

INSIGHT

SERVING THE ROOFING INDUSTRY

FROM **SIG** ROOFING

A SHOW OF
STRENGTH
PAGE 4

BUILDING
TRUST
PAGE 6

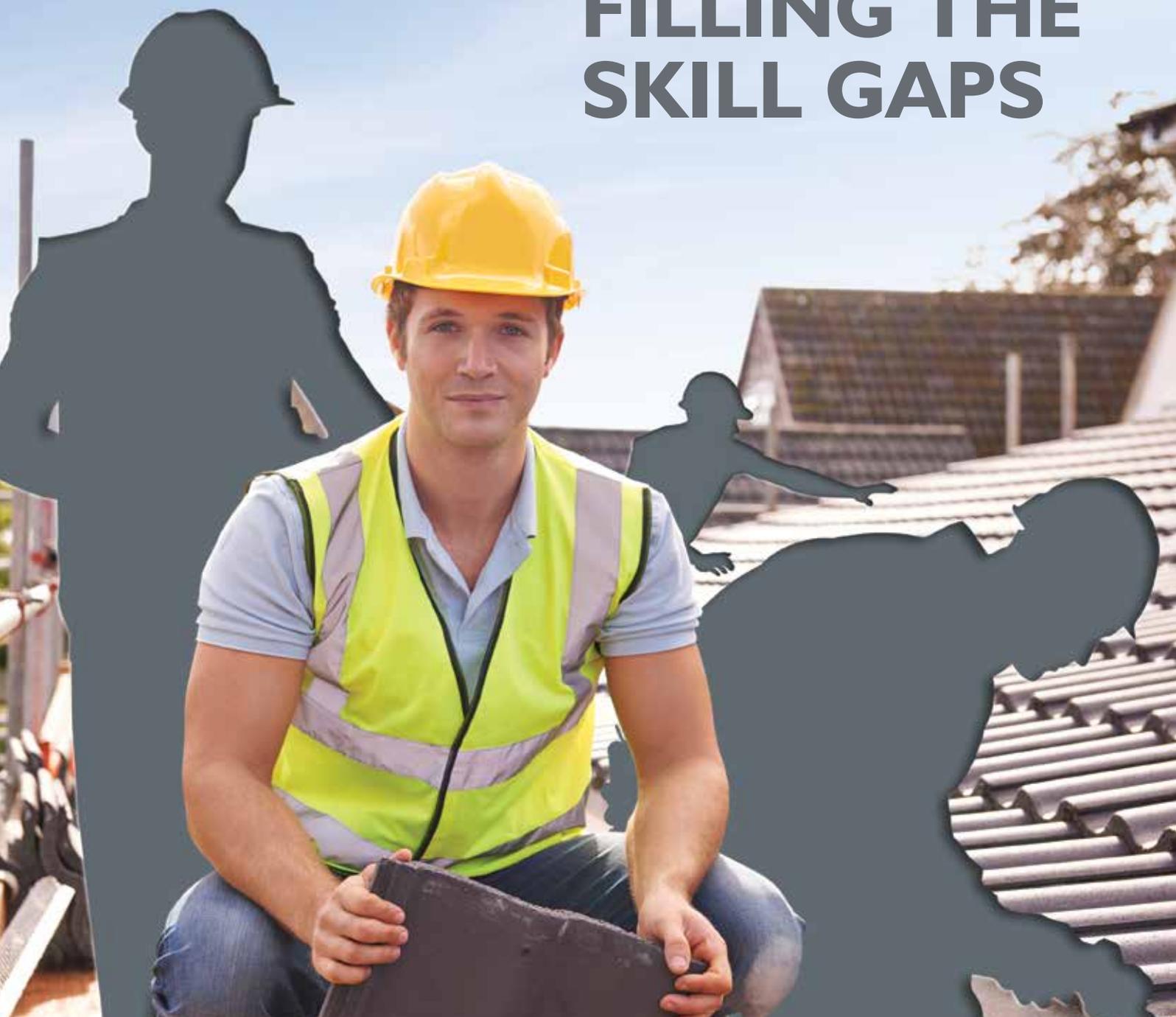
ON YOUR
MARKS
PAGE 12

NUTURING
ROOTS
PAGE 20

COURSE
BEHAVIOUR
PAGE 24

RIGHT
SOLUTION
PAGE 26

FILLING THE SKILL GAPS



CONTENTS

Minding the Gap

Last year the Royal Institution of Chartered Surveyors reported that the UK is facing the largest skills gap since 1998. This issue of INSIGHT focuses on how the roofing industry is rising to the challenge and how everyone is playing their part.

It's no secret that the UK is experiencing a skills shortage in the aftermath of the financial crash in 2007/8. Three times as many people are leaving the industry each year as are joining it, with around 300,000 builders and tradesmen finding work elsewhere or retiring in the last five years.

The skills gap that this is creating means many of us are either having to turn projects down or use unskilled labour to finish the job. And with our apprenticeships competing against other industries to recruit trainees, we are having to work harder than ever to find the new recruits needed.

However, where there's a will there's a way and this challenge means there is a huge opportunity for us all! The industry's commitment and the investments being made in training and apprenticeships, coupled with the technological innovations from manufacturers, mean we can be optimistic about the future.

RISING TO THE CHALLENGE

As an industry it's vital we balance the level of skilled workers available with increasing demand. This is certainly the case if we are to meet the ambitious targets laid out in the Government's Construction 2025 scheme. It aims to reduce costs by 33% and project delivery times by 50% - while at the same time increasing output significantly.

These would be challenging objectives even with an excess number of skilled workers at our disposal. However, roofing is rising to that challenge with a high number of exciting initiatives, product developments and people across the industry working together.

One such example is the announcement that the Construction Industry Training Board (CITB) has over £7.5 million in targeted project funding available to address the construction industry's critical skills needs. Over £2.5 million of this will be used to develop an online learning centre, which expects over 4,000 employees from construction firms to build the skills shortage.

INDUSTRY VIEW

| | |
|--|----|
| Roofing news in brief | 4 |
| Building trust... builds business | 6 |
| Strengthening slating skills together | 8 |
| In Velux we Trust(Mark) | 10 |
| INSIGHT Questionnaire | 11 |
| On your marks. Get set. Go! | 12 |
| Find your nearest training opportunity | 16 |

PITCHED ROOFING

| | |
|---|----|
| Keep metal (and lead!) alive | 14 |
| Good advice is Golden | 15 |
| Russell's Roofing School is a class act | 18 |
| Redland expands its training support | 19 |
| Nurturing the grass roots | 20 |
| Keep it simple | 21 |

ROOFLINE PRODUCTS

| | |
|----------------------------|----|
| From the Rain to the Drain | 22 |
| Basic Instincts | 23 |

FLAT ROOFING

| | |
|---|----|
| Course behaviour | 24 |
| FIX-R provide the right solutions for the job | 26 |
| Challenge and opportunity | 28 |
| No smoke... because there's no fire | 29 |

INDUSTRIAL ROOFING

| | |
|---|----|
| Shared experience | 30 |
| Industrial resources | 31 |
| Kingspan Academy gives a huge boost to training | 32 |

| | |
|----------------------------|----|
| INSIGHT magazine | 33 |
| Contributors' Directory | 34 |
| Competition | 35 |
| INSIGHT approved stockists | 36 |

For editorial enquiries please contact the editor at insightmag@sigroofing.co.uk

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FREE T-shirt!

Fill in the questionnaire or sign up for the quarterly INSIGHT magazine to receive your FREE T-shirt!

See pages 11 and 33 for details.



IN THIS ISSUE:

- Velux Certified Installers can now apply for TrustMark status
- Find out why you can rely on SR Timber's golden advice
- Marley Alutec's easy-to-use materials enable quicker installation with a high-end finish
- CITB & the SIG Industrial Roofing Centre help new recruits with industrial roofing training
- Hambleside's easy-to fit products help overcome the skills shortage

Another of the funded projects aims to equip those working within roofing with recognised training and qualifications and to ensure that they hold the relevant CSCS card - with the funding benefitting hundreds of individual firms and workers.

Other examples of the massive investment taking place to train the next generation of roofers include initiatives from the Kingspan and SIG Roofing Academies, Russell's Roofing School and the training manufacturers are providing as part of the Building Competency Programme. All are designed to raise standards and ensure we have the necessary skills to keep the industry healthy.

TECHNOLOGY ALSO HAS A PART TO PLAY

Simple to use, fit for purpose products are working smarter and harder to deliver on their promise, without the need for lengthy training.

However, plugging the skills gap is not all about new initiatives and products.

The biggest and most useful asset at our disposal is something we already have - namely the depth of experience contractors have from years on the job and the impact that can have. Passing that knowledge on to the next generation is a vital part of ensuring we have the necessary expertise in the years to come.

Ultimately, the challenge facing the industry today can only be resolved through people, products and providers working together. Read on to find out how roofing is putting its collective thinking cap on and getting smarter about filling the skills gap.

Don't Forget...

You can flick to the back for a handy index of all our contributors and use our reader response card to make finding out more even easier.

COMPETITION WINNER

Congratulations to our reader John Brown of John Brown & Son Traditional Roofing who is our latest competition winner! John entered our INSIGHT magazine Issue 24 Sudoku competition to win a Durafix Driver. When we asked John what he thought of INSIGHT he told us:

"I did my college training back in 1973/74 and I think INSIGHT magazine is very informative and the best way for me to keep up to date with the current news and the latest technology."

Have your chance to win a MarcO-Grill BBQ by seeing page 35.

Our online home

Get a deeper insight into all things roofing at www.sigroofing.co.uk/insightmag

Roofing news

The latest stories from the world of roofing.

A show of strength

The RCI Show 2017 will showcase all that's great in the roofing, cladding and insulation industries. Come along and make the most of it!

Whatever you're planning for 2017, be sure you get to the Ricoh Arena on 1st and 2nd of November as the RCI Show opens its doors once again. Three quarters of exhibition space is already sold, and organisers are promising an even more worthwhile and successful event in 2017!

One very popular initiative that will definitely return in 2017 is the CITB drop-in clinic. This is where you can receive advice on taking on apprentices and up-skilling your workforce - more relevant than ever with the skills shortages affecting construction.



Tony Brown, RCI Show director says: *"We've been overwhelmed by the response to the first two RCI Shows. If you're involved in the roofing, cladding or insulation industries, you will not find a more definitive selection of products, materials and expertise all under one roof, for free, in the UK. So come along and make the most of it!"*

The show is a unique opportunity to source and learn about new products that can save you time and money on site, with ten live demonstration zones getting you close to the action and access to the experts. Feedback from the 2016 event was overwhelmingly positive. 100% of those asked said it was a very worthwhile day that allowed them to learn about new products that can save them time and money on site, and that they would 'definitely' attend the show again in the future.

To book your FREE tickets, please visit www.rcishow.co.uk.

See you there!



Thinking inside the box!

Scott Bader's handy new Crystic 'Roof in a Box' kit is the ideal GRP solution for smaller projects.

