

# INSIGHT

The **roofing** information service

issue 15



## **Dead CERT**

Reduce you emissions! – Page 4

## **Can we FIX-Rcyl it?**

Yes we can! – Page 17

## **Show me the money**

Getting a contract is one thing.  
But getting paid can be quite  
another. – Page 28

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# Going for gold in 2012

**2012 is shaping up to be a busy year. With the London Olympics and the European Football Championships dominating the summer there's going to be no shortage of entertainment. But in between all the track and field there's work to be done and this issue is packed with all the latest info on what's new in the industry.**

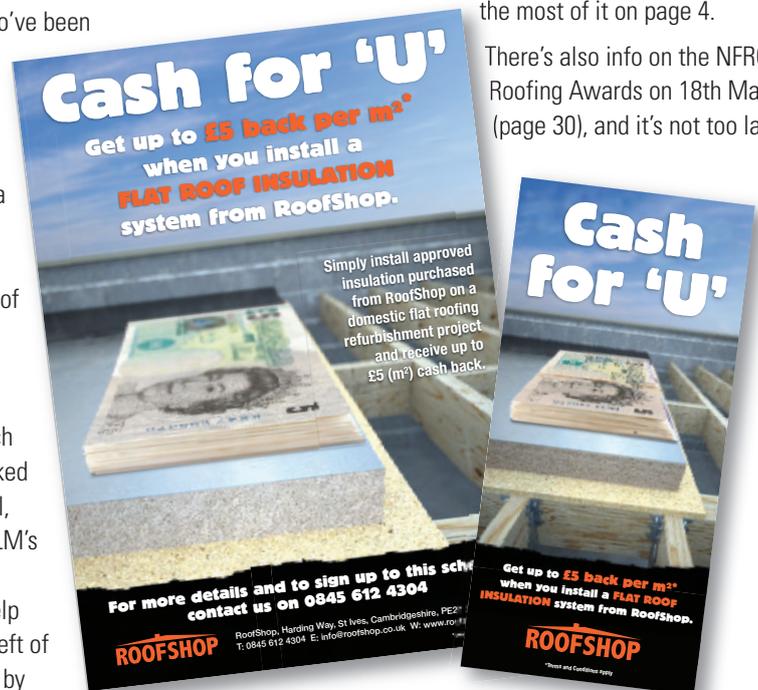
These days getting a new contract is one thing, getting paid quite another. SIG Roofing Supplies have teamed up with Hawkeswell Kilvington, specialists in construction law to provide training on some new legislation giving more rights to sub-contractors. Find out how it could help you on page 28.

One group who've been particularly active in recent months is thieves. For a time hardly a week seemed to go by without news of some electric cables, train tracks or lead from the church roof being nicked for scrap. Well, good news. BLM's Lead Flashing Fixing Clips help prevent the theft of lead flashings by

securing them into brickwork and masonry. Not only do the clips save installers time and effort, they also make it much more difficult for the opportunist thief to remove flashings compared with those held in place by traditional Lead Wedges. Get the full story on page 20.

We've also got details on how you can extend your business with a CERTS flat roofing initiative, the government backed scheme to reduce domestic emissions. As part of the scheme insulation is being subsidised, which opens things up for roofers to include it as part of the job. The offer finishes later this year so you're going to have to get a shift on. See how you can make the most of it on page 4.

There's also info on the NFRC Roofing Awards on 18th May (page 30), and it's not too late



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to get tickets if you're quick. The Greenbuild Expo is also back with a bang for its fourth year as it hits Manchester Central on May 9th and 10th with a great line-up of speakers, exhibitors and highlights. See page 14 for details.

And if you're not already registered with Trustmark we've got a whole load of reasons on page 21 explaining why you should be.

So, Insight's here to help you get paid on time, combat crime and be first over the line. Have a cracking summer!

**BLM's Lead Flashing Fixing Clips help prevent the theft of lead flashings by securing them into brickwork and masonry.**



**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.

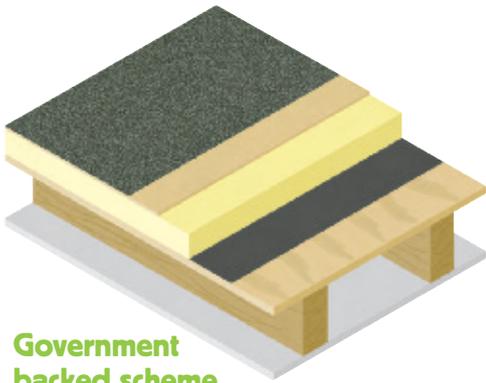
There's loads of stuff to see and read – and it's a great place to track down those fascinating roofing tit-bits (don't put that into a Google search though!).



**Content highlights;**

- Latest industry news
- Product news and reviews
- Competitions

# Dead CERT



## Government backed scheme to reduce domestic emissions

### Not those sorts of emissions!

This isn't some kind of attempt by the coalition to stop us eating baked beans. That's not to say getting your wind up isn't bad for the environment.

No. This is all about the government's CERT (Carbon Emissions Reduction Target) scheme.

### Reduce your emissions!

CERT aims to help reduce CO<sub>2</sub> emissions, one of the main causes of global warming. Introduced in 2008 the scheme obliges energy companies to help consumers lower their energy consumption. In real terms that means energy suppliers are providing grants and offers to help Joe Bloggs pay for energy efficiency measures and renewable energy technologies for his home.

### So what's the catch?

There isn't one except that you're going to have to be quick to get in on the act. The CERT offer finishes at the end of November 2012 to make way for the 'Green Deal', the details of which are still sketchy.

### Getting ahead on the flat

As part of the initiative, insulation is being subsidised which opens things up for roofers to offer it when redoing a flat roof. So instead of just dealing with the outer waterproofing you get to make some additional profit from fitting the insulation and adding a (reasonable!) margin on the costs of the materials.

There's no need to go mad! It doesn't make any difference who buys the insulation, you or the customer – either way it's really cheap at the moment.

### Make hay while the sun shines

Until we know how the Green Deal will work it's uncertain whether this great chance to extend your business offering will continue into next year.

Whatever happens, RoofShop have got everything you need to help you make the most of this subsidised scheme. They are quite simply the largest supplier of roofing related materials, so whatever you need for a flat roofing job, they've got it covered. And that includes giving you unbeatable specialist technical advice, fantastic and friendly service and help on any aspect of flat roofing from design and materials to installation and speedy delivery.

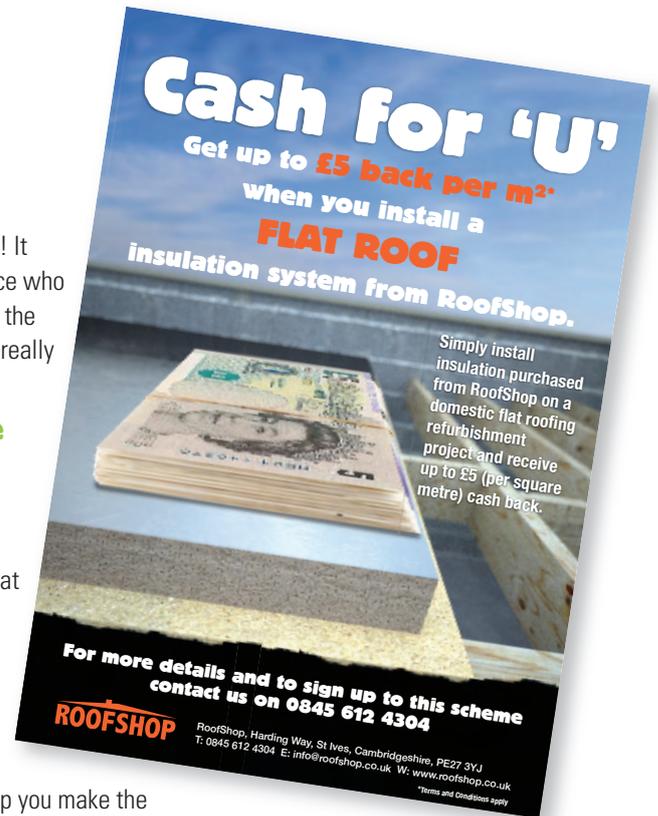
Add to that best value for money and quality assured traceable FSC Chain of Custody products and you've got a winning combination.

### Horses for courses

Of course what's best for one roof might not be right for another.

RoofShop can give you unbiased advice on all the different flat roofing systems available. Let's face it, things have moved on since the only option was using hot bitumen or asphalt. RoofShop can help you with all you need to know about new systems like liquid coatings, GRP and single ply. Their products come with guarantees available and they can give you training if you need it plus pointers on health and safety.

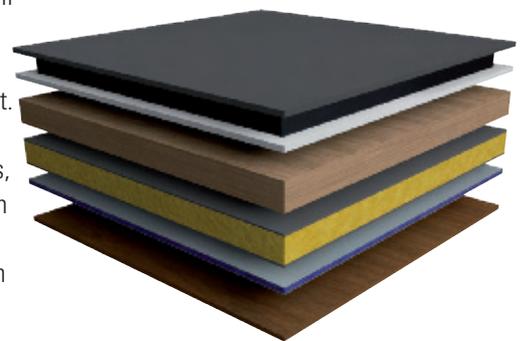
So, don't fall flat at this great flat roofing opportunity.



Get RoofShop's indispensable guide to staying ahead on the flat. It's got all you need to know – for CERTain!

ENQUIRY  
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If you'd like to know more RoofShop's flat roofing offering, then use the reader response card to receive your new flat roofing guide or to speak to someone about the CERTS scheme.



# www.roofshop.co.uk

## Revamped. Relunched. And really, really good.

The guys at RoofShop have been doing their best impersonation of Spiderman recently. They haven't been wearing tights or anything (at least not that we know of.) But they have been working like mad to get the new RoofShop website in tip-top condition. And now it's ready to be unleashed.

