fully electric and hybrid vehicles. In the last year, 18 fully electric cars and 16 hybrid vehicles have been added to the fleet, and Covers is committed to replacing the remaining conventional cars in the next few years.
- We are awaiting a viable alternative technology to power our delivery lorries and will adopt it as soon as possible



*One of our fully electric cars*

We also work to minimise non-recyclable waste and we use rainwater for our wood treatment plant and will introduce more air source heat pumps to heat buildings.

As a company, our ambition is to reduce our carbon footprint and reach net zero for carbon emissions.

# Aldershot

## Blackwater Park



2022



1996



2004



2014

Our former depot in Church Lane Official opening in 2004

### Aldershot Timeline:

- |      |   |
|------|---|
| 1995 | Edgoose Timber Merchants at Aldershot purchased |
| 2003 | Aldershot depot at Blackwater Park purchased    |
| 2004 | Aldershot depot opens                           |

### Ranges available at Aldershot:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"I have worked for Covers as a Depot Manager at Aldershot for 25 years, so I clearly love working for the company.*

*As a lady working in a predominantly male environment, it can be challenging at times, but we get great support from our peers and are treated equally to our male counterparts. Most of the Aldershot team also have long service, with several working at Covers for over 20 years. I'm proud to be working for a company that has been operating for 175 years.*

*I believe that is down to the fact that Covers is an independent, family-owned and run company where you are valued and treated as part of the family. You want to work hard for the family because you are looked after and the long service by many employees is a testament to this.*

*Here's to the next 175 years!"*



**Caroline Taylor**  
**Depot Manager**  
**1997**

# Alresford

## Prospect Road



2022



2009



2018



2022

### Alresford Timeline:

2007

Alresford is purchased from MSR

2022

Refurbishment to shop and creation of new sales office

### Ranges available at Alresford:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"I have worked for Covers for nearly 20 years now. I can honestly say that I love my job and that is mostly down to my staff and customers. Every day is different and working for an independent company gives me more flexibility on commercial decisions, which makes Covers different from our competitors."*



**Stephen Bracher**  
**Depot Manager**  
**2019**

# Bognor Regis

## Station Yard



2022



c1986



1992



2014

### Bognor Regis Timeline:

- 1986 | Purchase of Olby's of Bognor Regis
- 1992 | Bognor depot moved to the new depot situated in Station Yard

### Ranges available at Bognor Regis:

Timber & Panel Products

Building Materials

Landscaping & Gardening

Doors & Windows

Flooring

# Staff



*"I started working for Covers in 2000 as part of its management trainee programme and have worked in many different depots across the group.*

*Being the manager of several different depots over my 21 years has been a privilege and allowed me to get to know not just the staff at each depot, but also the whole company. We have great people working for Covers, which shows with the 175 years we've been running as an independent merchant."*



**Paul Allwright**  
**Depot Manager**  
**2016**

# Brighton

## Home Farm Business Centre



Our former depot in Lewes Road    Official opening in 2005

### Brighton Timeline:

- 1988      |      Wrights of Brighton purchased
- 2005      |      Brighton depot moved to new site on Home Farm Business Centre

### Ranges available at Brighton:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"During my 27 years of working at Covers, I have seen the company grow into one of the leading independent merchants on the south coast. I feel proud to have been part of what has been a strong growth period for Covers and look forward to what the future holds."*



**Wade Ayling**  
**Depot Manager**  
**2018**

# Burgess Hill

## Victoria Gardens



Our former depot in Fairfield Road Official opening in November 2015

### Burgess Hill Timeline:

- 1988 | Wrights of Burgess Hill purchased
- 2015 | Burgess Hill depot moved to Victoria Industrial Estate

### Ranges available at Burgess Hill:

- Timber & Panel Products
- Building Materials
- Landscaping & Gardening

# Staff



*"Covers is a family business and that is what it feels like working here. You are part of the Covers family. So many good people are working in the company, who are all happy to help each other, and many friends have been made. Running a depot brings great satisfaction. You have relative freedom to run the depot effectively and every day is different, with a variety of challenges. There is good camaraderie between staff in the depot and good customer relationships. Overall, a healthy working environment for all."*



**Terry Lace**  
**Depot Manager**  
**1995**

# Chichester | Trade Centre

## Quarry Lane



2022



1996



2007



2014

### Chichester Timeline:

1932	JH & FW Green moved to Charlton Sawmills near Chichester
1944	JH & FW Green bought a majority share in Covers, then based at Canal Wharf, Chichester
1946	Covers centenary still at Canal Wharf
1952	Premises at The Hornet Chichester purchased
1963	Purchase of Quarry Lane site (timber yard only) - 5.5 acres
1967	Timber operations transferred from The Hornet to the Quarry Lane site
1994	16 <sup>th</sup> May - Chichester depot operations moved from The Hornet to Quarry Lane
2007	Quarry Lane expansion - Covers Trade Centre opened

### Ranges available at Chichester:

Timber & Panel Products

Building Materials

Landscaping & Gardening

Doors & Windows

# Staff



## Doors & Windows



## Landscaping



*"Working for Covers is very different to working for a national merchant. With it being an independent family business, you feel much more appreciated, valued and in touch with the owners."*



**Martyn Beck**  
**Depot Manager**  
**2012**

# Chichester | Home Ideas

## Quarry Lane



Our former showroom in The Hornet, Chichester

### Chichester, Home Ideas Timeline:

- 1994 | Covers showrooms moved from The Hornet to Quarry Lane
- 2012 | Covers Home Ideas opened

### Ranges available at Chichester, Home Ideas:

Kitchens	Bathrooms	Flooring
Eco Centre	DIY	

# Staff



*"I started my journey with Covers on the trainee management scheme, which took me to a few depots around the group, beginning at Chichester, and then on to Portsmouth. I then spent time at Horsham and started my managerial career at Rudgwick, where I became depot manager. The scheme was excellent and helped me experience many different roles within the business. I was surrounded by staff who had been with Covers for many years, so I am grateful for these people, I feel they have helped shape the person I am now. I was appointed the manager of Covers Home Ideas in 2021 and I am excited about what the future holds for me personally and for this company. Happy birthday Covers!"*



**Ian Maple**  
**Depot Manager**  
**2012**

# Gosport

## Gunners Way



2022



1996



2003



2014

Our former depot in Forton Road    Official opening in September 2003

### Gosport Timeline:

1994

Wheeler's of Gosport purchased

2003

Gosport depot moved to new site in Gunners Way

### Ranges available at Gosport:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"Over the years I have worked at Covers' Portsmouth, Alresford and Gosport depots in every aspect of merchandising, and I've learned a lot along the way. Covers has always encouraged my self-development and I have achieved great job satisfaction and security. In addition, I have met some great people and built strong relationships with colleagues and customers alike."*



**Jamie Dent**  
**Depot Manager**  
**2020**

# Horsham

## Foundry Lane



2022



2008



2012



2014

Our former depot in Foundry Lane Official opening in March 2012

### Horsham Timeline:

- 2008 | Horsham depot purchased from One Stop Building Suppliers
- 2012 | Horsham depot moved to new site on Foundry Lane

### Ranges available at Horsham:

- Timber & Panel Products
- Building Materials
- Landscaping & Gardening

# Staff



*"Since joining Covers, I have been very impressed with how the company conducts itself in business and with its customers and staff. Coming from a national background, working for an independent has been very refreshing and rewarding."*



**John Hamilton**  
**Depot Manager**  
**2018**

# Lewes Cooksbridge



2022



1996



2008



2014

## Lewes Timeline:

- |      |   |
|------|---|
| 1973 | Chatfields & Son sawmill and timber yard at Lewes purchased |
| 1974 | Fire destroys Lewes sawmill                                 |
| 2003 | Offices refurbished with new extension                      |
| 2016 | Site condensed with new hardstanding and racking            |

## Ranges available at Lewes:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"Lewes was the second depot opened by Covers and I feel honoured to be part of a well-established depot. We have some very long-serving staff members here at Lewes and working with them is a huge privilege."*



**Darren Hartshorne**  
**Depot Manager**  
**2022**

# OTBS Bexleyheath

## Upland House



Official opening in January 2018

**OTBS Bexleyheath Timeline:**

- 2018 | OTBS Bexleyheath purchased
- 2018 | OTBS opened as part of the Covers Group
- 2019 | Refurbishment of main shop

**Ranges available at OTBS Bexleyheath:**

**Timber & Panel Products**

**Building Materials**

**Landscaping & Gardening**

# Staff



*"I started working for Covers in 2013 at the Tunbridge Wells depot. I have previously worked for Walseley and Jewsons, but coming to Covers was a breath of fresh air. Working for a family-run business has made a difference to my working life. I feel part of a team and there is a family feel within my depot. Moving to OTBS in 2020, just as the Covid-19 pandemic hit, was a challenge, but over the past two years, I've been able to bring the team together to work better."*



**Robert Dockwray**  
**Depot Manager**  
**2020**

# Portsmouth

## Norway Road



**2022**



**1996**



**1999**



**2014**

*Our former depot in New Road*

*Official opening in July 1999*

**Portsmouth Timeline:**

- 1994 | Wheelers of Portsmouth purchased
- 1999 | Portsmouth depot moved to new site on Norway Road

**Ranges available at Portsmouth:**

**Timber & Panel Products**

**Building Materials**

**Landscaping & Gardening**

**Kitchens**

# Staff



*"I have been with Covers for over 20 years and started on the trainee management scheme. For me, the scheme was a fantastic opportunity to allow me to explore the different roles within the business. It taught me the fundamental core skills that have helped me become the manager I am today. Covers has a very good team across the company – the teamwork and individual support from team members have helped me develop as a manager and personally."*

*Being the manager of the Portsmouth depot is a real privilege and I am lucky to have a great team around me. I am looking forward to the future with Covers and what we can achieve as a company."*



**Dale Lambourne**  
**Depot Manager**  
**2012**

# Rudgwick

## Brookside Rural Park



2022



2008



2014



2019

### Rudgwick Timeline:

- 2008 | Rudgwick depot purchased from Crinda Landscapes
- 2019 | Refurbishment to sales office

### Ranges available at Rudgwick:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"I have worked for Covers for 13 years. It is a privilege to work for a company that incorporates a professional, adaptive and growing business while maintaining good, honest family values. Covers is a company that recognises staff at all levels and supports its staff to grow and succeed in their careers. Happy Anniversary and here's to the next 13 years!!!"*



**Richard Adams**  
**Depot Manager**  
**2022**

# Southampton

## Empress Industrial Estate



**2022**



**2007**



**2019**



**2020**

Our former depot in Belgrave Road Official opening in December 2019

### Southampton Timeline:

- 2007 | Southampton depot purchased from MSR
- 2019 | Southampton depot moved to Empress Industrial Estate

### Ranges available at Southampton:

**Timber & Panel Products**

**Building Materials**

**Landscaping & Gardening**

# Staff



*"Since I started 10 years ago, Covers has given me plenty of opportunities to develop and discover my potential. I'm proud to work for such a well-run and inclusive company."*



**Michael Sheath**  
**Depot Manager**  
**2019**

# Tunbridge Wells

## Longfield Road



2022



2012



2014



2018

Official opening in August 2012

### Tunbridge Wells Timeline:

2012 | Tunbridge Wells depot purchased from Jewson (ex Build Center)

### Ranges available at Tunbridge Wells:

Timber & Panel Products

Building Materials

Landscaping & Gardening

# Staff



*"Working for a family-run business is fantastic. I've always been well guided by the managers and directors who helped me move from sales to depot manager. It also helps that the team I have at Tunbridge Wells are proactive and helpful and they make my job easier!"*