The ready to use kit comes with full instructions and has all the GRP materials and tools you need to cover a flat, valley or pitched roof of about 12m² - perfect to build or refurbish a small outbuilding, garage, balcony, garden shed, small extension or flat roofed conservatory. As skills are at a premium, and with the need to save time on site with simplicity and convenience. Roof in a Box has everything you need... it's music to our ears!

Open up the box and you'll find 15kg of CrysticROOF Resin, 10kg of Topcoat, a strand mat, woven tape and ancillaries, all backed up with a rock solid 10-year guarantee. The only things you need to add are a suitable catalyst, the timber and



in brief



trims plus a sprinkling of GRP application know how – and if you're not overly familiar with using GRP then Scott Bader or SIG Roofing can help you out.

To make your life even easier, all CrysticROOF resins include a helpful premixed catalyst addition indicator, which rapidly changes colour after you mix the catalyst into the resin. They are also fully compatible with standard, commonly used OSB3 boards, edge trims, fillets and flashings.

You could say it's thinking inside the box!

 SCOTT BADER



**For more information
please fill in the
reader response card**

ENQUIRY 1

APPy to help

Imagine you had 90 years of roofing experience instantly available on site. That's exactly what Marley's new FREE app and printed guide gives you.

It's always nice to call on the reassuring voice of experience. However, the skills gap in construction means it's not always possible to have roofers with decades of technical experience on site to call on. In addition recent revisions to important Standards covering building ventilation and installation have also increased the level of knowledge needed to comply with regulations.

In response to this changing environment, Marley Eternit have condensed their 90 plus years of technical roofing expertise into one free Marley Eternit Roofing Sitework Guide app and printed guide - to make life easier and to help contractors save time on site. It's the perfect tool to help you make sure the job is absolutely right and avoid unnecessary call backs.



YOUR OWN POCKET EXPERT

Easy to use on your smart phone or tablet, the brand new app is based on the updated version of Marley's popular printed Roofing Sitework Guide and covers all the latest BS 5534:2014 requirements. Available as an app or in print, it also gives you:

- Quick and easy navigation by product or roof area
- Automatic updates when new products or guidelines are launched
- Access to general roof guidance such as safety, storage and setting out
- Simple step-by-step fixing instructions
- Product and system animations

Whether you're an old hand, a younger roofer or starting out as an apprentice, these handy tools give you a lifetime's expertise at the touch of a button (or flick of a page) when and where you need it. And that is absolutely priceless.

 **MarleyEternit**

**For more information
please fill in the
reader response card**

ENQUIRY 2

Building trust... builds business

TrustMark can help you grow your business, raise standards, implement best practice and bridge the skills gap. The goal being to retain existing customers and win new work.

It's easy to forget the positive impact roofing contractors and similar tradespeople have in the community; we safeguard and improve the value of our customers' homes, give expert technical advice and build strong working relationships. We also work to high standards with the minimum of fuss, whilst developing much needed skills in the industry.

However, as TrustMark celebrates its 10th birthday, their anniversary report reveals that the public image of UK tradespeople is not always as positive as the reality. The report highlights why it's important to improve this public perception, and how membership of accreditation schemes such as government-endorsed TrustMark can help your business grow, bridge the skills gap and raise standards.

SHOW YOUR CREDENTIALS WITH PRIDE

TrustMark values professional, reliable people across all trades and endorses its registered firms for their efforts to raise standards and stamp out rogue traders. As the TrustMark name suggests, they believe the key to a strong and long-lasting

customer relationship is trust, and that creating a positive impression makes good business sense. If you supplement this by certification of your business through accreditations and awards, you send a clear message that your customers are in safe hands. You'll also be in a much stronger position to retain customers and win new work.

TRUSTMARK AMBASSADORS

To promote professionalism for tradespeople, TrustMark has nominated 10 industry ambassadors - as shining stars of best practice. These ambassadors provide a snapshot of the thousands of tradespeople in the UK who deserve recognition, demonstrate how to gain business and customer respect.

Karl Terry, owner of Karl Terry Roofing Contractors and a TrustMark registered firm, is one of the ambassadors. Based in Wittersham, Karl's business specialises in traditional Kent peg tiling, with 90% of their work involving listed buildings. Preparation, customer care and communication at all stages of the project are key to the business ethos and why many of Karl's customers are longstanding clients who come to him from personal recommendations.

Attention to all the right details has won Karl a string of awards. He says the secret of trade professionalism is simple: *"It is all about having integrity and being trustworthy."*



Karl Terry

Karl shares some of his best practice tips and tells us how he thinks they make all the difference.

PEOPLE

Despite the cost, Karl directly employs a 12-strong roofing team so he knows exactly how they will work and treat customers. It's more expensive, but he knows his team inside out.

ONLINE PRESENCE

Both the company website and Facebook page showcase their work with testimonials, case studies and photos. They also outline Karl's credentials, guarantees, insurance and accreditations. Accreditation is valuable. *"It gives peace of mind for customers,"* says Karl.

SAFETY

Karl produces risk assessments and method statements for every project and his team all have working at height and first aid training.

QUOTATIONS

Karl uses a tablet to produce quotations during site visits and each quote contains a list of his last 50 customers with references chosen at random from that list rather than handpicked. Quotes are fixed price and itemised to the last nail, giving the customer absolute cost control and assurance every step of the way.

CUSTOMER CARE

By the time Karl's uniformed team arrive on site in their liveried vans, they have all the information they need to make sure there are no misunderstandings with the customer. This is the result of Karl talking through every aspect of the project with the customer and highlighting details from potential inconveniences to where to locate the toilets and skips. Even small things are covered, like whether the client is happy for the team to listen to the radio and covering scaffolding with polythene to limit the mess.

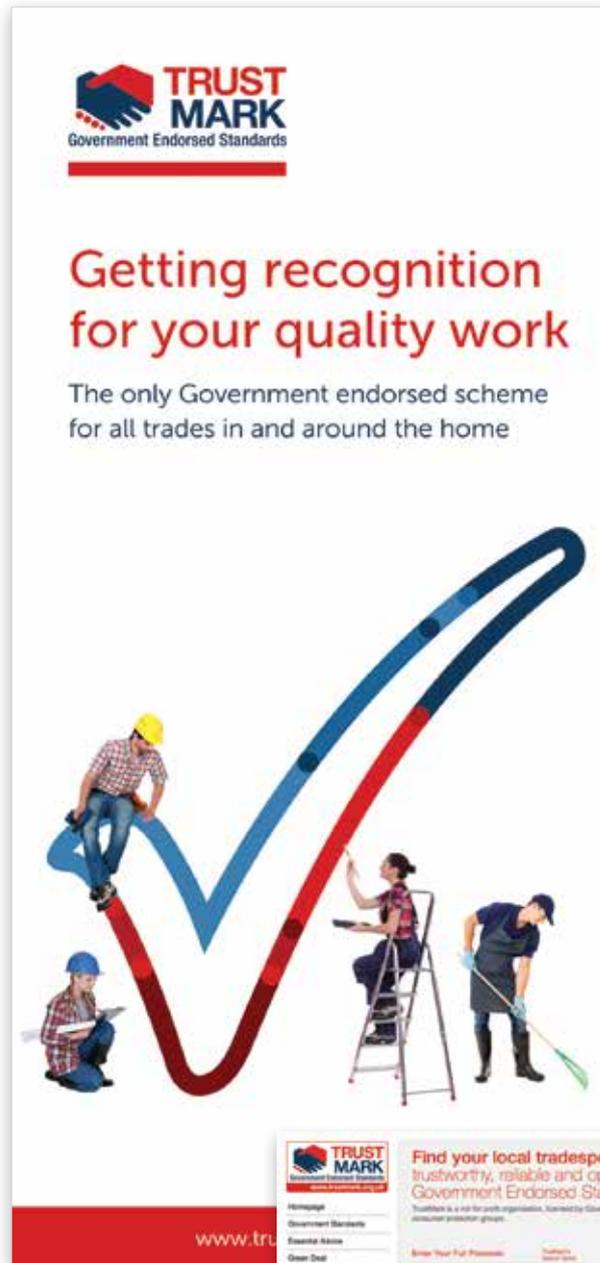
SECURITY

The company ensures scaffolding is either alarmed or not accessible by removing ladders from the site at night.

For Karl the devil is in the detail; light touches make a huge difference to how customers perceive the business.

JOIN TRUSTMARK

We know roofing contractors are working hard to ensure a trustworthy and professional industry, so lets be sure we do all that we can to make sure everyone knows! To find out how joining TrustMark could help your company raise standards and bridge the skills gap, simply visit www.trustmark.org.uk. There you can also read TrustMark's report 'Celebrating today's trades and the value of professionalism' and learn more about how tradespeople are seen in the UK today.



Strengthening slating skills together



A partnership between leading industry bodies is set to reduce the roofing slate skills shortage by improving the standard of slate training in colleges across the UK.

The government's target to build a million new homes by 2020 has set a challenge to all of us working in the construction industry. How do we maximise efficiencies, save time and deliver on this ambitious goal? It's a good question.



One thing that is certain - to meet the target we need to make sure we have the right know-how in place. That means bridging the skills gap developing in construction as workers retire and we lose their experience and knowledge.

WORKING TOGETHER

Through the SIG Roofing Academy the industry is addressing the situation by supporting education – through development of the curriculum, providing lectures and product supply for NVQ Level 1 & 2 Slating & Tiling courses throughout the UK. The Academy brings together key industry bodies such as the NFRC, CITB, local colleges, SIGA Natural Slate and SIG Roofing, all sharing their experience and knowledge to support colleges with slate skills development. The aim is to strengthen the education and training offered to students so they can have more specialist and specific slating skills. It is a great example of the industry coming together to reduce the skills shortage now and in the future.

