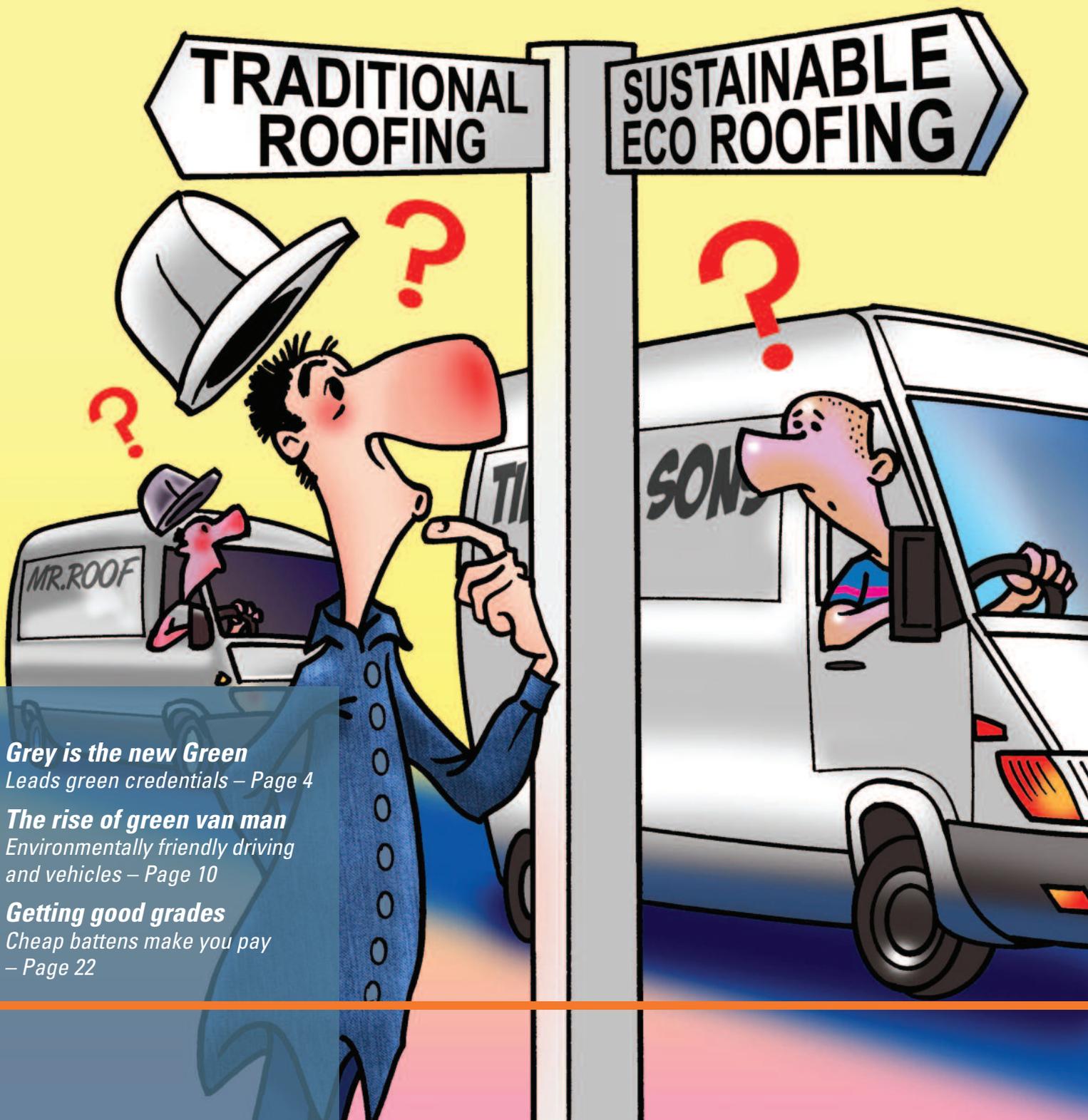


# INSIGHT

The **roofing** information service

issue 14



## ***Grey is the new Green***

*Leads green credentials – Page 4*

## ***The rise of green van man***

*Environmentally friendly driving and vehicles – Page 10*

## ***Getting good grades***

*Cheap battens make you pay – Page 22*

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# Live long and

**That Spock knew a thing or two about sustainability, didn't he? Stuck on a planet made up of rock, desert and not much else, the Vulcans made the most of what they had.**

But talk about sustainability down your local pub and you're more likely to discuss Liverpool's chances of a title challenge than the environment. Can they keep it up? What if Suarez gets injured? These are, obviously, the crucial questions of the day.

And anyway, why should we be bothered about the environment? After all if God had meant us to be green we'd all look like Kermit.

Or not.

Sustainability affects us all. And it's here to stay. It also offers up huge opportunities. And, unlike Starfleet's warp drive, it isn't rocket science.

The world is roughly divided into two types of people: those, like Spock, who want to nurture the environment and others who don't... I'm sure you can think of a 'motoring journalist' who is a prime example. But whether you're Vulcan or you know who, sustainability is going to become increasingly important for your business. A recent study by Amex has shown that in post recession Britain more and more people are considering green issues when buying products or services.

And that includes yours.

## **Sustainability. The key to sustaining your business.**

So, in this issue of **Insight** we're demystifying sustainability.

What it is and why it's important.

To help you get the most out of the opportunities available we've broken sustainable solutions down into 4 key areas and every article picks up on one of more of these themes.

- **Sustainable manufacturing**
- **Improving the environment / reducing CO<sub>2</sub>**
- **Longlife products**
- **Training and community programmes**

You'll see we've got some practical solutions to beating new eco legislation – like the article on page 10, The Rise of Green Van Man. It looks at vehicle options that won't cost the earth, how you can boost your eco-cred with customers and what you can do to save yourself money on the road.

And we've got ideas to use new eco legislation to your advantage. With Feed in Tariffs still very much on the government's agenda we look at a new solar roofing system from Sandtoft (page 8) that can be installed by any roofing contractor and integrates with virtually all types of slate or tile.

And, as we move towards zero carbon housing, there's news on how to construct 'airtight' roofs. Klobber and Roto's newly announced joint training course combines practical aspects of roof window, underlay and accessory installation as part of an overall airtightness strategy. Don't miss it on page 15.

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# prosper

With all of that practical stuff, there's even a piece on pollution munching tiles. No, we didn't make that one up. Marley Eternit's Ecologic tiles (page 5) is an industry-leading product that 'eats' pollution. It's also made from 50% recycled materials – it doesn't get much more sustainable than that.

Sustainability may not be the final frontier, but it's definitely worth exploring as it's a great opportunity to expand your business. Sustainable products and methods are user friendly and an excellent way of differentiating yourself – while keeping ahead of the legislation and avoiding unnecessary costs.

So, do you accept your mission? To boldly go where no roofer has gone before?

**Open up. Read on. Live long. And prosper.**



## insightmag.co.uk

All this and more!

Get a deeper insight into all things to do with the roof at insightmag.co.uk our online home.

There's loads of stuff to see and read – and it's a great place to track down those fascinating roofing tit-bits (don't put that into a Google search though!).



**Content highlights;**

- Latest industry news
- Product news and reviews
- Competitions

# Grey is the new Green

## Lead is green

**Well, okay, actually it's grey, but as one of the oldest, most durable and environmentally-friendly materials used in the construction industry, we reckon it's pretty green too.**

And we've been using it for thousands of years. Lead sheet will outlive any alternative building materials including modern products. The current wave of alternatives to lead sheet have a shorter service life, with a greater impact on the environment through their manufacturing process and need for early replacement.

With an established scrap recovery network for lead in the UK, it has one of the highest recovery and recycle rates compared to other roofing metals and products.

## 100% recyclable



On the face of it lead's green credentials seem too good to be true.

It's a bit like Dolly Parton - bear with me here... it's

100% recyclable, never deteriorates in quality (we'll forgive that duet with Kenny Rogers) and always looks good. It maintains its natural appearance (maybe that's where the Dolly similarity ends) and attracts designers and specifiers to use the product for all kinds of applications.

And, amazingly, recycling lead sheet uses

less energy than the original smelting process, making reclamation cost-effective as well as environmentally desirable.

Specifying lead sheet also helps to keep other products, some of which are difficult and expensive to recycle, from entering the ecosystem where they can end up in landfill.

## Variety of use

What did the Romans ever do for us? Apart from giving us roads, swimming pools and cabbage? (Yes, cabbage.) For a start, they switched us on to the true potential of this amazing material, using it in pipes and roofs and make-up (perhaps not their best idea). To this day, lead has a variety of uses from simple flashing details used to weather around chimneystacks on domestic properties, to major roofing and cladding applications on private, commercial, and public buildings.

The malleability of lead sheet makes it a natural choice for architects and designers who want to use the product not only to make a statement, but also to ensure that complex junctions and details are properly weathered and protected.

So, there you have it. Lead. An unbeatable and sustainable building product that has been under our noses for thousands of years. It looks great, weathers to a timeless natural look and provides long-lasting protection against the elements. What's not to like?



## Training and advice

The Lead Sheet Association is synonymous with excellent training facilities and technical advice. It is the foremost independent technical authority on the design, specification and application of rolled lead sheet to BS EN 12588: 2006 in the construction industry. Last year the increased popularity of lead was seen by the rise in training courses run at its state-of-the-art training centre at East Peckham, plus the launch of the heritage specialist apprenticeship programme in leadwork.

Anyone working with lead and looking for design and installation support can check out the LSA website at [www.leadsheet.co.uk](http://www.leadsheet.co.uk) for information on every aspect of their work.

Free downloads of AutoCAD the Installers' Pocket Guide, full specification sheets, plus comprehensive guidance on installation in every situation are all instantly downloadable.

Don't forget – lead sheet to BS EN 12588 must be fitted in accordance with BS 6915 and the recommendations of the Lead Sheet



Association, as defined and illustrated in Rolled Lead Sheet – The Complete Manual. Order your copy from the website now!



**For a full range of courses and qualifications to bring you and your workforce up to speed with industry and consumer requirements visit [www.leadsheet.co.uk](http://www.leadsheet.co.uk)**



# Two good to be true

When it comes to innovative sustainable solutions Marley Eternit are hard to beat. With a range of products designed to make your life that little bit easier, save you cash, and help you give a sustainable offering to your clients they're at the top of their game.

Here's a couple of products we thought sounded too good to be true. How wrong can you be?

## Pollution munching tiles? Pull the other one!

When we first heard about pollution munching tiles we thought they were pulling our leg... But no. The Marley Eternit EcoLogic tiles really do exist and they've got impeccable green credentials.

This industry-leading product 'eats' pollution. Its unique 'pollution-eating' coating removes nitrogen oxides and other pollutants from the atmosphere. And if that isn't groundbreaking and sustainable enough for you, combine it with its 50% recycled material make-up and you've got the ideal choice to enhance a project's environmental rating.

It's clear that EcoLogic leads the market in delivering a new approach to product innovation.

Gavin White, campaign manager at Marley Eternit explains:

"EcoLogic tiles have a special external coating that contains titanium dioxide to speed up the naturally occurring nitrogen cycle. The coating reacts with asthma-causing nitrogen oxides in the air to convert them to nitric acid, which is then neutralised to form calcium nitrate, a liquid fertiliser that is harmless to the environment and, in fact, can even help to fertilise a garden."

Thanks Gavin, that's all good stuff. Simple and neat, they incorporate environmental properties, sustainability and the cost effective performance characteristics of concrete tiles into one product.

In short, they're an unbeatable choice for your eco-aware, urban dweller.

Eating pollution. Who'd have thought it?

## Starting over with a clean (Edgemere Interlocking) slate

Still going strong after 10 years the Edgemere Interlocking slate was one of the first concrete tiles on the market. And, would you believe it, it's still impressive after all this time.

Thinner, flatter and leaner than other roofing tiles the Edgemere



has all the economic benefits of traditional concrete but with a whole load of sustainable benefits into the bargain.

### For a start...

It uses a whacking 25% less raw materials than standard concrete tiles. That's got to be a good thing. And, being lighter and leaner makes your life a whole lot easier when installing and transporting them on site.

### Not only that, but...

The Edgemere system only needs 9.7 slates /m<sup>2</sup>. Compare that to other makes which can need as many as 11.1 slates /m<sup>2</sup> and the Edgemere looks an even better bet than before. It keeps costs down for contractors, as you need to buy fewer slates to cover the same area, and gives customers an economical, stylish alternative to natural slate.