## Everything you need under one RoofShop.

Whatever you need... the new RoofShop website's got it covered. From pitched roofs and flat roofs, industrial roofs to roofing renewables and accessories the site covers all the leading brands. And it's all backed by unbeatable service, expert knowledge and a passion for roofing.

And if they haven't got what you want, they'll get it.

## Location, location, location

Use the online branch locator which can locate local branches by name, postcode and all done on a useful google map, so you can find your nearest RoofShop port of call. With a nationwide network of over 125 branches there's sure to be one within striking distance.

## Get down(loadable product info)

They don't claim to help you get down with the kids but they can promise you a shed load of downloadable product brochures and invaluable roofing info. All just a click away.

## Take the weather with you (New feature coming soon)

Roofers rely on good weather. With the RoofShop weather forecaster you always know what the weather's going to throw at you. So, whether it's chucking it down on the south coast, sunny in the north or brass monkeys everywhere else, you've got the UK weather covered.

All you have to do is enter your postcode for your trusty 5-day forecast. That way you can plan your work (or holiday!) and always remember to pack your broolly.

Plus there's all the latest roofing product information and news.

Check it out. Visit [www.roofshop.co.uk](http://www.roofshop.co.uk)

## RoofShop's got it covered

The image displays three overlapping screenshots of the RoofShop website. The top screenshot shows the homepage with a navigation bar, a main banner for 'BRANCHES FROM PLYMOUTH TO INVERNESS', and sections for 'UK Roofing Suppliers', 'Latest News', and 'Products'. The middle screenshot shows the 'Branch Locator' feature with a map of the UK and a list of nearby branches. The bottom screenshot shows the 'Pitched Roofing' product page with a 3D diagram of a roof and a list of products.

# Joined at the hip



## Sandtoft launch new universal ridge and hip system

**Mortar boarding. The simple act of dollopping on a load of the wet stuff ready for a roof tile, or a gruesome new system of torture especially for roofers? Whichever way you look at it, with the NHBC looking to reduce its tortuous bill for insurance claims related to dodgy mortar, we're going to be using a lot less of the wet stuff in future.**

The NHBC's revised standards place more focus on the use of mechanical fix in domestic house construction. Not surprising when you think about how much they've been shelling out on claims. And with more demand for dry fix systems for new builds, it's only a matter of time before the refurb market gets in on the act.

## Rigid ridge

Never ones to hang about, the guys at Sandtoft have developed a new universal ridge and hip system that suits all ridge profiles. Unlike similar products on the market, it uses a rigid ridge union. That's not some sort of weird, modern marriage but a unique union or 'ridge-to-ridge' seal that makes it much easier and faster to install than the more common flexible type.

To fit the universal ridge, batten straps are used to secure tile battens to the ridge or hip for the fixing of the ridge/hip unions. Once the tiles are laid, the ridge/hip roll is laid over the ridge or hip battens. Unions are inserted between each ridge tile and secured into the ridge or hip batten using the plates and screws provided.

The break-off sections can either



be retained or removed, depending on the size and shape of the ridges used. When installing the system on hips, hip trays are laid centrally over the hip batten to ensure the hip tiles are laid straight, and top and tail clips are used to secure cut tiles.

## Hip to be square

Sandtoft's new universal system is a breath of fresh air and not just because it's ventilated. Based on the sectional shape of all commonly known UK ridge profiles it'll fit most concrete and clay ridge tiles and hips. It's quite a box of tricks. Everything you need for either the ridge or hip such as the ridge unions, ridge/hip roll, batten fixing brackets and fixing plates with screws comes in a single box.

## Dry or wet?

Time was when this meant whether or not the pub could

open on a Sunday. Well, it did in Wales, anyway.

But wet mortar has got a nasty habit of not working as well as dry. And when you think the cost of returning to a job to repair failing mortar bedding is higher than the cost of installing the ridges and hips in the first place, going dry is a no-brainer.

The launch of Sandtoft's universal dry ridge and hip system means that the company now offers a complete range of dry fix solutions, which are not only more reliable than mortar, but are often more cost effective to install. Easy and flexible to use, they're durable and minimise maintenance, which may save you money in the long term too.



ENQUIRY

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

# Fibre cement slates – just the job

**In December last year those clever boffins at NASA discovered an Earth-like planet orbiting a star about 600 light years away. Not exactly down the road admittedly, and if you were to set out for a visit you'd definitely want to take a packed lunch.**

According to the super brains though, Kepler22B as it's known, is close enough for them to know a thing or two about it. For instance it's about twice the size of Earth and lies in the Goldilocks zone around its star. That's not so close it's toast and not so far it's a frozen wasteland. It's just right. And at a balmy 22°C on the surface it's also perfect for the beach. They'll be a few million years old by the time you get there, but hey, you can't have everything.

Cembrit Fibre Cement slates are bang smack in the middle of roofing's Goldilocks Zone. They're not too complicated. They're not too artificial. They're just right. And here's why:

- Mass-produced fibre cement slates are consistent, quality controlled and regular.
- Like natural slate they are thin (4mm) and true double lap products with no nibs or drainage channels.
- Fibre cement slates are laid in the same way as natural slates, are lightweight and can be cut and holed with conventional tools.

If anything they are just as easy to work than natural slate. This means that you can make any verge, hip, abutment or dormer detail that you can with a natural slate. And all the variations of colour, edge treatment and surface texture now available, boost the natural look even further. You can find an excellent match for most of the common natural slates available in the UK.

Fibre cement slates are pre-holed, and each slate is fixed with 2 standard copper nails and a tail rivet. Doubles are available for verges, valleys and hips. There are no special starter, verge or top tiles and no special



clips or other fixings. Matching ridge/hip cappings are available in angled, universal or half round formats, which give you the chance to create a really sleek slate roof.

And, like Goldilocks, once you've had a taste, you might find it's all you want. Many roofers think fibre cement slates are less hassle than concrete tiles.

## Cembrit phone home

Cembrit fibre cement slates are the most accredited brand available. Along with all the guarantees and quality badges you would expect, they also offer something special if you have

particular clients. In the West Midlands, Cembrit Jutland slates are approved by Birmingham City Council. If your client is interested in "green" products (as opposed to little green men), Cembrit slates have just been environmentally certified. Next time you have a slate job think of Cembrit fibre cement slates.

Not too complicated. Not too artificial. Just right!

ENQUIRY  
3

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



# It's clay time!

**RED BANK**

## Hanson Red Bank - sustainable solutions you can bank on

For some reason bankers these days aren't all that popular. We can't think why. Maybe it's got something to do with taking all our hard-earned cash and getting a bonus for going broke. Whatever the reasons, with all the bad press about fat cat city types it's nice to be able to talk about one bank you can trust.

For architects and roofers who need a sustainable solution, Hanson Red Bank's range of high quality clay roofing products are just what the doctor ordered.

These guys have been producing chimney pots and ridge tiles for over 100 years and are one of the most environmentally conscious companies you'll find. The range includes flue ventilators, gas terminals and plain, capped and decorative ridge tiles as well as a wide range of finials. In addition, Hanson Red Bank offers a bespoke service if you need it.

Dry fix ridge systems and roof ventilation products are also available to go with the different patterns of the standard range.



## Time to clay

Clay lasts a long time. Unless of course you're the sort of clay used to make pigeons or your first name is Cassius and this is one fight too many. Hanson give a 50-year

durability guarantee on all their ridge tiles, although chances are they'll last a lot longer.

Sustainable practice runs right through this lot. They restore all their exhausted quarries to the best possible after-use. The aim is to leave behind something as good, or better, than existed before quarrying began. That process begins right at the start of the planning process with the restoration plan often one of the most important aspects of a new quarrying scheme.

### It's the pits

An example of Hansen's environmental credentials in action is a derelict former clay pit at King's Dyke brick works in Cambridgeshire.

The site has now been developed as a community nature reserve. Islands were created in the lake, which had formed in the

bottom of the pit; reed beds were established, wild flowers sown, a pond dipping area created and trees planted.

The reserve is now an award-winning haven for wildlife – the latest bird count recorded 100 species. There are 18 different species of dragonfly and 21 types of butterfly. Water voles and grass snakes are common sights and red deer have visited during the winter.

**Like we said this is one bank you can trust.**

ENQUIRY  
4

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

## Redland



# Slippery when wet

## NHBC makes dry fix a requirement for ridge and hip installation

**Dry Fix vs. Wet Mortar? Well, I like Dry Fix and I like Wet Mortar, but as Harry Hill would say: 'There's only one way to find out...'**

Roofers generally favour wet mortar for fixing hip and ridge tiles. That's in spite of the fact that dry fix systems are faster and easier to install and can be used in all weathers.

All that, however, is about to change. The NHBC has taken the unusual step of issuing new guidance ahead of a published change to its standards. So, what's going to happen?

### Mortar bombs

Last year the NHBC revealed that in 2010 it paid out a whopping £11 million on claims against its Buildmark Warranty that were down to problems with workmanship. By far the largest issue related to mortar failure on pitched roofs.

So serious is the issue that the NHBC has changed its guidelines.

Previous guidance issued by the NHBC has recommended mechanical fixings (preferably in a dry fix system). This latest incarnation makes the advice more specific and much more emphatic.

### A ridge too far

The traditional fixing method for hip and ridge tiles involves the use of deep-bed mortar, and it is the failure of this mortar that causes so many problems.

Cracking of mortar can result simply from the slight movement that occurs as new buildings settle. Mortar is not tolerant of movement and can crack or de-bond, making the tiles insecure – particularly in high wind.

Use the wrong mortar and you've got a recipe for disaster. In the new recommendations the NHBC is very precise in its instruction on how any mortar used on a roof should be made up.