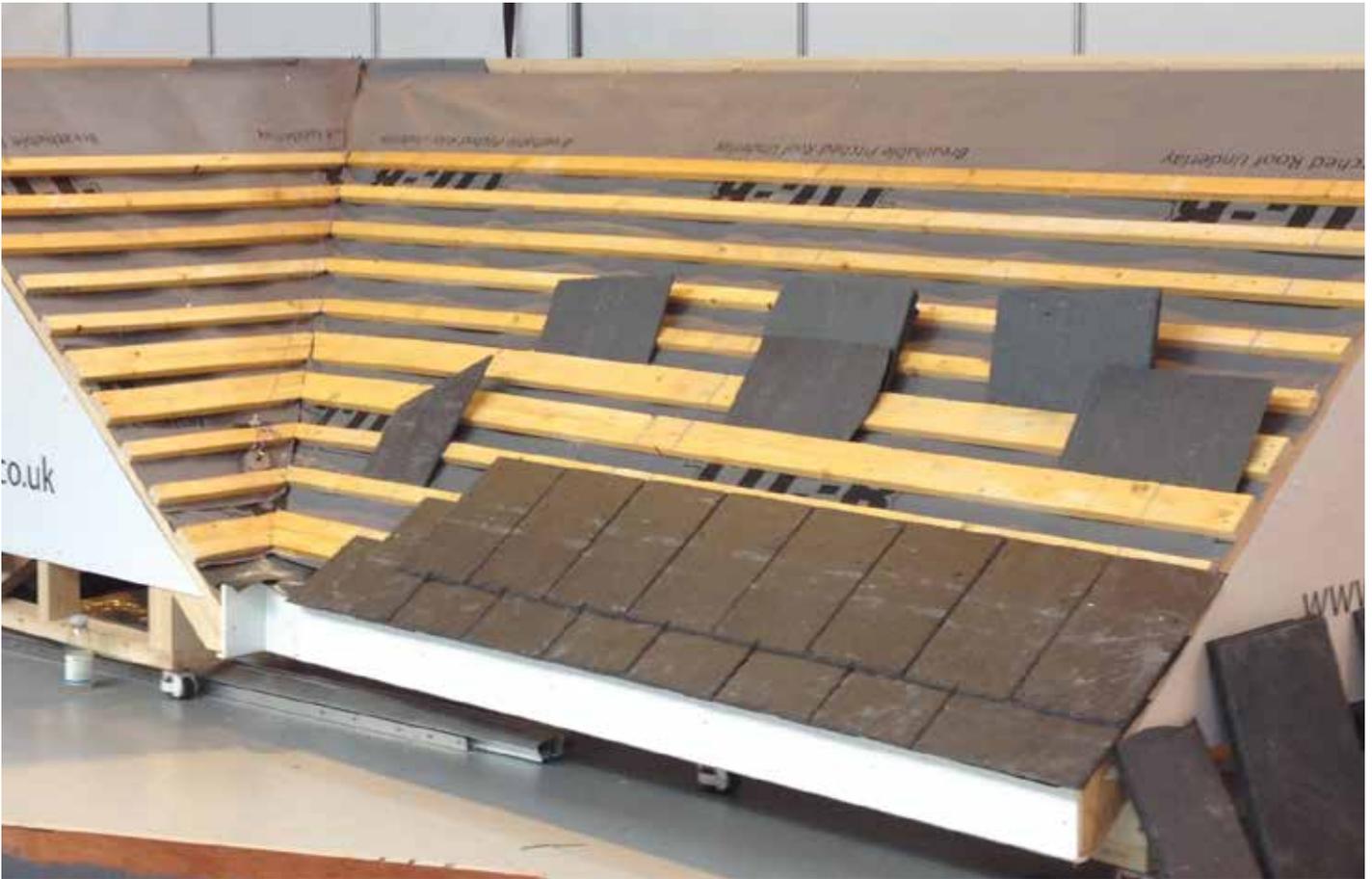
PRODUCT SUPPLY

By SIG Roofing supplying SIGA Natural Slate to a number of colleges offering

NVQ Level 1 & 2 Slating & Tiling courses, the Academy will help dramatically improve the amount of time students can spend working with the material itself. This is currently limited due to the cost of the slate, which colleges have to fund themselves. The expense means slate training is a lower priority and so receives less practical time than other roofing products.

Slate is a particular roofing discipline in itself and requires a more advanced knowledge and skill set than some other areas.

The supply of SIGA Natural Slate for the SIG Roofing Academy means the colleges can dedicate more time to increase the skills of their students and help reduce the skills gap. It also means they won't have to fund costly student mistakes themselves! This practical learning provides techniques, tangible experience in real life situations, knowledge and access on an entirely new level. In addition the colleges will help train SIG Roofing staff in practical hands-on workshops and provide refreshers on construction techniques and material usage – further improving the knowledge within the industry. It's a partnership where everyone wins.



IMPROVING CLASSROOM LEARNING

As well as the enhanced practical skills gained from exposure to the actual product, SIG Roofing are working with SIGA and the CITB to improve the classroom learning for students. By mapping the SIGA Natural Roofing Slate Effective Specification CPD into the curriculum, students will gain a much deeper understanding of slate in general, an increased awareness of the industry, market trends and the selection process. This valuable content gives students additional knowledge about Natural Slate over and above what they master in the practical learning, including:

- What natural slate is
- The quarry process
- How to judge slate quality
- How to buy slate
- How to select the right slate for a given project
- Legislation and British Standards
- Market trends

SLATE SPECIALISTS SHARING SPECIALIST SLATE KNOWLEDGE

SIG Roofing are also supporting the curriculum by giving lectures and tutorials to share their vast slate industry knowledge. This is a vital investment in our industry and our future roofers and will create a work force that is better skilled, more knowledgeable, and with a wider specialist skill set. Students can also go on to compete in SkillBuild, with the winners earning the right to participate in WorldSkills UK.



- **NFRC is the UK's largest roofing trade association, representing over 70% of the roofing industry by value.**
- **The Construction Industry Training Board is a partner in the Sector Skills Council for the construction industry in England, Scotland and Wales.**
- **SIG Roofing is the largest UK specialist roofing merchant, providing impartial and expert advice.**
- **SIGA Natural Slate is the largest supplier of natural slate in the world, with a direct connection to their quarries.**
- **Colleges involved in the Academy are Edinburgh, Newcastle, Leeds, Bolton, Birmingham, Erith (London) & St Austell.**

For more information please fill in the reader response card

ENQUIRY 3

In Velux we Trust(Mark)

The Velux 'Certified Installer Partnership' gives installers the badge of quality customers are looking for.



The TrustMark scheme operator license was awarded to Velux in January 2015 after a thorough assessment of all its processes for vetting and inspecting installers, as well as its customer service policies, compliance audits, quality management and complaint handling procedures. It is a ringing endorsement of the way Velux performance manage their installations through grading, reviewing, monitoring and support.

The partnership between Velux, the leading manufacturer of roof windows and TrustMark, opens up a huge window of opportunity for installers. It means that all Velux Certified Installers can apply for TrustMark status - and with more than 8.1 million searches for accredited tradespeople in 2015 alone, that makes this a very powerful partnership indeed.

THE ONLY GOVERNMENT-ENDORSED SCHEME FOR TRADESMEN

As mentioned on the previous page, TrustMark is the only government endorsed quality scheme for tradespeople - providing homeowners with the reassurances they are looking for and the confidence that they are working with tradespeople who are the best in the business. The partnership not only helps homeowners make more informed decisions when hiring tradespeople to install their roof windows, it also raises the standard of workmanship in general.

As such, accreditation is a mark that all Velux Certified Installers can show customers, proving they have been properly assessed and inspected and that they work to the very highest standards.

PUT YOURSELF IN FRONT OF THOUSANDS OF POTENTIAL CUSTOMERS

As an accredited TrustMark member through the Velux Certified Installer Partnership, you enjoy a privileged position in the industry. You gain access to a new and improved system to generate bespoke

sales leads through listings on the Velux and TrustMark websites. These get hundreds of thousands of hits each month and put you right in front of customers looking for tradespeople they can trust. They link homeowners to the best installers in their area. You!

You also get the latest product and industry news, keeping you up to date with developments affecting the market. Trust your instincts and sign up.

- **Joining the scheme makes you highly visible to people searching on the TrustMark and Velux websites for installers in your area.**
- **The partnership links homeowners to the best installers in their area. YOU!**
- **Customers will know they can trust you so have extra peace of mind.**



For more information please fill in the reader response card

ENQUIRY 4



Tell us what you think and we'll send you a free T-shirt... ready for the summer!

Here at SIG Roofing we work hard to bring you valuable and interesting content through INSIGHT magazine, however we're keen to know what you think. What are we doing right? What can we do better? And what do you think is missing? We've created the following short survey so you can tell us what you think and let us know what is important to you so we can make INSIGHT magazine even more relevant to your needs.

You can complete the questionnaire online at www.sigroofing.co.uk/insightmag/questionnaire/ or send the below to SIG Roofing Marketing Department, Harding Way, St Ives, Cambridgeshire PE27 3YJ or fax it to **01480 290133**.

What articles are important to you and you'd like to read more about?

| | Very Important | Important | Not so Important | No Interest |
|---------------------|----------------|-----------|------------------|-------------|
| Industry news | | | | |
| Industry events | | | | |
| Product information | | | | |
| Longer articles | | | | |
| Shorter articles | | | | |
| Legislation news | | | | |
| Pitched Roofing | | | | |
| Flat Roofing | | | | |
| Industrial Roofing | | | | |
| Green Roofs | | | | |
| Charity news | | | | |
| Case studies | | | | |

What topics would help within your business?

| | Very Important | Important | Not so Important | No Interest |
|-------------------------------|----------------|-----------|------------------|-------------|
| Training advice/guides | | | | |
| Health and Safety information | | | | |
| Leadership | | | | |
| New roofing technology | | | | |
| Marketing | | | | |
| Saving time | | | | |
| New product advertisements | | | | |

Do you have any other comments regarding INSIGHT magazine?

Name:

Company Name:

Address:

Phone:

Email:

I'd like to receive INSIGHT magazine and get a free SIG Roofing T-shirt.

Privacy statement: INSIGHT magazine from SIG Roofing may contact you from time to time to inform you about offers we think may be of interest to you. If you do not wish to receive further information please tick the box or alternatively send an email to editor@insightmag.co.uk and we will remove your details from our mailing list.

If you would like to receive updates in the future on our products and services by email or mobile phone, please tick the box and ensure you add the information above.

What area of roofing does your business specialise in?

(Tick all appropriate)

- Pitched Roofing, new build
- Pitched Roofing, refurbishment
- Pitched Roofing, specialist finishes (Thatching, Leadwork, Heritage)
- Flat Roofing, new build
- Flat Roofing, refurbishment
- Flat Roofing, commercial
- Industrial Roofing
- Industrial Cladding
- Green Roofing

Other (please specify) _____

Who sees insight magazine?

(Tick all appropriate)

- Just you
- I share it with colleagues after I've read it
- I don't read it and just pass it to colleagues
- Other contractors
- Customers

Which way do you prefer to receive insight?

- Printed magazine
- View on our website
- Download a pdf
- On a tablet or smartphone

Have you ever completed a reader response card?

- Yes No
- Didn't know there was one

Have you ever entered our competitions?

- Yes No
- Didn't know there was one
- Not interested in competitions

On your marks. Get set. Go!

As **Roofing Racers** celebrates its 10th anniversary, this most iconic of industry events has raised over £420,000 for charity.

It seems incredible to think that 10 years ago, as the first Roofing Racers lined up at the start of the London Triathlon, they were beginning a journey that's still going on today. What started as a small team of colleagues wanting to raise money for charity, has developed into an event that brings the whole industry together with teams and individuals from Roofing, Building Plastics and Windows industries all over the UK and abroad.

On Saturday 6th August they will once again start with a 750 metre swim in the River Thames before cycling 20 kilometres, followed by a 5 kilometre sprint to the finishing line in one of the world's largest triathlons.