**Max Dempster**  
**Depot Manager**  
**2020**

# Longest-serving Staff

## 25 years or more

**Christopher Rowley**

25 Years

Chichester - Timber

**Lee Archdale**

25 Years

Chichester

**David Horton**

26 Years

Bognor Regis

**Peter Openshaw**

26 Years

Chichester

**Wade Ayling**

27 Years

Brighton

**Terry Lace**

27 Years

Burgess Hill

**Tony Booker**

32 Years

Brighton

**Peter Devonport**

32 Years

Chichester

**Graham Sque**

32 Years

Chichester

**Mark Culver**

25 Years

Tunbridge Wells

**Paul Reed**

26 Years

Chichester

**Philip Noyce**

27 Years

Aldershot

**Roger Lewis**

30 Years

Chichester

**Caroline Taylor**

25 Years

Aldershot

**Simon Smith**

26 Years

Bognor Regis

**Jacqueline Wilkins**

27 Years

Bognor Regis

**Nick Terry**

30 Years

Brighton

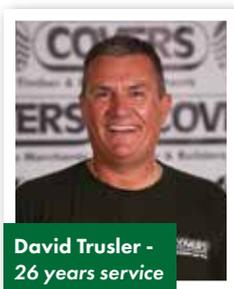
**David Trusler**

26 Years

Chichester



**Lee Archdale -  
25 years service**



**David Trusler -  
26 years service**



**Roger Lewis -  
30 years service**



**Terry Lace** -  
27 years service



**Maria Perrin** -  
35 years service



**Patrick Green** -  
53 years service

**Calvin Smith**  
33 Years  
Chichester

**Colin Taylor**  
34 Years  
Chichester

**Wayne Smith**  
33 Years  
Lewes

**George Murphy**  
34 Years  
Chichester

**Peter Elliott**  
41 Years  
Bognor Regis

**Simon Willers**  
44 Years  
Chichester

**Neil Botting**  
45 Years  
Chichester

**Patrick Green**  
53 Years  
Chichester -  
Non-Executive  
Director

**Nina Botting**  
33 Years  
Chichester

**Glenn Boyce**  
34 Years  
Chichester

**Maria Perrin**  
35 Years  
Chichester

**Mark Janman**  
43 Years  
Chichester

**Stephen Wood**  
48 Years  
Portsmouth

**Peter Byrne**  
33 Years  
Chichester

**David Greenshields**  
34 Years  
Chichester

**Anne Morton**  
35 Years  
Chichester

**Chris Sampson**  
43 Years  
Bognor Regis

**Laura Chambers**  
33 Years  
Lewes

**Dennis Taylor**  
34 Years  
Chichester

**Lesley Harfield**  
35 Years  
Chichester

**Sean Clarke**  
33 Years  
Chichester



**Sean Clarke** -  
33 years service



**Dennis Taylor** -  
34 years service



**Steve Woods** -  
48 years service

# Current Staff Q&A



**Dale Lambourne**  
Depot Manager of  
Portsmouth

**How many years have you been working for Covers?** 20 years

**What made you decide you'd like to work for Covers?** Good training schemes (initially I applied for the management trainee scheme.) Good progression opportunities. Family-run orientated company.

**What do you like most about working for Covers?** Family-founded company and still family-owned. All of the staff have made working for Covers very enjoyable too

**Why would you recommend working for Covers to somebody else?**

It makes a big difference working for a family-run/owned company where you are not considered just a number, but a part of the team. Whatever role you have, there are good opportunities to progress and build a career. The Covers staff are fantastic and integral in the making Covers a good place to work.

**Where do you see yourself in the future?**

I am very happy in my current role, but if opportunities open up at Covers, I am open to further developing my career.



**Daniel Rayment**  
Timber Machinist at  
Chichester, Timber Mill

**How many years have you been working for Covers?** 3 years

**What made you decide you'd like to work for Covers?** After spending 2 years at college, I wanted to work full-time. I came for the interview and was immediately impressed with Covers and what they had to offer. Fortunately, I got offered the job; the rest is history, as they say. Also, my mum grew up in Chichester and remembered going into the old high street shop and saying the company had a good reputation.

**What do you like most about working for Covers?** The general camaraderie within the team I work with.

**Why would you recommend working for Covers to somebody else?** It is a good place for young people to learn a skill and grow within a family run company.

**Where do you see yourself in the future?** I have seen many of my colleagues at Covers progress through the business, and I would very much like to do the same.



**Dave Trusler**  
Driver at Chichester

### **How many years have you been working for Covers?**

26 years

### **What made you decide you'd like to work for Covers?**

The opportunity to progress within the company.

### **What do you like most about working for Covers?**

There's a great family feel and it's always enjoyable getting to meet existing and new customers on a daily basis.

### **Why would you recommend working for Covers to somebody else?**

It feels like you are part of a family and the different job opportunities within the company.

### **Where do you see yourself in the future?**

Enjoying a long and happy retirement!



**Lee Archdale**  
Sales Representative at  
Chichester

### **How many years have you been working for Covers?**

25 years

### **What made you decide you'd like to work for Covers?**

I chose to work for Covers as they seemed a very up-and-coming company with the potential to progress.

### **What do you like most about working for Covers?**

I enjoy working for Covers as they are still a family-run business. The Directors always go out of their way to speak with all staff.

### **Why would you recommend working for Covers to somebody else?**

I would recommend working for Covers due to the opportunities available for progression. In addition, they offer a competitive salary and any tools required to do the job to the best ability.

### **Where do you see yourself in the future?**

In the future, I see myself mentoring younger staff members and teaching them some of the knowledge I have accumulated over the years, so that the Covers flag flies successfully for many more years to come.



**Neil Botting**  
**Forklift Driver**  
**Chichester, Timber Mill**

**How many years have you been working for Covers?**

44 years

**What made you decide you'd like to work for Covers?**

I remember going into the shop in The Hornet, knowing it was a reputable company. I enjoyed making things, so I got training on the job.

**What do you like most about working for Covers?**

Friendly working environment, good staff discount and working with forklifts.

**Why would you recommend working for Covers to somebody else?**

Continuous training, being able to rise and further your ambitions in the company.

**Where do you see yourself in the future?**

As I am officially the longest-serving Covers employee, I would like to see out the rest of my career at Covers and then enjoy a long and healthy retirement.



**Steve Woods**  
**Yard Assistant**  
**at Portsmouth**

**How many years have you been working for Covers?**

48 years. I worked initially for Wheelers for 21 years and then continued with Covers up until now.

**What made you decide you'd like to work for Covers?**

Covers looked like a good company to work for, and 48 years later, it has proved me right.

**What do you like most about working for Covers?**

A good family company who looked after their staff.

**Why would you recommend working for Covers to somebody else?**

It's a good company, again, which looks after its staff.

**Where do you see yourself in the future?**

Retired and outside my favourite pub!!

**"The builder's choice"** Covers tag line 2011



**Sean Clarke**  
**Regional Director**

### **How many years have you been working for Covers?**

32 years

### **What made you decide you'd like to work for Covers?**

I heard of its reputation, and thought I would be proud to work for a company with such an excellent track record and a strong example of leadership in the industry. In addition, I had a friend that worked in the sales office, and he told me that the culture at Covers was excellent, and that the management supports continuing education and learning on the job while rewarding hard work. So I thought that I would fit in perfectly.

### **What do you like most about working for Covers?**

Versatility of being able to do a variety of tasks. Having a forward-thinking, supportive company that realises employees are their greatest asset. We have the ideal environment to work collaboratively which delivers a successful outcome for our customers.

### **Why would you recommend working for Covers to somebody else?**

If you are eager to learn and not afraid of hard work, then Covers is definitely a company I would recommend - especially if you wish to progress in this very rewarding company.

### **Where do you see yourself in the future?**

Continuing in my current position as Regional Director and keeping Covers as the best independent builders merchants in the south of England.



**Maria Perrin**  
**Senior Purchase Ledger Administrator**

### **How many years have you been working for Covers?**

35 years

### **What made you decide you'd like to work for Covers?**

My dad worked for Covers in the 1960s. There were still a few of his friends working at the company I knew, so it did not feel like I was going to work with people I didn't know, but working with friends and family.

### **What do you like most about working for Covers?**

There is always someone there to support you whenever you need it, which has helped me grow. The opportunities for further career potential are also excellent.

### **Why would you recommend working for Covers to somebody else?**

Everyone is so friendly, and there is great camaraderie among the team. I always look forward to coming in and seeing everyone.

### **Where do you see yourself in the future?**

After a long career at Covers, I hope to retire and get the chance to travel the world.

# Retired Staff Q&A



**Andrew Waters**  
**Former Purchasing**  
**Director**

## **How long did you work for Covers?**

I completed 35 years of service

## **What year did you retire?**

2017

## **What did you enjoy about working for Covers?**

I enjoyed many things about work, but the constant variety of tasks and challenges will probably stick in my memory.

## **What was your most memorable career moment while working at Covers?**

Over my 30-plus years, there were many memorable moments - some good, some challenging. Still, I suppose the opportunity to be heavily involved in the group's expansion is one of my enduring memories.

## **What would you tell a new employee starting out at Covers today?**

I would tell new employees to get involved, understand their role, and stick with it long enough to find opportunities to move on if they wished. Hard work and using their initiative will pay dividends and lead to new avenues opening up. Covers offer a job or a job and a career. It's up to you!



**Trevor Linscott**  
**Former Timber**  
**Specialist/Senior**  
**Estimator**

## **How long did you work for Covers?**

43 years

## **What year did you retire?**

2021

## **What did you enjoy about working for Covers?**

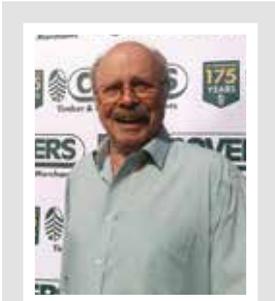
I enjoyed the camaraderie and family-like atmosphere of the workplace and made many great friends. In addition, I always felt supported by colleagues and management.

## **What was your most memorable career moment while working at Covers?**

Being asked to take on the role of Mill Manager made me feel appreciated within the company.

## **What would you tell a new employee who is starting out at Covers today?**

You have joined a family-run business that will treat you well and give you a chance to progress if you show initiative and dedication.



**David Wren**  
**Former Yard Manager**  
**at Burgess Hill**

### **How long did you work for Covers?**

27 years, including time with Frank Wright & Sons – a business Covers acquired in 1988.

### **What year did you retire?**

2020

### **What did you enjoy about working for Covers?**

I enjoyed many aspects of working for Covers during my nearly 30 years at the company. I met many different people – staff and customers - some of whom have become firm friends. For example, when I started with Frank Wrights, one of the drivers was a D-Day veteran, and another person in accounts was at the fall of France (Dunkirk). I also regularly went to South-West France with one of the

customers, where he had restored a 300-year-old farmhouse. I can honestly say that all senior staff members are very approachable and happy to discuss problems or points of view.

### **What was your most memorable career moment while working at Covers?**

Of course, I was very happy to be made yard manager by Mike Johnson. Still, a very different memorable moment for me was when we had only just opened for business, and a hand reached into my forklift, and a voice said, “ere, you are Charlie. You collect this sort of stuff”. And there, on the dash, was an almost complete First World War hand grenade. I immediately went to Wade Ayling’s office and told him, “I don’t like the look of this. I’d best ring the police.” We duly sealed off most of the yard. The police arrived and took photos which they sent to UXB Portsmouth. It was declared safe. Henry Green (Covers’ Managing Director) appeared from nowhere during this time. He said, “shame about the loss of business Charlie. I’d suggest you don’t have any more of these brought in!” It ended as another ordinary day at Covers!

Another memorable occasion was when our rep, Graham Ingram, was walking into the brick store with what I thought was another employee. “I’m looking for a nice stock brick”, he said. I showed him some lovely blue-hoed F.L.B.s, which we don’t seem to get anymore, and pointed out their obvious qualities, and Graham said, “Well, it doesn’t matter because they will be painted!” Aghast, I informed him that only an uncultured heathen would paint such a lovely stock brick. With that, he turned towards the other gentleman and said, “Charlie, meet Mr Smith, the uncultured heathen!” Surprisingly I think the sale still went through!

### **What would you tell a new employee starting out at Covers today?**

As I already mentioned, a career with Covers will be ideal if you enjoy meeting people. There’s also the added benefit of social occasions organised by the company or with other staff outside work. Finally, I would like to wish Covers a very happy 175<sup>th</sup> anniversary. Keep up the excellent work!