For fixing, the current NHBC guidance asks for ridge and hip tiles to be mechanically fixed for the first 900mm. The new document states that the entire ridge and hip should be mechanically fixed. For this there are two options:

- Continue to use mortar for bedding, but, in addition, use mechanical fixings for all ridge and hip tiles
- Use a complete dry fix system

If you use the first option, then you've got to make sure you get the mortar spot on. Basically you need 1:3 cement: sand mix with added plasticiser. This mix should be based on sharp sand with soft sand added to achieve good workability. The sand content should not exceed two parts soft sand to one part sharp sand.

NHBC recognises that appropriate bagged mixes can be acceptable, but also states that builders should no longer use adapted mixes or factory-produced retarded mortars.

But why are they being so picky about it now?

Well if you'd just shelled out £11m quid you would be too. But the simple reason is that it's all

easily avoided. Wrongly constituted mortar is considered to be responsible for a large number of roofing failures. So from now on (in fact from 1st January) you shouldn't be using it on its own. All the hip and ridge fixing work you do needs to be done either completely or partially using a dry fix system.

### Dry season

This comes when there's a definite move towards the use of dry fix anyway. The Scots know a thing or two about making sure your roof doesn't give up the ghost. North of the border where, let's face it, it's always windy and rains every day, dry fix is the first choice installation method. It's also widely used for social housing projects in the UK where the main concern is for the roof to perform over decades.

### Give dry a try

Dry fix systems are new territory for a lot of us. But they're easy to use and fast, so you save time on site – with the changes to the NHBC's guidelines it could be time to give dry a try.

**From 1st January 2012 all NHBC registered homes MUST include the new working practice. And there's a strongly worded recommendation that contractors should work to the new guidelines immediately. The changes concern two specific issues: the need to use mechanical fixings on all ridge and hip tiles and the composition of any mortar used on a roof.**

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

ENQUIRY  
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# Natural selection

## The NHBC has strict guidelines on using natural slate. Do yours make the grade?

**Ignorance, they say, is no defence in the eyes of the law. Just because you didn't know you're not supposed to break into someone's house and nick their telly doesn't mean you're not going down for it.**

And while we're not suggesting a spell at her majesty's pleasure awaits those who use the wrong roof slates, you could end up getting slated if your slates don't pass muster.

### Testing 1, 2, 3

The NHBC, the body that provides warranties on new UK house builds, issued strict guidelines on the kind of slates allowed on roofs as long ago as 2009. These require all slates used on NHBC-covered projects to be A1, T1, S1 compliant according to BS EN 12326. They also state that a summary of the test results (Declaration of Conformity) needs to be available.

Sounds tough, but who can blame them? Sick and tired of stumping up gazillions of pounds on claims for rust, delamination, staining and broken and falling slates posing a hazard to unsuspecting passers by, they decided enough was enough.

But for some reason the penny is refusing to drop. Nearly three years down the line and there are still loads of non-compliant slates being used across the country,

wasting millions of pounds each year. As the contractor you are fully liable for all costs if there's a problem.

The NHBC warranty will be invalid, so you could end up having to shell out for scaffolding, material replacement and labour if your slate doesn't cut the mustard.

### Grey matter

All natural slate sold in Europe must be marked CE to show it's been tested to BS EN 12326:2004. In fact, as of next July all building products must be marked CE and have all the test results available. The three most critical areas tested in relation to slates are the thermal cycle (T), sulphur dioxide exposure (S) and water absorption (A). All SIGA slates have been independently tested to A1, S1 and T1 standards so they meet the top requirements in terms of the performance of the stone. Every crate is marked with the EN test results.



## Malco Turbo Shear

**This new slate cutter/attachment for 18v+ cordless drills lets you cut slates while you're on the roof. Brilliant! It's a made in the USA and cuts any natural slate effortlessly.**

### Strictly come roofing

The guidelines are strict but do not affect the quality of the selection of the slates themselves. Tests only cover the quality of the rock not the quality of the selection.

Of course all of this only has meaning if you can trace the origin of the slate. The NFRC have recently issued guidelines recommending roofers only use natural slate from associated members.

And the NHBC guidelines only apply to natural slate.

Mudstones don't count so strictly speaking Brazilian 'slate' shouldn't be used on NHBC sites.

So, there you go. Using the right slates will save you time and money on the job and a whole world of pain if something goes wrong.

Wipe the slate clean with good quality slates from SIGA. You know it makes sense.

## All SIGA slates come in a mixture of the following grades:

### Excellence

With a 'Building Lifetime Warranty', these T1, S1, A1 rated slates are of the highest quality with extremely low wastage rates.

### Specification

T1, S1, A1 rated so suitable for all NHBC new build work. Cost effective because of low wastage they come with a 60-year warranty (can be extended to 75 years for certain cases.)

### Commercial

Good quality with a 30-year warranty these are rated to T1 or T2 and are a cheaper option than the Specification and Excellence ranges. That said you have to factor in extra costs to sort, grade and install.

### Economy

As the cheapest SIGA slates these need a lot of sorting and grading. Perfect for small patching jobs or low-cost refurb work. Most are rated as T2.

**SIGA**  
Natural Slate

**Excellence Range | SIGA 110**  
Product data sheet

**Description**  
SIGA 110 provides a unique indigenous alternative to traditional Scottish slate. Finally available as a true alternative to, amongst others, the extinct Ballachulish slate, it is supplied ready-sized in random-width diminishing courses to suit your project. This in turn reduces wasted labour, and unlike second-hand materials, is supported by the SIGA warranty for total peace of mind. Recommended by Historic Scotland, it provides an authentic roof finish unmatched by imported materials.

**Testing**  
Samples of SIGA 110 have been tested in accordance with, and comply with the relevant sections of EN12326-1:2004. The latest declarations of conformity are available upon request.

**Representative Performance**

Thermal cycling	T1
Exposure S0	S1
Water Absorption	A1

**Sorting and Holing**  
Natural slate should be handled with care. Before the slates are fitted they should be sorted and graded (and holed if necessary) as per BS 5534 and BS 8000. The factory selection of the slate used will have an impact on the amount of grading required.

The following processes should be followed to ensure best practice:

- Sort slates into different thicknesses (thick, medium and thin). Thicker slates should be laid at the eaves, thinner slates at the ridge.
- Any slate found to be twisted, bowed etc. should be set to one side and used for eave or top slates, or cut for half slates, valleys or chimneys.
- Roofing slate is always holed from the back, creating a countersunk area on the front, so that any water present near the hole does not have a direct route to the underside of the slate. It also provides a neat spalled area for the nail head to sit in.
- Pre-holed are supplied as standard in the UK. Unholed (blank) slates are also available to special order, and can give peace of mind on very low pitches when used with slate hooks.
- Load out the slates on the roof with the thickest slates in the lowest courses.

Meets the requirements of **NHBC**

**75 YEAR WARRANTY**  
SIGA WARRANTIES ARE BACKED BY SIG ROOFING SUPPLIES GROUP

SIGA warranties are backed by SIG Roofing Supplies Group, the UK's largest distributor of roofing materials. The performance of the slate is warranted for the stated period, subject to installation in accordance with prevailing British Standards and good roofing practice.

ENQUIRY  
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For more information, please complete the reader response card.

# The right kind of competition

## Prove you're a CompetentRoofer for some seriously competitive edge



**Winning the Darwin awards will give you a competitive edge too... but probably not the kind you're looking for.**

The Darwin Awards recognise individuals who contribute to human evolution by self-selecting themselves out of the gene pool. In other words through your own astoundingly stupid judgement you've either got to be dead or rendered sterile to win an award. The important thing is that you've got to be the cause of your own demise.

Worthy winners in years gone by include the man who jumped out of a plane to film skydivers but forgot his own parachute... or the man who crashed through a window and fell to his death while demonstrating the window was unbreakable... or better yet, the bloke who killed himself juggling live hand grenades.

Luckily getting selected as a CompetentRoofer doesn't involve anything quite as drastic. It's designed to keep everyone as safe as can be and proves to clients that you really know what you're doing.

It's a name that's really starting to spread throughout the roofing industry. Even so there are still many roofing contractors who don't know what it is and why it's so important for their businesses. If that includes you, read on...

### What is CompetentRoofer?

It's a government-authorised scheme that allows 'competent' roofing contractors to self-certify that their roof refurbishment work complies with Building Regulations. It applies to all roofing disciplines and types, from a small quaint cottage to an extensive industrial building roof.

### Saves hundreds of pounds on each job

So why should CompetentRoofer matter to you and your company? The simple answer is this - roofing companies that do any refurbishment roof work must comply with Building Regulations, and this means dealing with Building Control. Property owners must receive a certificate to prove that the work carried out complies. This is the law and either the building owner or the contractor must get a Building Notice (at a cost of £200-£400) or use a CompetentRoofer. The most convenient, cheapest and efficient way is to get the roofer to self-certify.

### Self-certification

This is where the beauty of CompetentRoofer comes in. Once you're a registered member you simply log into the online system to register a job prior to starting work, and likewise notify when you complete it. The local Building Control office is informed and a certificate of compliance is sent to the property owner. It can cost several hundred

pounds to get a Building Control Certificate, but with CompetentRoofer this cost is reduced to as low as £20. In addition all domestic properties get a free 10 year insurance warranty, which includes contractor insolvency. Larger projects haven't been overlooked with 15 to 20 year warranties also available on request.

### Adios cowboys

All members are checked before becoming a CompetentRoofer. And if they don't cut the mustard they can't join. This is another way of sieving out the cowboys from the professionals. A hot-line number to report companies who are failing to comply with Building Regulations is also running. Members have access to a special CompetentRoofer Building Regulations Handbook and there are Technical Officers on hand to give further advice and guidance.

### Competitive roofers

CompetentRoofer is not another badge to collect; it's a valuable scheme that is already giving contractors a very comprehensive competitive edge.

So what are you waiting for? There is a simple and effective way to take your company forward – join CompetentRoofer.