### And that's not all...

Edgemere slates can be installed at pitches as low as 17.5°, compared to the 22.5° offered by some competitors, giving contractors maximum flexibility. They're also available for the same price in a 'Duo' format designed to look like and blend with smaller format slates.

Gavin added: "While traditional concrete tiles can appear 'heavy looking', our Edgemere tiles, with their thin leading edge, reduce the perceived thickness when installed and minimise the appearance of the interlock.

"As they're machine-made, Edgemere slates' consistent size and shape saves time as no sorting or grading is required. Produced in the UK, Edgemere slates also receive an A+ rating in the BRE Green Guide to Specification – helping towards green requirements."

They are also compatible with a range of dry fix ventilation systems including a bespoke dry verge available from Marley Eternit.

**So, it just goes to show, you can believe what you hear – especially when you know it's backed up by Marley Eternit's green credentials.**

ENQUIRY  
1

**Want to know more, please complete the reader response card.**

Sandtoft<sup>+</sup>

# Solar Energy – Power to the People

**Old enough to remember Citizen Smith? And Wolfie, the TV revolutionary who called for 'Freedom for Tooting'?**

Well, like Wolfie, Sandtoft's goals also include giving power to the people. Unlike Wolfie, they go beyond the lesser known corners of South West London, and are much more revolutionary.

Drawing on over 100 years' of roofing expertise, Sandtoft has launched a new solar roofing system. Designed for pitched roofs, the PV48 incorporates black photovoltaic modules with matching, easy-to-fit flashings that enable it to integrate with virtually all types of slate or tile. The system is perfect for both existing and new build properties and installation by any roofing contractor. You don't need to be a specialist.

## **Freedom for Roofing**

"Our new system has been designed for installation by roofers as a complete system and is supplied ready to fit," says Andrew Lawton, Sandtoft's sales director. "Unlike

some PV panels which are offered without flashing kits there is no risk of any integration issues with the roof tiles. Our system is easily to install using a method already used widely by roofers, which reduces the risk of poor workmanship and subsequent weatherproofing problems. There's also no need for a specialist solar installer which reduces the number of trades on the roof and saves time.

## **Sleek, sexy solar**

"The PV48 also looks great," says Andrew. "The flashings are matt black so are unobtrusive and also maintain the straight vertical lines on the roof, avoiding the step effect that occurs with broken bonded tiles."

The flexibility of the PV48 system also makes it ideal for the retrofit market. To fit the product on an existing roof, an area of tiles is stripped. There is no need for 'coursing in' as the tiles are simply laid up to the universal flashings of the system. And, unlike 'on roof' panels which are fixed to the rafters, there is no risk of damaging the tiles or affecting the waterproofing of the roof.

The PV48 solar system is MCS accredited. Sandtoft also provides installation training

and 'RoofSpec' which guarantees that the roof will remain weatherproof for at least 15 years when the system is designed and installed in accordance with Sandtoft's specification.

Andrew adds: "Now that the feed-in tariff is in place, we need to grow the solar market by delivering well-designed solar roofing systems that can make a genuine and lasting difference to climate change. The launch of our PV48 is a major step forward towards achieving this goal."

## **Now that's revolutionary**



**Want to know more,  
please complete the  
reader response card.**

**ENQUIRY**

**2**

# Getting slated

So, you're watching the X Factor finals and the singer you've voted for every week has just got slated by the judges. They're devastated and their glittering international career is down the pan. We all know anything getting slated is never a good thing – unless it's a roof, that is.

Why? Because natural slate is one of the cleanest and most environmentally beneficial materials you can use for your roof. It has the lowest carbon footprint of any pitched roof covering per m<sup>2</sup>, and when design life is considered it's streets ahead.

## Wiping the slate clean

Natural slate has been used as a roof covering in the UK for as long as anyone can remember. Not only does it look great, it has the longest design life of any roofing material, which is why you get warranties of up to 75 years for SIGA slate and 100 years for Welsh slate.

Ninety percent of Europe's natural roofing slate comes from

Spain. Admittedly, that's not exactly down the road, but while the distance the slate is transported might look worse than locally-produced concrete or clay, most of the distance is by ship. The cost and CO<sub>2</sub> output per mile from Spain to the UK is lower than the road haulage to and from the docks! Remember that one when you're talking to your greenest clients.

## Waste not, want not

While any kind of quarrying involves waste, there are strong commercial and environmental incentives to keep it as low as possible. By using highly innovative quarrying technology, yields for slate can reach as much as 25% per tonne mined – it might not sound much but in quarrying terms that's a highly successful yield.

Amazingly, yields from Welsh slate are even better, effectively running at 100%. Anything not

## By hook or by crook

Okay, so you can't actually fix slate with crooks – and it's not a word we ever want connected with roofing – but hook fixing offers up a number of advantages over traditional nails.

- **Speed** - the main part of the roof can be slated twice as fast as with nails
- **Safety** - if a slate cracks, the tail cannot fall and injure pedestrians or damage property
- **Good looks** - hooks hold the slate at head and tail, so minor imperfections become less visible on the roof
- **Convenience** - a hook-fixed roof can be slated vertically, not just diagonally, making for a more comfortable working position
- **Ease of replacement** - replacing a hook-fixed slate needs only a pair of pliers and 30 seconds

used for a slate is sold as aggregate for use in projects such as road building – even the dust is used to manufacture other products.

In the past we couldn't always be sure how slate was quarried in countries like Spain, but now Spanish quarries have to comply with the same environmental legislation we do. They have to reinstate the quarries when they are worked out and ensure only clean water is released into local rivers.

For jobs where a minimal carbon footprint is important, using high quality slates (e.g. SIGA Excellence & Specification

ranges) gives the lowest wastage rates during a project – minimizing haulage from the country of origin, and from the roofing merchant. It cuts time on the job too.

And if all that wasn't enough, good-quality slates can be reused. SIG Roofing Supplies sells second-hand slates, some of which are already 200 years old and have at least another century left in them.

So, take a leaf out of our roofing ancestors' handbook and start getting slated. It's a good thing after all.



ENQUIRY  
3

Want to know more,  
please complete the  
reader response card.

Britney sings about sealing it with a kiss. How about a couple of paint rollers, brushes and a good pair of scissors instead?

So far, so Blue Peter, except this time we're not talking about making the Thunderbirds' Tracy Island out of an empty cereal packet and a roll of sticky-back plastic (although you can do that if you want.) Point is... sealing a flat roof isn't necessarily rocket science - you don't always have to be an expert to get things watertight. So, if you're primarily a pitched roofer, rather than incurring extra costs and calling in specialist help for that small bit of flat roof left at the end of a job, why not do it yourself?

Sealoflex is really easy to use and is guaranteed for aaaaages. It's all you need for a pitch perfect flat roof.

### One tough cookie

Sealoflex can withstand temperatures that would make a Polar Bear turn on the central heating. Fully bonded to the substrate and seamless, Sealoflex not only laughs in the face of extremely high winds, it also remains flexible down to -85°C and, unlike your mother-in-law, won't go brittle with age.

Whilst the process of installing the system involves applying several layers, they fuse together during the curing process, creating a monolithic, polyester reinforced single ply membrane that will withstand ponding water



# Pitch perfect – you don't always have to be a flat roof expert



– you never heard them say that on Blue Peter. (Sealoflex CT).

### Flexible in application.

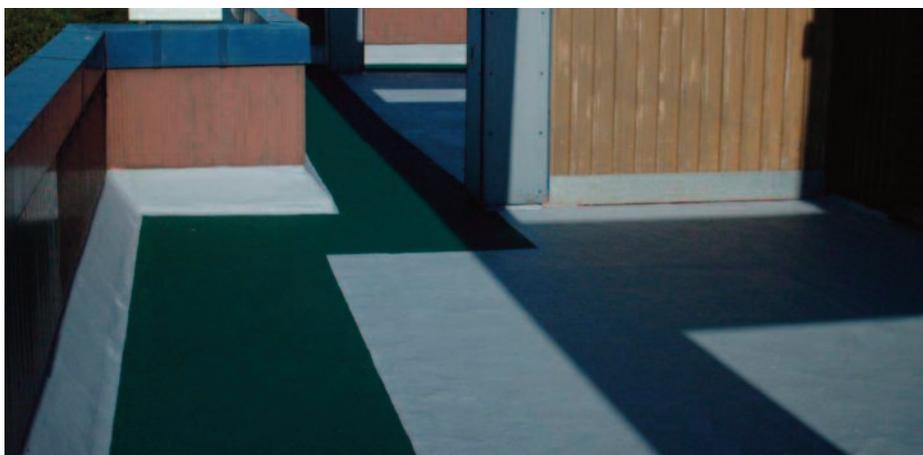
Sealoflex is cold applied directly to most existing roofing materials and can also be applied directly to structural decks such as SmartPly3 or on to cured concrete. There's a

range of primers to suit the surface.

It's ideal for both small and large sized roofing projects, especially when there are areas involving complicated detailing. Balcony's and terraces, where a low profile flat surface is always required, are perfect. There are a number of options you can choose to provide the final surface.

Sealoflex manufacture hard wearing surface options such as Wearcoat or Coraflex which offer many choices of decorative surface finishes. There are additional top coatings that provide durable non slip finishes. Ceramic tiles can also be bonded directly to the cured Sealoflex System, or, alternatively, loose paving or decking can be used over a protective fleece.

It's also a very practical and cost effective solution on larger projects such as overlays to ageing Single Ply, Asphalt or Profiled Sheet roofs on commercial buildings.



## Fast and easy to install.

In most cases the base coat and polyester reinforcing mat are ready for the top coat within 2 hours of installation. Check out [www.sealoflex.co.uk](http://www.sealoflex.co.uk) for some excellent video tutorials designed to make the whole process as easy as possible.

## Space saving and light weight

All of the materials required for a 30m<sup>2</sup> roof (90kg max) can easily fit into the corner of a small van. This compared to the traditional materials involved in built up roofing (330kg +) means that transport costs are kept to a minimum.

**Whatever warranty or budget you need to work to, there's a system to suit you:**

- **Sealoflex System 10.**

**The economic solution to patch repairs and for price driven projects.**

- **Sealoflex CT and WB.**

**The 15 year insurance backed warranty system that is available in spirit or water based.**

All of the above are low odour systems, used straight from the can with no mixing of hardeners or curing agents. Products left over from one project can be carried over to the next, reducing waste and saving money.

You can extend the warranty in 5 year increments by applying a further top coat at the end of the initial warranty period. Make sure you pass the Sealoflex product training course to offer these warranties though.

**Sealoflex**<sup>®</sup>  
Waterproofing Systems

ENQUIRY  
4

Want to know more about Sealoflex Systems, please complete the reader response card.

# Case Study

## Atlantic Court. Shoreham Beach Sussex. South & Martin Roofing Ltd.



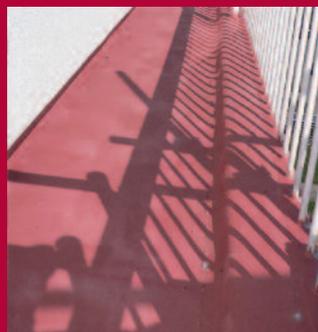
### Project Brief.

To refurbish the existing Asphalt Terrace (120m<sup>2</sup>) with a high performance waterproofing system causing minimal disturbance to the residents, able to withstand regular foot traffic and offer a minimum 15 year manufacturer's warranty.

### The Solution.

Contractor Craig South:

*"We chose to use Sealoflex CT as an overlay on this project as a noisy strip up was not an option due to the brief. We've used Sealoflex on about 200 projects up to now and knew it was the ideal product to use because of the difficult detailing around the balustrades and up stands. The fact that it was light weight also meant that we weren't significantly increasing the loadings to the structure."*



*"The additional top coats of Sealoflex Wearcoat, with kiln dried sand mixed into the first layer, were very easy to apply. They gave us the smooth, hard wearing but slip resistant, surface that the residents needed so they could use the terraces, sit out in the sun and enjoy the views."*

# The rise of green van man

## Upgrade your wheels so your driving doesn't cost the earth

### **Nobody shouts about their eco credentials louder than today's A-lister tofu-munching, yoga loving, Prius-driving celebrity.**

Devotees of Toyota's much hyped hybrid include Cameron Diaz, Leonardo DiCaprio, Gwyneth Paltrow, Harrison Ford and Jennifer Aniston to name a few. Even Gary Neville's got one.