# History of Covers



**Founder -  
William Cover**  
1818 - 1878

**1846**



**Covers begins  
trading at the  
Canal Wharf,  
Chichester**  
1846

*Sales Office at Canal Wharf, Chichester*

**Purchase of  
Edgoose  
Timber  
Merchants,  
Aldershot**  
1995

**Chichester depot  
operations moves  
from The Hornet  
to Quarry Lane,  
Chichester**  
1994

**Bognor depot  
moves to  
Station Yard**  
1992

**Purchase of Wrights  
of Brighton,  
Burgess Hill  
& Haywards Heath**  
1988

**Purchase of  
Wheelers of  
Portsmouth &  
Gosport**  
1994

**Purchase of  
MMS Builders  
merchants of  
Sidlesham**  
1988

**Covers celebrate  
its 150<sup>th</sup>  
Anniversary**  
1996



**Portsmouth  
depot  
moves to  
Norway Road**  
1999

**Aldershot  
depot moves  
to Blackwater  
Park**  
2003

**Brighton  
depot moves  
to Home Farm  
Business  
Centre**  
2005

**Gosport  
depot  
moves to  
Gunners Way**  
2003

**Covers celebrates  
its 175<sup>th</sup>  
Anniversary**  
2022



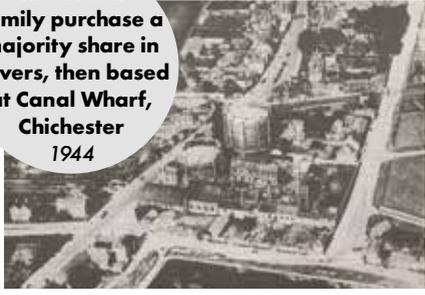
**Purchase of  
Wingham  
Timber &  
Mouldings  
Kent**  
2022

**2022**

**Southampton  
depot moves  
to Empress  
Industrial  
Estate**  
2019

**Launch of  
Covers  
ecommerce  
website**  
2019

The Green family purchase a majority share in Covers, then based at Canal Wharf, Chichester  
1944



Purchase of The Hornet, Chichester  
1952

Purchase of Quarry Lane, Chichester site (timber yard only)  
1963



Patrick Green is appointed Chairman of Covers  
1987

Purchase of Olbys, Bognor Regis  
1986

Purchase of Chatfields & Son sawmill & timber yard, Lewes  
1973



1987

Chichester Covers Home Ideas opens  
2012

Purchase of Alresford & Southampton depots from MSR  
2007

Purchase of Horsham depot from One Stop Building Supplies  
2008

Purchase of Rudgwick depot from Crinda Landscapes  
2008

Horsham depot moves to Foundry Lane  
2012

Purchase of Tunbridge Wells depot  
2012

Purchase of OTBS Bexleyheath  
2018

Launch of Covers Help for Hospices fundraising  
2015



Rupert Green appointed Chairman of Covers  
2014

2014

New hardwood store, Chichester opens  
2015

Burgess Hill depot moves to Victoria Industrial Estate  
2015



Henry Green appointed Managing Director of Covers  
2014

# History of Covers



*The founder William Cover 1818 - 1878*

Covers has been providing a range of high-quality timber services and products to customers across the south of England since the early 1840s. Founded by William Cover in June 1846, the business originally operated from the Canal Wharf in Chichester.

William was later joined by his son, David Cover, in 1857, and the company was eventually named David Cover & Son. Its mission was to provide a friendly service that promoted unity and had community at its heart.

David was a well-respected businessman in the area and was a member of a variety of local organisations that aimed to support and assist communities. It is in this spirit that Covers continues to promote charitable giving, fundraising and support for community groups and projects.

In the early years, the timber sold by Covers was home-grown from woods within a 15-mile radius of the city and brought to site by horse-drawn wagons. Using these same carts, the timber was then transported in loads weighing up to 14 tonnes. This could be an arduous and dangerous job. Wagons had little braking power, so accidents were not uncommon.

As well as timber, Covers supplied other products that required the handling of heavy loads. An advertisement from 1883 recorded items such as field gates, wattles, sheep and cattle grids, troughs and slates. Coal was also sold.



*Covers original premises at Canal Wharf, Chichester 1929*

An aerial photograph taken of the Canal Wharf site in 1929 shows that over an 80-year period, Covers had become well-established with large quantities of logs and other materials. Trade at the site continued until 1952.

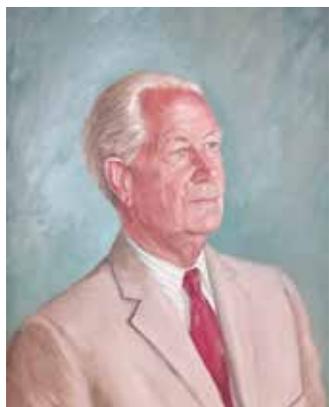
In the 1930s the Green family, who originated from Chesterfield, moved to the area where they leased a sawmill at Charlton, close to Chichester, as part of a concession they had bought to fell timber on the Goodwood Estate.

The Greens were the biggest producers of sawn beech in Britain. Their mill at Charlton supplied many local companies with their timber requirements, including David Cover.



*Charlton sawmill*

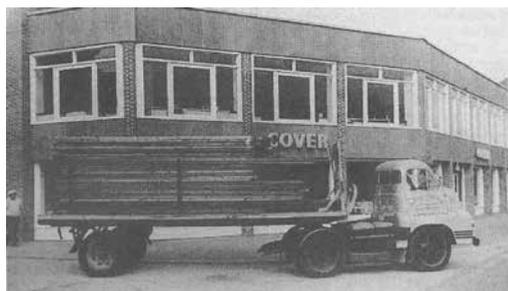
During World War II, the war department required stocks of timber to be set aside for the National Strategic Reserve. Merchants, including Covers and the Greens at Charlton, were paid a rental for the land the stocks occupied, as well as money towards handling and keeping the timber in good order.



*Edward Green*

In 1944, Edward Green reached an agreement with George Cover to take a controlling interest in David Cover & Son Ltd.

In 1952, Kenneth Long who had relocated from London during the war to Chichester, following a bomb attack on their premises, sold their Hornet site to Covers. Kenneth Long decided to return to London. By this time Covers had outgrown the site at the Canal Wharf. This enabled the business to relocate permanently and operations at the Canal Wharf ceased after 104 successful years. The move enabled Covers to begin an expansion programme. The listed administrative office, which was used until 1994 is now housing.



*The Hornet in Chichester, in the 1960's*



*The Hornet in Chichester, current day*

***"Large enough to cope, small enough to care"*** Covers tag line from 2006

Following the end of WWII, timber became more freely available and each person was entitled to purchase wood up to £2 in value per week. This allowed Covers to build its business with smaller builders and the newly-emerging DIY trade.



*Covers hardware shop in South Street, Chichester in the 1960s*

These new buyers required more variety and smaller quantities, so Covers increased the area of its trade counter and DIY section. As pressure on space grew, a shop was purchased on South Street in Chichester to sell domestic hardware. The building was later sold.

During the early 1960s, demand was beginning to increase for a wider range of products and a new ground and first-floor showroom was built onto the existing main building. This new space meant Covers could create a range of departments covering kitchens, bathrooms, domestic appliances, heating and fireplaces, domestic hardware, furniture, bedding, sports clothing and DIY supplies. Perhaps most surprisingly, there was even frozen food on sale during this time! The frozen food section prospered until it was closed in the 1980s following the growth in large supermarket chains.

In 1965 Covers purchased two depots in Havant and Bognor Regis, marking the company's first step into operating a multi-depot business. The Bognor Regis site was operational for 19 years until it was sold in 1984 for redevelopment.

During the 1960s it became clear that further expansion at The Hornet was no longer possible and other premises were actively sought.

A redundant gravel pit at Quarry Lane, which covered six acres, was purchased. Covers spent the next four years preparing the site for the timber division and constructing a sawmill and storage buildings. The complete timber operation was eventually moved to Quarry Lane in 1967, while the builders merchants and the head office remained at The Hornet.



In 1973, Covers purchased another timber mill and a sales and storage facility in Cooksbridge, near Lewes, in East Sussex. The depot was originally owned by Gordon Trevor, who became a Covers director until his retirement in 1995. Within a year of purchasing the site at Cooksbridge, it was destroyed by fire. A new premises was erected on the existing site.



*The fire at Lewes depot in 1974*

Expansion continued at a steady pace and in the 1970s Covers opened its first garden centre after purchasing land adjacent to its site at The Hornet.

In 1986 Covers returned to Bognor Regis when it purchased A. Olby and Son Ltd, an established merchants founded in 1878 which operated out of two sites in the town, with a third site housing a timber mill at Middleton-on-Sea.

Within nine months, Covers relocated the mill facilities and Olby's highly-skilled machinists to Quarry Lane. Here, an additional specialist production mill was constructed to meet the ever-growing demand for one-off special orders of hardwoods and softwoods.



*Olby's, Bognor Regis in 1986*

In 1988 Covers purchased Frank Wright's Builders Merchants in Brighton, which had two smaller depots in Burgess Hill and Haywards Heath. This heralded Covers' first venture into heavy building materials. Considered to be too small to be commercially viable, the Haywards Heath depot was eventually sold for residential development in 1989.

In 1988, Covers invested in two further sites at Sidlesham and Bognor Regis. These businesses traded successfully until 1991, when Covers decided to transfer the sale of building materials to its Quarry Lane depot and close the Sidlesham site.

In 1993, the additional site at Bognor Regis closed following the transfer of its building materials trade to Station Yard in the town.

During the autumn of that same year, rainfall in the south of England was at record levels, seriously threatening the operations at The Hornet site. A few months later, in January 1994, following another day of torrential rain, the River Lavant burst its banks and all available staff were mobilised to place sandbags at the entrance of the building. By evening the water was lapping at the bottom of the main display window at Covers to a depth of 16 inches.

Richard Cosens, Covers' Building Materials Manager at Bognor Regis, saved the day by using expanding polystyrene foam to seal all entrances and cracks in the building to make it watertight.

The two depots in Bognor Regis were eventually combined into one three-acre site when Covers purchased Station Yard from British Railways. For the first time, Covers had the opportunity to construct its own purpose-built depot. Covers continues to operate from the site to this day. The building at Station Yard commenced in September 1991 and the premises opened to the public on 27<sup>th</sup> June 1992.

This bright idea was hugely successful and, as a result of this and the team of dedicated Covers staff manning the premises 24 hours a day for three weeks, no trading days were lost. However, many other businesses at The Hornet were not so lucky and many had to close until the flood subsided. Just prior to this incident, in what could be described as 'serendipity', the whole three-acre site at The Hornet had been sold to developers.

Covers had purchased an additional 30,000 square feet of space at Quarry Lane, allowing the business to transfer its full operation to the premises in May 1994. Today, the company's head office still operates from this site.

In the spring of 1994 the business expanded in Hampshire when depots at Portsmouth and Gosport were purchased from the timber merchant W H Wheeler of Portsmouth and Gosport.

The staff at Portsmouth and Gosport continued in their roles while the premises were extensively restocked and modernised.

Around the same time, Covers had decided to look for another business inland. In 1995, negotiations were entered into with the Edgoose family, who had operated timber businesses in Godalming and Aldershot for four generations. The Edgooses had sold the Godalming site separately. Covers took on the Aldershot depot which has been operating successfully ever since and after relocating to Blackwater Park.



Wheeler's, Gosport in 1994



Wheeler's, Portsmouth in 1994

***"Builders in the know, know Covers"*** Covers tag line from 2009

# What we have achieved in the past 25 years

In 1996 Covers celebrated its 150<sup>th</sup> anniversary. This was an historic anniversary for the company and it hosted a large party for staff and customers at Amberley Chalk Pits Museum in West Sussex.



*Patrick, Robert & Richard Green celebrating 150 years at Amberley Chalk Pits Museum in 1996*

In July 1999 the Portsmouth depot moved from its site in New Road to a new, purpose-built premises in Norway Road. The 26,200 sq.ft depot has become one of the busiest in the group and the team has an excellent reputation for service from its loyal customer base.



