

INSIGHT

SERVING THE ROOFING INDUSTRY

FROM **SIG** ROOFING

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RAISING STANDARDS IN ROOFING

GROWTH

EVOLUTION

INNOVATION

PRODUCT
DEVELOPMENT

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Raising the bar

Product innovation and new approaches to working are at the heart of improving standards in roofing and allowing the industry to thrive.

History is littered with examples of people with vision who wouldn't take no for an answer and introduced game changing innovations. For example, when Fred Smith wrote a paper on an idea for reliable overnight delivery, his professor gave him a C grade because the idea wasn't feasible. Years later the tagline "*FedEx - when it absolutely, positively has to be there overnight*" became well known all over the world.

With over 40 years of innovation, evolution and growth – FedEx continue to be at the forefront of express deliveries. The point is, to use Fred's own words: "*You absolutely, positively have to innovate - if only to survive.*"

This is also true in roofing. Whether it's through product development and improvement or looking at different working practices, people are striving to raise standards and improve the industry's image. After all, raising standards benefits everyone. From the customer's perspective it means they have the peace of mind they're in good hands and can trust their contractor to do a good job. From the contractor's point of view, having products you can rely on to help you to do the job makes your life a lot easier, gives you the confidence you need to take on new work and reduces the risk of call backs.

This issue of INSIGHT looks at how as an industry we are making changes to ensure we keep improving standards. Inside you'll find a range of articles covering everything from the training opportunities available to improve skills, the introduction of a new Trading Standards initiative with TrustMark (see page 10) and how product innovation is helping address the skills shortage (see page 21). We also look at the new law for energy efficiency in the rental market and how you can tap into the potential opportunities for the refurbishment sector (see page 4).

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

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The first half of a new year is always a good time to look at how we can do things differently, improve standards or adapt what we already have so that it works better for us. Bearing that in mind we hope this edition gives you an insight into the new possibilities available to help you flourish.

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.

IN THIS ISSUE:

- Russell Roof Tiles reminds us to pic 'n' mix concrete tiles to get the best results
- What's new with Marley Eternit's Universal Dry Verge system?
- Floplast explain how BSI Kitemark™ can help you maintain high standards
- Steadmans explains that protection pays with LPCB approved products
- SIG Industrial Roofing Centre reveals how location affects the coating guarantee

COMPETITION WINNER

Congratulations to our reader Paul Harris of Simanda Ltd who is our latest competition winner!

Paul entered our INSIGHT issue 27 word search competition to win a Stanley IntelliLaser!

We asked Paul why he reads INSIGHT and he told us: "I've been in the roofing trade for over 50 years and I subscribed to INSIGHT magazine a long time ago - I find it keeps me up-to-date on changes that might be happening within the industry and as I don't go online, the delivered magazine is ideal for me. I do have a confession though... my wife helped me to complete the word search so it's only fair I share the laser with her!"

Have your chance to win a two-step ladder on page 31.

Our online home

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

DON'T
MISS OUT!

Tap into energy savings

From April 2018 all rented properties, both commercial and domestic, will need to achieve a Minimum Energy Performance Certificate (EPC) rating of 'E' before they can be let - that's good news for the refurbishment sector and a great opportunity for contractors.

The new rules will come into force as part of the 2018 Minimum Energy Efficiency Standards (MEES), otherwise known as the Landlord Directive and will apply to both commercial and domestic rented properties in England and Wales. Scotland will have a slightly different arrangement, however the same principles will apply.

The effects of the changes will have a significant impact on the rental property market; if the directive were to come into force tomorrow it would mean that one in five commercial properties would become legally unlettable. From 2020 the same rules will apply to leases that are being renewed and it will be unlawful to market or let buildings with an EPC of 'F' or 'G'.



For contractors this is a massive opportunity, as landlords still have time in which to act and bring their properties up to scratch. There's a huge amount of work to do to achieve this, however it's in everyone's interests - for landlords, improving the energy performance of these buildings can help secure the income stream from rent and improve the desirability and longevity of the building. For roofers it could provide potential work too.

Providing better levels of insulation is going to be one of the most effective ways of complying with MEES. Replacing single skin or poorly insulated roofs with high performing insulated panels will not only enhance thermal performance and air tightness, it will also provide a long term low-maintenance solution that will be very attractive to landlords.



AN EXPERT PANEL

Insulated panel systems offer a fast track installation solution. You can get them in a range of colours and profiles to suit different applications. You can even use them to support traditional looking slates and tiles. They are also an effective way of dealing with fragile roofs, making properties safer and reducing landlords' risk of liability. Most important of all, they can provide U-values as low as 0.08 W/m².K when using closed-cell insulated panel material. Closed cell insulation delivers industry leading thermal performance, superior fire protection - including accreditation to FM 4882 for smoke sensitive occupancy, as well as having enhanced environmental credentials.