### It's the award you'll be around to enjoy.

To find out more simply complete the reader response card.



ENQUIRY  
7

To find out more simply complete the reader response card

# Sustainable Alternative Slate

100% recycled self-bonding, roof slates from Eco Decking Roofing Systems



**Eco Decking Roofing Systems are introducing a new 100% recycled roofing slate to the UK which they reckon is set to revolutionise the entire roofing industry. Their state of the art formulation is self bonding and flexible enough to be used for all valleys and ridges. You never need custom-made accessories because every slate can be cut and set to any angle or size you need.**

A built-in adhesive bonds the slates together once fully installed giving you a stronger, more pliable solid membrane that leaves you with a better insulated roof. The process relies on sunlight, so works faster in the summer. Installation is much more cost effective as it takes less than half the time to install than traditional slate, all without any damage or breakages.

The slates also include UV inhibitors to protect them from

harmful sunlight ensuring they don't get brittle over time. Tested down to a 15° slope they're also ideal for low-pitch work.

Available in 3 colours the installation process is very basic as the slates are fitted straight onto plyboard or oriented strand board (OSB). No roof battens are required. All you need is a non-perforated asphalt saturated felt underlay and then nail down in two places using the relevant size copper, stainless steel or hot-dipped galvanised nails. It's that simple.

## Tough cookie

Incredibly flexible Eco decking slates also come with a class 4 impact rating (the highest available) making them ideal for lightweight structures, fully boarded roofs or anywhere where vandalism is a problem or there's heavy foot traffic. They've also been tested in winds of up to

110mph so you can huff and puff all you like but you're never going to blow the house down.

They look indistinguishable from natural slate from ground level and with a BBA test certificate what's not to like?



ENQUIRY

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**Need to know more?  
Please complete the  
reader response card.**



# Greenbuild Expo

The UK's leading sustainable building and refurbishment event is back with a bang for its fourth year.

## Greenbuild Expo hits Manchester Central on May 9th and 10th with a cracking line-up of speakers, exhibitors and highlights.

If you want to ride the renewable wave this is one event you really don't want to miss. This year's Expo is crammed full of advice on how you can grow your business by being part of the renewables revolution. Greenbuild covers everything you need to know from training opportunities and renewable technologies to sustainable materials and legislation updates.

As roofers we're in poll position on the starting grid when it comes to winning more business from renewables. But you've got to be in it to win it.

Greenbuild is the perfect opportunity to meet with green building colleagues, network with leading industry professionals and learn from international representatives from around the world.

### Sunny side up

There's no doubt solar (Thermal and PV) is a massive opportunity for tradesmen – most obviously heating engineers and electricians. But with many businesses lacking the skills and know-how to carry out on-roof work, this is a prime area for roofers too. Electricians may know how to plug it all in, but they

haven't got the on-roof experience to do the job properly. That's where we all come in.

The hard part is figuring out the whys and wherefores of moving into renewables in the first place. And that's where Greenbuild Expo comes in.

What makes it even better is the shortage of qualified contractors for areas like solar thermal and PV. To offer the most for their customers, contractors need to be Microgeneration Certification Scheme (MCS) approved. This means that the building owner can generate revenue from the power or heat that they produce for up to 25 years. And unless they're a few tiles short of a pitched roof no sane customer is going to turn that down.

A visit to Greenbuild Expo will help you understand the market, the opportunities and the cash you can make. Even with the government cutting back on areas like the Feed in Tariffs, the market is still heavily supported by government funding. The Renewable Heat Incentive is about to get an extra £860 million which will affect Solar Thermal installations, seeing them rise by an estimated 40% in the UK in 2012/13.

There will be a series of free MCS approved taster training sessions so you can see what's



involved before you shell out your hard-earned cash. Training providers at the show are offering discounts to attendees for full courses if you decide to go for it.

### Get in the zone... the Solar Roofing Zone

The NFRC is partner-hosting this year's Training area in the form of the Solar Roofing Zone. With a purpose-built roofing rig, different types of solar collector systems will be installed as part of daily demos, including PV and solar thermal. NFRC, supported by SIG Roofing & Roofline, Sandtoft Roof Tiles and Viridian Solar, will demonstrate installation and the important role roofing contractors can play in the solar market. NFRC encourages relevant trades to work together to achieve the best possible solar installation. It believes that competence in roofing work, rather than just installation, is key when it comes to fitting solar panels.

Other areas covered in the training area include Green Roofing, Heat Pumps, Insulation, Refurbishment and the Green Deal.

### Over 100 free seminars and training sessions

At Greenbuild you'll find literally hundreds of training opportunities from heavyweights such as Balfour Beatty, Keepmoat, Jewson, Plumb Center, Kingfisher, DECC, the Cabinet Office, Manchester City Council, the BRE, Energy Saving Trust and many more.

The seminars give you the chance to really get a handle on the whole topic of renewables with updates on Feed in Tariffs, the Renewable Heat Incentive and funding options for retrofit projects. The event is packed to the rafters with expert advice as well as case studies from success stories around the UK.



## Other highlights:

- Continuing Professional Development (CPD) room with accredited sessions.
- The Regulation Revealed room, feature an expert panel answering your questions about sustainability and regulation.
- The Sustainable Cities seminar room, with speakers tackling going green in an urban environment.
- A central debate area dedicated to the Green Deal, with some of the industry's big hitters discussing the Government's flagship policy.
- A BREEAM showcase, looking at the UK's highest scoring projects and revealing how they achieved top marks.

The 2012 event is sponsored by Panasonic, Plumb Center, Linar Profiles and Wagner Solar UK.



**For free registration, visit [www.greenbuildexpo.co.uk](http://www.greenbuildexpo.co.uk) and follow @greenbuildexpo on Twitter.**

**Get yourself down there. And make the most of the green revolution.**

# Getting Klobered

# KLOBER

## Solar accessory range keeps roofs watertight and airtight

Klober may sound like a clothing range, but when it comes to making sure your roof stays tight these guys are a lot more useful than a pair of jeans.

With so many cables and pipes going in and out of today's roofs, particularly with solar installations, making sure roof penetrations are adequately sealed can be a bit of a bind.

Not any more.

Klober's Solar-Line range of accessories ensures roofs remain fully watertight and airtight while cables are protected from abrasion and bending. A Solar Outlet Kit contains Outlet, Collar, Universal Base Tile or Slate and a Sealing Collar which is available in a choice of sizes.

The Outlet can be used with up to 8 cables of 4-8mm to connect PV-systems as well as sensors, aerials, security lights and cameras. Other products include a Universal Solar Panel Flashing Apron and a Panel Support



which absorbs forces of up to 2500 N/m<sup>2</sup>.

The bracket's design places no strain on tiles and prevents humidity from entering the roof. Products have been wind-tunnel tested on pitches from 20°-50° and are available in a selection of colours.

For further information complete the reader response card and get yourself some new Klober that fits perfectly.

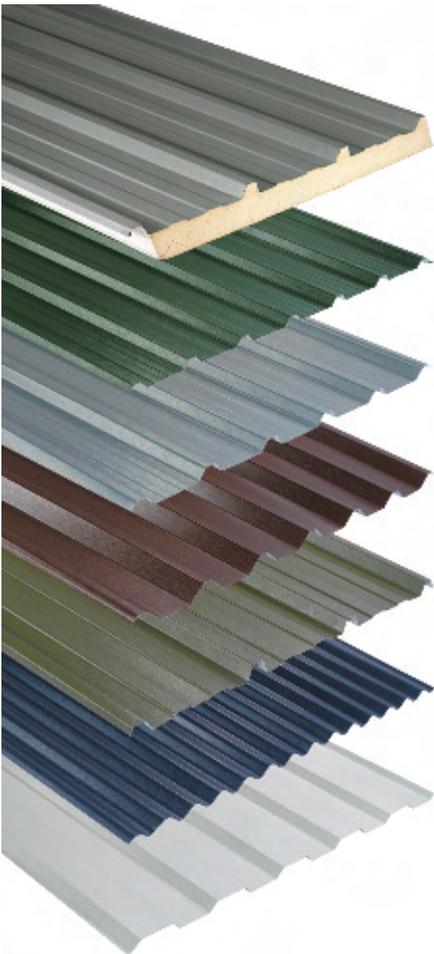
ENQUIRY  
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**For further information complete the reader response card and get yourself some new Klober that fits perfectly.**

# Get your coat

## Selecting the right finish for coloured metal cladding.

**These days of course no one says get your coat. Mainly because nobody's got one. Even in the depths of winter, when it's minus 20 degrees and there's a blizzard blowing in from Siberia, city centres across the country abound with young ladies walking round with almost no clothes on. And the blokes aren't any better. Shirts open to the belly button, chests shaved (what's that all about?), and 10 pints of anti-freeze in the tank. Sounds like a cracking Friday night.**



So, where have all the coats gone? Coats are important. Ask Colombo. What would he be without that beige Mac? Unthinkable. But there's just one more thing...

We're glad to say there's at least one area where coats still get the respect they deserve. Yes, you guessed it... pre-coated steel cladding.

### No likey, no lighty

Just like assessing potential partners on Take Me Out, when you're choosing the finish for a structure it's essential to ensure you make the right choice from the start. Otherwise things are likely to go pear shaped.

Modern advances in coating technology have produced a bewildering choice of finishes for both sides of coloured metal cladding.

Use the right finish and you'll help protect the structure, prolonging the lifespan of the building. Get it wrong and you could reduce the lifespan of the building and increase the cost of maintaining the structure.

So here's a guide to deciding which coatings are most suitable for your applications, from modern coatings such as Dobel Nova through to the more widely available finishes:

### Plastisol

A high quality, long-established finish, plastisol is colourfast and abrasion-resistant plus highly durable, with up to a 40-year life expectancy. The 200 micron-thick embossed plastic coating is available in a wide range of non-metallic colours and suitable for all types of building, in inland and coastal locations, except in tropical regions.