*Official opening of the Portsmouth depot in 1999*

In 2000 turnover hit more than £30m for the first time in the company's history. Just two years later, in 2002, the annual turnover hit yet another record high – this time over £40m.

The early 2000s saw Covers expand its existing depots at a rapid rate. The Aldershot, Gosport and Brighton depots all moved to new, purpose-built premises that could accommodate more stock and greater numbers of staff. In September 2003, the Gosport depot moved from premises on Forton Road to a much larger depot in Gunners Way. Like the new Portsmouth depot, the Gosport depot had a much larger yard and warehouse area, allowing more timber and heavyside stock. In 2004, annual turnover hit more than £50m. In the same year, the Aldershot depot moved from Church Lane to a newly-built depot on the edge of town at Blackwater Park. The depot boasted a much larger yard and warehouse with a good-sized shop, allowing the team to serve a much broader customer base.



*Official opening of the new Aldershot depot in 2004*



*Official opening of the new Gosport depot in 2003*

In 2005 yet another new depot was opened, when Brighton moved from its site in the centre of town at Lewes Road to a newly-built premises at Home Farm Business Centre. The much bigger building was finished in the same style as other newly-built sites and the grey-clad exterior started to become the trademark for Covers' depots.

In the autumn of 2006 work began on the huge expansion of the flagship depot at Quarry Lane in Chichester, which is also Covers headquarters. The 10-acre site had served the depot and the group very well since all operations moved there in the early 1960s, but it came to a point where the commercial operation needed improving. The site was about to get a lot bigger!



*Brighton in 2004*



*Aldershot in 2004*

Covers Chichester purchased land next door to its current operation, which was formerly owned by BT. Work began on restoring the existing buildings that consisted of offices and large warehouses.



*Doors & Windows, Chichester in 2007*



*Chichester Trade Centre in 2007*

By September 2007 the expansion had been completed and the depot had its official opening. The one-stop shop could now serve customers with their timber and heavyside requirements from one place rather than different areas of the yard, as it had done before. The improvement was well-received by customers and staff and the Chichester depot soon became the place to go for all kinds of building supplies.

Other work had been carried out at the same time, which saw a new landscaping display area created as well as a doors and windows showroom. In addition, the timber overstock from the west of the site was moved to the bottom of the yard and the vehicle workshop relocated to a new entrance off Spur Road.

In 2007 annual turnover again reached a new high, of more than £60m. That year Covers opened operations further west by purchasing builders' merchants MSR. With established depots in Alresford and Southampton, the company was a perfect fit for Covers.

In January 2008 Covers acquired two more builders' merchants – One Stop Building Supplies in Horsham and Crinda Landscapes in Rudgwick. This enabled Covers to improve its offerings in the mid-region of West Sussex.



Alresford in 2007



Southampton in 2007



Horsham in 2008



Rudgwick in 2008

In 2008 Covers recognised a requirement in the market for a dedicated showroom with a variety of eco-friendly products. Rising energy prices and stricter government targets were increasing the demand for eco products that could reduce energy costs and aid in the active responsibility of sustaining the future. Due to the immense range of eco products in this emerging market, Covers researched and selected products it felt would benefit its customers. Later that year, Covers opened The Eco Centre showroom at its Chichester depot.



Covers Home Ideas in 2012

In 2010 Steve Weston, who began working for Covers in the early 2000s, was made Western Regional Director of Covers and responsible for the Portsmouth, Gosport, Alresford and Southampton depots.

In 2012 a major rebrand of the original DIY store at the Chichester depot took place. Formerly known as Sussex House, the store was rebranded as Covers Home Ideas. The store became the main focus for Covers' lifestyle showrooms and DIY product offering.

After four years of trading, the Horsham depot moved to a new purpose-built site in Foundry Lane



Official opening of the Horsham depot in 2012



in 2012. The new 13,500 sq.ft depot boasted a large timber offering, loose aggregate bays and an impressive warehouse. This depot also had many solar photovoltaic panels installed on its roof, which was to become the standard for Covers' new builds.



*Tunbridge Wells official opening in 2012*



*Frank Hellyer, 2006*

During the summer of 2012, Covers acquired the Build Center site in Tunbridge Wells, expanding Covers' customer base into north Kent and bringing the total number of depots to 13.

In July 2012 Frank Hellyer, who had worked for Covers for 66 years, sadly passed away. Starting out as a yard man, Frank rose through the ranks, eventually becoming Covers' Timber Director. Frank was known throughout the timber industry as the 'Timber Guru' - what he didn't know about timber wasn't worth knowing. Frank felt particularly honoured to be the first and only person ever to be awarded lifetime membership of the UK Timber Trade Federation.



*Fortis Merchant Network*

In 2013 Covers became one of the founding members of a new buying group, Fortis. The buying group consists of other independent merchants from around the UK and helps Covers to build upon its strong relationships with suppliers and fellow merchants.

2014 was a busy year for changes to the board of directors. After many years of service, Patrick Green decided to step down as Chairman of Covers. He was replaced by Rupert Green, who remains in the position to this day. Henry Green was appointed Managing Director of Covers, and Nick Walker joined the company as Financial and IT Director.

In January of 2015 Covers unveiled a new 1300m<sup>2</sup> hardwood store in Chichester. The Mayor of Chichester, Councillor John Hughes, cut the ribbon during the store's official opening. The new store - as well as the nearby mill and timber treatment plant - is powered by 550 energy-efficient photovoltaic roof panels, which generate 130 megawatts per year - enough to power 30 individual houses.



*Official opening of the hardwood store in 2015*



*Help For Hospices in 2015*

In September 2015 Covers launched its Help for Hospices fundraising event, which has become an annual fixture and to date has raised more than £217,000 for the hospices it supports. In November 2015 Covers Burgess Hill moved from its Fairfield Road location to much larger premises on the Victoria Industrial Estate. Turnover in the same year reached more than £70m for the first time.

In 2018 Covers purchased, Orpington Timber & Building Supplies, known locally as OTBS. This became Covers' most northerly depot, increasing the company's portfolio to 14 depots. Also in 2017, retirements, promotions and new appointments meant there were a number of changes within the company at directorship level. Roger Lewis was appointed Operations Director, having worked in several positions within Covers since 1992. Sean Clark, who had also been at Covers for many years, was appointed Regional Director for the Mid and Eastern region.



*OTBS in 2018*



Neil Woods joined Covers as Timber Director, bringing a wealth of experience from his 22 years in the timber industry. Meanwhile, with the retirement of Purchasing Director Andrew Waters, Philip Walford was appointed as Commercial Director, a new step in his 18-year career in the industry. In 2018 turnover for the year hit a new record of over £80m.

In December 2019 Covers confirmed the official opening of its new 2.6 acre site on Empress Road, Southampton. The new depot was located in a former Schweppes factory, so a lot of building work had to be completed to ensure it was fit for purpose. As well as an increased timber and heavyside offering and an improved lightside section, customers benefited from a huge warehouse for undercover loading.



*Official opening of the Southampton depot in 2019*

In 2019 Covers rebuilt its website, taking it from a simple showcase of products to the company's first transactional ecommerce website, allowing customers to make online purchases. This transformed the customer experience, allowing customers to pay their credit account, place orders, view their order history and easily reorder products online.

Due to the global Covid-19 pandemic, on Tuesday 24<sup>th</sup> March 2020 Covers temporarily closed its depot doors for what was to be the longest time since WWII.



The family feel and good internal communication came into its own during the lockdowns, and once re-opened, the demand from customers, both trade and retail, was immense. However, like many other merchants, Covers experienced difficulties sourcing materials and maintaining supply. Thanks to a number of strong relationships with suppliers and having an entrepreneurial spirit with opening up new supply options the company managed to keep the majority of construction materials available for their customers.



In 2020 Nick Walker decided to transit from his role as Finance and IT Director to focus purely on IT - in the new position of IT Director. This left an opening for a new Financial Director, which was filled in late 2020 by James Bowry.

In 2021 Covers proved its ability to bounce back from the challenges of the previous year, with turnover hitting more than £90m for the first time.

In 2022 Covers celebrated its 175<sup>th</sup> anniversary. This landmark date marked an important milestone for the company, and to celebrate the occasion Covers hosted a variety of special events, including supplier demo days, a staff family day at Thorpe Park, brewed its own Covers pale ale, planted a woodland consisting of 175 trees and produced a film to celebrate this iconic year.



In keeping with its mission to serve and support communities, Covers also made various donations throughout the year to local charities and community projects in honour of its anniversary.

Rupert Green, Chairman of Covers Timber & Builders Merchants, said: *"Our 175<sup>th</sup> year of trading was a huge landmark in the company's history and we were absolutely delighted to celebrate it with our customers, staff and suppliers. We are extremely proud to be part of a company that is so rich in heritage and intrinsically connected to the communities it serves. We have come a long way since the early days, consistently investing in our depots, vehicles and state-of-the-art timber machinery so we can offer unrivalled products and service to our trade and DIY customers. Covers has grown due to a dedicated team of staff – many of whom have been with us for 20 to 40 years or more. We are excited for what the future holds – here's to the next 175 years!"*

During the Autumn of 2022, Covers was delighted to announce the acquisition of Wingham Timber and Mouldings, based near Canterbury in Kent.

Wingham Timber is an independent timber merchant supplying construction grade timber, sheet materials, internal mouldings, wooden flooring, garden fencing and decking materials, along with timber for garden structures. It has a range of



Wingham Timber in October 2022

fencing manufacturing machinery, as well as moulders and a treatment plant. This brings Covers number of depots to 15 covering Sussex, Hampshire, Surrey and Kent.

## What will the next 25 years bring?

Well, almost certainly not what you will now read! No one in 1996 would have predicted the world events in the past 25 years. Covers has tremendous pillars of strength – our team, our customers and reputation, our past and present investment in our depots, facilities and stocks and the support of the Green Family as stewards of the business.

Therefore with some confidence, we can expect that Covers will celebrate its 200<sup>th</sup> anniversary as an independent business. We already have many women in key roles and will have several on the board then. We will have stopped using fossil fuels directly in the business. There will also be dramatic changes in the way new buildings are constructed, and Covers will adapt to these. However, most of the houses we see today will still be around, and their owners will want to improve them and need the trades and materials we are familiar with today. This will remain the core part of our business. Timber will continue to be recognised as the most sustainable building material, and Covers will ensure that it remains a leading supplier.

# Timber



*The timber stock at Head Office, Chichester*

Our timber service has evolved extensively since the early days. However, one thing that hasn't changed is our commitment to providing high quality products and exceptional customer service.

**1846** – Our timber was originally sourced from local woods and delivered by horse and cart.

**1900s** – All mechanical sawing operations were driven by steam. The boilers used to produce this steam were fired with timber offcuts. Steam-driven cranes were also used to unload and move logs.

**1985** – Diesel power was introduced and the steam crane was donated to the Amberley Chalk Pits Industrial Museum near Arundel, West Sussex.





### **Modern solutions that make a difference**

Our depots stock a wide variety of timber so you can be assured that whatever you need, we can accommodate.

Our specialist machinery is able to produce more than 200 types of mouldings as well as bespoke creations tailored to your specific requirements – if you can draw it, then we can machine it!

Our timber mill has changed dramatically over the years as we have continued to invest in the latest machinery and state-of-the-art equipment to create stock and bespoke timber products of the highest quality and specifications.

We've outlined our current range of on-site timber services below:

### **Timber treatments**

Today, we offer a range of timber treatments on site, such as Koppers and Arch, and use different cycles of treatments to cater for a variety of risk factors that might affect wood. These include:

- Tanalith pressure treatments for construction, fencing and landscaping timbers
- Waterborne Protim Clear Choice range of envelope treatments for internal and external use
- Organic wood preservative treatments for prepared joinery timber and manufactured doors, stairs and mouldings where a clear or painted finish is required
- Solvent-based 265 clear treatments for PAR and manufactured components
- Water-based E406t clear treatments for external products such as featheredge
- Fire protection and fire retardant treatments for interior and exterior use
- Timbers are treated to meet the 'use class' requirements of EN 335. The eventual end use of the timber, and the risk of potential decay and insect attack, determines the level of treatment.