In Tinseltown (and Cheshire) image is everything. And while cruising around the Hollywood hills may seem a far cry from delivering cladding in Hull, as with superstars, your green credentials can work wonders for your business image.

In a recent survey by the courier company uship ([www.ushipsurvey.com](http://www.ushipsurvey.com)) 87% of consumers said they would choose a greener supplier if all other things such as cost and product were equal. And, as your van is one of the most visible aspects of your business, doing something about the gas guzzling, CO<sub>2</sub> spewing beast on your drive makes commercial sense. Even if you couldn't care less about the environment, your customers could. And with good reason.

According to the Green Transport Network ([www.greentransport.co.uk](http://www.greentransport.co.uk)), a website

designed to help White Van Man go Green the UK's van population is booming. The number of vans on the road has increased by 38% over the last decade to 3.24 million vehicles and is 8 times the number of registered HGVs. The Department for the Environment estimates vans churn out 14%, or about 17 million tonnes, of the UK's 121.8 million tonnes of freight transport-related CO<sub>2</sub> emissions. Not only that but vans drive empty between 10-15% of the time – resulting in half a million tonnes of unnecessary carbon emissions.

Added to all that, if you're zooming around in an eco disaster you're paying more in road tax. All things considered it could be time for a change.

### **Horses for courses**

Making your vehicle greener doesn't have to cost the earth. What you do depends largely on what you want to achieve.

If you're looking to keep your existing vehicle then converting to alternative fuels is an option. If it's a new set of wheels you're after then there are a number of hybrid options on the market. Either way there should be something to suit both your approach and your budget.

One thing's for sure, van drivers need to clean up their act. The London Low Emission Scheme is a prime example. Changes to the scheme mean that as of next January, drivers of 10-year-old commercial vehicles will face a charge of £100 a day if they don't upgrade to a cleaner van. (source: The AA) Yes, you did read that right. Although if you're one of the estimated 72,000 drivers affected you could be eligible for a discount on changing your vehicle. With a number of other local authorities outside London looking at introducing similar schemes, talk of turning white van man green is more than just hot air.

So what can you do? Here are some of the things you could consider...

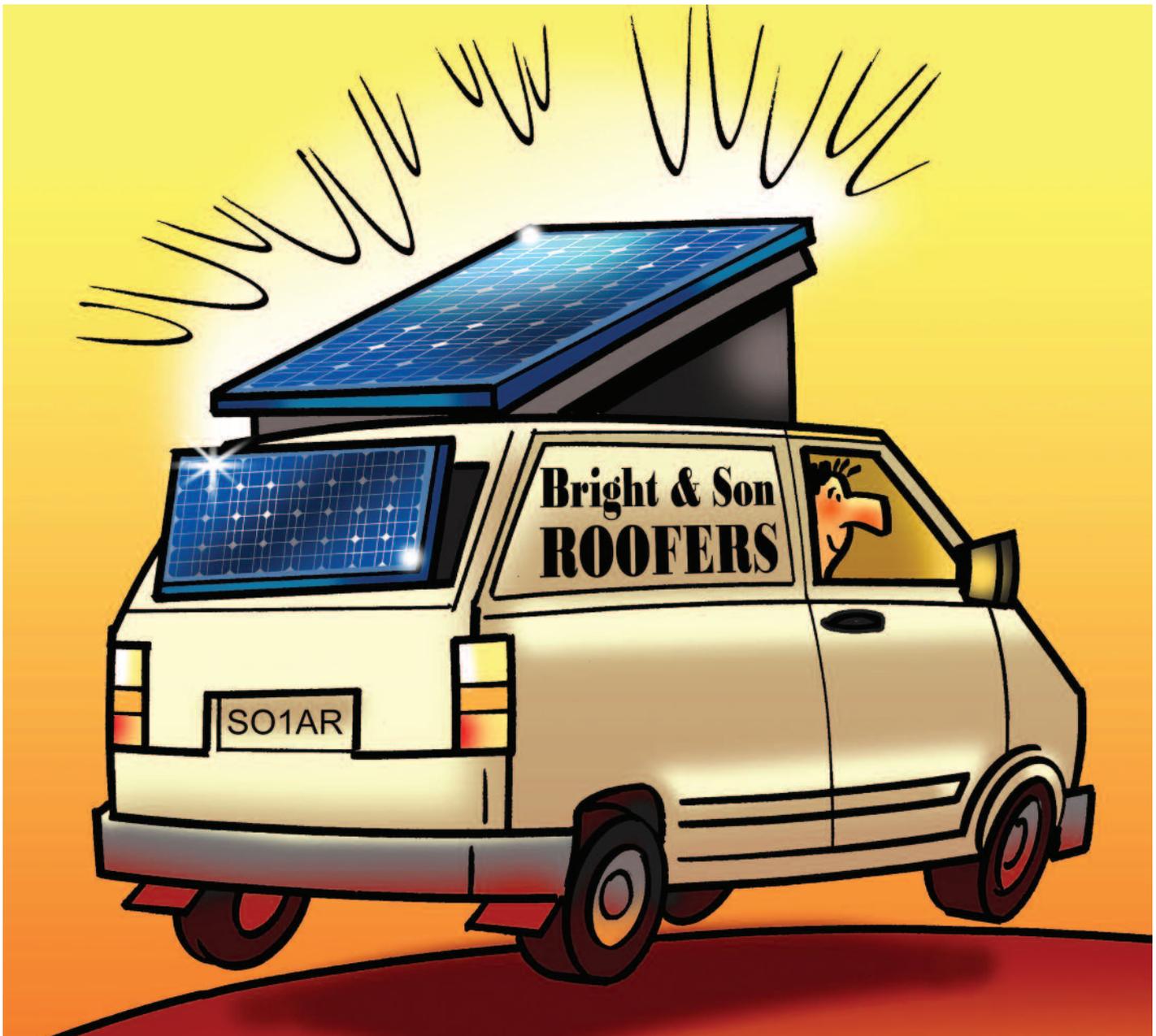
### **Alternative fuels**

#### **LPG (liquid petroleum gas)**

There are three very good reasons for converting your vehicle to run on LPG and petrol:

#### **It's cheaper...**

LPG is less than half the price of diesel or petrol and provides fuel cost savings of up to 40%. It's also exempt from the congestion charge which can save you up to £2000 a year.



### It's greener...

Tests show LPG emits 20% less CO<sub>2</sub> than petrol and 2% less than diesel. It also emits 20% less nitrous oxide.

### It's cleaner...

LPG is a very clean burning fuel producing substantially less particulates in the air than diesel. This is the stuff that collects in your lungs and gives people respiratory problems.

Retrofitting your van to run on LPG costs around £1200, but with the savings you can make that's a pretty good deal. It's cleaner

than petrol or diesel, cheaper to fill up and can increase the range of your van significantly, with performance virtually the same. There are nearly 1500 LPG filling stations around the country and if you're running low you can change back to petrol at the flick of a switch. It's also about 50% quieter than more traditional fuels so if you finish a job late you can drive away without waking the neighbourhood.

For a list of approved installers check out [www.driveplg.co.uk](http://www.driveplg.co.uk)

### Hybrid vans

If cooking on gas isn't for you, then you could think about using a hybrid. Ashwood Automotive produce the Hybrid Transit, the UK's best-selling hybrid van. As you may have guessed it's based on the Ford Transit and boasts a kinetic energy recovery system to reduce fuel consumption and CO<sub>2</sub> emissions by 15-20%. With savings like these the Hybrid Transit can pay for itself in as little as three years. Customers include major fleets such as the Royal Mail, Transport for London and the Environment Agency. Hybrids aren't

exempt from the congestion charge but they will avoid the higher costs of the London Emission Zone and any similar schemes introduced in other parts of the country. For a good look at what Ashwood have to offer check out their website at [www.ashwoods.org](http://www.ashwoods.org).

## Electric

For those who want no tailpipe emissions at all, the Iveco EcoDaily Electric Van is powered solely by batteries making it exempt from the congestion charge. It's available in either 3.5 or 5.2 tonne versions and comes with a full Iveco warranty if bought from a dealer. The vans have a range of between 55 and 80 miles between charges, with a top speed of 45 mph. Prices start from £40,000, with the batteries available to lease separately. Prices for the vehicle and batteries combined start from £63,000.

For a comprehensive list of electric vans available take a look at [www.greencarsite.co.uk](http://www.greencarsite.co.uk)

## Very economical normal vans

There are of course a number of very economical 'normal' vans on the market.

These can achieve fuel consumption rates of up to 80mpg but tend to be on the small side. For a list of the top ten most economical vans see [www.mosteconomicalcar.com](http://www.mosteconomicalcar.com).

## Fuel economy

Whatever van you drive, how you drive it makes a huge difference to the energy you use and the pollution you produce. There are a number of simple steps you can take to increase your fuel efficiency and knock up to 10% off your fuel bill.

- *Check your tyre pressure. Under-inflated tyres create more resistance on the road and so decrease efficiency.*
- *Lose weight. And not just by laying off the bacon sarnies. Extra stuff in the back means using more fuel. So if you don't need it don't take it.*
- *Chill out. Driving fast and furious may make you feel like the king of the road but it costs you money. Drive smoothly, accelerate gently and avoid unnecessary braking and your fuel efficiency will go through the roof.*

- *Keep moving. Stopping and starting uses more fuel than moving continuously so try and read the road to keep the wheels moving.*
- *Turn it off. Using electrical devices such as aircon, demisters and lights (during the day) all increase consumption. If you're in a traffic jam for more than 3 minutes, turn the engine off.*
- *Stick to the speed limit. According to the department of transport cruising at 80mph uses 25% more fuel than travelling at 70mph, making hogging the fast lane bad for your bank balance.*

The pressure to clean up your eco act is going to continue – but making a few changes now will save you cash in the long run and won't cost the earth. And with all these options available, at least it's getting easier to go green.

# 10 facts about UK vans

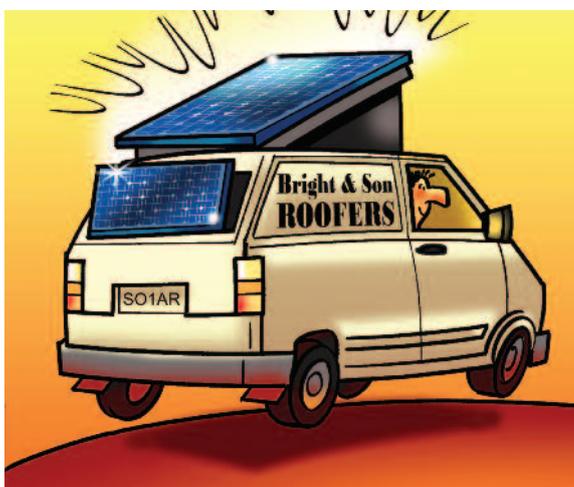
(taken from the Green Transport Network [www.greentransport.co.uk](http://www.greentransport.co.uk))

1. **The UK has 3.24 million delivery vans**
2. **UK vans produce approximately 14% – or about 17 million tons – of the UK's freight transport CO<sub>2</sub> emissions**
3. **Vans in the UK have driven 66.6 billion kms since 1950**
4. **30% of vans in the UK are used for collections and deliveries**
5. **10-15% of the time, vans drive empty, resulting in half a million tonnes of wasted carbon emissions**
6. **93% of vans use diesel rather than petrol**
7. **67% of vans are owned by businesses**
8. **50% of vans on the road in 2009 are Heavy Vans (up to 3.5 tonnes) increase from 34% in 2000**
9. **France is the only European country that registers more vans each year than the UK**
10. **Vans collecting and delivery goods make longer average journeys than vans used for any other purpose**

# Word up

Or down, across, diagonally, whatever. Over the page we gave you the lowdown on 'Eco-friendly' vans and how to reduce your fuel usage. Below we packed a load of words relating to them into this word search. All you have to do is find them, as well as the missing one from the well known '3 point star' manufacturer. Enter the missing name into the reader response card for your chance to win a magnetic vehicle sign. Good luck!