### Polyester with acrylic beads

Polyester with acrylic bead finishes, such as

Dobel Nova, have stronger green credentials than plastisol, as they contain no PVC or cyanurates. Modern and extremely colourfast, the 50 micron-thick acrylic bead coating is available in metallic and non-metallic, matt and gloss finishes. Like plastisol, it is resilient – lasting up to 40 years - and versatile, suiting all types of building, inland or coastal.

### Polyvinylidene Fluoride (PVDF)

PVDF is extremely colourfast and offers impressive gloss retention. 27 micron PVDF paint coatings are available in a wide range of metallic and non-metallic colours and offer a 30-year lifespan. This finish can be used on all types of buildings worldwide. However, it has less resistance to abrasion than thicker plastisol or acrylic coatings.

### Silicone Polyester

This is a low-cost 25 micron coating, with a medium life expectancy, suitable for economy projects.

### Agristeel®

Comprising a 35 micron, highly protective multi-layer coating on both sides, Agristeel® was developed for uninsulated single skin buildings. It offers a 15-year performance warranty and is suitable for applications where internal conditions may be aggressive, such as animal housing.

The enhanced specification internal coating provides good levels of resistance against the many chemicals found in the farm environment. Agristeel® is available in a range of rural colours and provides a modern, lighter alternative to fibre cement cladding.

### Inner surfaces

Where inner surfaces are concerned, most

metal cladding sheets have a 10 micron grey epoxy or similar coating. These washcoats are fine for twin skin applications where the panel's internal coating is separated from the external and internal environments.

Washcoats aren't suitable for unheated single skin structures where the inner coatings may be subject to a combination of aggressive elements and surface condensation resulting from an agricultural environment. Agristeel® provides a highly protective coating on both sides.

Drain Dripstop is a factory-applied fleece attached to the undersides of the Agristeel® single skin sheets which absorbs internal moisture and 'wicks' it down-slope to the gutter. Steadmans offers this option on a range of single skin steel profiles.

For insulated buildings, the bright white enamel finish offered as standard on twinskin

liner sheets and the inner face of composite panels is suitable for all but the most aggressive environments such as swimming pools. This provides a light, easy-to-clean, maintenance-free interior finish and a 'food-safe' version can now be specified where hygiene is important.

So, there's simply no excuse for not having a proper coat on... not like those young people these days...



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

# Can we FIX-Rcryl it?

## Yes we can!

**Step into your nearest Roofshop branch (see [www.roofshop.co.uk](http://www.roofshop.co.uk)) and you'll find shelves stacked high with a brand new repair compound with some clear advances in repair coating technology.**

## Introducing the New FIX-Rcryl

FIX-Rcryl is a waterproofing repair membrane with a load of benefits.

Not only does it coat many existing roofing materials, like cracked bitumen, felt, fibreglass, brickwork, cementitious bases, metals etc it's also great for different roof types – pitched, flat, complex. There's a handy data sheet that explains all the application details but you get the picture.

## Quicker

- Instant shower protection from application
- One coat solution, requires less application time.
- Higher dry film build, meaning you need less when compared to similar products



- Full range of application methods i.e. brush, roller or squeegee

## Easier

- Cold applied
- Consistent and even application coat weight which is easy to apply
- Quick build up that won't sag or drain on vertical surfaces
- Will gap fill and bridge small cracks
- Wide range of application temperatures

## Better

- Low VOC emissions less than 400g per litre (When compared to leading brand repair compounds)

- Fibre filled to give improved characteristics
- Low odour (When compared to leading brand repair compounds)
- High UV resistance
- Low colour change
- Available in 5 & 20kg packs

**Fix-Rcryl... that'll fix it.**



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

# What did the Romans ever do for us?

**2000 years after Caesar and his mates introduced us to the wonders of central heating, lead is still one of our favourite materials – and not just for pipes.**



**Back in the day when centurions roamed around Blighty and you'd pop down your local chariot dealer for a set of wheels, anyone caught nicking the lead pipes from the local baths would've been crucified. Literally.**

Now, we're not suggesting that in these more liberal times we should line the sides of the M6 Toll road with crosses every time someone makes off with the local church roof. Well, at least not yet anyway.

But with news stories of railway lines and bus shelters going missing left, right and centre, and metal theft at an all time high, it's easy to forget what a fantastic product lead is.

## **Tough at the top**

The Lead Sheet Association (LSA) did a straw poll with people passing through their training centre and the results were unanimous. Lead was their favourite material to work with. Not

that surprising when you consider the great qualities lead has: there is almost no risk of leakage and little inspection or maintenance is required.

In these tough economic times it's tempting to go for the easy option and the seemingly cheaper alternative. But before you stock up on the less expensive, modern choice consider this: with lead you get a great result that not only looks fantastic but also lasts better, costs less over the long term and is fully recyclable. Great selling points guaranteed to push the buttons of today's building owner.

And if you've got customers who are looking for strong environmentally sound materials lead hits the spot. Lead's lifespan means it lasts a generation without having to be replaced and because there is a well established set up, it's almost 100% recyclable.

## **Follow our lead and get accredited**

You can give your customers even greater security if you are an accredited member of the Lead Contractors Association (LCA). Join up and you can offer their 25-year guarantee for material and installation as part of your service.

The Lead Sheet Association can also support you with a range of design and installation information on their website [www.leadsheet.co.uk](http://www.leadsheet.co.uk). If you need even more information you can order a copy of 'Rolled Lead Sheet – The Complete Manual', or contact their Technical Services Department for personal assistance.

They also run some great courses to help you get the skills you need to do an even better job.

So, what's not to like?

You've done a great job and your customer has something that looks fantastic and needs little or no maintenance.

Job done!

(Or, *factum est*, as the Romans would say!)



ENQUIRY

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

# The Living Daylights

Coxdome may sound like the mountain hideaway of a Bond villain but in reality this innovative rooflighting company are the good guys.



## Tripping the (natural) light fantastic

So, you've built the extension, you've got loads more space, there's only one slight problem. It's really dark.

People often forget that by extending a room they are effectively moving the vertical windows further away, which can make the space darker. Suggesting your client adds a rooflight to the design of their new extension in the first place will help them enhance the living space and bring the outside light in.

## Lower bills

Rooflights and sun tubes bring natural daylight right into the heart of a room, making it feel brighter and more inviting. For an energy efficient solution that helps preserve

the natural environment they make perfect sense. And your customers will not only love the effect, they'll love the savings they'll make in electricity costs – less artificial light means lower bills.

## A light touch

The guys at Coxdome have been delivering stylish natural light and ventilation solutions to homes and businesses for over 70 years. When it comes to natural lighting they're light years ahead of the game and their leading brands: Coxdomes; Coxdome Skyglass; and Cox Sun tubes, are recognised as setting the highest industry standard for products, quality and customer service.

## Best place for best effect

So, in the case of an extension, where is the best place to install rooflights for maximum benefit for your customer? The main thing to consider is which direction the property faces.

A south-facing window will get sun for most of the day. While a north-facing window will get no direct sunlight but a weaker light all day. A west-facing window will get the sun from early afternoon and an east-facing window will catch the sunrise.

Where you position the rooflights will depend on the size of the room and how much light the customer wants in it. In a room with a standard vertical window and an extension,

the addition of a rooflight guarantees that there is no shortage of natural light.

## Easy to install

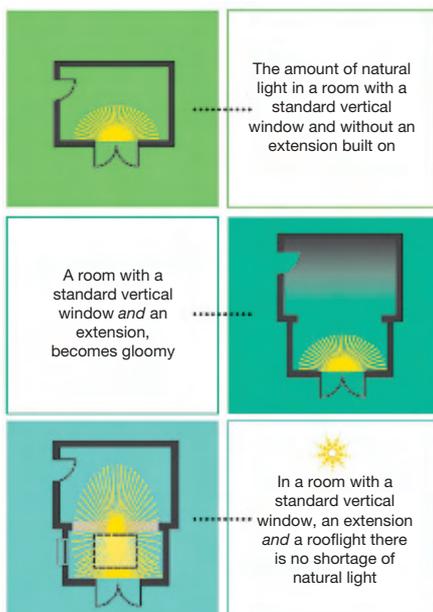
Rooflights should be a part of any modern roofing solution. The Coxdome Skyglass range provides the perfect solution for spaces like extensions, loft conversions and sunrooms, and they work well on both pitched and flat roofs. The units consist of well-insulated virtually flat domes, set in aluminium frames and they feature glass windows with a pitch of only 3° for easy drainage.

Coxdome rooflights are easy to install and, as the range is available with and without up-stands, old domes can be easily replaced without having to reconstruct the existing roof, which helps take the hassle out of the job for you.

## How do you like my new extension, Mr Bond?

Recommending a roofing solution that includes Coxdome rooflights to a customer, particularly if they are extending a space, will make your job easier and you'll be safe in the knowledge they'll be delighted with the results.

So, even if your client is the most demanding Bond villain wanting to bring light to his mountain hideaway you know who to bring into the story. Just don't let the cat out by mistake.



For more information, please complete the reader response card.

ENQUIRY 13



# Led astray

## Time to get heavy with metal thieves

**You could be forgiven for thinking talk of heavy metal thievery focused on whether Led Zeppelin nicked a bit of Howlin' Wolf for Houses of the Holy. These days though it's a different kind of lead making the headlines, with churches and other buildings in the firing line.**

The roofing industry's love affair with Rolled Lead Sheet goes back centuries. Fortunately the love affair with nicking it has always been more of an on off thing. Unfortunately with roof flashings, statues, drain coverings, and even bus stops disappearing in the middle of the night it's definitely more on than off at the moment.