At Covers we ensure all our tanalised treated timbers are given the correct treatment type based on the end use specification, so you can be guaranteed to receive a high quality product that's fit for purpose.



### **Lacquering**

Our vacuum-applied lacquering service provides factory-finish results and protection from UV rays, extending the life of your timber and ensuring it remains visually stunning for years to come.

Whether you are installing lacquered skirtings to a room or want to match lacquered architraves to a pre-finished door, our vacuum coater can build up a series of uniform lacquered finishes to ensure you receive harmonised results every time.

### **Priming service**

Priming timber can be a laborious on-site job. Our priming service achieves a perfect finish quickly and consistently.

Our vacuum coater evenly applies paint to all four sides of a moulding in one pass and removes excess paint by using an advanced vacuum coating process, resulting in a high quality painted finish.

### **Laminating service**

Large sections of timber can be difficult to get hold of, so our laminating service provides the solution for bulkier pieces.

We can produce laminated sections of timber up to 3.0m long, with longer lengths available to order via our specialist team.

Materials are taken from our extensive inventory of hardwood and softwood species. Using the most appropriate glues, they are accurately bonded together under extremely high pressure and can be used for a variety of purposes, including laminated Iroko posts for heavy gates and solid oak work surfaces for desks and kitchens.

### **Specialist machining**

Our team of skilled technicians uses state-of-the-art machinery to produce timber profiles that will perfectly match or replace sections of timber grown from most wood species.

Customer designs can be processed quickly and easily. Drawings are stored electronically so they can be retrieved swiftly for future orders.

Our machinists can produce a wide range of products, including skirtings, architraves, flooring, panelling, handrails, window sections, dado and picture rails, and window and door frame sections from softwoods and hardwoods.

Customers can either provide architect drawings or their own illustrations to meet specific requirements.



*The Timber team with their TTI Smart Manufacturing Award in 2021*



*The Timber Mill at our Head Office, Chichester*

# Building Materials



Covers is one of the leading independent suppliers in the south of England for builders, independent traders and DIYers.

## **Building on our future**

Our knowledgeable staff can source almost any items and provide advice on the most suitable products for your requirements. We offer a consistently reliable delivery service sourcing materials from our own stock and transporting directly to site. We have a wide range of major supplier heavyside materials stocked at our depots. These include Xtratherm, Celotex, Hanson, Ibstock, Wienerberger, Celcon, Brett, Thakeham, Castle Cement, IG Lintels, Isover Insulation, Aggregate Industries, Days aggregates, Gill Aggregates, Stressline, Siniat and Resistant. We've outlined our current range of heavyside building materials and products below:

## **Bricks and blocks**

We are delighted to offer an unrivalled brick matching service for which our specialists possess a wealth of knowledge to ensure you get the perfect product.

Bricks can be matched using our range of extensive stock or sample panels. Alternatively, one of our experts can undertake a site visit to ensure you get precisely what you need. Some of our larger depots even have brick libraries so you can be certain to find the best brick or block for the job!

## Roofing

At Covers, you can be assured that we maintain all regulations and standards when it comes to our roofing supplies. This includes the British Standard BS5534 for slating and tiling. This means you can be confident that our products and advice are to best practice requirements.

Our available roofing supplies include:

- Flat roofing
- GRP roofing
- Torch-on felts and self-adhesive felts
- Marley tiles and slates
- Natural Spanish slate
- Pitched roofing
- Dry fix roll out ridge roofing
- Rolled lead



## Lofts

Whether it's for a large or small loft conversion, we stock a vast range of quality materials and accessories from major brands to help you complete your project. Our experienced team of sales staff are also on hand to advise you on any technical information or requirements that you might need.

Our loft materials include:

- Timber
- Chipboard
- Structural beams (made to order)
- Fixings, nails and screws
- Insulation
- Tile and slate flashing kits
- Roof windows, including Velux roof lights
- Staircases (made to measure)
- Spindles
- Hardwood and laminate flooring



## Insulation

Not only do we stock a wide range of insulation products from a variety of national suppliers, we also work with a vast network of manufacturers and distributors. This enables us to offer our customers non-standard items that might be difficult to obtain off the shelf.

Our insulation experts can assist you with any technical issue, including U-Value calculations (for roofs, floors and walls), Part E problems for RSDs (robust details) and systems needing pre-completion testing. We also offer site visits so you can be assured that no matter what you need, we can assist you with your insulation requirements.

Our insulation products include:

- Polyisocyanurate (PIR) rigid insulation board
- Acoustic insulation
- Multifoil
- Masonry party wall roll
- Wool and recycled plastic

## Dry lining and plasterboards

Keep the rain out and the heat in with our range of dry lining and plasterboard products and accessories. We have the largest selection sourced from a variety of national suppliers.

These include:

- Wall boards
- Fire boards
- Vapour boards
- Metal components
- Thermal laminates
- Adhesives
- Sealants
- Joining materials
- Multiboards
- Fixings and tapes
- Thistle undercoat and finish plasters
- Galvanised/PVC beads for plaster and dry lining
- Stainless steel beads and lathing
- Metal components
- Dry wall systems
- Fire protection boards



For further structural support, we can also stock a leading selection of steel arch formers, Expamet coil sheets and riblath.

## Fibre Cement Cedral Weatherboard

Suitable for residential homes or commercial buildings, Marley Eternit or Hardie Plank is a cement base cladding system which is available in several different colours and stain finishes, making it unique and aesthetically pleasing.

Unlike PVCu, the product has a realistic timber-like grain and texture, and is designed to withstand even the harshest weather conditions making it virtually maintenance free. The systems offered also conform to Class O fireproofing standards, so it has the added advantage of being safe and durable. Easy to install, our weatherboarding is available in pre-coated and wood stain finishes. Alternatively, for on-site treatments, it can be supplied in its natural state.

## Building materials accessories

We stock an extensive range of building materials accessories at our depots across the south of England. These include:

- DPC
- DPM
- Builders' polythene
- Lintels
- Manhole covers
- Drainage products



### Bagged products

Whether you are forming a driveway, laying a patio or rendering, we stock a wide range of loose, bulk bags, handy bags or mini bags of stones, soil and aggregates.

All our depots offer an ordering service for large quantities of loose aggregates and our fleet of delivery vehicles is fully equipped with mechanical handling equipment to ensure fast, efficient and safe off loading at your site.

Our range of aggregates includes:

- Limestone scalplings
- Ballast
- Shingles
- Sands
- Topsoil
- Decorative aggregates
- Specialist equestrian and sports requirements (to order)

# Painting & Decorating



If you're looking for quality painting and decorating products, Covers has got you covered with everything from adhesives to wood stains and emulsion paint. From preservatives and finishing to paintbrushes and rollers, you'll be sure to find what you need to get the job done.

Whether it's a one-room makeover or you're looking to paint a whole property, we have all the products you need for internal and external projects. Head to our depots where you'll find varnishes, wood stains, dyes, preservatives and finishing products for your fencing, decking or garden projects.

## Fixings, Adhesives & Sealants

Working with wood or plasterboard? We have the nails and screws to suit your requirements, including hex head screws, hammer-in fixings, nail packs, wire nails, self-drill fixings, cavity fixings, and more.

We hold the most comprehensive range of fixings and fastenings for practically every application.

We offer an excellent selection of glues, fillers and sealants to suit every requirement, including multi-purpose adhesive, acrylic sealants, Polyfilla, adhesives, damp proofing creams, exterior wood adhesive, fillers, jointing compounds, glues, foam guns and paint remover.



# Tools & Equipment



We stock the most extensive range of big-brand power tools, including DeWalt, Makita, Trend, and Paslode. We have every need covered for the trade and serious DIY enthusiasts.

Our selection features cordless and power drills (240V and 110V), grinders, sanders, reciprocating, circular, jigsaws and mitre saws, planers, routers and gas and compressor nail guns.

Whether you're working indoors or out in the garden, we have a selection of power tools to suit, including drills, grinders, cement mixers, cutter tools, mixing paddles, combi drills, battery packs, blade sets, saws, screwdrivers and vacuum cleaners.

Choose from a wide range of hand tools in-store and online: handsaws, spanners, wrenches, chisels, blades, knives, trowels, shovels, hacksaws, hammers, hatchets, and staple guns, pliers, measuring tapes and much more.

Our ladders and access equipment come in a wide variety of shapes, sizes and materials, so there is something suitable for every setting and budget. Choose from step ladders, extension ladders, roof hooks, professional standoff, roof rack clamps, work platforms and utility buckets.

# Landscaping



## Landscaping services you can rely on

Here at Covers we have a variety of landscaping displays demonstrating our range of extensive products that are available from stock or to order. Pay a visit to one of our depots where our experienced staff will be happy to discuss garden design ideas and help you find the perfect products to suit your requirements. As well as offering the very best in natural stone and concrete paving, we stock an abundance of other high quality materials to help you complete your project. Whether it's a small patio replacement or a complete garden overhaul, we can help you achieve the garden of your dreams.

## Our landscaping products include:

- Porcelain, natural stone and concrete paving
- Block paving
- Edging and walling
- Decking
- Fencing, screening and gates
- Garden buildings and sheds
- Sleepers
- Decorative aggregates, including stones, chippings, pebbles and cement
- Manure, compost and topsoil
- Chipped wood and bark
- Treatments and finishes

# A look back at the trends of 2022

Garden improvements have become increasingly popular over the past decade, with professional landscaping being one of the top ways to increase a property's value. Here, we take a look at some of the trends that were big business for the landscaping sector in 2022, along with some fun facts and figures from the Covers archives.

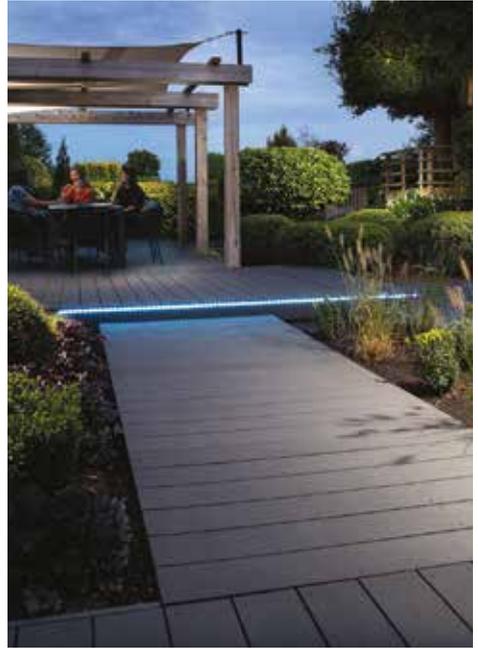
## A pop of colour

After the subtle and subdued tones of black, white and grey that have been popular over the past couple of years, colour made a comeback. Bold reds, bright oranges and brilliant purples were all to be big in 2022.

## Going wild

Uniform and symmetrical outdoor areas made way for wilder and more rugged spaces in 2022. According to House Beautiful, 'nature-scaping' was the buzzword.





### Features and accessories

Water features have always been one of the top garden trends. However, in 2022 the focus was on more contemporary designs. Whether a free-standing sphere or built-in 'water blade', the desire was for stylish features that could be cleverly combined to work as irrigation, making gardens more water-efficient.

Bird baths also bounced back with the traditional bird bath of days gone by being re-imagined into modern styles that worked in harmony with their surroundings.

### Eco-friendly outdoor areas

Reducing carbon footprint was extremely important for the landscaping sector as we continue to gain greater awareness of how to protect and improve our environment. This included using natural, locally-sourced and ethical materials from sustainable sources.

### Patio material trends

Natural stone and slate remain popular choices for patio paving, with porcelain continuing to grow in popularity too. All are great options for a hard-wearing and stylish garden, with natural stone a favourite amongst people looking for a timeless style and porcelain for customers who want a low-maintenance option.

### Balcony gardens

Over the past couple of years there has been a significant focus on making the most of your outdoor space, no matter what the size, and this remained true in 2022. From stackable planting to window boxes, hedging and even rockeries, balconies became even more creative with quirky and clever features making the most of the available space.