Full terms and conditions can be found online [www.insightmag.co.uk](http://www.insightmag.co.uk)



- |          |            |
|----------|------------|
| Transit  | Mitsubishi |
| Ranger   | Cabstar    |
| Iveco    | Navara     |
| Ford     | Hilux      |
| Vauxhall | Vivaro     |
| Citreon  | Nissan     |
| Sprinter |            |

P	F	T	Z	H	R	T	W	S	A	G	H	G	Q	R	A	S	X	O	W	J	B	E
X	O	S	T	N	G	N	P	I	M	N	I	M	M	J	I	L	S	I	F	E	F	I
Z	R	L	E	M	A	R	M	I	E	F	L	O	V	F	Y	G	V	C	O	P	N	W
G	D	R	T	S	I	D	T	B	D	Y	U	R	N	R	L	E	T	B	B	X	N	Z
L	O	O	S	N	Y	S	M	G	J	V	X	A	K	Z	C	L	R	U	V	U	A	T
O	X	I	T	K	U	Z	P	M	G	P	V	V	M	O	H	U	A	P	C	T	V	Q
S	N	E	N	B	Q	V	N	O	E	R	T	I	C	G	N	U	N	H	Y	M	A	G
J	R	X	I	R	A	N	G	E	R	U	X	V	F	B	X	S	S	T	X	O	R	S
V	T	S	M	E	R	C	E	D	E	S	U	B	J	I	H	N	I	J	K	U	A	U
D	H	E	O	I	O	L	S	E	P	M	C	U	M	C	Y	S	T	T	V	M	A	E
I	L	J	D	C	X	Y	G	S	S	N	M	Y	K	X	C	T	T	X	Q	W	R	V
Z	M	M	K	H	G	Y	R	A	T	S	B	A	C	H	T	J	L	Y	T	I	B	F

# Coxdome Natural light – the sky's the limit



## Seriously sustainable

So, they look great and are easy to install, but why are they the business when it comes to sustainability? Truth is the Skyglass range has enough features to satisfy even the most

## Lower electricity bills

Installing Skyglass domes in your customers' homes brings more sunshine into their rooms, their lives and their bills. Not only do people feel better when a room is bright and airy but more natural light means less need for electric lighting... and less

artificial lighting means lower electricity bills - guaranteed to make people feel better.

## More recyclable

Skyglass units are made from glass and aluminium which means more of the materials can be recycled at the end of their life – which all helps to reduce landfill.

The guys at Coxdome know a thing or two about giving their environmentally-aware customers less to worry about. And, what's more, with the Skyglass range, they've gone out of their way to make it easy for you, as a roofing contractor, to give them what they want too.

Steve Cowley, General Manager at Coxdome, says "We spent a lot of time looking at our product range, and the needs of our customers, to see what we could do better. When we developed this new product our key focus was on design, increased thermal insulation, and user-friendliness for both the installer and the end-user."

The result is the Skyglass range

of stylish and unobtrusive rooflights that bring natural light and ventilation inside.

These well-insulated virtually-flat domes, set in aluminium frames, feature glass windows with a pitch of only 3° for easy drainage. They come with the option of a fixed or ventilating glass window complete with remote control for difficult to reach areas. The units are easy to install and, as the range is available with and without up-stands, old domes are easily replaced without having to reconstruct the existing roof.



conscientious of consumers and save them money in the process.

## Reduced heat loss

The Skyglass range of flat glass rooflights pack a pretty impressive thermal saving punch. The latest products have a U-value of 1.2 W/m<sup>2</sup>K when installed with the up-stand and 1.6 W/m<sup>2</sup>K without it. This means that the units lose a lot less heat than many others on the market – even when installed on an existing up-stand.

## Easy to install

The Coxdome Skyglass range is cost-effective and hassle-free to install. Your customers can look forward to easy use, lower energy bills and low maintenance. And on top of all that they get superior skylights that look the business.

## Job done



For further information, please complete the reader response card.

ENQUIRY  
5

## Don't worry there isn't a hurricane coming

 **Hambleside Danelaw  
Building Products**



**Remember that classic weather forecast of the '80s – just before hurricane force winds battered Britain?**

Well, whether they get it right or wrong, you won't mind what the weatherman says with the Hambleside Danelaw range of original Dry Fix Mortarless Valley Troughs.

Mortarless valley troughs remove the hassle of mixing and laying mortar on-site and reduce the time wasted returning to re-mortar after a downpour or freezing conditions. You can fit them whatever the weather.

That's good news for those of us in Blighty. The unpredictable British weather can be unpredictable, disruptive and costly. That's why the National House Building Council NHBC reckons using Dry Fix products can reduce the number of claims they are processing – 60% of claims last year related to pitch roofs and half of those were due to mortar issues.

You can trust our market leading Dry Valley range, manufactured right here in the UK.

Whatever the weather.

**For further information, please complete the reader response card.**

**ENQUIRY  
6**

## Get in training to keep things tight

We're not in any way suggesting that some of us could do with shifting a few pounds and swapping a barrel for a six pack... no, no, no, not us.

No, we're talking about tight roofing.

As we move towards zero carbon housing, learning how to construct 'airtight' roofs in relation to the use of roof windows, solar systems and other penetrations is proving to be increasingly valuable.

Klober and Roto's newly announced joint training course combines practical aspects of roof window, underlay and

accessory installation as part of an overall airtightness strategy.

The 2-day courses are scheduled to take place bi-monthly at Roto's premises in Rugby. The emphasis is very much 'hands-on'. Covering how to make all areas of the roof air and windtight it also covers which products can be used to achieve this.

Klober MD David Arendell commented, "With so many queries arising about warm roof construction and loft conversions in particular, training from two roofing specialists is an entirely new approach. Response from those who have attended has confirmed that we have tapped



into a demand which has existed for some time. We were grateful for the encouragement we received from the NFRC to take the initiative."

**KLOBER**

**For further information on the next training courses please complete the reader response card.**

**ENQUIRY  
7**

# Lead Revival

**When lead and construction are mentioned in the same sentence, many will think of a malleable, heavy, robust metal mainly for flashing applications, some will see it as a cladding material, and many others as a long lasting low maintenance roofing material.**

Regardless of how specifiers regard its purpose, the main reasons for its selection are it's in built historic place within British construction and its proven track record for longevity with minimal maintenance. Ongoing maintenance can equal multiple ongoing costs which many do not account for when initially selecting their preferred material, surprisingly even when based around cost.

Unlike many "new" materials currently on or entering the market, lead has an actual full life cycle history in real-time true conditions testing. New products on the market require accelerated testing to prove how they "should" perform long term - all being well that nature behaves similar to the lab conditions. Lead in construction has been used in pretty much every conceivable way and correctly specified and installed rolled lead (manufactured to what has now become BS EN 12588 standard) has been known to last 200+ years with the average estimate being 100 to 150. At the end of its life, the material still has a high residual value and 100% can be recycled and re-used for the same purpose. Both the manufacture and recycling of rolled lead involves very low energy requirements.

Further to roofing, cladding and flashings, lead is also a highly suitable material for decorative pieces. Owing to its malleability, lead can be cut, shaped, folded and bossed to take on an abundance of different forms. ALM offers various standard pieces such as finials, pinnacles, tudor roses, decorative vent gablets and trimmed ridge flashings to name a few, but further to this are able to offer more bespoke items through our network of highly skilled LCA Approved lead workers.



One such company who specialise in Leadwork used ALM Rolled Lead purchased through SIG Roofing Supplies for a recent project where the architects, Donald Insall Associates requested that among other specific elements of the building, 8 lion head cartouches be preserved during demolition. Even though the cartouches had been in place on the verges of The Regent Palace Hotel building in the heart of

London's Piccadilly since it arose in 1912, they were in good enough condition to be replicated showing again that even decorative leadwork will offer many years service in the harshest urban environments.

The cartouches were formed of separate cast and pre-welded lead units with lead sheet dressed over and secret fixed to a profiled timber substructure. This substructure was then bolted

# The true art of leadwork is not lost in the UK

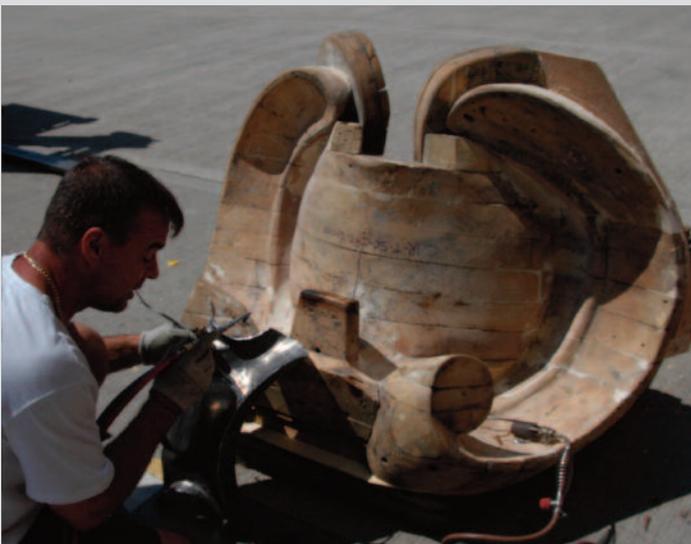
## CASE STUDY



to the main structure with the addition of iron straps and support ties.

NDM Lead Sheet Specialists took on the huge challenge of bringing the cartouches back to their former glory under the leadership of Nigel Miles MD and Chris Deady Operations Director.

The mammoth task of restoring began for NDM with receipt of 6 single and 1 double cartouche that were all a little worse for wear but combined provided enough detail for NDM's skilled carpenters and lead workers to make good. Once the timber bases had been repaired at a labour cost of 64 man days, the leadwork could begin.



The lion heads all appear to be identical from a distance, however upon viewing close up it is clear that each mouth and jaw are slightly different. This meant that the cutting and shaping for each was individual and not from a one off template. Four leadworkers were given the task of completing two cartouches with each cartouche taking 10 days of solid and exacting workmanship.

When completed, the pieces were everything they needed to be. Well built solid timber carcasses dressed beautifully in hand crafted ALM Rolled Lead - 1.160m high by 1.250m wide weighing in at approximately 300kgs per piece and ready for another 100+ years service.

Associated Lead Mills has strong longstanding relationships with the majority of lead workers throughout the UK and they are able to purchase ALM lead through the network of conveniently placed Merchants all of whom hold extensive stocks of ALM Rolled Lead and ancillary products.



Further to rolled lead products and accessories, ALM are also the main UK distributor for all major Non Ferrous / Hard Metal manufacturers operating within the UK. These include but are not limited to; VMZINC, Rheinzink, KME Copper, Aperam Stainless Steel (formerly Arcelor Mittal) and Falzinc. ALM stock all associated fixings, standard and structural underlays, breather membranes, soldering equipment, tooling and machinery required for all materials listed. ALM are the registered owners of WARMFAST® Systems and can offer insulation, WARMFAST® fixings and vapour barriers. We are also able to put those interested in entering metal roofing in contact with the correct associated bodies where training and advice can be obtained.

# Green roofs are growing...

and they're a great opportunity to grow your business too



## Becoming a green roofing contractor with Blackdown and SIG Design & Technology

You don't need green fingers to grow your business but learning more about making roofs green could really help. And we don't mean slapping on a bit of paint – we're talking the living, planted variety.

Green roofs are now very much in the public eye. Their good looks and eco-appeal make them perfect material for TV building programmes and articles in glossy magazines.

Becoming a green roofing contractor opens up whole new fields of opportunity. And it's a lot easier than you think. Thankfully, you don't have to be Alan Titchmarsh – you don't even need to like gardening.

We're all roofers – and we all live and breathe roofs - but for roofs that live and breathe, a bit of know-how goes a long way.

**Green roofs really do make a contribution to the environment. Here's just a few ways a bit of colour can make the roof work harder...**

- *insulates buildings*
- *captures carbon*
- *assists roof drainage*
- *improves the life of the waterproofing*
- *offers a bio-diverse habitat*

**On top of all that, they...**

- *enhance energy generation*
- *support rainwater harvesting*
- *provide much needed amenity space, especially in our crowded cities.*

So it's no wonder that over the past ten years, demand for green roofing systems has blossomed. Schools, hospitals, retail, commercial and domestic

projects are all increasingly looking to demonstrate their eco-credentials by going for the visual and performance benefits a green roof provides.

Now SIG Design & Technology roofing contractors can benefit from a new business opportunity by becoming a Green Roof contractor. SIG Design & Technology is partnering with market leader, Blackdown to design and supply green roof systems that are guaranteed for a term to match that of the waterproofing.