To celebrate this decade of achievement, we asked some of the competitors what taking part means to them and why they do it. For some, the reasons are very personal...



David Bethell is a veteran of three Roofing Racers triathlons and missed last year's event because he was diagnosed with prostate cancer. After major surgery he is "... fingers crossed on the road to recovery and back at work, and to be honest using the Roofing Racers triathlon as part of my recovery. It's a great reason to get off my backside in the morning and work on getting fit again!"

For Russell Pagan, it's an annual tradition that he sees as his own personal MOT! This year he'll be doing it with his son Chris, and has personal experience of the good work the charities do: "They are both important charities. Macmillan, because of the great work they do for people with cancer. GOSH, because Great Ormond's Street Hospital saved my son's life and without charitable donations they wouldn't be there to do that."



th
year

Kevin Rae agrees: "I am taking part in Roofing Racers as we are all aiming to raise money for good causes. The whole organisation of the event is superb, and meeting fellow work colleagues from groups who you would never normally see is great. As for the night it's a fantastic event that the whole family can enjoy."

The more training you put in the more you'll get out of it. Jorge Bonet spends "... almost 20 hours a week training to achieve my personal goals. I want to win!" Win or not it's the taking part that counts. When it comes to giving advice to fellow athletes taking part, Janine Brady is taking a

lighthearted approach: "I'd love to be able to impart some words of sporting wisdom here... however I can't... so I'll just say... please come and get me if I start drowning in the Thames!" In the team spirit of the Roofing Racers, we're sure there will be plenty of helping hands!

There's still time to sponsor the Roofing Racers team and help these two incredible charities continue their great work. You can do this by visiting www.roofingracers.com or simply by scanning the QR code to go straight to our charity page.



Roofing Racers



Keep metal (and lead!) alive



ALM in-house training helps develop your roofing skills in both lead work and hard metals.

Evidence of the stunning roofscapes metal creates is all around us - from the historic dome of St Paul's Cathedral in London, to the Art Deco grandeur of the Chrysler Building in New York, the use of metal on roofs has stood the test of time. It's a tradition that goes back thousands of years and one whose popularity shows no signs of diminishing.

Despite the specialist knowledge required, leadwork and hard metals are increasingly popular today on roofs for both commercial and residential buildings. To keep those skills alive and pass them on to the next generation of roofers, training providers like ALM are an essential part of the industry.

LEADWORK AND HARD METAL TRAINING UNDER ONE ROOF

If you're looking to develop your skills in leadwork or hard metals (or both) ALM provide courses in their very own in-house training facility in East Hertfordshire. As one of the country's leading experts in lead and hard metal roofing the team's knowledge at ALM is second to none. Whether you're an experienced contractor or a budding installer, they can guide you through everything you need to know about installing zinc, copper, stainless steel, aluminium or lead.



They also work extremely closely with all the major European metal manufacturers to ensure that their training meets the highest standards and is completely up-to-date. From standing seam roofing and cladding on new finishes, to alloys and detailing requirements, you can be absolutely sure that if these guys don't know it, it's because it doesn't exist.

ALL THE TOOLS OF THE TRADE

ALM supports all the key industry associations and their trainers so they're totally up-to-date with the latest developments. On their courses you'll develop your skills with all the tools and equipment you'll ever need and their

knowledge of these vital accessories is as good as it gets.

Don't take our word for it though - get down to their in-house training centre in Hoddesdon and find out for yourself.



For more information please fill in the reader response card

ENQUIRY 5

Good advice is Golden

SR Timber take their responsibility to support the industry very seriously and are one company you can rely on for support whenever you need them.

A roof is really only as strong as the supporting structure underneath - that support also needs to be a permanent presence - it's not a part time job! It's a factor that runs right through the industry; we all need the right support to help us stay strong, and in SR Timber we've got one of the best sources of support in the business.

FLUENT IN ROOFING

The team at SR Timber have got decades of experience in timber construction, manufacture and roofing. They manage the process from the forest to the roof, so they are passionate about supporting and sharing their knowledge, expertise and know-how with those who need it. Simply pick up the phone or drop them an email and they'll listen to what you need and talk to you in roofing language you can understand - no technical jargon, just simple, clear advice to find the best solution based on best practice and experience.



EXPERTISE, FOCUS AND RELIABILITY

SR Timber's above and beyond attitude to supporting the industry and the skills shortage extends to the relentless focus they put into their products. Their zero tolerance approach to key characteristics such as the wane of the batten mean you don't need to be an instant expert in grading it on site as they are already fully graded and of the highest standard. And with the recent changes to BS 5534:2014 still bedding in, plus a skills shortage on the ground, having products that you know meet the standards required is worth its weight in gold.

As the government is looking to build more houses, and faster, SR Timber's combination of specialist expertise, consistency of quality and supply is going

to be crucial. Their desire to continually improve their products and services, from the forest to the roof, put us all in a better position than ever to grow and meet this opportunity. That should be something we can all support.



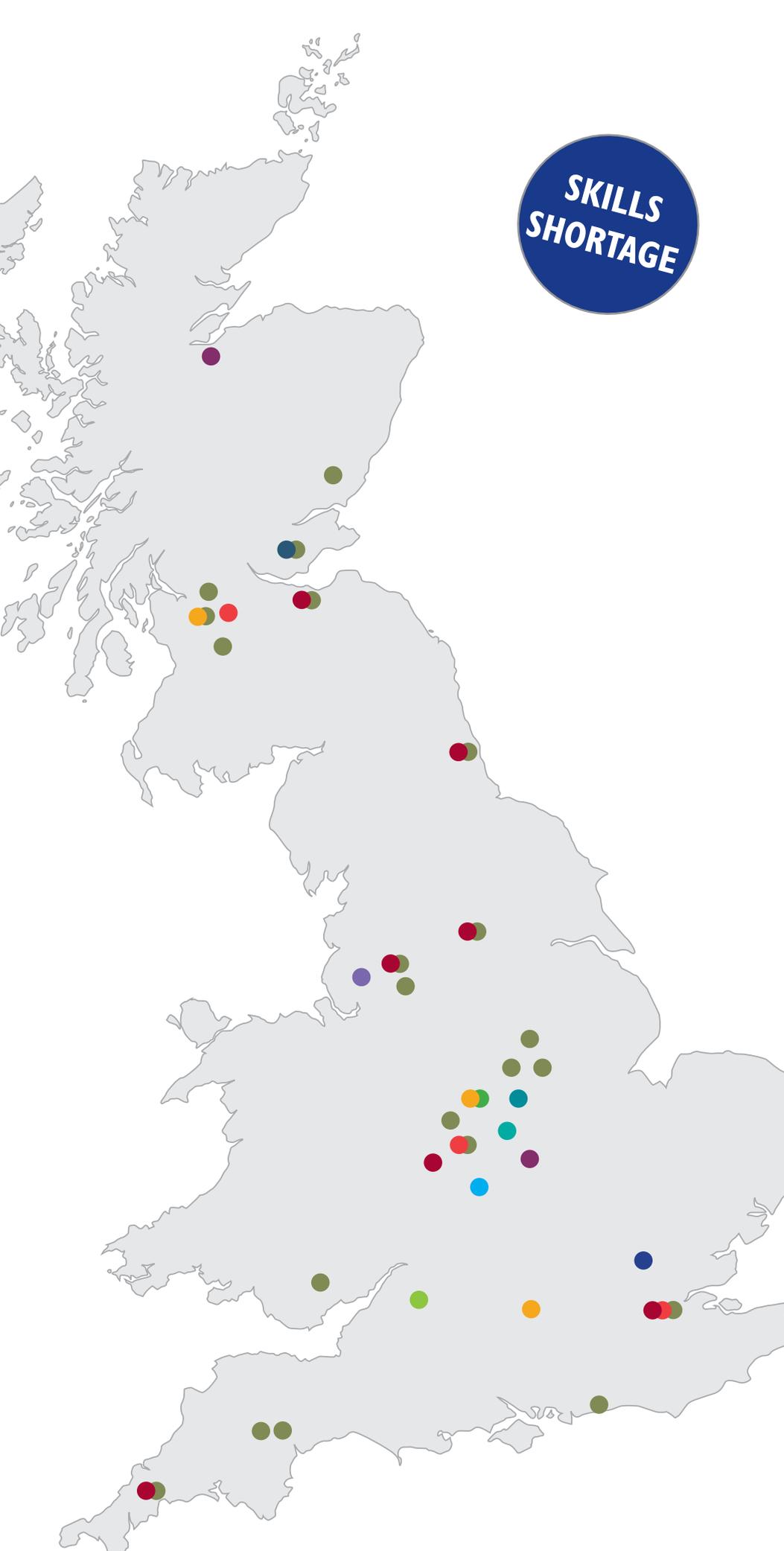
**For more information
please fill in the
reader response card**

ENQUIRY 6

Find your nearest training opportunity

To help bridge the skills gap there are a number of organisations investing in the expertise we need for the roofing industry to flourish. This map shows just a few of the diverse range of training options across the UK, from college courses and apprenticeships to product specific manufacturer instruction. In this section you'll also find articles explaining just how some of these centres are tackling the skills shortage head on.

| | Article Page No. | Location |
|--|------------------|------------------|
| ● RCI Exhibition 2017, CITB drop in clinic | 4 | Coventry |
| ● Marley Eternit Training Venues | 5 | 3 Locations |
| ● Colleges benefiting from SIG Roofing Academy | 8 | Nationwide |
| ● Velux Training Centre | 10 | Glenrothes |
| ● ALM Training Facility | 14 | Hoddesdon |
| ● Russell Roofing Technical Training & Research Centre | 18 | Burton-on-Trent |
| ● Redland National Training Centre | 19 | South Cerney |
| ● Klober Training Facility | 20 | Castle Donington |
| ● NFRC Affiliated Colleges (x21) | 20 | Nationwide |
| ● Hambleside Danelaw Training Centre | 21 | 2 Locations |
| ● SIG Design Technology Accredited Contractors | 24 | Shepshed |
| ● IKO Training | 28 | Wigan |
| ● Kingspan Academy | 32 | 3 Locations |



**SKILLS
SHORTAGE**

FIX-R demo days and training available at over 165 locations nationwide – contact your local branch, details can be found on the back page.

CITB training courses and roofing apprenticeships are available across England, Scotland and Wales – see page 31 or visit www.citb.co.uk.

The SIG Industrial Roofing Centre offers impartial advice on choosing the right industrial roofing product training for you. Whether it's refresher training on installation methods, bespoke training or training for complete novices they can help! Simply call 0870 264 7766 or email ircsalesteam@sigroofing.co.uk or read page 31 for more details.

Manufacturers and suppliers also offer bespoke training, tailored to your individual requirements. Email: insightmag@sigroofing.co.uk tell us what you need and we will be happy to help.

Training on CrysticROOF products are available from Scott Bader. Read more about their products in Roofing News in Brief page 4.