# Landscaping through the ages

Once a luxury reserved for country homes and palaces, gardens and outdoor areas are now a much sought-after feature and asset for any property. Here, we look back at how the garden has evolved from the ornate Victorian outdoor areas of old to the flexible and multi-purpose spaces we know and love today.

## 1800s

In the 1800s gardens for relaxation and entertaining were reserved for the upper classes. Professional gardeners would maintain the grounds on country estates, which often featured elaborate fountains and stone outhouses. Those not lucky enough to live in such splendour would reserve any outdoor space they had to grow fruit and vegetables and rear livestock. For those living in towns and cities, however, outdoor space was scarce and growing plants would be limited to window boxes.

## 1920s

With the introduction of the rail network, commuting to cities from the suburbs was now a regular way of life. This shift meant the middle classes were now owning comfortable homes with a private garden. Gardening became extremely popular during this period, with advances in understanding how plants grew and thrived. The cottage garden, that remains popular to this day, was very fashionable and was usually square, rectangular or circular in shape with an arbour at its entrance and sundial in the middle.

## 1930s and 1940s

With the start of WWII came the advent of the 'victory garden' and 'dig for victory' – something that has come full circle during the 2020 pandemic. Victory gardens included home-grown fruits, vegetables, herbs and abundant flower beds with a focus on sustainable living and self-reliance during a time when many food items were in short supply. Although not a decorative feature, space in many gardens of the time was used up to house built-in bomb shelters - an important refuge from the Blitz.

## 1950s and 1960s

During the 1950s, keen to leave the war behind them, gardeners started to shift their focus to creating more ornate and decorative outdoor areas. Much attention was paid to creating manicured lawns and ensuring shrubs were neatly trimmed. The introduction of garden centres during the late '50s and early '60s was a pivotal turning point for British gardening. The widespread availability of plants meant heathers, conifers and bedding plants were hugely popular.



### 1970s and 1980s

The introduction of gardening TV programmes during the '70s created a shift towards a renewed rise in growing your own and self-sufficiency. Gardens quickly became a feature of a property and led the way to outdoor areas being used for entertaining and recreation.

### 1990s

Garden makeovers were big business during the '90s. Decking became a fast and affordable way to create additional space for relaxing and entertaining in the garden. A popular choice was to have large areas of paved garden with rockeries, gravel and concrete water features central to 90s' garden design.

### 2000s onwards

During the late '90s and early 2000s, there was a clear shift from gardens being a place to grow plants to becoming an extension of the home.

The 2020 pandemic has resulted in a surge in the popularity of gardening, with outdoor living spaces now considered more important than ever before.

Outside areas are now styled in the same way as interior rooms, with an emphasis on flexibility and useable space. Gardens are also more sophisticated, incorporating a wide array of materials, features and plants that would not have been considered even 20 years ago with a lean towards more natural, wild and informal approaches.

The average garden is now smaller than in the early '80s, so adaptability is key. As a result, the trend has been towards creating zoned areas and multi-functional spaces that promote biodiversity, recreation and relaxation.

If you are thinking about a garden update and would like help or advice from one of our garden specialists, please call our friendly team on **0800 2100 458** to book an appointment or visit your nearest depot for further information.

# Doors & Windows



Doors and windows can make all the difference to a property's aesthetics. Whether you're working on an exterior overhaul or looking to update an interior space, choosing the right doors and windows is a huge decision – practically and decoratively. Here, we review some of the predicted door and window trends for 2022 and provide information on how we can help you choose the perfect door or window for your project.

## Internal doors

Black or white industrial-style doors were a big trend in 2022. Available in a variety of design styles, including glazed, these doors bring an element of urban chic to any interior.

Creating light and space was key when choosing internal doors during 2022. White doors are now seen in many modern homes offering simple elegance and style. Clear or frosted glazing will help to brighten up dull spaces. For adjoining rooms, using elegant doors like these with glazed panels will create a zone rather than complete segregation – perfect for separating work and rest areas. Oak cottage-style doors remain popular. Opting for pre-finished products in the colour of your choice will help to save time and money.

## Window and door sets

Sturdy aluminium framed windows and doors are increasing in popularity. Long-lasting and robust, aluminium is barely affected by temperature changes making it an elegant and stylish low-maintenance choice that is ideal for windows, bi-fold and patio doors. Traditional uPVC still offers a cost-effective alternative and remains the number one choice in the UK for new and replacement windows and doors. Not only is uPVC easy to maintain, but it is now available in a wide range of colours meaning that you no longer have to opt for white if you don't want to. For rustic style and charm, nothing beats timber. This material has been steadily rising in the ranks again over the past few years due to its environmental credentials and low carbon footprint. When maintained, timber windows and doors can last as long as 60 years – around three times longer than the lifespan of uPVC. Timber frames can be supplied in a range of RAL colours, finished with Farrow & Ball paint or stained for a natural look.

## Open for business – quality doors and windows from Covers

At Covers, we are one of the area's largest stockists of quality doors and windows with two dedicated showrooms located at our Bognor Regis and Chichester depots. We stock a wide range of high specification doors and windows from a carefully selected collection of industry leading suppliers. These include PM Mendes, Premdor, Window Warehouse, XL Joinery, Leeds Plywood Doors, Dale Windows, Allan Brothers, Arden Windows, Velux and many more. We can also supply an excellent collection of made-to-measure uPVC doors and windows as well as aluminium and composite door sets in a variety of colours and styles.

Calvin Smith, Group Joinery Manager of Covers, has worked for the company for more than 30 years and spent much of that time working with doors and windows. He said: *"During this time, I have seen many trends come and go. However, identifying the most suitable style is essential when making the correct purchase for your home. Windows and doors will have a dramatic effect on the final appearance, so it is important that you are completely comfortable with your choice before making a commitment."*

For more information about our doors and windows service, please contact our friendly team on **0800 2100 458**. Alternatively, please visit your nearest depot where we will be happy to help guide you with finding the ideal door or window for your requirements.



# Flooring

## A look back at the trends of 2022



Whether you're updating your interiors or managing a large project, the ideal flooring can make all the difference to the practicality and appearance of a room. Using the right materials and designs, you can create beautiful, timeless, elegant and stylish floors underfoot for all walks of life. Here, we review some of the top flooring trends of 2022.

### Parquet flooring

Popular for many years, there was no pause for parquet's enduring and timeless elegance in 2022. Perfect for plain rooms and ideal as a statement piece, parquet will bring character and style to the sorriest sitting room or dullest dining room. Ideal for all areas, even small rooms, such as a downstairs loo, can be brought to life by the parquet effect. Floors can be fitted as uniform planks or, to add interest, try using contrasting colours laid in either a herringbone or chevron pattern.

### Rustic textures

Much like the 2022 trend for wild and rugged outdoor areas, interior design went rustic with naturally-aged and distressed flooring. This included the perfect imperfections of grooves, denting and irregular ridges for a more authentic appearance. Wooden floor planks can be supplied as distressed, hand-scraped, sawn or brushed to create texture and visual impact.





### Patterned tiles

Patterned tiles continued to be a flooring fixture in 2022. Victorian-inspired designs and ornate arrangements can either be used to cover an entire floor or as part of a pretty feature piece. Use as edging to bring some zing to a classic herringbone pattern or inlay in a hearth for a heart-warming effect.



### Sustainability

Protecting and preserving our natural environment has become a global priority and we are all responsible for ensuring that our purchasing decisions support our planet. Materials that are responsibly sourced from ethical producers were a firm fixture for flooring in 2022. Here at Covers, we are delighted to offer a wide range of flooring types and styles from companies such as Woodpecker, which only uses wood with full FSC and PEFC certifications, so you can rest assured that our products are easy on the Earth.

### Everything you need for flawless flooring from Covers

Our team of experts can help you find the ideal flooring from our extensive range of timber and timber-style wood, vinyl and laminate flooring products.

We have an extensive range of 40 different types of products to suit all room styles, requirements and budgets. Our manufacturers include Parador, Woodpecker and Karndean.

We also offer a range of trims and accessories so you can ensure your floor is finished with a flourish. All our flooring materials are available to purchase online or at our depots. If you're thinking about flooring, give our friendly team a call on **0800 2100 458** or visit your nearest depot where we will be happy to assist you.

# Kitchens

## A look back at the trends of 2022



Whether you're cooking up a storm or setting the scene for a social gathering, the kitchen remains at the heart of everyone's home. Over the years, kitchens have evolved from simple spaces to prepare daily meals into state-of-the-art status symbols focused on design and functionality. Here, we take a look at some of the top kitchen trends of 2022 and beyond.

### The colour comeback

Sleek white units and the nod to the dark neo-Victorian greens and blues that have been popular in recent years made way for eye-popping painted cabinets and warmer tones.

### Multiple islands

The island cabinet has become a ubiquitous feature of the modern-day kitchen. Versatile and stylish, the kitchen island is now set to grow with multiple islands becoming the norm for those looking to make the most of available space.



### Patterned flooring

Whether you're opting for wood, laminate, vinyl or tiled flooring, patterns were big business for kitchens in 2022. Herringbone, along with tiles in a variety of eye-catching colours and designs, reigned supreme bringing pizzazz and personality to new and old kitchens alike.

### Hidden storage

As our country's love affair for cooking continues, what better way to store your growing condiments collection than a purpose-built pantry? Hidden storage areas are the hot alternative to display cabinets as the minimalist movement takes hold. Designs focused on hiding as much as possible away and making space for items to be concealed behind closed doors as people moved towards an aura of peace and calm in their surroundings.

Our kitchen showrooms at our Chichester and Portsmouth depots have undergone some major refurbishments over the years.

### Kit out your kitchen with Covers

At Covers we offer a large selection of stunning kitchens and appliances, along with a range of worktops in wood, laminate, composite and quartz, to suit all tastes and styles. Whether you're looking to create the ultimate kitchen or update an existing area, our kitchen showrooms situated at our Chichester and Portsmouth depots will help you choose the ideal items to suit your needs. Speak to one of our kitchen specialists who will be happy to guide you and help make your kitchen dreams a reality.

For further information, please contact our showrooms team at:

**Covers Home Ideas**, Quarry Lane, Chichester, West Sussex, PO19 8PE – **01243 791526**

**Covers Timber & Builders Merchants**, Norway Road, Portsmouth, PO3 5FT - **02392 671900**

# Kitchens through the ages

The kitchen has been considered the heart of the home for decades. But how did it transform from housing a simple basin to becoming the central social setting that it is today? We look back at how kitchen trends have evolved over the years and how this room became one of the top ways to increase a property's value.

## 1800s

Dinner parties in the 1800s were a much more elaborate affair than the casual get-togethers we enjoy today. Servants would cook, take care of and clean the vast quantities of cutlery, crockery and cookware that were needed to create the multiple dishes and courses. Kitchens had very little storage and were traditionally below ground and out of the way of the main entrance. However, even in smaller homes, kitchens would never be used to entertain guests and were still kept towards the back of the house and away from the formal meeting rooms. In the 1850s, cast iron stoves, considered a technological advancement of their time, became popular for cooking and heating.



## 1920s

In the 1920s, the 'Frankfurt Kitchen' was a milestone in domestic architecture and was formed the first footprints of the modern kitchen of today. Designed by Austrian architect Margarete Schütte-Lihotzky, the focus was on ensuring that all necessary items in a kitchen were easy to reach. This resulted in the tiny, but efficient, design which is the inspiration behind 'the golden triangle' – ensuring that a kitchen's three main working areas (basin, refrigerator and cooker) should form a triangle.



## 1930s and 1940s

Fitted kitchens with integrated appliances became an important transition in the 1930s and 1940s. This included the addition of labour- saving devices, better kitchen designs and more stylish cabinetry. Following WWII, the increasing demand for kitchen equipment and technology resulted in innovations that are still central to kitchens today. These included ventilation hoods, ovens with matching refrigerators, dishwashers and designer worktops. Kitchens became a source of pride and were well on the way to becoming central to entertaining guests.

Today, the kitchen is a central part of the home, and its design and functionality are more important than ever. With the increasing demand for kitchen equipment and technology, innovations like ventilation hoods, ovens with matching refrigerators, dishwashers, and designer worktops have become standard. Kitchens are now a source of pride and are well on the way to becoming central to entertaining guests.