## Knowledge is power

Roofers looking to explore this side of their business need to understand the green roof opportunity and how to sell it. At the same time, they need proper training on installing the product and to be able to offer a guarantee.

To help you, as the contractor, get the skills you need to make the most of the new SIG green roof by Blackdown, a comprehensive training programme is available specifically for you.

This thorough training and support programme, provided by Blackdown experts, equips you with the knowledge to estimate, procure, manage and install their green roofing systems.

Courses are being run at a number of regional training centres so it's easy to attend one near you.

## Two training programmes

The green roof training

programme includes two courses, one for office and site management staff and the other for green roof installers. The office and site management course targets managers, estimators, designers, buyers, contracts managers etc. The installers' course is for fitters and site supervisors/foreman etc. Once you've completed the course, you get a certificate and an ID card.

## Post-training

A Blackdown green roof technician supports all contractors on their first installation. They'll assist you and/or your newly trained staff to put what you've learned into practice. Subsequent projects are inspected during installation (depending on size) and are subject to a final inspection before the issue of the guarantee. The guarantee follows the contractual chain and the client must enter into a maintenance agreement for it to be enforceable.

## Sowing the seeds for success

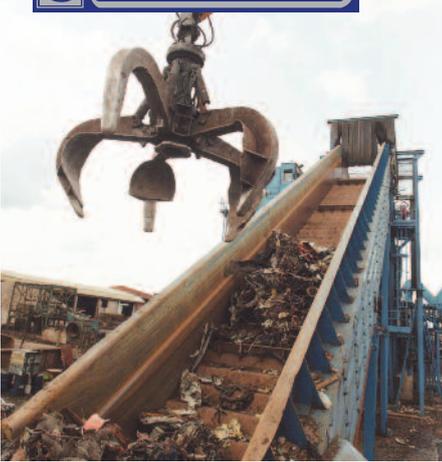
Plant this business opportunity in your mind and get yourself on a course.

Your competitors will be green with envy.



ENQUIRY  
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**If you would like more information on becoming a trained and licensed Blackdown green roofing contractor, please complete the reader response card.**

**Fads come. Fads go.**

**There's always a load of hot air and noise – think deeleys boppers, Justin Bieber, cider on ice – and then...**

**Everything quietens down and no one can remember they ever existed. So, take heart, your daughters' crush on Justin won't last forever.**

Other things enter the public consciousness and are here to stay, like Take That – who thought they'd still be hanging on in there?

And, like it or loathe it, sustainability, as the name suggests, is here for the long haul. Maximising the thermal performance of buildings is no passing fad. The law's got involved and those regulatory changes are impacting product selection.

Understanding the extent of the regulations so you can select and install products that deliver long-term thermal efficiency has never been so important.

#### **Taking advantage**

It's also a huge opportunity. Consider that 50% of CO<sub>2</sub> emissions and 40% of energy consumption globally comes from buildings and you can see the huge potential providing sustainable roofing solutions gives your business.

Those who adapt fastest and let their customers know soonest will create the opportunity to reap the greatest commercial reward.

If you can show that the service you provide uses thermally efficient, highly recyclable

# Riding the thermals

## Sustainable products.

## More than just hot air.

products, you are putting your business at the forefront. You'll be providing today's customers with exactly what they are looking for – a sustainable roofing solution.

#### **Making the right choices**

Take modern steel-faced composite roof panels. These deliver consistent long-term thermal performance. With the insulation pre-installed before leaving the factory, you only have to ensure correct installation to achieve an airtight roof. Factory engineered insulated panels minimise thermal bridging at joints to ensure the continuation of insulation over the entire building.

The insulated roof panels manufactured by Steadmans are BRE Green Guide 'A'-rated with an environmentally-sustainable insulation core which has a low global warming potential.

Insulated panels manufactured from 2004 don't contain ozone-depleting blowing agents and are classed as non-hazardous so conventional shredder plants can process them without any bother.

Plus, steel is still a valuable commodity, which makes recycling modern insulated panels very worthwhile.

#### **Here to stay**

Sustainability, like Take That, isn't about to disappear.

Understanding what sustainability is all about and promoting the environmental benefits of the roofing materials you use, makes you stand out from the crowd. And, importantly, it'll help make your business sustainable too.

**Now, who fancies a game on the Xbox?**



**For further information, please complete the reader response card.**

ENQUIRY  
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# It's easy being green



**But try saying that to David Banner when he's gone all angry Hulk on you. (You wouldn't like him when he's angry).**

But, Marvel superheroes aside, there is an easy way to be green. Using the right materials means you can tick all the boxes when it

roofing can make a significant contribution to carbon reduction and how you can get involved (page 8). They're simple, durable,



comes to sustainability – and win more business in the process.

There's no getting away from the fact that sustainability is becoming more and more important in winning contracts. While it's pretty much essential for the public sector\*, it's good practice for private and domestic projects too.

We've talked before about how using systems like single ply

and highly insulated. Easy to integrate, with energy capture equipment such as photovoltaic, solar heating and wind power. They're also a reliable, durable base for green roof systems. Which is all brilliant, but not much good if the timber making them is not from sustainable sources.

So, when it comes to choosing the right wood for a job you need to be sure you're using the

best performing and environmentally responsible wood product possible.

SmartPly oriented strand board (OSB) is at the top of a (very) short list of high performing and truly eco-friendly wood based products. Being part of Coillte Panel Products, the Irish forestry and forest products company that owns the forests, means supply is guaranteed in a way other producers can't match. Each SmartPly OSB panel is clearly and properly marked, including FSC certification, see our previous issue (No. 13), "Chain Reaction" on Forest Stewardship Council Accreditation programmes. With credentials there for all to see, the panels can be easily identified as fit for the job.

SmartPly technology makes them the perfect fit for any GRP fibreglass flat roof systems. The OSB3 square edge and tongue and groove products are ideal to use, but it's SmartPly's technical

**SmartPly**<sup>®</sup>

The Smart Answer  for Roofing

support which makes it stand out from the crowd. With regularly updated free technical datasheets online and expert telephone support, any questions are quickly and easily answered.

So, whether you're installing a single ply or GRP system, or even the greenest of green living roofs, using Smartply OSB board means you can be sure you're using the right materials from the right place.

It really is easy being green (but don't tell David).

**\*If public sector work is your thing, check out The Central Point of Expertise on Timber Procurement (CPET) website. You'll see how public sector suppliers (and their buyers) can meet the Government's timber procurement policy requirements, with practical information and advice.**

ENQUIRY  
10

**Want to know more, please complete the reader response card.**

# Sustainable business

**It's not just about using green products – it's how they're packaged too.**



Making your business sustainable makes sense. Think about it. Cutting out waste, saving energy and time. It's all just good business practice.

And it can be the littlest things that make the biggest difference. Like extra trips in your van – nipping back to the merchants to get stuff, wasting petrol and time. Or, having to stock up on a variety of roof components, knowing not all components are compatible with all roof tiles. It's a common problem.

## **Redland Rapid+**

Thankfully Redland are launching the Rapid+ range of 'universal'

roofing components to create a solution that's neatly packaged up – and that helps you save time and money.

Competitively priced with excellent performance characteristics the range can be used with most of the leading roof tile brands for refurbishment or new build projects. When used together they provide an effective range of roof components for easy and quick application on mortar-free and adequately ventilated pitched roofs.

Working with Redland Rapid+ means you'll always have the

right components to hand – and you won't have to stock multiple products.

## **Redland Select – marketing support for contractors**

According to Redland, they've got another new idea up their sleeves that'll help you even more.

Redland Select is a collaborative scheme where independent contractors benefit from

## **Redland**

significant marketing support to access the growing refurbishment market.

Sounds good. Who doesn't want help with their marketing? But what's the benefit for your business?

Well, you just need to use the complete range of Redland components and you'll be able to give your clients the unique Redland 10-year system guarantee. So, it'll save you money with marketing, make purchasing easier and give your clients peace of mind too.

And with Redland's Rapid+ you know you'll only need to get you and your team familiar with one range of high quality components for all applications.

This cleverly designed range of components, and united marketing power, could be just the thing to help you sustain your business through these tough times.

**ENQUIRY**  
11

**Get on board with Rapid+ and Redland Select – find out more by completing the reader response card.**

# **RAPID+**

Universal Roofing Components

# House of the Rising Sun

The demand for solar power is rising. For roofers willing to take advantage of this huge opportunity the future is looking bright.

**Demand for solar energy has never been higher. Initiatives such as Feed in Tariffs (FiTs), coupled with favourable planning laws for renewable energy are all driving a surge in customers interested in generating their own energy.**

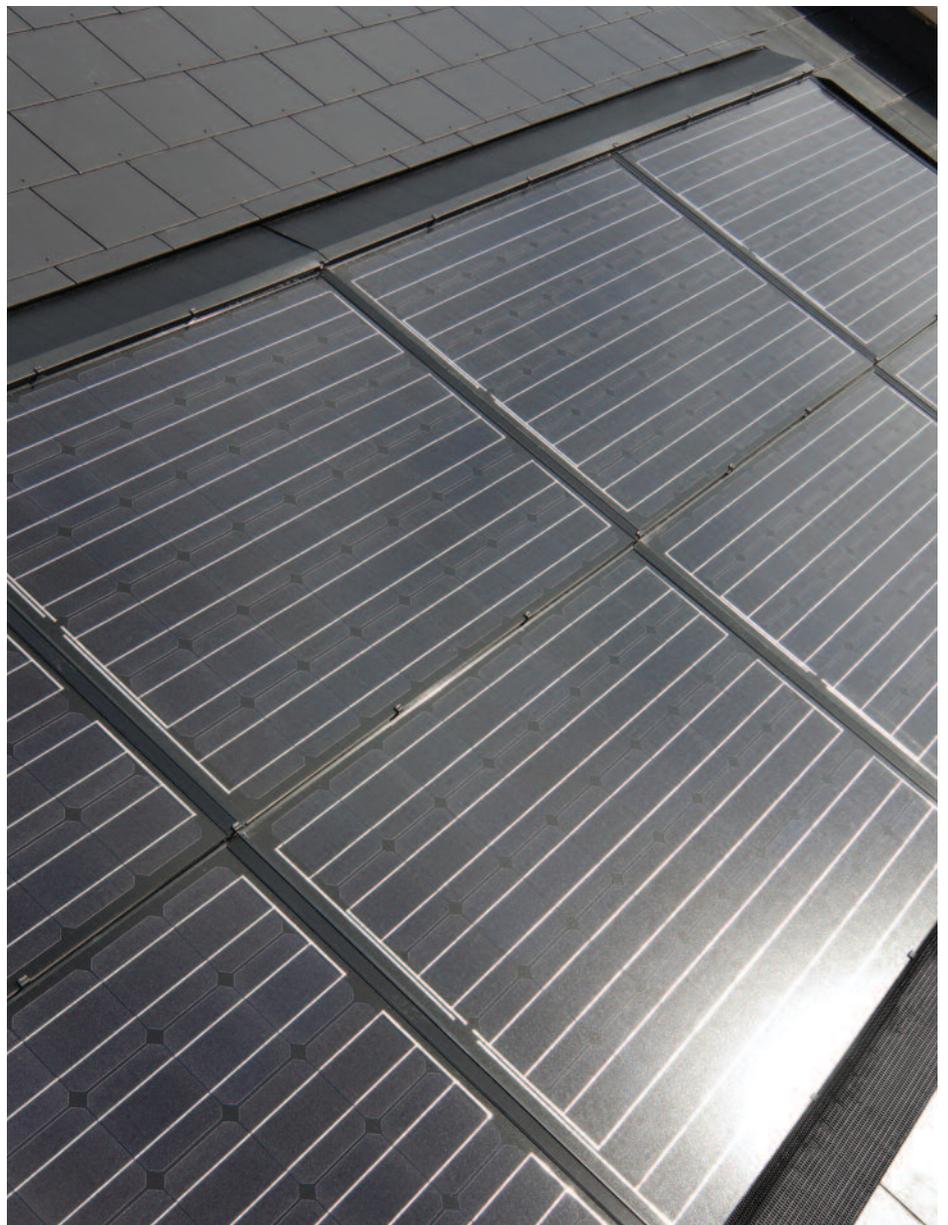
Adding solar energy to what you offer your customers is a great way to add value to your existing business and increase your presence in your local area. And, despite recent changes to some of the government schemes encouraging renewable energy, now is still the perfect time to do it.