The recent spate of metal theft has seen a flurry of man made flashing products entering the frame. But, when you look at lead's credentials. Lead has a proven track record in terms of performance and together with its attractive appearance and workable nature nothing can touch it for versatility.



## Leading the pack

Correctly fitted lead should last a lifetime. The cost of buying and fitting Rolled Lead Sheet is comparable to that of the alternatives. However, a recent study has suggested that the lifecycle costs of the alternative products mean lead is projected to be 100% cheaper over 60 years.

## Flash and grab

There is no getting away from the fact that theft of lead is a problem. It's a victim of its own success – it looks great, has value and is easily recycled due to its low melting temperature. Of course people are going to want to make off with it.

But the good news is that there are a number of things you can do to help stop thieves in their tracks.

## Fixed in a flash

BLM's Lead Flashing Fixing Clips help prevent the theft of lead flashings by securing the flashings into brickwork and masonry. Not only do the clips save installers time and effort, they also make it much more difficult for the opportunist thief to remove flashings compared with those held in place by traditional Lead Wedges.

Other security measures include applying DNA solutions such as Smartwater to the Lead.

Property owners with larger amounts of lead can put other security measures in place by installing movement sensing alarms and CCTV systems. The very fact that security systems are in place, and advertised as in

place, should act as a deterrent to most criminals. You can install a quality security system for only a few hundred pounds with annual maintenance charges of approximately £100 - not the thousands of pounds that most people imagine. Peanuts compared to the cost of the replacing the lead and repairing the damage from bungling burglars.



The really great thing though is that the property will benefit from the highest quality and best looking product, without the owners worrying about it not being there in the morning.

## Grey is the new green

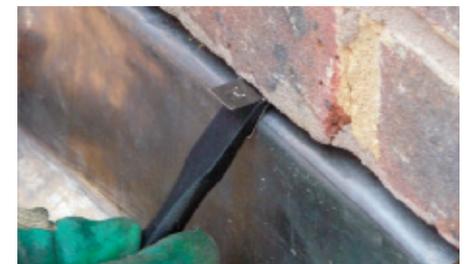
Recycling lead uses relatively low energy due to its low melting point.

When you factor in the expected short life span of the alternatives, it's difficult to come close to lead environmentally. All of the Lead Sheet produced by BLM is made from 100% recycled raw material, making it one of the most sustainable products in the building industry.

So the next time you are sourcing your flashing material, think BLM British Lead. Everything else is temporary.

BLM's Lead Flashing Fixing Clips are one product set to leave heavy metal thieves dazed and confused.

## Bring it on home!



ENQUIRY  
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**For further information and to be led down the right path, please complete the reader response card.**

# Trust in me

## TrustMark – the sign of quality to take your business to new heights

**If only TrustMark had been around in the 1930s it would have saved a lot of people a lot of agro. Take the example of George Parker, one of the most audacious con men in American history. He made his living selling New York's public landmarks to unwary tourists. His favorite object for sale was the Brooklyn Bridge, which he sold twice a week for years. He convinced his marks that they could make a fortune by controlling access to the roadway. More than once police had to remove naive buyers from the bridge as they tried to erect toll barriers.**

### You can imagine how they felt.

Scams and rogue traders cause misery and distress to thousands of homeowners across the country each year, costing millions of pounds. They might not be trying to sell off the Houses of Parliament, but the damage they do and the suffering they inflict can't be overstated.

That's where TrustMark comes in.

### A mark of trust

TrustMark is a Government endorsed quality mark to help homeowners find trustworthy and reputable tradesmen.

It is the only scheme supported by government, industry and consumer protection groups covering the whole of the UK. The scheme provides a free and easy service to householders to select a tradesman with confidence, knowing the firm's competence and fair trading practices have been independently checked.

Launched in 2006, TrustMark has gone from strength to strength. It has the largest database of accredited tradesmen in the UK, providing national coverage with over 20,000 licensed trades searchable on the database, of which 1,166 firms are registered for roofing work.

Dave French, Director of D&J Roofing & Solar, had this to say about how they've benefitted from being part of the scheme: "We've been a registered member of TrustMark since it was launched and it has been a key route for us to grow our business. Consumers know that we are a reputable, trustworthy firm working to Government endorsed standards. We aim to meet the highest standards within the roofing industry and, by being TrustMark approved, we are able to deliver a quality and reliable service for our customers."

### Peace of mind

Being TrustMark registered helps you win better business and get a competitive edge. You get an automatic warranty on your work that gives both you and the customer extra peace of mind.



Homeowners know they are not taking a gamble with a TrustMark firm because they know the firms have reputable roofers on their books that are fully qualified and their work is inspected.

Richard Soan, Managing Director of Richard Soan Roofing Services, added: "TrustMark helps us secure work because we are able to offer an insurance backed guarantee, giving our clients additional peace of mind. If you're a reputable organisation you've got a lot to gain by signing up with TrustMark as it's not just a badge organisation – it's Government endorsed and has the power to police standards."

### A web of trust

Consumers are increasingly searching online for accredited and reliable tradesmen. TrustMark tradesmen's details were viewed more than 3.2 million times last year, with an average of 272,000 viewings of firm's details per month through [www.trustmark.org.uk](http://www.trustmark.org.uk). [pull figures out in call out]

With figures like that it's difficult to see why you wouldn't want to be part of it.

TrustMark acts as a quality mark and oversight body for 28 different trades and these are managed through 27 different scheme operators including the National Federation of Roofing Contractors (NFRC). Scheme operators and their registered

firms sign up to a carefully-monitored and audited code of practice that includes insurance, good health and safety practices and customer care. Every tradesman's workmanship is then inspected onsite by independent, qualified inspectors in order to achieve the right balance between consumer protection, industry practicalities and costs.

All members of the NFRC are registered with TrustMark and together they are encouraging consumers to choose their local reputable and skilled tradesmen in the roofing sector. TrustMark is helping root out rogue traders who falsely claim to be professionally qualified or registered.



ENQUIRY  
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**For further information about TrustMark please complete the reader response card.**

# Industrial (Roofing) Revolution



**SIG Industrial Roofing leads the way in the UK as the authority on industrial roofing and wall metal cladding systems.**

**Did you know... before the industrial revolution people only worked 3 hours a day?**

Sounds great. But when you consider that for most of our ancestors the other 21 hours was spent living in a leaky hovel, going to work doesn't sound so bad.

Things have moved on since then. A couple of hundred years before 'Madchester' introduced us to ravers and crusty jugglers, Cottonopolis as it was known (yes, really), was kicking off

another revolution. And when Manchester started building its factories in the 1700's, it spawned a whole other industry – industrial roofing.

These days, SIG Industrial Roofing has taken up the baton and they're leading the way.

So, whether you're up on a roof for 3 hours or 7 hours a day, you know SIG have got the range of products, breadth of expertise and service standards you need.

## Products

SIG Industrial Roofing only works with the best industrial roofing manufacturers in the business.

People like: Marley Eternit, Filon, Ash and Lacey and Steadmans. They're also agents for Kingspan – and there aren't many businesses who can say that!

As UK specialists in galvanised roofing sections, composite wall & roof sheets, metal cladding, roofing products and fibre cement sheeting, SIG Industrial Roofing supply both the agricultural and construction markets as well as the individual and specialist contractor.

But the best thing is that unlike my mother-in-law they're totally unbiased. They just want us all to get the best product for the job and it's their expertise that means they can always hit the galvanised nail on the head.

## Expertise

No one likes a clever dick – unless they're giving you advice you actually want.

SIG Industrial Roofing's track record of developing and marketing innovative products is even longer than my Saturday night bar bill. And loads of their products have become accepted industry standards – there's no doubt they're recognised for their quality, service and technical acumen.

That all means when you need advice there's someone at SIG Industrial Roofing who can help. And they probably live in that hotbed of industrial roofing... Carlisle. It just happens to be the home of SIG Industrial Roofing's national call centre.

So, one call and you'll get the information you need. When you need it.

## Service

Of course back in the days of the industrial revolution health and safety was just a twinkle in the governments' eye. Getting through your working life unscathed was a matter of luck – and there were none of the





policies we've got in place these days. But, while we all know health and safety is there to protect us it's sometimes hard to keep on top of all the newest legislation.

But that's all just part of the SIG Industrial Roofing service. All their products are properly tested so you know they're fit for the job. And they've got a damn fine

national distribution network too. Their stockists provide a single cohesive supply chain, which means that logistically they're on the money. Making sure you get

the stuff you need when you need it. And if there happens to be a blue moon that day and they haven't got your whole order in stock, then you know they'll get it in for you before you can say cement fibre sheeting.

### **Captains of industry**

An unequalled product range, industry expertise, commitment to health and safety and their single cohesive supply chain all working together to complete the building solutions package. That's SIG Industrial Roofing's contribution to industrial roofing.

It's a mini revolution.



**Want to get the in with the industrial revolution please complete the reader response card.**

**ENQUIRY**  
**16**

# Shingle minded

**Lightweight, attractive, easy to lay and readily available. We are of course talking about bituminous roofing shingles. What else?**

You have to admire Canadians. Freezing winters, scorching summers and wood chopping on the sports channel. Plus they always get mistaken for Americans and don't seem to mind. Amazing people.

So when a product is hailed as the go to pitched roofing product for Canadians it's time to put down the maple syrup, sit up and take notice.

## Shingle and sexy

Durable, attractive and easy to install, bituminous roofing shingles are ideal for buildings with a roof pitch from 15° to vertical, whether temporary or permanent, commercial or domestic. Now widely available in the UK and Europe, they provide a long-lasting, highly decorative and waterproof finish.

And they're really catching on in the UK.

Why? Well, let's face it we're obsessed. Flick through the channels on any night of the week and it's impossible to avoid the heaps of home improvement beamed into our living rooms. We Brits can't get enough of it. So when an easy-to-fix product comes along that looks great and lasts ages we love it. No surprise then that sales of shingles are on the up. Couple that with our other great obsession, gardening, with all those sheds, garages and summerhouses and you've got a shingles epidemic.