## 1960s and 1970s

Societal changes during the '60s and '70s meant the kitchen continued to evolve. An interest in home cooking, kitchen utensils and entertaining meant the kitchen was now an important central hub for entertaining.

## 1980s

By the 1980s, the thirst for designer cookware and kitchens had given rise to the 'trophy kitchen'. Large kitchen islands, fitted appliances and new technologies, such as food processors and waste disposals, had become de rigueur. Kitchens became bigger than ever. The country house look was a conservative choice compared to the alternative bold and brightly coloured geometric patterns that were also popular during this period.

## 1990s

Built-in appliances were all the rage in the '90s, with dishwashers, fridges and washing machines all hidden behind cabinet doors. Colour choices became more subtle. Pale wood and white cabinets were in high demand. Monochrome was a key trend and black granite worktops made their first appearance during this decade. The growth in the popularity of bringing the outdoors in, led to the start of installing sliding and patio doors from the kitchen that opened out onto garden areas.

## 2000s onwards

On average, the modern-day kitchen is now nearly double the size of those in the 1920s and the room where the majority of people spend most of their time while at home. This social change has meant that kitchens these days need to accommodate much more than appliances, storage and worksurfaces. Relaxation areas, dining areas and working areas are all incorporated in the kitchen design of today. Entertaining has become a central focus, with large islands and seating a prevalent addition. Space and light are also essential - bi-fold doors leading to outdoor entertaining areas, Velux windows and glass roofs have all become important, with many kitchens now being rebuilt as well as redesigned to accommodate these features.



Kitchens continue to remain a dominant feature in the home and nearly anything is possible when it comes to refurbishing yours. If you're considering a kitchen update, speak to one of our specialists who will be happy to guide you and help make your kitchen dreams a reality.

Call our friendly team on **0800 2100 458** to book an appointment or visit your nearest depot for further information.

# Bathrooms

## A look back at the trends of 2022



### Nature and wellbeing

Bringing nature into an interior space can have a huge impact on our wellbeing and was a large home trend in 2022. With many people continuing to work from home, the need for a space to unwind is vital, with the bathroom being a popular choice.

### Terracotta

Terracotta's earthy tones create an exotic feeling, providing a sense of escapism when relaxing in the bathroom.

### Mixing modern and traditional styles

Mixing modern and traditional styles into any home is a great way to bring a timeless and classic feel to any room. Using a bathroom to create this style can be as simple as mixing a basin with a traditional tap in a range of different colours, such as Bronze, Copper, Black, Nickel and Brushed brass.

### **Split-level flooring**

If you have a large area to fill, adding a raised floor or platform and using it for a standalone bath or open shower can create a spacious feel and add a sense of luxury. The platform is also ideal for hiding ugly pipes.

### **Minimalist bathrooms**

Minimalism is a trend that has been popular for many years. A clutter-free area with less on display is great for creating a relaxing space and putting your mind at ease. Using minimalism in a bathroom can create a spa-like feeling, and offer a much-needed area to unwind. It can also make a room feel larger, which is essential in smaller bathrooms.

### **Botanical wall art and painterly styles**

Wall art is becoming a popular trend in 21<sup>st</sup> century designs, from bold designs to splashes of pattern and colour. Wallpaper can be used for this trend - in particular using botanical greenery prints can transform your plain walls into a more of a relaxing place to be.

Painterly styling is the application of paint in a loose or less controlled manner, which shows off the visible brushstrokes. From tiles and wallpaper to home accessories, painterly-styled walls or accessories create texture and a feeling of elegance.

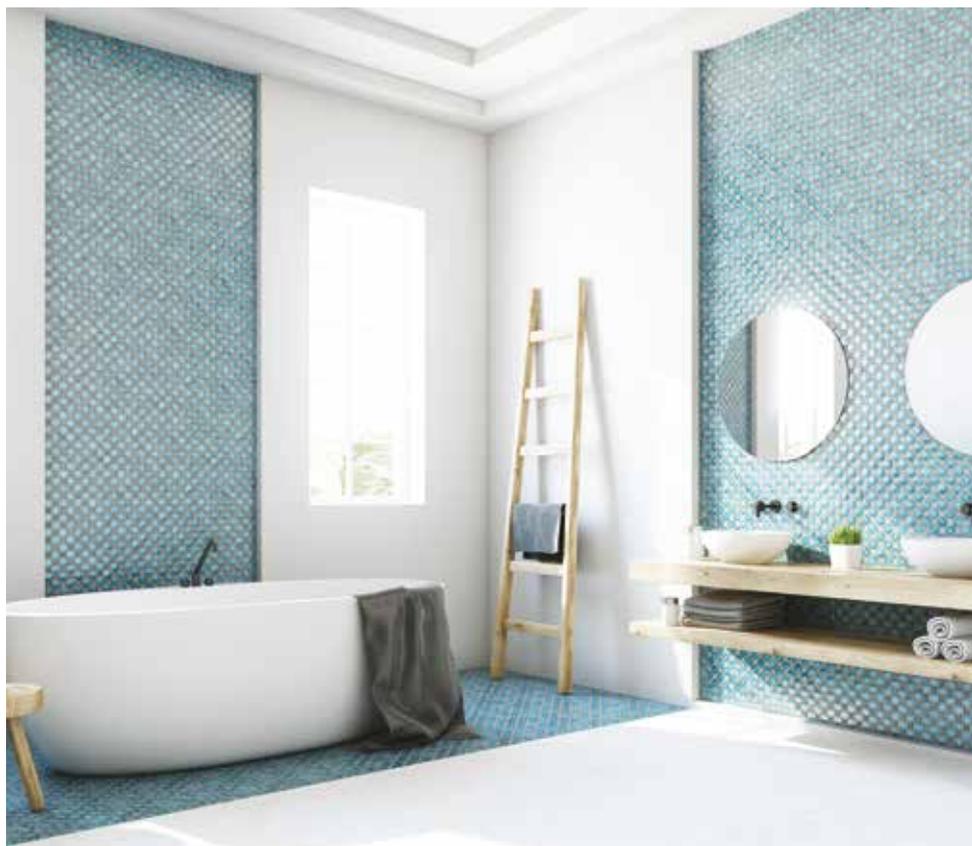
### **Shower rooms and Wet rooms**

A larger open shower, or even wet room, helps to bring a luxurious feel to your interior. Creating more openness and space within the bathroom, they're also proven to be more accessible, helping people to live independently.

### **Spa-inspired bathrooms**

Leaning into the minimalist look, homebuyers in 2022 were seeking uncluttered bathrooms with a sanctuary feel. These calming interiors consist of luxury products and finishes, including the ever-popular black accents and accessories combined with wood features, representing a low-maintenance, relaxed look.





### Let Covers help you design the bathroom of your dreams

Whatever type of bathroom you might have in mind, we can help you design the ideal space that works for you.

To stay on top of current bathroom trends, our lifestyle bathroom showroom at Chichester has featured many different displays over the years. The showroom is an important part of the decision process of our customers and helps them decide which style they would like in their home.

Visit our bathroom showroom at our Chichester depot where we have a wide range of high quality bathrooms and accessories to suit all taste and styles.

Speak to our experienced staff who will be able to guide you with all your bathroom-related requirements. Alternatively, you can book an appointment with our virtual design service. Bathrooms are available for professional bathroom fitters or for DIY projects.

For further information, please contact our friendly team on **01243 791408** or visit the showroom at **Covers Home Ideas**, Quarry Lane, Chichester, West Sussex PO19 8PE.

# Bathrooms through the ages

Over the years we have seen numerous bathroom trends come and go, and in some cases even come back again! From the ubiquitous avocado suites that adorned every bathroom of the 1970s, to today's neo-Victorian nod to a bygone era, we review the bathroom trends and styles from times gone by.

## 1800s

Most households in the UK did not have access to a bathroom and even a toilet was extremely rare. During the turn of the century, this started to change with the introduction of outdoor toilets. As infrastructure improved, housebuilding boomed and slum clearance programmes took hold, the indoor loo started to become a household necessity.

## 1920s

When indoor plumbing was first introduced in the 1920s, it didn't take long for full bathrooms to become an essential part of every household. However, back then bathrooms were not the oasis of tranquillity or luxury that we are used to today. In fact, bathrooms were purely practical with no showers and plumbing left exposed.

## 1930s

Art deco became all the rage and the dull and dreary bathrooms of the 1920s transformed into more colourful palettes of teal and pastel tiles. Mirrors started to appear above basins and storage solutions were introduced.



## 1940s

During WWII many homes were destroyed during the Blitz and interior design experienced a dramatic overhaul with bathrooms becoming a common feature in family homes. Colours became richer and bathroom accessories, including wall art, began to grow in popularity.

## 1950s

Bathrooms became more 'rock 'n' roll' with hot pinks and retro symmetrical patterns being all the rage. Toothbrush holders and soap dish attachments were introduced, and wall lights were fitted to the side of mirrors.

## 1960s

Flower power and hippies led the way as bold, bright and brave interior decorating took hold. Built-in furniture, shower baths and other new bathroom trends were all typical of the decade, with retro patterned tiles and coloured ceramics taking over UK homes.

## 1970s

There's probably not a home built before the 1980s that didn't have an avocado bathroom suite and we have the 1970s - and the decade's obsession with green - to thank for that. Alongside this, a fully carpeted bathroom was essential – something that most people would find rather unhygienic today.

## 1980s

As backs were turned on the over-the-top intense patterns and colours of the 1960s and 1970s, floral chintz was the order of the day for the 1980s. Hanging ferns and macramé baskets filled bathrooms across the country.

## 1990s

Corner baths and Hollywood vanity lighting became the decorating details of choice. Wall and bathroom suites also took on a more subtle tone with white, beige, cream and magnolia becoming popular.



## 2000s

Bathrooms were now a firm fixture on the list of interior updates for increasing a property's value. Trends included nautical themes with anchors, sailing boats and even fish-encased toilet seat covers were a huge hit.

## 2010s

Minimalism was the decade's buzzword with tranquil, spa-inspired interiors taking hold. Free-standing bathtubs made a comeback while seamless storage solutions, wet rooms and the latest luxury designs made the 2010s a decade of bathroom decadence.

## 2020 and beyond

Bathrooms are destined to become bigger and better in the 2020s. The latest technology combined with the best interior elements of the past are making their way into the contemporary bathroom landscape.



# Eco Energy Centre



With the ever-growing requirement to find more sustainable and environmentally-friendly ways to heat and power our homes, buildings and vehicles, we are pleased to present our Eco Energy Centre.

Located within the Covers Home Ideas store in Chichester, our Eco Energy Centre was officially the first showroom of its kind to open in the UK in 2007 and is one of the few centres that remains open today. It has a variety of working and static displays to covering a wide range of eco-friendly solutions.



We even offer a free energy survey for your home, so you can ensure you choose exactly the right products for your requirements. Graeme Clements, Covers' Sustainables Product Manager, says:

*"The showroom is an important part of the purchasing process as I can show customers working examples of these products. This is something not many other merchants do. Over the years I have seen many changes within this sector, but Covers has always remained at the forefront and brought in the latest innovative products. The next few years will be very exciting as the era of electric cars increases and heat recovery systems become the norm for new-build properties."*

Our products include:

- Air source heat pumps
- Solar photovoltaic panels
- Underfloor heating
- Mechanical ventilation with heat recovery
- Car charging points
- Solar thermal panels
- Biomass pellet boilers
- Water softening systems
- Rainwater harvesting
- Infrared heating
- Sunlight tunnels
- Sheep's wool and hemp insulation
- Recycled newspaper and plastic insulation
- Ground source heat pumps

Using eco products helps to reduce energy and water usage, which in turn helps to decrease the overall cost of heating and water supplied to your property. You will also be doing your bit in making a difference by reducing your carbon footprint, improving the environment and tapping into naturally sustainable sources of energy rather than relying on rapidly depleting and harmful fossil fuels.