Book a factory tour with Steadmans and receive information about:

- Wall and roof panels performance and specification
- Building regulations
- Installation instructions
- Details of their independent warranty

Read more on page 30 or for more information call 01697 478277 or email info@steadmans.co.uk.

Russell's Roofing School is a class act



Ideally located in the Midlands, Russell Roof Tiles has just opened its first ever Technical Training and Research Centre to help you install products quicker and easier.

If you work on pitched roofing it's highly likely you've worked with Russell's industry-leading products. Their roof tiles, fittings and ventilation ranges are some of the best in the business, with research and development a key part of their vision for investing in the future. By opening this facility and sharing their knowledge and manufacturing heritage, they are shoring up the skills needed to support the industry.

TAILORED, PRACTICAL TRAINING DELIVERED DAILY

The new Technical Training and Research Centre gives bespoke, practical sessions for Russell's roofing and accessories. If there is a particular area you want to focus on, that's no problem - you can tailor your training to concentrate on the areas you need. Led by Russell's experienced technical team you'll get expert tuition on installing all their latest products, including both tiles and dry fix systems and thinner leading edge products.

Andrew Hayward, Managing Director of Russell Roof Tiles, commented: "The practical sessions are to make sure that all of our products can be installed correctly, quickly and efficiently. If you know how to do a job properly, doing it first time round



to the manufacturers specific instructions has got to be better.

Having good training is better for everyone all round, with fewer call backs and complaints.

We hope to see lots of people taking up the opportunity to come and use the new training rooms."

BACK TO SCHOOL

The centre is based at Russell's plastics factory in Burton-on-Trent so it's easily accessible from all parts of the country. They do say school is the best days of your life – so maybe now's the time to find out!



For more information please fill in the reader response card

ENQUIRY 7



Redland expands its training support


 A circular logo with a blue background and white text that reads "SKILLS SHORTAGE".

The comprehensive programme includes new courses, online learning and a substantial package of support to apprentices.

When it first opened its doors in 1983, the Redland National Training Centre was unique. It was the UK's first centre for roofing industry training, and estimates suggest that since then over 40,000 industry professionals have passed through its doors. That's slightly more than the population of Scarborough or Bishop's Stortford! While a town populated entirely by roofers is a stretch of the imagination, the benefits the centre brings to the industry are not.



BUILDING COMPETENCY PROGRAMME (BCP)

In a skills shortage one of the immediate priorities is to help contractors train new recruits. To help address this and encourage contractors to employ young tradespeople short on experience, Redland have been working with the National Federation of Roofing Contractors (NFRC) to design training for the BCP. As a result Redland are the first NFRC approved BCP training provider.

The BCP helps equip younger or new tradespeople with the basic skills they need to be able to work on site. Through it, roofers can apply for their Red Construction Skills Certification Scheme (CSCS) card, proving they have the required training and qualifications for the type of work they're doing. As most principal contractors and major house builders require construction workers on their sites to hold a valid CSCS card, this is a vital ingredient in the skills mix. Once they can work on site, new recruits can continue to learn from their colleagues and work towards the NVQ qualification they will need to make their CSCS registration permanent.

ONLINE LEARNING PROGRAMME

Of course, taking two days out of your normal working routine is not always possible. Redland's Online Learning Programme means you can fit your learning into your working day. The team has broken down their popular Basic Roofing course into bite-sized chunks you can do at home or at a desk. That way you can continue to learn and still get on with the day job.



THE TIP OF THE TRAINING ICEBERG

The BCP and Online Learning Programme are just the tip of the iceberg as they are part of a much wider programme offered by Redland. For example you can make sure you are totally up to speed on the changes to BS 5534:2014 by registering for Redland's in demand course on the revised standard. Or you can attend a specification day, where you can learn how to install a full specified Redland roof system. There's a lot to choose from.

The much-respected team offer unparalleled expertise in all aspects of pitched roofing, with specialist and advanced courses helping contractors reach higher levels of expertise in their trade. Tap into their knowledge to see what they can do for you.


 The Redland logo, featuring a stylized red roofline above the word "Redland" in a bold, red, sans-serif font.

**For more information
please fill in the
reader response card**

ENQUIRY 8

Nurturing the grass roots



By supporting roofing students and apprentices, Klover is helping the roofers of tomorrow set the highest standards.

Students and apprentices are the lifeblood of companies that want to associate themselves with quality. These young people are the grass roots of the roofing industry, and it's essential we give them a suitable climate in which to develop.

In that context it's extremely encouraging that demand for training is growing. And, while it's true that colleges up and down the UK are doing an excellent job preparing young roofers for their careers, sometimes for things to grow strong you need some special ingredients. That's where companies such as Klover come in. They supplement the excellent learning environment the colleges provide with hands-on experience plus practical advice and guidance.

Apprentices at colleges as far afield as St Austell have benefitted from Klover's involvement. The company helps apprentices know what to look for in the products they will be using week in, week out so they can make a proper comparison of products like dry ridge fixing - a fundamental part of roofing today.

For institutions like the East Midlands Roofing College in Nottingham, working alongside a market leader like Klover gives students a real understanding of the



products they will be installing. Courses such as those provided by Klover are hugely valuable, as apprentices have to become familiar with roofing accessory developments as well as the principles the college teaches on pitched and flat roofing.

A CO-ORDINATED APPROACH

The NFRC's Affiliated Colleges Programme has also helped to establish a more co-ordinated approach to college support. Their commitment to training has led to the number of Affiliated Colleges increasing to 21. In keeping with this positive trend, Klover are actively supporting this year's Skillbuild heats, helping students and apprentices to show, often for the first time, the real quality of their work.

Another great example of how the industry is working together to nurture the industry and develop the roofers of tomorrow.



**For more information
please fill in the
reader response card**

ENQUIRY 9

Keep it simple



Hambleside Danelaw's easy-to-fit products help overcome the skills shortage.

The best ideas are nearly always the simplest ones. As Einstein said: *"Everything should be made as simple as possible, but not simpler."* If it's good enough for him, it's good enough for us.

Hambleside Danelaw have been working to the same principle for over 40 years. They really think about how a roofer will use their products on site, and pride themselves on the way they use their technical knowledge to influence designs. The result is fit-for-purpose dry-fix roofing products that reduce pressure on contractors and help bridge the skills gap.



BUILT TO LAST

By creating quality, long-lasting products Hambleside reduce the risk of costly call backs and the risk of returning to site to fix problems you can't invoice for. That means you save time and money and can continue to work on new projects. The BBA Certification and 30-year guarantee is proof of this quality and empowers you, the roofer, to work with confidence on the projects that come your way.

Attention to detail is what makes Hambleside's products such a joy to work with. For example:

- The starter unit for the Interlocking Dry Verge (HD IDV) is the most simple to install on the market. The design enables you to fit it easily without interfering with the guttering.
- Their dry fix Valley Troughs can cut fixing time by up to 50%.
- The GRP Dry Fix Flashings do not require specialist lead skills.
- All Hambleside's Valley Troughs, Bonding Gutters and Soakers are designed with the end user in mind.

There's no doubt the company's passion for creating products that really do the job simply is helping to address the skills shortage we are experiencing. As the construction industry's output is set to increase by 2.5% every year over the next four years, and the Construction Skills Network Report forecasts over 230,000 new construction jobs by 2020, products like these couldn't be more important.



For more information please fill in the reader response card

ENQUIRY 10

From the Rain to the Drain



Product innovation from Alumasc help boost the speed and volume of planned construction projects.

When skilled labour is scarce the onus is on all of us to play a part in finding solutions. That's why, if we are to build twice as many homes a year and keep pace with infrastructure projects, we need manufacturers to design products that work harder and smarter.

Product innovation is the lifeblood of enterprise. Without it we'd all still be listening to music on cassette and riding Penny Farthings. In roofing, product innovation enables us to keep projects moving, control labour costs and minimise errors - while maintaining high levels of quality and productivity.

This is particularly true when skills are such a valuable commodity as they are now. Products that perform well and are quick and easy to install help less trained workers fit materials with complete confidence. Here's an example of those principles in action.

ONE SIMPLE SOLUTION FOR WATER MANAGEMENT

Alumasc Water Management Solutions develops products specifically designed for the real world – from rain to drain. It includes four trusted brands that provide all you need in water management:

- **Skyline** (Fascias, Soffit & Copings)
- **Alumasc Rainwater** (Gutters & Downpipes)
- **Harmer** (Building Drainage)
- **Gatic** (Civil Drainage)

A good demonstration of how product innovation is streamlining processes for a smoother operation is Alumasc Rainwater's Apex certified painted cast iron guttering and downpipes. Factory-applied under strictly controlled conditions, they eliminate the need for painting on site and give better performance and long life, reducing call backs.

In addition, a new one-piece pre-fabricated outlet for their high-performance steel rainwater reduces leaks from incorrectly cut materials on-site. It makes installation quicker and easier so you can trust newer recruits to do the job.

One of the problems with skills shortages is that inexperience on site can sometimes lead to accidents and the associated costs and delays they bring. To combat this, Gatic's new high-performance concrete channel drain, Filocoten, is designed to have fewer breakages in the yard, in transit and on site. It withstands sideways forces and unintended drops - a key consideration for contractors, installers and clients:

- Extremely strong with great impact stability
- Crack resistant
- Maintains adherence to concrete surround in temperature fluctuations
- Four-point locking system every half metre ensures grating stays securely in place under heavy traffic loading
- Anti-vandal locking device deters thieves

These are just some of the ways Alumasc is using product innovation to support contractors and deal with the skills shortage.



For more information please fill in the reader response card

ENQUIRY II

Basic Instincts

Marley Alutec believe the answer to the skills shortage may be simpler than we think.



When NASA were first planning on sending a man into space they spent millions of dollars developing a pen that could write in zero gravity. The Russians took a pencil. It's that kind of intelligent choice of materials that Marley Alutec believe is the key to helping the industry grow and bridging the widening skills gap.

EASY-TO-USE MATERIALS. TOP QUALITY INSTALLATIONS

If the materials we use require us to go through years and years of training to get to grips with them, are we somehow adding to the skills problem? Possibly. However, if the materials are easy to use then tradesmen with basic skills can achieve top quality installations quickly, which is a bonus for everyone – the contractor makes money faster, the end user gets a quality finish and the industry sees a rise in output.



INTELLIGENT DESIGN

When it comes to rainwater, eaves and coping systems, Marley Alutec's premium quality Evolve and Evoke ranges enable tradesmen of all ability levels achieve a high-end finish.

Made from marine grade aluminium and aluminium composite respectively, you can install and modify all Marley's fascias and soffits, guttering, downpipes and coping using basic carpentry tools and skills. As we all know, no install is exactly like it is on paper, so the ability to make bespoke pieces, corners and cut outs is essential. That's not a problem as you can cut their systems easily and avoid leaving nasty burrs in the process.



A GOOD COPING MECHANISM

Coping systems in particular can be tricky to install as you not only have to eliminate any bowing, you also have to ensure the system remains fully watertight too. Marley's butyl adhesive seal combines the best of push fit and adhesion to guarantee a watertight seal for as long as the service life of the coping, which is 50 years or more.