If they're good enough for our Canadian friends, we reckon they're good enough for us.

## Shingle handed

Up until now most roofing shingles in the UK have been sold through DIY retail chains. That's now changing. As contractors and specifiers cotton on to just how versatile shingles are, roofing distributors are getting in on the act.

IKO have been selling shingles since the

1930s and are the leading supplier of roofing shingles in the UK. They offer a range of performance, design and colour options covering anything from beach huts, garden buildings and domestic housing, to schools, universities and other public sector properties. Roofing shingles are available in a choice of shape, both square-butt and hexagonal to suit the project specification.

## In a shingle word? Brilliant!

With more and more developers and home owners looking for a lightweight, sustainable solution roofing shingles are perfect. This is one market that's set to grow. So, with a bit of a groan about one last pun, we recommend you shingle it out for special attention.

It's as shingle as that! (We lied about it being the last pun. Sorry.)



## Pitch perfect

Ele House (pictured) is an old student's union building at the University of Hertfordshire. Roofing shingles manufacturer, IKO PLC were contacted by M&J Flat Roofing Ltd to refine the roof specification and incorporate a tapered insulation scheme to the flat areas to improve drainage, and achieve Part L 2006 compliance for the whole roof.

The existing roof on Ele House University was ponding and in a pretty sorry state. Mostly flat but with four large pitched roof areas and two smaller pyramidal roof areas housing water tanks, the original slates also needed to be replaced on the pitched roofs. Armourglass Roofing Shingles were the ideal product choice.

IKO's Ultra prevENt T-O Brown cap sheet was specified for the 300m<sup>2</sup> flat roof areas, and Armourglass Dual Brown Roofing Shingles were specified for the 200m<sup>2</sup> pitched roofs. The roofing shingles were chosen to maintain the original slate effect on the pitched roof areas, but also to improve the

durability/waterproofing function of the roof as a whole, with compatible membrane systems to facilitate ease of detailing at the interface between the flat and pitched roofs. The work also involved re-lining of existing steel gutters and improving the thermal performance of the whole roof.



For more information, please complete the reader response card.

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# FILON®

## Gaining enlightenment

FILON has been producing GRP (Glass Reinforced Polyester) products for over 50 years and produced the first GRP valley gutters for the UK market in the 1980's. The V-Flow DF valley trough range caters for tiles and slate roof materials and allows for even the deepest tile profile to be used, with the GDFVT110 valley trough.

This dry-fix system eliminates the problems associated with the use of cement mortar. Quick and simple to lay and fix in all weathers, it's a low maintenance solution. Added to that it's a tough cookie with a

# Going with the flow

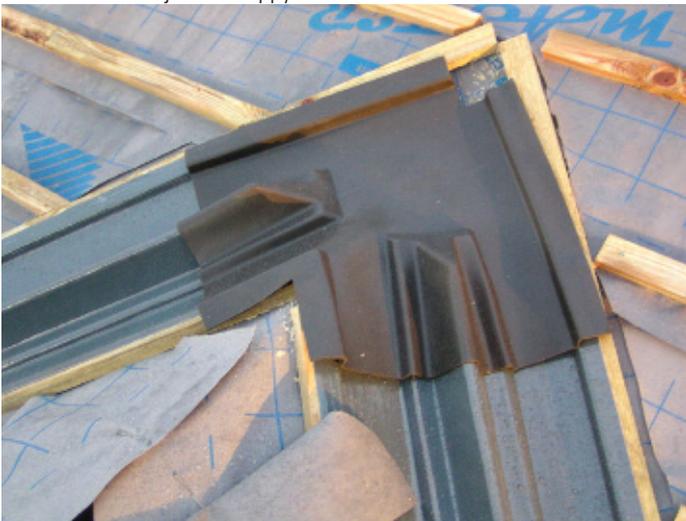
## Zen and the art of GRP dry-fix valley troughs

Roofers aren't generally big on Buddhism. Given the frustrations of the job this is quite surprising – you'd think a bit of meditation would do us all good. Maybe it's the thought of going vegetarian and missing all those bacon sandwiches. Or all that reincarnation business and coming back as a Traffic Warden, or, even worse, a Geography Teacher.

## High and dry

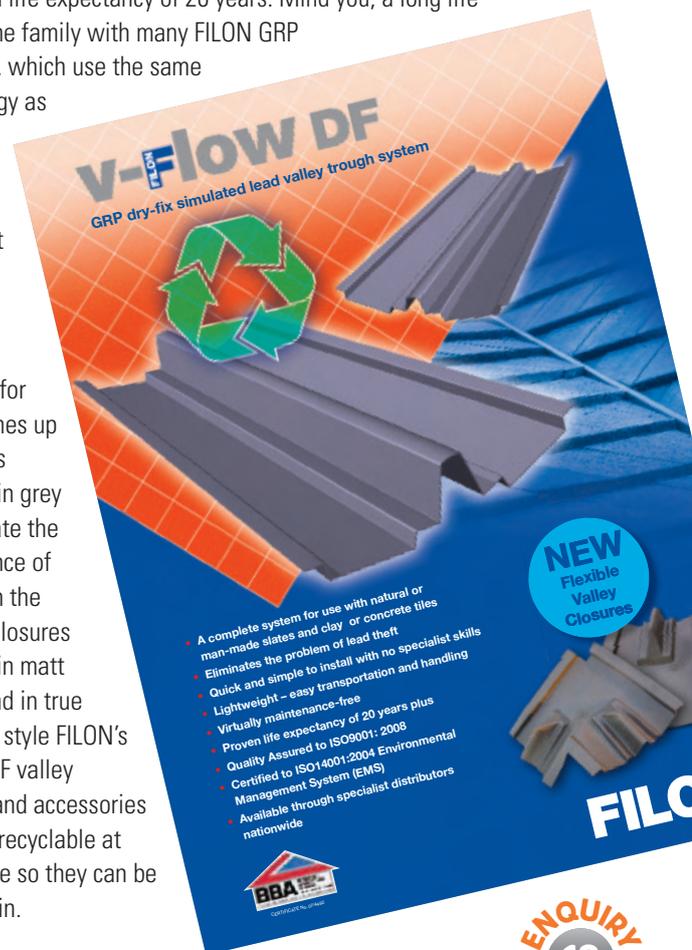
If you believe what goes around comes around then you could be forgiven for thinking that the dodgy mortar that's failed on the roof of your last job was punishment for something in a former life. So far, so Glen Hoddle. Maybe it is, but chances are that's not going to wash with the client. Much better to just avoid the problem in the first place.

That's where V-Flow DF GRP dry-fix valley troughs come in. They're much more than just a snappy name.



minimum life expectancy of 20 years. Mind you, a long life runs in the family with many FILON GRP products, which use the same technology as the V-Flow range, lasting at least 30 years or more.

Suitable for roof pitches up to 60° it's finished in grey to simulate the appearance of lead with the flexible closures finished in matt black. And in true Buddhist style FILON's V-Flow DF valley troughs and accessories are fully recyclable at end of life so they can be born again.



ENQUIRY  
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For more information,  
please complete the  
reader response card.

# The A Team

## Armourplan – we love it when a plan comes together

Lock us in a barn with a set of tools and handy spare parts at our disposal and who knows what we'll come up with. An armour-plated people carrier? Possibly. A rocket propelled something or other? Perhaps.

A truly ingenious single ply roofing membrane? Definitely.

With Armourplan we won't ask you to go on a dangerous mission. You won't get sent to prison by a military court for a crime you didn't commit. And we promise you won't need to survive as soldiers of fortune.

Teamwork, energy, ambition, communication, self-belief, innovation, authority. All the things that made Hannibal, Face, BA, and Murdoch great. That's all we ask.

Okay, that might be going a bit far. But Armourplan PVC injects muscle and tenacity into any flat roofing project.

## 20 years and counting

Competitively priced and sold only to trained and approved installers...

- Guarantees up to 20 years
- BBA certification for 30 years
- Membrane life expectancy of up to 40 years

On top of those impressive figures, it's quick and simple to install, the only single ply PVC membrane manufactured in the UK AND it's now available, exclusively, through SIG Design & Technology.

Suitable for new build and over-roofing systems alike it comes with a raft of benefits:

- Great mechanical properties
- Choice of colours
- High UV resistance
- Secure seam welding
- Complete range of fixings and accessories
- Handy waterproof pocket-sized installers' guide



## Not just a pretty Face

Armourplan forms a tough, sleek 'skin' which you can enhance with additional features such as standing seam profiles.

There are three prime membranes to choose from:

- Armourplan SM is a standard PVC membrane for mechanically fixed installations.
- SG is fleece-backed and designed for adhered applications.
- Armourplan P (Premium) incorporates UV stability on upper and lower surfaces, for even stronger mechanical performance.

Each is backed with comprehensive product and workmanship guarantees and access to technical support, including full specifications and wind uplift calculations.

## Don't be a crazy fool

SIG Design & Technology runs regular two-day training courses at their base in Shepshed, near Loughborough.

Join the course and you'll find out just how simple Armourplan is to install over large and small areas. Its welding window allows you to create intricate detailing for external and internal corners, rooflights and for soil and vent pipes. Plus there's a course element on creating those great looking standing seam profiles.

When people have a problem, if no one else can help, and they can find them (it's not that hard – just go to the SIG website: [www.singleply.co.uk](http://www.singleply.co.uk)), when they need... The A-Team.

## Armourplan – we love it when a plan comes together

Want to be part of The A Team, please complete the reader response card.