But it seems that, so far, roofers haven't exactly jumped on the bandwagon. Most MSC (Microgeneration Certification Scheme) certified installers are not roofers, they're electricians. Now, obviously you'd expect your average sparky to be good with plugs, but when it comes to experience of working on a roof, forget it. They don't have our know how about fixing to roofs, working at height, or removing and replacing roof tiles.

## Changes to FiTs

Of course things aren't always sunshine and light. The government recently announced that Feed in Tariffs (FiTs), the solar subsidy, will be halved from 12 December 2012.

The changes mean the 'payback period' for householders will take a bit longer. So, someone installing £10,000 - £12,000 worth of solar panels will only be in credit after 18 years rather than 10. The payback rate will



be reduced from 43.3p per kWh of solar electricity to just 21p, cutting returns from around 7% to 4%. While it sounds like people might be getting a poor deal that still beats most bank offerings and other financial investments by a long way. Source: Comprehensive Review Phase 1: Consultation on Feed-in Tariffs for solar PV, Department of Energy & Climate Change.

So, when do these changes kick in? Basically anyone who installed Solar before the 12th December 2011 deadline will still get the current higher rate. Those who install between 12 December 2011 and 1 April 2012 will get the higher rate until the lower rate begins on 1 April 2012. And, anyone installing solar after 1 April 2012 will just get the lower rate.

The flipside is that installation costs are going down – and when you factor that in, it should be that demand for solar will continue to grow.

### Look on the bright side

Whatever effect these changes to FiTS have, one thing is certain... any solar installations poorly fixed to the roof can mean water getting in and a whole host of related problems. Roofers, unlike electricians, are experts at assessing the suitability of a roof for solar power. You know how to ensure the roof remains watertight, and all the health and safety and insurance issues of working at height. Electricians don't.



#### • Feed in Tariffs (FiTs)

**FiTs pay you a guaranteed amount for the electricity you generate from renewable energy, even if you use it all yourself. Not forgetting the cash you save on your bills. Both the technology and the installer must be MCS certificated to be eligible.**

#### • Renewable Heat Incentive (RHI)

**The RHI provides cash back for households and businesses for renewable heat generation. Both the technology and the installer must be MCS certificated to be eligible.**

#### • The Code for Sustainable Homes (the Code)

**Is a mandatory requirement for all newly built home to meet sustainability ratings, including ratings for energy and CO<sub>2</sub> emissions. Using MCS certificated technologies helps meet the requirements of the Code.**

#### • The Standard Assessment Procedure (SAP)

**Is used by the government to give energy ratings to property. SAP recognises MCS certificated products when determining whether products are eligible for inclusion in SAP assessments.**

The lack of MCS certificated installers coupled with the demand for solar energy is creating a gap for roofers to exploit. By becoming an MCS accredited contractor you're putting yourself in pole position to make the most of this open opportunity.

### Sun worshippers

For customers it's not just about lower bills, although obviously that's nice. Cash from the Feed in Tariffs (FiTs) and Renewable Heat Incentive continues to be a key reason for people

going solar. But there's more to it than that.

Favourable planning laws mean it's easier than ever to choose renewable energy for your home or business. That's good news for your modern punter looking to reduce their carbon footprint. Today's consumer wants to create a cosy family nest while at the same time getting a return on their investment and adding value to their property.

And if it's good news for them it's good news for you.

### Tripping the light fantastic

Roofers are the natural choice to install both Solar Photovoltaics (PV) for generating electricity, or Solar Thermal to heat hot water. In fact there's no one better positioned. But to make the most of this solar revolution, you really need to get yourself MCS certified. MCS certification is an internationally recognised badge of quality and reliability. Schemes such as FiTs and RHI require both the technology and the installer to be MCS certified to be eligible. Plus both the Code for Sustainable Homes (the Code) and the Standard Assessment Procedure (SAP) recognise NCS certified products in meeting their criteria.



Bottom line? Solar is one of the biggest opportunities around for roofers and you need to be MSC certified to get the most out of it. Getting certified is a lot easier than you might think.

### Get enlightened

To become a full MCS Contractor you need training and knowledge of manufacturer systems, FITs and RHI. The NFRC are currently subsidising courses for these and SIG Roofing Supplies offer the full range of training options you need:

- Manufacturers products
- Solar PV for roofers
- Working at Height
- Solar PV Sales Training
- Solar PV Systems to ER G83
- Advanced Solar PV Systems for G59 Grid Connection
- Solar Hot Water
- G3 Invented Hot Water and Water Regulations

Of course knowing how to install solar is one thing. Selling the idea to potential customers is another. SIG can provide assistance with marketing your solar credentials and help you expand this side of your business.

SIG work with the leading manufacturers including:

#### Solar PV:

- St Gobain
- Redland
- Sandtoft
- Solar Centry

#### Solar Thermal:

- Viridian Solar
- Velux

SIG also provide full install kits including easy to use 'plug and play' systems. They include:

- Mounting systems / brackets
- Micro Invertors
- Wiring
- And all roofing materials to make the job right – i.e. tiles, batten, felt etc

Need even more information, please complete the reader response card.



**Step into the light. Get switched on to solar. To find out more about how SIG can help visit [www.sigroofing.co.uk](http://www.sigroofing.co.uk) visit one of SIG's Nominated Solar Stockist Centres Nationwide.**

#### Asphaltic Roofing Supplies

1265 Gallowgate, Glasgow, G31 4DX  
Tel: 0141 556 5200

#### Kesteven Roofing

Sheffield Road, Rotherham,  
South Yorkshire, S60 1DA  
Tel: 01709 835500

#### Wedge Roofing Centre

Pedmore Road, Dudley, DY2 0RN  
Tel: 01384 472 420

#### Clydesdale Roofing Supplies

Unit E Charnock Road, Aintree,  
Liverpool, Merseyside, L9 7ET  
Tel: 0151 521 2100

#### Asphaltic Roofing Supplies

Unit 6, Barton Hill Trading Estate,  
Herapath Street, Barton Hill, Bristol,  
BS5 9RD  
Tel: 0117 941 2412

#### Asphaltic Roofing Supplies

Peach Tree Centre, Budlake Road,  
Marsh Barton Trading Estate,  
Marsh Barton, Exeter, EX2 8PY  
Tel: 01392 250323

#### Formerton, The Roofing Merchant

Forton Works, First Avenue,  
Millbrook Trading Estate, Southampton,  
SO15 0LG  
Tel: 02380 365555

#### Asphaltic Roofing Supplies

Unit 9 Millbuck Close,  
Elgin Industrial Estate, Swindon,  
SN2 8EE  
Tel: 01793 613339

#### Coleman Roofing Supplies

Plough Industrial Estate, Kingston  
Road, Leatherhead, Surrey,  
KT22 7LS  
Tel: 01372 361 600

#### South Coast Roofing Supplies

Daveys Lane, Lewes, East Sussex,  
BN7 2BQ  
Tel: 01273 488888

# Getting good grades

## Cheap battens make you pay

There are some areas in life where it doesn't pay to skimp. Cheap lager? Watery and tasteless. Low-cost car tyres? Wear out fast but won't stop you fast enough. The list goes on. The same goes for roof battens – buy them cheap and you could be paying the price in more ways than you think.

Cost-wise, fully graded batten is about 30% more expensive than

ungraded. Sounds expensive, but if getting a good deal was always as simple as buying the cheapest product we'd all be driving a Tata Motors Nano, yours new for a hefty £1500. And besides, the benefits of using graded battens far outweigh the initial cost.

So, why should you choose graded batten over the cheaper ungraded variety?

### Time is money

£ for £, ungraded batten can look like the best option but sometimes we need to look beyond the price to see the real costs.

Factor in the amount of waste you can get from poor quality ungraded batten (it can be as much as 40%) and the extra time it takes to grade and fit it and



you'll see the costs of using ungraded batten are higher than they seem. By using graded batten you'll run the job more efficiently and could end up saving money in the long run.

Graded batten is much quicker and easier to fit, requires less work on site and saves you time and money, not to mention the fact that it's safer too. Instead of faffing about grading on site you could be onto your next job. Let's face it grading on the scaffold isn't fun - there's no room to set up a checking line and not enough space to store rejects.

It's starting to look like using poor quality battens could end up costing you a lot, lot more.

### Take cover

Regardless of your budget graded battens are becoming a standard requirement on more and more jobs.

The NHBC (National House Builders Council) will no longer warranty a project if graded battens haven't been used. Other



**Shaun Revill, from SR Timber is a man who knows a thing or two about battens. He's shared a useful bit of maths to highlight the real cost of using poor quality ungraded batten:**

**The cost price of ungraded battens** + **40% extra (for waste)** + **the twice the labour costs (for grading)** = **the true price of the battens**

bodies such as the LABC (Local Authority Building Control), Competent Roofer, Trustmark, NFRC Co-partnership, Roof Sure, Roof Sure Plus and other guarantee schemes all require fully graded battens for compliance.

Christian Brash, Chairman of John Brash Ltd, notes that "there seems to be a significant momentum building for the use of battens graded to BS 5534."

And according to the NFRC demand for factory graded battens on work not covered by the NHBC is set to keep on growing. So, if you don't use graded battens you could even find you're breaking your contract.

Not only that but if there're any problems with the roof after the work is finished it's normally the contractor who's supplied and/or fixed the battens who is held

responsible for their quality. In other words – you. A roof built with poorly graded battens won't be covered under a warranty and replacing the roof is not going to be cheap.

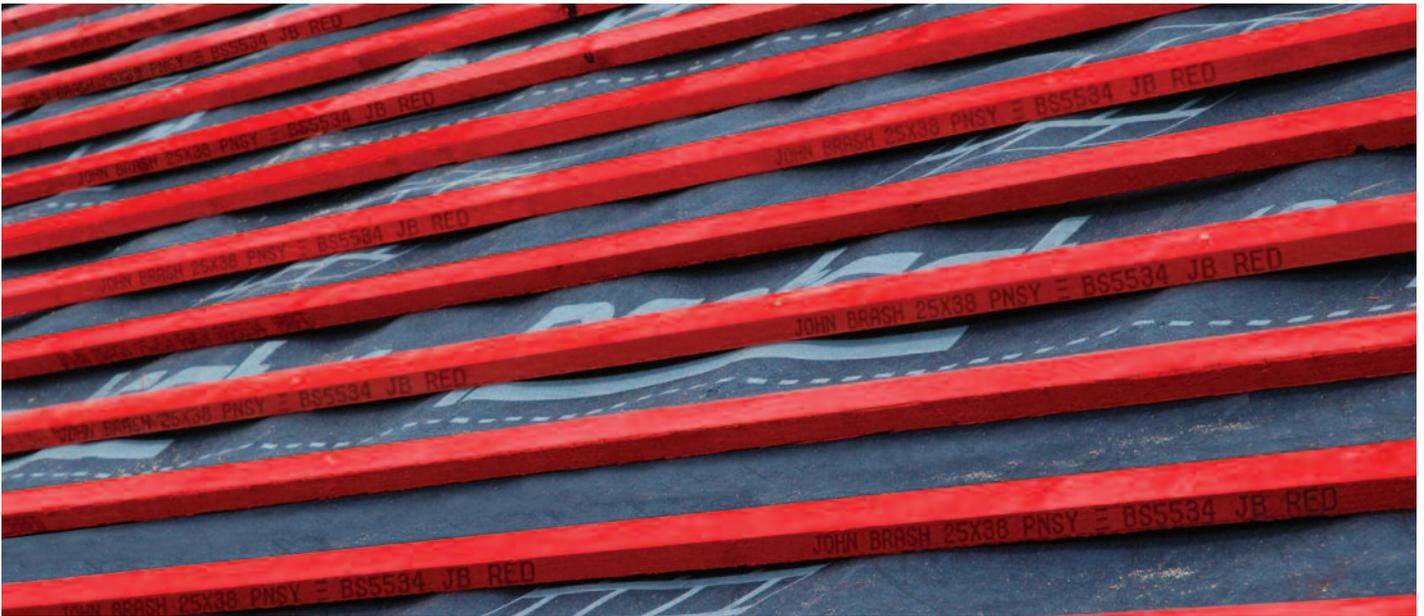
What's more, these days the need for all timber on projects to have Chain of Custody (COC) certification is increasing. This is certainly the case for public sector funded projects but becoming more so in the private

sector too. Use ungraded battens and you'll find you can't compete for a lot of new business.