This is a company that clearly believes products have to work for both the end user and the installer. Using materials and technologies that provide premium finishes and services but that are easy to handle and install is a sure-fire way of coping with the skills shortage, increasing output and generating more income for installers nationwide.



ALUTEC
ALUMINIUM RAINWATER SYSTEMS

**For more information
please fill in the
reader response card**

ENQUIRY 12

Course behaviour

Training doesn't have to stop just because the course does.



SIG Design Technology's philosophy on vocational training in roofing skills goes way beyond a one or two day course. They prefer to champion an integrated approach where quality of installation is an essential element of an eight step process. This links correct roof design and specification through to the issue of a SIG-backed roof warranty.

For contractors the process makes perfect commercial sense; by investing in the training and following the eight steps they demonstrate their competence and so are a more attractive option to customers. Opposite is a brief outline of their eight steps to the perfect roof, with more detail available on the website www.singleply.co.uk. However, it's important to note that the relationship doesn't end once the course itself is over.



ONGOING SUPPORT

At a personal level installers are supported throughout their professional journey as a roofer. In this way SIG Design Technology not only tackle the skills shortage by training new recruits, the company helps retain their expertise and enthusiasm for the trade in the future.

Specific training for SIG Design Technology Accredited Contractors (DATACs) forms a key part of the national construction training programme. DATAC installers can choose to train in a wide range of flat roofing systems or in zinc and copper roofing and cladding.

As a DATAC contractor you get very specific training in using the products you need. And, as only specially trained

SIG Design Technology contractors can install products on site, you join a preferred supplier database of those able to do the work with these products, giving you a clear advantage over your competitors. As part of the programme roofers go to the centre at Shepshed for dedicated training in a range of products, including:

- Hydrostop AH-25 Liquid Waterproofing
- IKO's Armourplan PVC Single Ply
- FDT's Rhepanol PIB and Rhenofol PVC Membranes

There are also courses on:

- IKO Spectraplan TPE
- IKO PermaTEC Hot Melt
- NedZink Zinc and Copper





All of SIG Design Technology membrane courses now qualify under the national Basic Competency Programme and act as a stepping stone towards an NVQ Level 2 in Single Ply Roofing and the five year Blue Skilled Worker CSCS card. Their courses meet approved criteria laid down by SPRA and NFRC, and with manufacturers' recommendations. They also recognise FTMRC members' hard metal training.

ALWAYS THERE TO HELP

SIG Design Technology have a team of professional staff to support installers at every step. That means once trained, you're not on your own. A nationwide team of experienced field and office-based technicians are available to give you excellent site support, carry out inspections and advise on workmanship, detailing and interfaces.

A dedicated team at Shepshed is also on hand to provide a full technical service at no charge; this includes wind uplift, thermal and interstitial condensation calculations, so you can get that all important DATAC warranty at the end of the job.

Another way in which SIG Design Technology supports contractors is their

SIG RoofWise newsletter, which specifically addresses issues DATAC companies and installers face on a regular basis. The first issue was in May when technical manager Steve Cleminson set the scene for quality workmanship by offering 'Five Top Tips' on how to get flat roofing right first time and avoid future problems.



**For more information
please fill in the
reader response card**

ENQUIRY 13

8 STEPS TO THE PERFECT ROOF

The roof of any building is key to its performance, and not just to keep the rain out. Roofing needs to provide suitable insulation, deal with acoustic issues, even capture carbon and generate electricity. And all within the regulations, on time and on budget, and with a long, predictable lifespan.

Designing a perfect roof has never been more challenging, however SIG Design Technology have put together an 8 step guide to identify the challenges and ensure designs meet clients' requirements.

Whether you're designing a new roof or dealing with an existing one, the same principles apply, and they can help you on your journey.

1. Choose the right roofing products for the right job
2. Get reliable design expertise from one source
3. Ensure you meet all the statutory requirements
4. Be confident in reliability of your supply chain
5. Use reliable, experienced roofing contractors
6. Monitor the roofing installation on site
7. Ensure each roof is fully guaranteed
8. Implement appropriate planned maintenance



FIX-R provide the right

FREE Demo days for the new FIX-R 20 Torch on Felt and FREE training for FIX-R Liquid Waterproofing.

20 is a magic number

The latest addition to the FIX-R Torch on Felt family, FIX-R 20, gives you even more choice and a two decade guarantee.

A lot can change in 20 years. Those of us old enough to remember 1996 may recall Terry Venables resigning as England manager after losing to Germany on penalties (again), the Spice Girls releasing their first single, Wannabe, and Charles and Diana getting divorced. Plus, only 4% of the population had internet access. How times change! It's reassuring to think that if you'd used FIX-R 20 at the time, it would still be performing as it should. That's 20 years of peace of mind and flat roof protection.

From a technical point of view, FIX-R 20 Torch on Capsheet really helps contractors because its lower surface torching film disperses rapidly, making application fast, easy and secure. As well as being a great time saver, it's also an ideal product to train a new member of your team or an apprentice learning the flat roofing trade - the perfect product to fill the skills gap.

FIX-R 20 gives you cost effective performance, so you can complete the job seamlessly first time round. Not only does it give you more choice, the 20-year insurance backed guarantee gives you two decades of security. Whatever you're doing years from now, you can be sure FIX-R 20 will still be doing its job.

FIX-R 20:

- SBS modified torch on capsheet
- Strong polyester reinforcement
- Low temperature flexibility (down to -15°C)
- 20 year insurance backed guarantee!

Did you know FIX-R offers demo days on all their products? If you'd like a demonstration on how to apply FIX-R 20 in accordance with BS 8217:2005 Code of Practice for Reinforced Bitumen Membranes for roofing, and BS 6229 Code of Practice for Flat Roofs with continuously supported roof coverings, please contact your nearest SIG Roofing branch.



As well as the recent addition of FIX-R 20, the FIX-R Torch on Felt range currently includes a choice of products with 10 and 15 year warranties, including:

- FIX-R Classic Capsheet and Underlay
- FIX-R SBS & APP Capsheet
- FIX-R SBS & APP Sanded Top Layer
- FIX-R Universal Torch on Venting Underlay
- FIX-R SBS & APP Torch on Universal Underlay



FIX-R

For more information please fill in the reader response card

ENQUIRY 14

solutions for the job

Are you sitting comfortably?

Once upon a time waterproofing a flat roof took a while... these days with FIX-R Liquid Waterproofing you can do it in less than a day!

We all love a good story; give us a valiant hero, a challenge and tales of daring-do and our brains light up like a firework display. Now, while it might not be as thrilling as an Andy McNab page turner, the story of how FIX-R Liquid Waterproofing is simple to use, can save you time, and does the job brilliantly (we're in a skills shortage after all!) is definitely worth hearing. Let's begin...

The sun rose in a clear sky but I knew rain was forecast for later. The day before, my customer Morris had just finished having the roof of his new 30m², 18mm OSB conservatory installed.

"You sure you can get it done before the rain comes?" he asked, as I unloaded the GRP trims, a few buckets of liquid and some rolls of fabric.

"Relax mate, it'll be a doddle."

With FIX-R Liquid Waterproofing's quick wet on wet application and immediate water repellent qualities, not to mention the system's new Jointing Tape and roller application technique, I reckoned I'd be off that roof well before it started raining.

First off I taped all the joints. FIX-R Jointing Tape is a polyester backed self-adhesive tape that makes sealing the joins on a roof with new boards (or foil faced insulation boards for that matter) quick and easy. Once taped, the joints are instantly waterproof – no fuss, no mess.

Next I tackled the roof perimeter, first installing a strip of 250mm FIX-R Reinforcing Fabric around the edge, then fixing on the GRP trims.

10:00 coffee break. Morris joined me and got me talking about the system. *"What is it exactly?"* he wanted to know, *"and where does it come from?"*

FIX-R Liquid Waterproofing is unique – it's an alpha hybrid technology, totally non-hazardous, cures naturally and is applied all in one go (wet-on-wet) – so you don't need to come back another day. Morris is impressed but doesn't offer me a second cup as the clouds are starting to build up in the west and he's eyeing his bare roof!



10:30 back on the job to lay the field area. I place the 15L buckets roughly 10m² apart (the coverage rate is 1.5L/m²) and get to work with the one metre wide roll of fabric and my roller. A couple of hours later I'm back to the ladder and off the roof.

Morris is mightily relieved and invites me in to lunch. I politely decline; it hasn't started raining yet and there's still time to price another job. Another great job done thanks to FIX-R and a happy customer!

FIX-R Liquid Waterproofing is available at all SIG Roofing branches with free training available. Speak to a branch near you for training dates and details.



FIX-R

For more information please fill in the reader response card

ENQUIRY 15

Challenge and opportunity



IKO are providing quality training to support roofing contractors. If you are a registered IKO contractor the opportunities are out there.

Flat, pitched, new build or refurbishment - whatever project you're working on there's no doubt that roofing has a range of products and skillsets to get to grips with. Some, such as hot works, require specialist knowledge, other products need more experience or training. While this can mean that roofing is more susceptible to skills shortages, it also means there's a lot of opportunity out there if you're prepared to take on jobs and step outside of your comfort zone.

KNOW YOUR MARKET

The more familiar you are with your market and the products available, the more likely you are to fit appropriately and sell - and with a bigger margin too. You just need to pick a quality product to support you. For example, for projects unsuited to hot works, liquid applied roofing systems, EPDM systems and self-adhesive membranes are all cold applications - however you must ensure these are high quality alternatives and the performance suits the job.

Roofing felt performance can also vary enormously, ranging from commodity '5 year' shed felt options to 10 and 20 year systems used on house extensions, garages, and commercial projects.

The bottom line is it's never good to follow a formula, as the most obvious answer may not be right; stop and consider your product solution and you're more likely to get a professional outcome, particularly if it's a type of job you do less frequently.

IKO SUPPORT

To help you pick a quality product that's right for the job IKO has several training centres around the country. The company aims to offer approved and registered IKO roofers and contractors a product for every roofing project and the support and training they need to fit it. In addition, their technical support team provides advice on specification and site engineers inspect projects before and after a system has been installed by their approved contractors.

The training uses special rigs to familiarise contractors with installation and application techniques for particular products, tools, good practice and health and safety. When you combine all that with clearer packaging and instructions, design guide brochures and installation videos - it's clear IKO are playing a key role in supporting the skills needed for the whole industry.



IKO's range includes built-up flat roofing systems, pitched roof systems, roofing shingles, liquids and compounds. They recently launched the innovative IKO Enertherm Insulation Board and two new torch-on products: the cost-effective TGX system and the premium Britorch Modified Cap Sheet, which has a 20 year guarantee and can be used with IKO's existing underlays.



For more information please fill in the reader response card

ENQUIRY 16

No smoke... because there's no fire

The best way to stay safe from fires is to stop them before they start.

