

Weatherproofing Advisors plans expansion

[Jul 22 2010](#) By Scott McCulloch

Roofing specialist hopes to roll out management database

Weatherproofing Advisors (WPA) is planning to take on 50 new staff on the back of new customer wins for its maintenance management database.

The REALM (Roofplan Estate Asset Life-cycle Management) system is an internet-led service for inspection, management and roofing maintenance.

WPA has signed up 70 new clients since the launch in June, including Scottish Power, Wiseman Dairies and Network Rail.

WPA chairman John Kelly expects turnover at the company to more than double to more than s20 million in the next three years on back of expanding REALM across the UK.

The Blantyre firm, which currently employs around 100 people, is planning to add a further 50 staff by 2013.

Kelly said: "REALM is the result of nine years of development and its purpose is to provide our clients with a new level of roof management intelligence.

"Companies with a large number of properties in their portfolio can spend thousands a year maintaining their records on roofing maintenance for each property, and because regular roof maintenance and inspections tend to fall away after a few years, and that invalidates warranties and insurance policies.

"The REALM programme logs all new reports and pictures of the roof, as well as any historic information, onto a secure server that uses the same encryption as the high street banks.

"That means the the maintenance of the entire property estate is managed centrally and inspections and maintenance schedules are kept up to date.

REALM already has around 70 clients since its launch a month ago, and as a first of its kind in the UK for the commercial and industrial property sectors, we expect to see significant growth going forward.

Our plan now is to increase the workforce by 50 percent within three years and get turnover up to more than s20 million.