To find out more about where timber should be sourced, we caught up with Andrew Wakelin, Commercial Director of SIG Roofing & Roofline. As the leading distributor of roofing materials, they know how important it is to stock and sell the right quality batten and they only work with the UK's best suppliers – SR Timber and John Brash.

Andrew commented that "all of our graded battens are produced from the highest grade wood and sourced via long-standing COC certified suppliers from sustainable sources. They're made from slow-grown Whitewood or Redwood Pine, predominantly from Latvia, Scandinavia and Finland, so they're as strong, safe and long-lasting as you can get." Using the right quality battens means you can be absolutely certain they comply with just about any type of paperwork you can think of. They also have a 60-year guarantee.





## Batten down the hatches

Of course the other good reason for using graded battens is that they could save your life. The Health and Safety Executive now recognises that graded 25x50 battens that meet BS 5534 can be used as a foothold. The NFRC has some pretty clear advice on how to do this safely:

- put your weight on, or as close as possible to the rafter/batten junction where the fixings are.
- your foot should be above the batten wherever possible, rather than on the batten.
- under no circumstances should you deliberately walk mid-span on battens with open rafters.
- take care when standing, particularly if you're carrying a load, and move about the roof in a responsible manner.

All sounds like common sense, but how many of us always follow this to the letter? The problem with ungraded battens is that they can be weak and

vulnerable to failure. Sod's Law dictates that that failure will happen when someone walks where they shouldn't. So it's even more important battens make the grade. Making sure the guys grading on site are trained in all the different standards and have been on a grading course suddenly seems a lot more important. However most of us just don't have sufficient knowledge to do the job safely, particularly as battens are now produced in more countries and from various log sizes, giving rise to additional and more complex knot structures to grade and the increased probability of defects.

And even if we did have the right skills, with the requirement to mark every batten with BS 5534, and the supplier and origin, effective on site grading is practically impossible. Much simpler to buy pre-graded batten in the first place. It's cost effective, saves time, complies with all the regulations anyone can throw at you and, perhaps

most importantly, it's safe.

Every other timber product on a build is supplied ready to use with no grading needed and a guarantee in place. If you do use ungraded battens and there's an accident you could be in breach of your duty of care with no cover to fall back on. Put simply, it'll be messy.

### The heart of the matter

To be sure you're using the right quality battens, make sure they're cut from the side, and not the heart, of the log. Centre cut panels can be prone to twisting and distortion and are basically weaker than the higher quality side panels.

Using properly graded battens means you'll be in line with recent changes to the British Standard for roofing battens BS 5534, and the NFRC Technical Bulletin TB33. They've both highlighted the "potentially dangerous knot configuration presented by materials cut from the centre of a log".

The consequent risk to roofer safety has prompted a Safety Alert, designed to help buyers, and those responsible for health & safety within the construction and roofing industry, to identify and screen out this potentially dangerous material.

So, third party accredited battens really are the only way for peace of mind – and they'll help you minimise your waste for your environmental policy. Available at 25x50 or 25x38 they're fully compliant, colour coded to BS 5534 with independent 3rd party certification and full traceability. Like good quality tyres they'll save you money in the long run.

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**For further information please complete the reader response card.**

# Roofing Racers going the distance



**Individual with the fastest time:  
Kevin Higby, Forticrete (1.22.52 sec)**

**Team with fastest time:  
Oliver and Sharon Johnstone, Nigel Sym,  
Britannia Paints (1.17.58 sec)**



It's often the sort of thing that happens after 10 pints of fizzy lager and too many packets of crisps. You wake up in the morning and vaguely remember agreeing to swim to Mars, backstroke, so you can't see where you're going. Just to make it that little bit harder.

For SIG folk, however, it seems that a simple board meeting is intoxicating enough to throw caution to the wind and accept whatever gauntlet is laid down. So it was six years ago at the end of a long board meeting, with Philip Johns as MD, that talk turned to the London Triathlon... as it does.

After a bit of banter along the lines of 'I didn't even know you could swim without armbands...' and 'But you can't compete with stabilisers on...' seven people found themselves entered for the London Triathlon to raise money on behalf of the NSPCC. After much pedalling, swallowing of chlorine and listening to Eye of the Tiger all seven duly completed the event, raised a wad of cash and thoroughly enjoyed themselves. So much so they agreed to do it all again. Idiots.

So, the following year, with entry to the event opened up, a team of thirty competing as the 'Speed Merchants' successfully took part and again raised a substantial sum. The next year suppliers were invited to join to embrace the different parts of the industry that were working together as one team. And so the 'Roofing Racers' were born.

2011 was even bigger, with a huge amount of support from families and the whole roofing industry. Thirty-four teams of three people each (one to swim, one to cycle and one to run) were entered as well as forty-seven individuals who completed the entire course on their own.

The team was made up of SIG employees, manufacturers, customers, contractors and trade associations who were raising money



on behalf of Great Ormond Street Hospital and Macmillan Cancer support. "We've had a number of people call on the services of Macmillan and we wanted to give something back. Great Ormond Street Hospital has a

particularly special place in Roofing's heart as they helped Russell Pagan's\* son, Christopher, when he was suddenly struck down in June 2009, and through his ongoing recovery" said Stuart Base, Marketing Manager.

The Triathlon was a great family day out, enjoyed by everyone who took part. A party in the evening rounded it all off so people could let their hair down after a strenuous day. The great camaraderie of the participants and their families made for an informal networking event. The action kicked off at 6.30 with drinks and a BBQ followed by a twelve-piece band and the chance to throw some shapes on the dance floor. Those with incredible stamina kept the party going until the early hours! Impressive stuff after a



triathlon and could perhaps in future be added to the official format of the race itself – swim, bike, run and dance until you drop! Boogie Man meets Iron Man? Maybe not.

During the evening there was an awards ceremony presented by John Chivers, MD SIG Exteriors. Bets were placed prior to and during the event and all the winnings went to the dedicated charities. The highlight of the evening was an inspiring speech from Christopher Pagan who helped remind everyone of the amazing work done by Great Ormond Street Hospital and the importance of supporting them.

The whole event was made possible with the kind effort and sponsorship of ALM, Avonside, Briggs Amasco, Forticrete, Polyroof, Klober, NFRC, Redland, IKO, Masco UK Window Group, SIG Roofing & Roofline, Marley Eternit, John Brash, Sandtoft, and Steadmans.

Talking to people during the evening it was clear that Roofing's participation in the London Triathlon is going to grow and grow due to the huge level of support that is out there. It's a real testament to the industry that so many people are willing to give up their time to cheer the team on.

And so the team continues to develop with plans to include those outside the original 'Roofing' category. Next year's event sees Specialist Glazing and Window Fitters Mate joining the fray with the team renamed to reflect all the different sectors participating. One name being toyed with at the moment is the 'RAW Racers' with RAW standing for 'Roofing and Windows'. Whatever they're called, after a 750m swim, 20km bike ride and 5km run the competitors are probably going to be feeling raw for some time after they cross the finish line.

The Roofing Racer's target is to raise £100,000 for the dedicated charities this year. Thanks to the support received for the Triathlon £80,000 has already been raised, so there is a bit more to go. If you'd like to help, please make a donation at the dedicated page below.

<http://uk.virginmoneygiving.com/team/roofingracers2011>

# Tripping the light fantastic

## Decra shows us how to move with the Decra tile - the world's first lightweight roof tile

**The new Decra tile. If it was a bloke you'd hate him – strong, lightweight, kind to the environment and boasting exceptional performance. Oh, and if that wasn't bad enough, it looks good too.**

Decra Roof Systems, a member of the Icopal Group, should be pretty pleased with themselves. We would be.

The revolutionary tile – which is ideal for both new build and refurbishment projects is available in five designs – Decra Classic, Decra Plus, Decra Stratos, Decra Oberon and Decra Elegance. So, it's got a decent wardrobe too.

### But what's at the heart of this?

At the core of every Decra tile is the world's most recycled material, steel, which has a recovery rate of around 50%. With this, Decra tiles have a high-recycled content - approximately 25% of Decra's tiles are created from recycled material, which compares very favourably to the material found in most concrete and clay roof tiles. And, when the Decra tile is eventually decommissioned, the steel can be recycled again.

The tiles weigh just one seventh of the weight of traditional roof coverings, which means that the tiles consume less energy per unit during transportation and installation. Plus, due to their lightweight nature, less supporting structure is required, which, in turn, reduces the building materials needed. The result is a system that has lower embodied energy compared to other roofing systems. Brilliant.

The Decra tiles also pack together very compactly both at storage and transportation



stages. This means you can transport more tiles in fewer vehicles, minimising both transportation costs and CO<sub>2</sub> emissions.

There really is no end to how smug these Decra tiles should be. On site they are extremely easy to handle. The system is completely dry fixed with no need to use powered cutting tools so no harmful dust or heat is created. In addition, the weight of the tiles means they are incredibly quick to install, reducing the time spent working at height and, in turn, minimising the risk of any accidents.

What's more, they've got staying power. Durability is a key feature of Decra tiles. Unlike fragile clay tiles and slates, Decra tiles, with their steel core, resist breakage during transit. Since there is minimal wastage, there is more efficient use of resources and, in turn, wastage can be put in the recycle skips on site.

And, to top it all off, Decra Elegance boasts an advanced coating technology option. This

enables the roof space to remain cooler in the summer, reducing energy consumption and CO<sub>2</sub> emissions, which can be caused by cooling systems such as air conditioning. The coating technology also minimises the growth of moss and algae, so it's suitable for rainwater harvesting. All this makes Decra Elegance the ideal choice for the zero-carbon house of the future.

Decra's wide range of lightweight tiles offers a number of other benefits including low maintenance and low whole life cost. And it's the only tile of its kind with Secure by Design accreditation. The range is also backed by a unique UK 40-year full value weather security guarantee, offering total piece of mind.

Blimey.

On second thoughts, if the new Decra tile was a bloke, he'd probably be your mate – you couldn't help but like him.

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For further information, please complete the reader response card.

icopal



# To cap it all off

You might have noticed this issue of **Insight** is about sustainability. And if you haven't, then we're not sure what you've been reading! As part of the sustainability theme, we've been looking for a torch on cap sheet that gives longevity and high performance. And... we've found one.

## ProTorch.

It's a new, high-performance torch-on cap sheet that comes with a specially formulated fire retardant coating as standard. Even better than that, use it within an appropriate waterproofing build-up and you'll get an EXT.FAA fire rating and an 18-year material guarantee.

## But what makes ProTorch top of its class?

- Lightweight – weighs in at just 5kg per m<sup>2</sup>
- Specially formulated fire retardant coating
- AA fire rating\* as standard
- Building Regulations approval
- No additional fire surface protection needed
- Guaranteed for 18 years – with even longer life expectancy
- Fast to install
- Choice of colours
- Available nationally from SIG branches

Appropriate fire certification is obviously important when you're doing flat roofing works. Without it you'll need to make allowance for additional surface protection,

**\*AA fire rating is achieved as part of a tested build-up, which includes underlay and plywood deck or insulation board/plywood deck.**

## Building Regulations explained

The Building Regulations for England and Wales, Scotland and Northern Ireland require roofs exposed to external fires to provide protection against fire penetration into the space beneath the roof and against the spread of flames across the surface of the roof. (BS476 : Part 3 : 2004)

This fire performance classification is used to limit the use, near a boundary, of roof coatings which don't give adequate protection against the spread of fire over or through them. The table shows how ProTorch meets those requirements, with flying colours.

Designation of covering of roof or part of roof according to BS 476 : Part 3 : 1958	Minimum distance from any point on the relevant boundary**			
	Less than 6m	At least 6m	At least 12m	At least 20m
EXT. F or S. AA, AB, AC	•	•	•	•
EXT. F or S. BA, BB, BC	°	•	•	•
EXT. F or S. CA, CB, CC	°	• (1) (2)	• (1)	•
EXT. F or S. AD, BD, CD (1)	°	•	•	•
EXT. F or S. DA, AB, DC (1)	°	°	°	• (2)

• Acceptable ° Not acceptable

\*\*A boundary is defined in the Building Regulations as the boundary of land belonging to the building up to and including the centre line of any abutting street, canal or river.