When you consider the number of roofs constructed every year, the number of fires emanating from the roof space is incredibly low. That is a testament both to the skills of the people installing them (you), and the correct specification and performance of appropriate construction materials. However, with so many products out there to choose from, how do you know which ones you can trust?

THE ZEROIGNITION SOLUTION

Among the varying grades of timber panel on the market and the huge range of fire retardant solutions available, SMARTPLY FR OSB is the smart choice for peace of mind. It's a flame retardant structural OSB3 panel with European reaction to fire class C-s2,d0 and BFL -s1 performance.

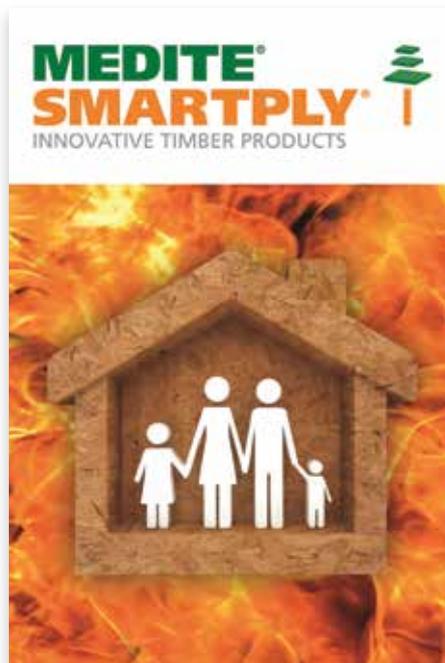
Zeroignition Solution, a water-based, eco-friendly fire retardant is added during panel processing. This ensures fire performance whilst maintaining the structural integrity of the board so it has the same quality and strength as all OSB3 panels.

AN ENVIRONMENTAL CHOICE

Ideal for roof decking, flooring and wall sheathing applications in both new builds and renovation projects, SMARTPLY FR OSB is also certified to the highest environmental standards and fully CE compliant. The company sources the raw materials from their own managed forests in Ireland so you can be sure it is produced responsibly.



It's this kind of attention to detail that means whenever you use SMARTPLY FR OSB you know you've got the right product for the right job and have the certification to prove it. And that means peace of mind for everyone.



SMARTPLY FR OSB PANELS

- Ideal for both new builds and renovation projects
- Zeroignition Solution fire retardant added as part of the manufacturing process
- Best in class fire performance with full structural integrity
- Meets European Standard EN300
- CE marked ex-works with the relevant Fire Classification and Declaration of Performance

SmartPly[®]

The Smart Answer for Roofing

For more information please fill in the reader response card

ENQUIRY 17

Shared experience

Sharing knowledge is the best way to keep experience in the industry alive.



Everyone has their part to play in making sure that as an industry roofing is equipped with the skills and tools it needs to meet its potential.

The good thing is that we are responding to the challenge - everywhere you look you can see people and organisations from all corners of the industry doing their bit; manufacturers are offering in-depth training in the use of their products and offering product innovations such as Hambleside's and Alutec's easy fit systems (meaning you don't need years of experience or training to use them) and Trade Bodies such as TrustMark and Skillbuild are promoting best practice, training and development.

Of course it doesn't stop there - merchants' product knowledge, built up over the years also plays its part with product demo days and training opportunities. In addition to that, colleges - as the lifeblood of the industry, need our support through skill and knowledge sharing and financial support - with free materials from the likes of Klobber and SIGA Natural Slate. It's clear people are making a huge effort to bridge the gap and make the roofing industry the best it can be. However, as brilliant as all these developments are, we should remember that some of the deepest and most valuable knowledge and experience is already out there working on roofs day in day out.



THERE'S NO SUBSTITUTE FOR EXPERIENCE

All the training, product innovation and Trade Bodies in the world are no replacement for on the job experience and guidance from roofers who have been in the industry for years. Roofing is full of contractors who are extremely knowledgeable and experienced and who can guide younger workmates to make the right decisions. From setting up on site to choosing the best materials for the job, the voice of experience can point us in the right direction in a range of situations, including:

- Best procedure to follow when reviewing a potential job
- Dealing with new customers
- Working safely
- Working with the correct tools
- What to look for in the characteristics of a material and spotting damage and flaws
- How to work with materials
- Build up process in all materials
- Weather considerations
- Working with other trades
- Local aesthetic considerations

And of course, pride in one's work!

The sharing of knowledge that's been earned through many years on the job goes way beyond just plugging a skills gap. It's the kind of on the job support, experience and training that's one of the most important tools to becoming a professional in the industry. It's the difference between being a jobbing contractor, to being a professional - creating a business that is sustainable and grows and which in turn offers careers for the younger generation.

The result is good workmanship that ensures our roofs perform and add to the aesthetic character of their surroundings. These are all essential ingredients if we are to keep improving the reputation of construction, attract young people into the profession, create award winning structures and grow the industry as a whole. There's a saying 'With great knowledge comes great responsibility.' It's a cliché for a reason: it's true.



Industrial resources

Organisations such as the SIG Industrial Roofing Centre (IRC) and Construction Industry Training Board (CITB) provide a focal point for specialist knowledge in industrial roofing.

As we enter a period of revival in industrial roofing, encouraging new recruits is becoming more and more important.

What's also becoming clear is that to do that we need the right facilities in place and the relevant training available so younger generations can find the mentoring and guidance they need to take up roofing as their trade. This is especially crucial now as according to a survey in 2015 by Wienerberger, 22% of our labourer workforce are over 50 and 15% are over 60.

Two organisations stepping up to the challenge are the IRC and the CITB, who between them are helping provide the necessary training to the next generation of roofers.



SIG INDUSTRIAL ROOFING

CITB construction skills

CITB ROOFING APPRENTICESHIPS

The CITB runs three national roofing apprenticeships that each involve 22-23 weeks of training over a two year period.

- **Built-up Felt Roofing** - this practical course teaches how to work with bitumen, roofing felts, surfacing and insulation materials. The training covers the use of tools and equipment, regulations and standards - in short, all the practical and theoretical knowledge you need to achieve the Built-up Felt Roofing framework and excel in this specialist trade.
- **Roof Sheeting and Cladding** - on this vocational course students learn how to cut, shape and fix materials including metal, plastic and cement panels to create walls and roofs. The training covers the use of single and double skin, as well as factory-assembled composite systems that include flashings, fasteners and fixings.
- **Roof Slating and Tiling** - can you tell your fascia from your flashing? On this course, students learn how to use plain and interlocking tiles, cement fibre slates and other materials to cover valleys, hips and general areas. The apprenticeship covers the practical techniques and theoretical knowledge you need to achieve the roof slating and tiling framework.

Apprentices spend periods between college training and on site with their employer, developing work-based skills and knowledge and earning while they learn. Some funding is also available. For more information on courses available visit www.citb.co.uk.

UPSKILLING WITH THE INDUSTRIAL ROOFING CENTRE (IRC)

SKILLS SHORTAGE

The IRC consider it part of their duty to help anyone support and grow those in their team who are willing to learn. To help them do this they have one of the largest ranges of industrial roofing products in the UK. This not only means that they can help you source a particular finish or colour or profile, it also gives you access to bespoke training sessions and COSHH data information as and when required. They are completely impartial and if you want members of your team to attend an official installation course with any of their suppliers they can organise it for you.

It's these kind of connections combined with the latest product knowledge and installation techniques that means working with the IRC helps upskill your workforce and give you the edge over the competition.

Whether your next project requires a skilled team that need some refresher training on installation methods, or you need to train a group of complete novices, give the IRC a call. They can help you source the right advice and guidance to ensure you have a skilled workforce from pricing to installation. It will save you money and time so you can concentrate on the day to day running of your business.

For more information please fill in the reader response card

ENQUIRY 18

Kingspan Academy gives a huge boost to training



Kingspan Insulated Panels has become the first manufacturer certified to offer a Roofing and Cladding Basic Competency Programme (BCP) course.

The course is part of the Kingspan Academy service launched earlier this year, with those who successfully complete it earning a BCP certificate valid for three years. They can then use the certificate to get their 3 years Red Experienced Worker CSCS card and, depending on experience go on to achieve the Level 2 NVQ and apply for a Blue Skilled Worker CSCS card.

KINGSPAN EVEN COVER THE COST

Delivered nationwide through a partnership with the Construction Industry Training Board, the course is fully-approved by the National Federation of Roofing Contractors (NFRC), and has been endorsed by CompetentRoofer, CSCS and the Roofing Industry Alliance. That's quite a recommendation! And to help as many installers, contractors and specifiers as possible to benefit from the programme, Kingspan is covering the full cost of providing the training.

The one day Insulated Roof and Wall Panel BCP covers:

- Trapezoidal Roof
- Trapezoidal Wall
- AWP and Kingspan Day-Lite Trapezoidal products
- Correct use of sealants
- Mechanical handling

The BCP is at the top of the NFRC's plans for tackling the skills gap in the roofing industry. By launching the BCP Kingspan are taking a huge step to support their customers raise the skills and qualifications of their workforce.



Phil Smith, Managing Director of Kingspan, summed up the reasons behind this new training initiative: *"Through this, we hope to help foster the skills required to create the ultra-high performance buildings that clients now demand - and also give a competitive edge to those businesses that invest time for training their people."*

For dates and to book a place please complete our readers response card.



For more information please fill in the reader response card

ENQUIRY 19

Get all the latest news from the roofing industry direct to your door!

IT'S FREE

If you don't already receive **INSIGHT** magazine and want to know what's new out there, what's happening in the industry and what opportunities there are for the specialist roofing contractor look no further...

INSIGHT magazine from SIG Roofing, shares unbiased product and industry information news from the UK's leading manufacturers, Trade Bodies and industry leaders. Making sure you can access the latest information you need to know, when you need to know it!

Subscribe online or refer a fellow roofer and receive a FREE T-shirt! Simply sign-up for the quarterly issue of **INSIGHT** magazine at: www.sigroofing.co.uk/insightmag



Or fill in the reader request card to receive your **FREE INSIGHT** magazine and receive a **FREE T-shirt!**

ENQUIRY 20

INDUSTRY NEWS

Page 4 **Roofing news in brief**



Page 6 **Building trust... builds business**



Page 8 **Strengthening slating skills together**



Page 10 **In Velux we Trust(Mark)**



Page 12 **On your marks. Get set. Go!**



PITCHED ROOFING

Page 14 **Keep metal (and lead!) alive**



Page 15 **Good advice is Golden**



Page 18 **Russell's Roofing School is a class act**



Page 19 **Redland expands its training support**



Page 20 **Nurturing the grass roots**



Page 21 **Keep it simple**



ROOFLINE PRODUCTS

Page 22 **From the Rain to the Drain**



Page 23 **Basic Instincts**



FLAT ROOFING

Page 24 **Course behaviour**



Page 26 **FIX-R provide the right solutions for the job**



Page 28 **Challenge and opportunity**



Page 29 **No smoke... because there's no fire**



INDUSTRIAL ROOFING

Page 30 **Shared experience**



Page 31 **Industrial resources**



Page 32 **Kingspan Academy gives a huge boost to training**



Kick-start the BBQ season!