ENQUIRY

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# Batten Charge



## Use of graded battens continues to rise

**In these straightened times people are a lot more choosy about how they spend their money. We're all looking to get the best price for the things we want – but we're also looking for products we can trust. So, sales of wines and spirits from the supermarket go up but a boozier that doesn't keep its beer properly loses business. Water? We're all still drinking it but most of us have worked out it's just as good from the tap, rather than a fancy bottle.**

The list of winners and losers goes on and roofing is no different. Take graded batten. Sales are continuing to grow even in the tough economic climate. We caught up with Adrian Smekss, Chairman of SR Timber to ask him about the business and what the future holds.

**Insight Magazine (IM) – Adrian, how long have you been involved in roofing?**

Adrian - 30 years running a roofing company and 20 years in roof battens.

**IM – That's quite a while. What got you into battens in the first place?**

Adrian – It happened by accident really. I went back to my family roots in 1992 when Latvia got back independence from the Soviet Union, and reclaimed the family forest and small sawmill from the Russians. So, we had a sawmill and a forest but didn't know anything about timber other than roof battens, so that's how it all started.

**IM – And why is your timber such a good product?**

Adrian – We're specialists in only one product and that's roof battens, so we put all our efforts into that. Rather than use a lower



grade raw material we use the best. And, as we only have this one roofing product to offer, and we know lots about roofing, we've got a huge advantage over, say, a general sawmill which produces lots of products but isn't a specialist in any of them. You know the old saying Jack-of-all-Trades, master of none! Well, we're different – we're just master of one if you know what I mean.

**IM – Use of graded batten is clearly on the rise. Why do you think some roofers still choose to work with poor quality batten?**

Adrian – That's just down to price and a lack of understanding of the waste factor and the danger of poor materials.

**IM – Do you think it's ever worth using ungraded batten?**

Adrian - Like I say when you factor in the extra labour of grading on site and the extra waste that creates we believe quality batten is cost neutral. And in the long run it could save money.

**IM – As you say, you've been in roofing for 30 years. How has the industry changed during your career?**

Adrian – It's changed a lot. There are better products, better health and safety and it seems at the moment to be improving all the time.

**IM - How are you finding the current economic climate?**

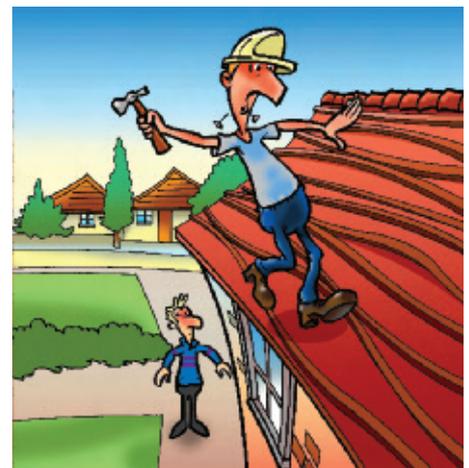
Adrian – It's not so bad for the serious batten traders due to the big swing towards fully graded battens. We've actually doubled our volumes and could do even more.

**IM – And how confident are you about the future?**

Adrian - The future's looking very good for our battens. We have strong contracts with the big roofing market leaders and we have just refurbished one sawmill and opened another. We also have nice stable long-term contracts with our raw material suppliers.

**IM – It sounds like you're a busy man. What do you do to relax?**

Adrian - RELAX! What's that then? I coach an under 11 football team, and a centre of excellence football scout for a pro-football team. When I do get some time I GO-Kart at a track that is part our group of companies. And then I might just go and compete on a stage rally in my Group A Mitsubishi Lancer (if I'm lucky!)



ENQUIRY  
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**Want to know more about SR Timber graded Batten, please complete the reader response card.**

# Show me the money

**Getting a contract is one thing. But getting paid can be quite another.**

**If you've ever had a credit control issue (and let's face it, which business hasn't?) there's a recent piece of legislation that could prove to be good news.**

The Construction Credit Act provides new rights to specialist sub-contractors working with government organisations, major contractors and commercial clients. But, it's highly complex and understanding what those rights are can be a minefield.

That's where a new free training session from SIG comes in.

They've partnered with Hawkeswell Kilvington, specialists in construction law, to give clear, impartial advice on what the Act means to roofers. And how it can help you manage your cash flow.



## Go with the (cash)flow

The two-hour free training session from SIG will be run across the country with new dates being added all the time. It covers all the key elements of the new Construction Credit Act and you'll leave the session knowing your rights with a clear understanding of loads of useful stuff. Like...

- How to use the new act to your advantage

- Whether you can self certify payments
- How to draft payment notices – and how to serve them
- How retention has changed
- Exactly which contracts are covered by the Act
- What to look for in contracts – and how to avoid some of the pitfalls
- How adjudication is changing

They say it's an essential opportunity to talk to experts and make sure your credit really is controlled. We say – sounds too good an opportunity to miss.

## Taking all the credit (control)

Making the Construction Credit Act work for you means minimising your credit control risks. With cash tied up, you might be unable to pay your own suppliers and staff or even face bankruptcy – and all through no fault of your own.

In short, it costs good money to recover bad debt. But doing the training will cost you nothing.



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

**ENQUIRY**  
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# Mortarly Wounded

**Mixed up over your mortar?  
Remix Roof Tile Bedding Mortar  
is an absolute life saver!**

The last time we made a dodgy mix was Shrove Tuesday. Instead of perfect pancakes pirouetting through the air, we ended up with a burnt doughy mess in the bottom of the pan.

Fortunately when we get it wrong with the eggs and flour the only thing that sticks is the pan. Get your mortar mix wrong, though, and the damage can stick to you.

## A killer mix

According to the NHBC over 70% of all roofing claims are caused by dodgy mortar with millions of pounds going down the drain.

And it's mortally wounding roofers' businesses.

As roofing contractors we can remain liable for some repairs, even on NHBC work. That could be a sticky problem, particularly if you're the contractor involved. Using site premix or mixed on site mortar can be a big mistake. You might make a small initial saving, but you could also end up shelling out to redo work you've already done. It's not worth it.



## Put your mortar problems to bed

Remix Roof Tile Bedding Mortar is a natural material developed in direct response to onsite mortar failures. It solves the problem of using the wrong mortar mixes for bedding ridges, hips and valleys and is specifically designed for bedding clay and concrete roof tiles.

Tested extensively by the NHBC it's ideal for roofing and performs better than the best custom-mix mortars. It's also highly recommended for its workability, slump, adhesion, and strength. It's faster and more reliable than custom-mixed mortar and comes in no mess, no waste, 20 kg plastic waterproof bags for safe handling.

Here's what it can do for you and your customers:

- Reduces wastage on site with water resistant bags.

- Gives greater consistency in use with a computer controlled mix.
- Provides excellent workability, slump, adhesion & strength.
- Saves times and money giving excellent value and peace of mind.
- Comes in a wide range of colours.

## Quality

The mix is a kiln dried, pre-blended, factory produced 1:3 cement: sand mortar complying with the requirements of BS EN 998-2

**You'll be mixing it with the best**



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

ENQUIRY  
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# Going through the roof in Birmingham

## Record entries for NFRC Roofing Awards 2012

**The 18th May is a key date in the calendar this year. Not only will it see a world record-breaking attempt for the largest multi-venue dance routine at precisely 1pm, but even more importantly it's the NFRC Roofing Awards.**

So, regardless of whether you're out there throwing a few shapes with 1000s of others in the afternoon, make sure you take this opportunity to meet with the cream of the roofing industry. From manufacturers and contractors to members of the trade press, they'll all be there, under one roof. And, you'll get royally fed and watered with a top class lunch and dinner and a few glasses of wine.

Now in their seventh year the awards recognise and reward outstanding workmanship and safety among roofers. The record number of entries into this year's event will see the industry expert led panel whittling down the hundreds of entries to just a handful per category.

The judges who will have this daunting task of selecting the winners are Duncan King,

Construction Products Association; Paul Blackmore, BRE; Alan Williamson, AP Williamson Consultants Ltd; Piers Nicholson, Worshipful Company of Tylers & Bricklayers; Bob Hann, Flat Roofing Specialist; Jeff Howell, Sunday Telegraph and Nicky Rogers, Editor of FMB is the independent adjudicator.

The names of the finalists were released in early March with the winners announced on the 18th May at the Hilton Metropole in Birmingham. The hugely popular event will see the return of TV presenter Matt Allwright, who

will be working alongside NFRC CEO Ray Horwood to host the Awards.

This year's Roofing Awards are in collaboration with British Land, CompetentRoof, the Liquid Roofing and Waterproofing Association (LRWA), the Flat Roofing Alliance (FRA), the Roofing Tile Alliance (RTA), the Lead Contractors Association (LCA), the Lead Sheet Association (LSA), the Green Roof Centre and Groundwork Sheffield, and the Single Ply Roofing Association (SPRA).

Event support once again comes



from SIG Roofing, the UK's leading supplier of roofing materials, alongside other key partners B&CE Benefit Schemes (The People's Pension), ConstructionSkills, Electrical Contractors Insurance Company (ECIC) and Quality Assured National Warranties (QANW).

There's still time to book seats and tables for this special event, but tickets go fast and you don't want to miss out!



# Drive a hole through our wordsearch



In this Issue of Insight we've covered some pretty interesting new products and industry developments, but can you find the key players in our brain taxing new word search. And what's more you could win a fantastic Durafix Driver, worth £100, yep honestly it's a good one. Simply complete the word search, and one 'company' is missing from the list below. Enter the missing company into our reader response card, you'll be seeing 'Red' if you can't find it... Then post it back to us. Fun and brain taxing!!

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

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BLM

CEMBRIT

COXDOME

FILON

IKO

KLOBER

LSA

NFRC

REDBANK

REMIX

ROOFSHOP

SANDTOFT

SIG ROOFING SUPPLIES

SR TIMBER

STEADMAN'S

TRUSTMARK

# 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

Asphaltic Roofing Supplies	Exeter 01392 250323
PBM-DQS	Exeter 01392 446001
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