We will be continuing to develop our Eco Energy service to ensure we provide our customers with a comprehensive selection of eco products that can be part of a new build or retrofitted to existing properties.

For more information, please contact our Sustainables Product Manager, Graeme Clements on **07971 894705**.



# Marketing & Ecommerce



From 1883 through to the present day, there has always been a commercial presence within the press from Covers' marketing department. Back in the 1880s, a standard letter press was widely used across Britain to create adverts – this has now developed into full colour printing with clean graphics, text and imagery all of which are designed in house by Covers Marketing team.

1883, Covers first advert



Our artwork design has evolved, not only from black and white to colour, but by being simplified. No matter whether we are targeting trade or DIY customers, we make sure the design carries a clear and precise message. Of course, the colour green always flows through all the artwork.

Covers has had an online presence since 2007. Fast forward to 2022, a whole 15 years after the launch of our first website, and we now have a platform where customers can purchase products online and arrange for supplies to be collected from a depot or delivered to a site. With over 30,000 products online, we are constantly working on the website to ensure our customers have the best experience.

2007, first website - covers.biz



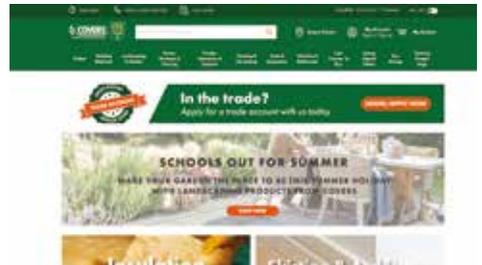
2012



2014



2017



2021, first transactional website - coversmerchants.co.uk

Using our website, customers can pay their credit account, place an order, receive agreed trade terms, check credit account statements, view their order history, easily reorder products, and store multiple shipping addresses. To help with the purchasing experience, customers can also check live stock levels.



Facebook, Instagram, LinkedIn & YouTube



Emails from Covers

Not only do we have a website that is fully transactional, we have our social media platforms, Facebook, Instagram, LinkedIn and YouTube. We share a lot of our company updates, new products, sales and discounts, as well as our 'how to' guides in a video format. Our marketing emails are a relatively new addition to our marketing activity and help us get messages out to our customers in a quick and creative way.

# In the community



At Covers, we are committed to supporting the communities local to our depots.

Our Help for Hospices initiative enables us to fundraise and show our support for the hospices that provide vital services in the areas where we operate.

## Covers Help for Hospice Charities

Chestnut Tree House	Naomi House & Jacks Place	St. Wilfrid's Hospice
Countess Mountbatten Hospice	Phyllis Tuckwell Hospice	The Chestnut Tree Hospice
Demelza Hospice Care for Children	St Barnabas Hospices	The Rowans Hospice
Hospice in the Weald	St Catherine's Hospice	
Martlets Hospice	St Peter & St James Hospice	

## Some of the Charities Covers Supports

Chichester District Food Bank	Hampshire & Isle of Wight Community Foundation
Chichester Information Shop	Stonepillow
Children On The Edge	Sussex Community Foundation



# Sponsorships



Over the years, Covers has sponsored/supported many sporting clubs, events and local businesses and continue to do so. As a family-run business Covers always like to get involved with the local community and help out where they can.

Below are a few of the sponsorships and events we have been associated with.

Alresford Rugby Club	Chamberlayne FC	Madehurst Colts Cricket
Baffins Milton Rovers FC	Chichester Festival Theatre	Moneyfields FC
Bognor Regis FC	Chichester RFC	Portsmouth FC
Bosham Cricket Club	Declan Lee Motorsport	Rudgwick Junior FC
Broadbridge Heath FC	Horndean FC	Sussex Heritage Trust
Burgess Hill Town FC	Horsham FC - Under 10's	Worthing RFC

One of the highlights of Covers sponsorships was when Covers was presented with the opportunity to sponsor local football club, Portsmouth FC, for the 2013/14 season. The club had nearly closed, but thanks to the Pompey Supporters Trust, Covers' sponsorship and other local businesses, the club was rescued. Part of the sponsorship was to become shirt sponsors, along with stadium signage.

The sponsorship continued for many years and Covers are still attached to the club with hospitality. Steve Weston, Regional Director of Covers, commented: *"We are immensely grateful to Portsmouth for this opportunity. We've stuck with the team through thick and thin, having sponsored their North Stand in the past and we are pleased and excited to be continuing our relationship with the club."* - July 2013

# 175 years celebrations

***“Everything that has happened to Covers Timber & Builders Merchants has happened because of the people, whether that be the owners, employees or the customers”.***

Fiona Russell Horne, Builders Merchants Journal

Reaching 175 years has been a big milestone for us; it's rare for a business to remain independent and family-owned for such a long period of time. Throughout 2022, we have held some amazing celebrations to thank the staff, customers and suppliers who have helped us to reach our 175<sup>th</sup> anniversary.



Henry Green - Managing Director & Rupert Green - Chairman

# MP Visits



Nick Gibb MP, Bognor Regis



Mims Davies MP, Burgess Hill



Gillian Keegan MP, Chichester



Dame Caroline Dinenage MP, Gosport



Jeremy Quin MP, Horsham



Maria Caulfield MP, Lewes



Penny Mordaunt MP, Portsmouth



Royston Smith MP, Southampton



Greg Clark MP, Tunbridge Wells

During 2022, we've had many of our local MPs come to visit our depots. Our managers explained operations and gave an overview of our products, as well as how the business gets involved within community projects and charitable giving.

# 175<sup>th</sup> Film



As part of our 175<sup>th</sup> anniversary celebrations, we produced a special film highlighting some of our current members of staff and some of our retired staff members who have joined us to celebrate this momentous occasion.

Part of what's special about Covers is the great team of people who work here, and it was only right to celebrate them this year, and hear what they had to say about working for a company that has been trading for so long.

The film can be found online at [coversmerchants175.co.uk](https://coversmerchants175.co.uk)



# Covers Woodland



On 17<sup>th</sup> November 2022, a team from Covers gathered at Selhurst Park near Chichester to plant 175 beech trees in celebration of the company's 175<sup>th</sup> anniversary and the Queen's Green Canopy.

The trees were kindly provided by Tilhill Forestry, part of BSW timber, a leading supplier of Covers.

Directors of Covers, staff from Covers Chichester and Burgess Hill and members of the Green family all joined in to plant the trees.

Rupert Green, Chairman of Covers, said, "This wood will provide a very tangible memory of Covers 175<sup>th</sup> anniversary to go with our personal memories of the events we have enjoyed with our staff, customers, and suppliers. Planting beech trees here near Goodwood is particularly apt as the Green family forestry business came down to Sussex in the 1930s to harvest trees from the Goodwood Estate and run the timber mill at Charlton.

Out of this Greens became owners of Covers in the 1940s. Timber is at the heart of Covers Timber and Builders Merchants and is procured from sustainable sources so every tree used is replaced, while the carbon in our timber stays locked up as long as the building it is incorporated in stands."

Henry Green, Covers Managing Director, also organised the burial of a 175<sup>th</sup> anniversary memory box including mementoes of the year. He said, "We are fortunate to have a lovely day, to gather as a team to plant this wood together. We look forward to seeing it and Covers grow in this century and the next."

The event was captured on film along with photos. These can be found online at [coversmerchants175.co.uk](https://coversmerchants175.co.uk)



# Staff Event

We treated over 1,000 staff members and their families to an exclusive evening at Thorpe Park to say a big thank you for all they have done for the company, in particular during the Covid-19 pandemic. We wouldn't have a company without the staff we have behind us.



We had exclusive access to the whole park in the evening, making the experience even more magical.

The amazing day was captured with a short video, which can be found online at: **[coversmerchants175.co.uk](https://coversmerchants175.co.uk)**



# Supplier Event

To celebrate our 175<sup>th</sup> anniversary, the Directors of Covers invited our top suppliers to attend a special day and evening at the Goodwood estate in West Sussex.

Split into teams, they enjoyed a round of golf or clay pigeon shooting, followed by an evening meal and stay at The Goodwood Park Hotel.



# Anniversary Challenge Mornings

We hosted a series of anniversary challenges and demonstration mornings across all our depots. These extra special trade mornings included a free hog roast and we were joined by some of Covers' top suppliers. Bradstone, British Gypsum, Millboard, Rockwool, Sika, Spax and Toolbank provided demonstrations and offered visitors the chance take part in a range of Anniversary Challenges to win up to £175 of Love2shop gift cards on the day.

Challenges included Bradstone's Test Your Memory, Rockwool's Fill The Frame, British Gypsum's Beat The Buzzer, Sika's Test Your Strength, Spax's Fastest Screwer, Millboard's Spin The Wheel and Toolbank's Scalextric.

All those taking part in the challenges had the chance to become one of Covers' Challenge Champions. The contestant who remained at the top of the board for each challenge at the end of the year became a Covers Challenge Champion. Prizes for being top of the league included a Cello Notepad, Apple Watch, Apple iPad, 50-inch 4K TV, a Bose speaker and a £250 Love2shop gift voucher.



# 175<sup>th</sup> Anniversary Website

As part of our 175<sup>th</sup> Anniversary year, we created a bespoke website to capture the year of events and celebrations.

Included within the website are news articles from press releases which commemorate each special occasion from the year as well photo galleries, films and a message board for customers and staff to share their memories of Covers.

If you would like to share a memory or visit the website to check out what we have been up to this year, please visit – **coversmerchants175.co.uk**



# *And with that we want to say a **BIG** thank you!*



From our start in 1846 through to today, we would not be here without you, our staff, our customers and our suppliers.

Achieving 175 years for any company is phenomenal, and for Covers it's because of you - our wonderful team of people.





Timber & Builders Merchants



# We've got it covered

<b>Aldershot</b>   Blackwater Park	Hampshire	GU12 4PQ	<b>01252 320554</b>	sales.aldershot@coversmerchants.co.uk
<b>Alresford</b>   Prospect Road	Hampshire	SO24 9QF	<b>01962 738666</b>	sales.alresford@coversmerchants.co.uk
<b>Bognor Regis</b>   Station Yard	West Sussex	PO21 1BT	<b>01243 863100</b>	sales.bognor@coversmerchants.co.uk
<b>Brighton</b>   Home Farm Road	East Sussex	BN1 9HU	<b>01273 607044</b>	sales.brighton@coversmerchants.co.uk
<b>Burgess Hill</b>   Victoria Gardens	West Sussex	RH15 9NB	<b>01444 233358</b>	sales.burgesshill@coversmerchants.co.uk
<b>Chichester</b>   Quarry Lane	West Sussex	PO19 8PE	<b>01243 785141</b>	sales.chichester@coversmerchants.co.uk
<b>Gosport</b>   Gunners Way	Hampshire	PO12 4DW	<b>023 9260 4400</b>	sales.gosport@coversmerchants.co.uk
<b>Horsham</b>   Foundry Lane	West Sussex	RH13 5PX	<b>01403 253123</b>	sales.horsham@coversmerchants.co.uk
<b>Lewes</b>   Cooksbridge	East Sussex	BN8 4TJ	<b>01273 476133</b>	sales.lewes@coversmerchants.co.uk
<b>OTBS Bexleyheath</b>   Upland Road	Kent	DA7 4NR	<b>020 8304 8777</b>	sales.otbs@coversmerchants.co.uk
<b>Portsmouth</b>   Norway Road	Hampshire	PO3 5FT	<b>023 9267 1900</b>	sales.portsmouth@coversmerchants.co.uk
<b>Rudgwick</b>   Brookside Rural Park	West Sussex	RH12 3AU	<b>01403 824111</b>	sales.rudgwick@coversmerchants.co.uk
<b>Southampton</b>   Empress Road	Hampshire	SO14 0JW	<b>023 8055 6996</b>	sales.southampton@coversmerchants.co.uk
<b>Tunbridge Wells</b>   Longfield Road	Kent	TN2 3EY	<b>01892 533326</b>	sales.tunbridgewells@coversmerchants.co.uk
<b>Wingham Timber</b>   Nr. Canterbury	Kent	CT3 1AR	<b>01227 720537</b>	enquiries@inghamtimber.com



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