In this issue of INSIGHT, we're giving you the chance to **WIN a MarcO-Grill BBQ, worth £100.**



Simply complete the game of Sudoku by filling the 9×9 grid with numbers so that each column, each row, and each of the nine 3×3 sub-grids contain all of the digits from 1 to 9.

To enter the competition, write the 9 numbers shown in the red box on the reader response card and post it back to us.

Good luck!

Closing date to receive entries is 17th August 2016.

Terms & Conditions

Entry to the competition is restricted to one entry per person. Multiple entries will be disqualified. Competitions are open to UK residents only unless otherwise stated. Prizes can only be sent to a valid UK address unless otherwise stated. Winners will be chosen at random from all valid entries. Winners will be contacted via email. The competition will run from 6th July 2016 to 17th August 2016. INSIGHT magazine from SIG Roofing is compliant with the data protection act. Our policy is such that we will not pass on your details to any third party without consent.

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | 8 | 9 | | | | | 5 | 1 |
| | | | | | | 3 | 2 | |
| | | 6 | | | 5 | | | |
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| | 5 | 3 | | | 6 | | 1 | |
| | | 1 | 5 | | | 2 | 7 | |
| 3 | 1 | | | | | 5 | 8 | |
| | | 5 | | 9 | 4 | | | |
| | 6 | | | | | | 3 | |

Congratulations to John Brown from John Brown & Son Traditional Roofing for winning the last issues Durafix Driver competition!!

ANGLIA

SIG ROOFING

| | | |
|----------------|----------|--------------|
| Bedford | MK41 9QG | 01234 325283 |
| Cambridge | CB1 3EW | 01223 245262 |
| Colchester | CO2 8JX | 01206 877460 |
| Great Yarmouth | NR31 0LY | 01493 659991 |
| Ipswich | IPI 5LU | 01473 749621 |
| Kings Lynn | PE34 3AJ | 01553 764202 |
| Luton | LU1 3XL | 01582 456177 |
| Northampton | NN5 5JF | 01604 765684 |
| Norwich | NR3 3ST | 01603 487860 |
| Peterborough | PE1 5YB | 01733 345004 |
| Southend | SS9 5PR | 01702 511158 |
| St Ives | PE27 3YJ | 01480 467776 |
| Waltham Cross | EN8 7DZ | 01992 624938 |

BOWLLER ROOFING SUPPLIES

| | | |
|---------------|----------|--------------|
| Cambridge | CB22 7QP | 01223 872260 |
| High Wycombe | HP12 3RJ | 01494 450079 |
| Kings Langley | WD4 8JU | 01923 269983 |

UNDERCOVER ROOFING SUPPLIES

| | | |
|------------|---------|---------------|
| Colchester | CO2 9JT | 01206 840 230 |
| Southend | SS2 5QW | 01702 613 181 |

LONDON

SIG ROOFING

| | | |
|------------------|----------|---------------|
| Cheam | SM3 9AG | 020 8337 9455 |
| Croydon | CR0 2BD | 020 8686 6911 |
| Croydon | CR0 4YZ | 020 8689 0481 |
| Kentish Town | NW5 3EW | 020 7485 5550 |
| Kentish Town | NW5 2DS | 020 7485 1791 |
| Ladbroke Grove | NW10 5BT | 020 8969 0022 |
| New Cross | SE14 5BL | 020 7358 0085 |
| Romford | RM7 0HL | 01708 754022 |
| Romford | RM3 8TS | 01708 377666 |
| Slough | SL1 4BG | 01753 570526 |
| Stratford | E15 2RW | 020 8536 5400 |
| Tottenham | N15 4PG | 020 8808 0459 |
| Tottenham Branch | N17 8HJ | 020 8808 6816 |

UNITED TRADING COMPANY

| | | |
|-----------|--------|---------------|
| Chingford | E4 7HZ | 020 8559 4334 |
|-----------|--------|---------------|

UNDERCOVER ROOFING SUPPLIES

| | | |
|----------|---------|---------------|
| Rayleigh | SS6 7XF | 01268 798 999 |
|----------|---------|---------------|

BOWLLER ROOFING SUPPLIES

| | | |
|--------------|---------|---------------|
| South Harrow | HA2 8AX | 0208 426 8838 |
|--------------|---------|---------------|

SCOTLAND

SIG ROOFING

| | | |
|-----------|----------|--------------|
| Aberdeen | AB16 5UU | 01224 692000 |
| Ayr | KA8 8BL | 01292 262885 |
| Broxburn | EH52 5NN | 01506 857613 |
| Dundee | DD2 3QQ | 01382 833011 |
| Edinburgh | EH6 7LF | 01315 542554 |
| Glasgow | G31 4DX | 01415 565200 |
| Glasgow | G71 6LL | 01698 817428 |
| Inverness | IV1 1SY | 01463 250318 |
| Kirkcaldy | KY1 2YX | 01592 654913 |
| Linwood | PA3 3BQ | 01505 321122 |
| Melrose | TD6 ORS | 01835 823640 |

NORTH WEST

SIG ROOFING

| | | |
|------------|----------|--------------|
| Blackpool | FY3 7UN | 01253 398376 |
| Bolton | BL3 2NH | 01204 523336 |
| Leyland | PR26 7QL | 01772 453939 |
| Liverpool | L9 7ET | 0151 5212100 |
| Manchester | M11 1BR | 01612 307712 |
| Manchester | M34 5LR | 0161 3203456 |
| St Helens | WA9 3AP | 01744 611471 |
| Wigan | WN3 4BT | 01942 615030 |

CHESHIRE ROOFING SUPPLIES

| | | |
|------------|---------|---------------|
| Crewe | CW2 8UY | 01270 251 000 |
| Warrington | WA4 4EZ | 01928 796 100 |

YORKSHIRE

SIG ROOFING

| | | |
|--------------|----------|--------------|
| Bradford | BD3 9HB | 01274 392433 |
| Grimsby | DN31 2SG | 01472 245667 |
| Huddersfield | HD3 4JW | 01484 653373 |
| Hull | HU4 6PA | 01482 574577 |
| Leeds | LS12 6AB | 01132 631263 |
| Leeds | LS9 0PF | 0113 2351441 |
| Rotherham | S60 1DA | 01709 835500 |
| Scunthorpe | DN16 1DQ | 01724 854444 |
| Sheffield | S9 1TL | 0114 2434188 |
| York | YO30 4UU | 01904 476319 |

ROOFCARE NORTHERN

| | | |
|-------------|----------|---------------|
| Scarborough | YO12 4HA | 01723 375 851 |
|-------------|----------|---------------|

SOUTH COAST

SIG ROOFING

| | | |
|-----------------|----------|--------------|
| Bishops Waltham | S032 1BH | 01489 896544 |
| Bournemouth | BH12 4BJ | 01202 731867 |
| Eastbourne | BN23 6QN | 01323 500458 |
| Poole | BH15 4BN | 01202 682491 |
| Portsmouth | PO3 5AY | 02392 690214 |
| Portsmouth | PO3 5NX | 02392 671521 |
| Southampton | SO15 0LG | 02380 365555 |
| Waterlooville | PO7 5LT | 02392 258344 |

SOUTH EAST

SIG ROOFING

| | | |
|-----------------|----------|---------------|
| Brighton | BN41 1WF | 01273 430444 |
| Finchampstead | RG40 4RB | 01189 733788 |
| Folkestone | CT19 5EY | 01303 226888 |
| Gravesend | DA12 2PS | 01474 532999 |
| Hastings | TN38 9ST | 01424 853099 |
| Horsham | RH12 2NW | 01403 270640 |
| Hove | BN3 7ES | 01273 328640 |
| Leatherhead | KT22 7LF | 01372 361600 |
| Lewes | BN7 2BQ | 01273 488888 |
| Maidstone | ME15 9NL | 01622 843399 |
| Milford | GU8 5BB | 01483 425828 |
| Ramsgate | CT11 7QE | 01843 592772 |
| Sidcup | DA14 6QF | 0208 302 5451 |
| Sittingbourne | ME9 7NU | 01795 843967 |
| Tunbridge Wells | TN2 3DY | 01892 515599 |
| Worthing | BN14 8NW | 01903 201013 |

TYNE AND TEES

SIG ROOFING

| | | |
|---------------|----------|--------------|
| Gateshead | NE8 3AD | 01914 779474 |
| Killingworth | NE12 6QQ | 0191 2686627 |
| Middlesbrough | TS2 1DF | 01642 242753 |
| Stockton | TS18 2PH | 01642 677772 |

SOUTH WEST

SIG ROOFING

| | | |
|----------|---------|--------------|
| Exeter | EX2 8PY | 01392 250323 |
| Exeter | EX2 7JS | 01392 446001 |
| Newquay | TR7 2SX | 01637 852660 |
| Plymouth | PL1 4LL | 01752 509538 |
| Taunton | TA1 5LY | 01823 323888 |
| Torquay | TQ2 7BD | 01803 613212 |

WEST

SIG ROOFING

| | | |
|------------|---------|---------------|
| Bath | BA1 3EN | 01225 483828 |
| Bristol | BS2 0UZ | 01179 710085 |
| Bristol | BS5 9RD | 01179 412412 |
| Bristol | BS3 2TN | 01179 663072 |
| Gloucester | GL4 3SJ | 01452 521 347 |
| Hereford | HR2 6JT | 01432 273084 |
| Oxford | OX2 0ES | 01865 790303 |
| Swindon | SN2 8XA | 01793 613339 |

BOWLLER ROOFING SUPPLIES

| | | |
|---------|----------|--------------|
| Reading | RG30 4BJ | 01189 455454 |
|---------|----------|--------------|

WALES

SIG ROOFING

| | | |
|---------|----------|--------------|
| Cardiff | CF24 5HB | 02920 483939 |
| Porth | CF39 9SJ | 01443 681004 |
| Swansea | SA5 7LF | 01792 790272 |

MIDLANDS

SIG ROOFING

| | | |
|------------|----------|--------------|
| Birmingham | B11 2DX | 01217 081515 |
| Birmingham | B19 1ED | 01215 239143 |
| Birmingham | B24 8LD | 01213 273071 |
| Coventry | CV6 6FG | 02476 688754 |
| Derby | DE24 8HL | 01332 349155 |
| Dudley | DY2 0RL | 01384 472420 |
| Leicester | LE18 4TA | 01162 785262 |
| Leicester | LE18 2QD | 0116 2778676 |
| Newark | NG24 2EQ | 01636 611880 |
| Nottingham | NG7 2NN | 01159 851400 |
| Nottingham | NG8 1PQ | 01159 285999 |
| Oswestry | SY10 8NN | 01691 654551 |
| Stoke | ST4 2NL | 01782 280567 |
| Stoke | ST6 2DU | 01782 577330 |
| Telford | TF1 5ST | 01952 641161 |