- (1) Not acceptable on any of the following buildings:
  - a. Houses in terraces of three or more houses
  - b. Industrial, storage of other non-residential purposes group buildings of any size
  - c. Any other buildings with a cubic capacity of more than 1500m<sup>3</sup>
- (2) Acceptable on buildings not listed in Note 1, if part of the roof is no more than 3m<sup>2</sup> in area and is at least 1500mm from any similar part, with the roof between the parts covered with a material of limited combustibility.

e.g. chippings. ProTorch offers peace of mind and is approved for unrestricted use regardless of the location of the building.

With stringent building regulations in place for this type of roof covering, using a pioneering product like ProTorch means those regulations are met and the building is properly protected.

## And here's how ProTorch does it...

ProTorch features pioneering graphite firewall technology within its layers to provide superior protection against fire spread from outside of the building.

The polyester base fabric of ProTorch is coated with expandable graphite crystals during manufacture. The graphite works as a flame retardant as it undergoes an endothermic reaction, drawing heat from the

combustion process. In the event of a fire, external to the roof, the graphite swells, creating a 'crust' after expansion. This crust forms a barrier against the heat and prevents the fire from penetrating. The 'graphite shield' also acts as a smoke suppressant and halts the dripping of molten bitumen from the underside of the membrane.

The table highlights ProTorch's outstanding performance in accordance with BS 476-3, on its prevention of spread of flame through its graphite technology, and its suitability for all building requirements.

With all of this technology backing up its superior performance, coupled with its sustainability credentials, we think ProTorch is the ideal product to cap things off in this issue – and your roofs.



For further information, please complete the reader response card.

# Where can you find an Insight approved stockist?

## Anglia

Lee & Son Roofing Merchants	Bedford 01234 325283
Scotplas	Bedford 01234 355568
Asphaltic Roofing Supplies	Cambridge 01223 245262
Asphaltic Roofing Supplies	Colchester 01206 791242
Omnico Plastics	Colchester 01206 871510
Asphaltic Roofing Supplies	Great Yarmouth 01493 659991
Omnico Plastics	Great Yarmouth 01493 659991
Plastic Pipe Supplies	Huntingdon 01480 433888
Omnico Plastics	Ipswich 01473 461461
Regional Roofing Merchanting	Ipswich 01473 749621
Asphaltic Roofing Supplies	Luton 01582 456177
Omnico Plastics	Luton 01582 733434
Plastic Pipe Supplies	March 01354 656000
Asphaltic Roofing Supplies	Northampton 01604 765684
Omnico Plastics	Northampton 01604 590925
Wedge Roofing Centre	Northampton 01604 250261
Asphaltic Roofing Supplies	Norwich 01603 487860
Omnico Plastics	Norwich 01603 219430
Lee & Son Roofing Merchants	Peterborough 01733 345004
Omnico Plastics	Peterborough 01733 559166
Summers	Romford 01708 722844
Plastic Pipe Supplies	Stamford 01780 757646
Asphaltic Roofing Supplies	St Ives 01480 467776

## London

Asphaltic Roofing Supplies	Cheam 02083 379455
Asphaltic Roofing Supplies	Croydon 02086 866911
Roberts & Burling	Croydon 02086 890481
Asphaltic Roofing Supplies	Kentish Town 02074 855550
Proos Roofing Supplies	Kentish Town 02074 851791
Wedge Roofing Centre	Ladbroke Grove 02089 690022
Asphaltic Roofing Supplies	New Cross 02073 580085
Wedge Roofing Centre	Rainham 01708 555213
Asphaltic Roofing Supplies	Romford 01708 754022
Asphaltic Roofing Supplies	Slough 01753 570526
PBM-DQS	Slough 01753 823479
Asphaltic Roofing Supplies	Southend 01702 511158
PBM-DQS	Southend 01268 725935
Asphaltic Roofing Supplies	Stratford 02085 194805
Asphaltic Roofing Supplies	Tottenham 02088 080459
Wedge Roofing Centre	Tottenham 02088 086816
Wedge Roofing Centre	Waltham Cross 01992 624938
Omnico Plastics	Watford 01923 237110
Project Plastics	Whyteleaf 02086 680600

## Scotland

Asphaltic Roofing Supplies	Aberdeen 01224 692000
Scotplas	Aberdeen 01224 589890
Scotplas	Ayr 01292 262885
Scotplas	Bellshill 01698 740066
Asphaltic Roofing Supplies	Broxburn 01506 857613
Asphaltic Roofing Supplies	Dundee 01382 833011
Scotplas	Dundee 01382 489959
Asphaltic Roofing Supplies	Edinburgh 01315 542554
PBM-DQS	Edinburgh 0131 669 8632
Asphaltic Roofing Supplies	Glasgow 01415 565200
PBM-DQS	Glasgow 0141 445 6475
Proos Roofing Supplies	Glasgow 01698 817428
Proos Roofing Supplies	Inverness 01463 250318
Scotplas	Inverness 01463 229239
Asphaltic Roofing Supplies	Kirkcaldy 01592 654913
Border Slate Supplies	Melrose 01835 823640
Proos Roofing Supplies	Paisley 01505 321122

## North West

Proos Roofing Supplies	Birkenhead 0151 6452450
Clydesdale Roofing Supplies	Blackpool 01253 398376
Proos Roofing Supplies	Bolton 01204 523336
Summers	Crewe 01270 254724
Clydesdale Roofing Supplies	Leyland 01772 453939
Cladding & Fascia Supplies	Liverpool 0151 2636737
Clydesdale Roofing Supplies	Liverpool 0151 5212100
Asphaltic Roofing Supplies	Manchester 01612 307712

## North West continued

Clydesdale Roofing Supplies	Manchester 0161 3203456
Omnico Plastics	Manchester 01204 604342
Scotplas	Preston 01772 798800
Clydesdale Roofing Supplies	St Helens 01744 611471
Scotplas	Stockport 01614 741818
Clydesdale Roofing Supplies	Wigan 01942 615030
Omnico Plastics	Wigan 01942 236200

## Yorkshire

Proos Roofing Supplies	Bradford 01274 392433
Proos Roofing Supplies	Grimsby 01472 245667
Roplas	Grimsby 01472 268866
William Smith & Sons	Huddersfield 01484 653373
Kesteven Roofing Centre	Hull 01482 574577
Roplas	Hull 01482 224614
Asphaltic Roofing Supplies	Leeds 01132 631263
Armour Building Products	Leeds 0113 263 1631
Kesteven Roofing Centre	Leeds 0113 2351441
Kesteven Roofing Centre	Rotherham 01709 835500
Scotplas	Rotherham 01709 374951
Proos Roofing Supplies	Scunthorpe 01724 854444
Clydesdale Roofing Supplies	Sheffield 0114 2434188
Roplas	Sheffield 01142 560011
Kesteven Roofing Centre	York 01904 476319
Roplas	York 01904 438205

## South Coast

Asphaltic Roofing Supplies	Bishops Waltham 01489 896544
Asphaltic Roofing Supplies	Bournemouth 01202 731867
Omnico Plastics	Bournemouth 01202 591677
Omnico Plastics	Christchurch 01202 476363
Omnico Plastics	Eastleigh 02380 610110
Toogood Plastics	Isle of Wight 01983 721511
Proos Roofing Supplies	Poole 01202 682491
Asphaltic Roofing Supplies	Portsmouth 02392 671521
Coleman Roofing Supplies	Portsmouth 02392 690214
Omnico Plastics	Portsmouth 02392 693451
Omnico Plastics	Farlington 02392 379410
Formerton Roofing	Southampton 02380 365555
Asphaltic Roofing Supplies	Waterlooville 02392 258344

## South East

Omnico Plastics	Ashford 01233 343660
Asphaltic Roofing Supplies	Brighton 01273 430444
Omnico Plastics	Camberley 01276 462932
Roofing Centre Group	Canterbury 01227 452290
Omnico Plastics	Chatham 01634 670404
Scotplas	Dartford 01322 337223
Asphaltic Roofing Supplies	Eastbourne 01323 500458
Coleman Roofing Supplies	Finchampstead 01189 733788
South Coast Roofing Supplies	Folkestone 01303 226888
Accurate Roofing Supplies	Gravesend 01474 532999
Omnico Plastics	Hastings 01424 853077
South Coast Roofing Supplies	Hastings 01424 853099
Asphaltic Roofing Supplies	Horsham 01403 270640
Omnico Plastics	Hove 01273 421507
South Coast Roofing Supplies	Hove 01273 328640
Coleman Roofing Supplies	Leatherhead 01372 361600
South Coast Roofing Supplies	Lewes 01273 488888
Coleman Roofing Supplies	Milford 01483 425828
Roofing Centre Group	Maidstone 01622 843399
Summers	Maidstone 01622 686140
Summers	Northfleet 01474 533335
Roofing Centre Group	Ramsgate 01843 592772
Asphaltic Roofing Supplies	Sidcup 02083 025451
Roofing Centre Group	Sittingbourne 01795 843967
Omnico Plastics	Tonbridge 01732 361515
Roofing Centre Group	Tunbridge Wells 01892 515599
The Roofing Warehouse	Worthing 01903 201013

## Tyne and Tees

Cleveland Roofing Centre	Gateshead 0191 4779474
Scotplas	Gateshead 0191 4786402
Proos Roofing Supplies	Killingworth 0191 2686627
Cleveland Roofing Centre	Middlesbrough 01642 242753
Cleveland Roofing Centre	Stockton 01642 677772
PBM-DQS	Washington 01914 179899

## South West

PBM-DQS	Chard 01460 61500
Asphaltic Roofing Supplies	Exeter 01392 250323
PBM-DQS	Exeter 01392 444346
South West Roofing Supplies	Exeter 01392 446001
Asphaltic Roofing Supplies	Newquay 01637 852660
Asphaltic Roofing Supplies	Plymouth 01752 509538
South West Roofing Supplies	Plymouth 01752 344844
Aaron Roofing Supplies	Taunton 01823 323888
South West Roofing Supplies	Torquay 01803 613212

## West

Aaron Roofing Supplies	Bath 01225 483828
Aaron Roofing Supplies	Bristol 01179 710085
Asphaltic Roofing Supplies	Bristol 01179 412412
Universal Roofing Supplies	Bristol 01179 663072
Aaron Roofing Supplies	Gloucester 01452 521347
PBM-DQS	Gloucester 01452 387832
Thomas Smith & Son	Hereford 01432 273084
Harris Roofing Supplies	Newbury 01635 521210
Asphaltic Roofing Supplies	Oxford 01865 790303
Asphaltic Roofing Supplies	Swindon 01793 613339
Drainex	Swindon 01793 640480
Omnico	Swindon 01793 617888

## Wales

Scotplas	Bangor 01248 362348
PBM-DQS	Bridgend 01656 767427
Asphaltic Roofing Supplies	Cardiff 02920 483939
PBM-DQS	Cardiff 02920 464302
Ryan Roofing Supplies	Cardiff 0292 037 8911
Scotplas	Deeside 01244 823555
PBM-DQS	Merthyr Tydfil 01443 692924
PBM-DQS	Newport 01633 255223
PBM-DQS	Neyland 01646 601699
Proos Roofing Supplies	Porth 01443 681004
Asphaltic Roofing Supplies	Swansea 01792 790272
PBM-DQS	Swansea 01792 795612

## Midlands

Asphaltic Roofing Supplies	Birmingham 0121 3273071
Proos Roofing Supplies	Birmingham 0121 5239143
Direct Roofing Supplies	Birmingham 0121 7081515
Scotplas	Birmingham 0121 3597442
Warwickshire Roofing Centre	Coventry 02476 688754
Wedge Roofing Centre	Coventry 02476 220755
Asphaltic Roofing Supplies	Derby 01332 349155
Scotplas	Dudley 01384 472430
Wedge Roofing Centre	Dudley 01384 472420
Asphaltic Roofing Supplies	Leicester 0116 2785262
Footitts Roofing Supplies	Leicester 0116 2778676
Roplas	Leicester 01162 758080
Wedge Roofing Centre	Loughborough 01509 211119
Proos Roofing Supplies	Newark 01636 611880
Armour Building Products	Nottingham 01159 617719
Stephens Roofing Centre	Nottingham 01159 851400
Wedge Roofing Centre	Nottingham 01159 285999
Shropshire Roofing Supplies	Oswestry 01691 654551
Asphaltic Roofing Supplies	Stoke 01782 280567
Proos Roofing Supplies	Stoke 01782 577330
Scotplas	Stoke on Trent 01782 593336
Shropshire Roofing Supplies	Telford 01952 641161

Roofing depots are in blue. Roofline depots are in green.  
Drainage depots are in Black