The thing to remember is that landlords will have no choice other than to bring their properties in line with the regulations; this isn't a 'nice to have' - it's the law. However, by helping landlords achieve thermally efficient buildings we will create assets of value for both owners and occupiers alike. Using quality products to do that and protecting performance with a guarantee will provide additional security. At the end of the day, a structure with long-term thermal efficiency can maximise tenancy terms due to low energy costs for the lifetime of the building, something that should be very attractive to owners.

The arrival of MEES means that the refurbishment sector is definitely one to watch...which will be music to many a contractor's ears.



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

ENQUIRY I

What lies beneath?



Independent research reveals that not all underlays are created equal. So, if you think the materials you're using are OK in the zone...it could be time to think again.

All roofing membranes on the market today claim to be compliant with the Wind Uplift requirements in BS 5534:2014 for one or more of the five UK Wind and Pressure Zones. While these zones are helpful as a general guide, and identifying your zone is a good place to start - the impact of wind on roofs is more complex than lines on a map; you have to consider the building's location within the zone for a true indication of what's needed to protect against wind damage.

Take Zone 2 for instance, which covers an area from Wales through parts of the Midlands to the North Sea. Does a roof on the side of Mount Snowdon experience the same wind and driving rain conditions as a roof in the Lincoln flatlands? It's unlikely, yet both are located in the same zone. This example highlights perfectly the other factors that need considering, such as:

- The **height of a building** can create pressure on the roof.
- The **condition and design of the building** can be significant. A garage roof, or a building with a poor ceiling underneath, can be more vulnerable to wind pressure.
- **Proximity to water** – the sea, reservoirs, large rivers or lakes can also have an impact on any roof's long term performance.

And there are other factors to consider when making your selection. The length of time the membrane is left uncovered before the covering is put on - can the product you choose withstand this exposure? How durable will your membrane be over time? Will it last 20 years or more, or could its water hold out fail relatively quickly?

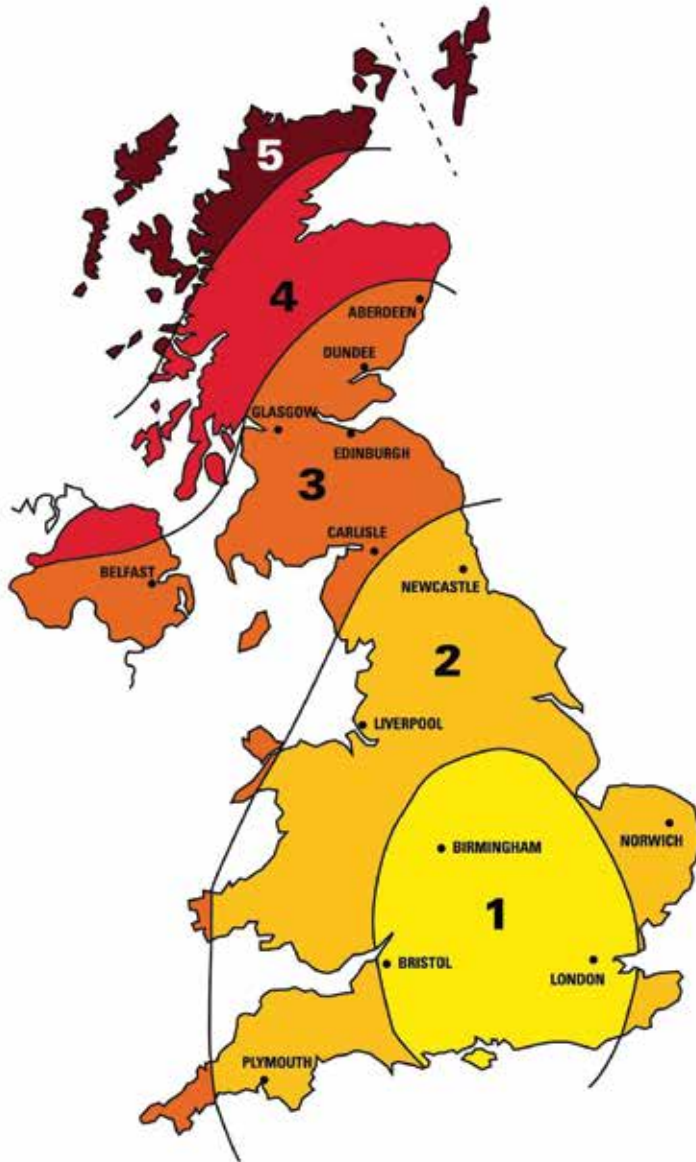
INDEPENDENT RESEARCH

With so many factors affecting performance it's essential roofing membranes are durable. One company that has been looking at this is DuPont™, makers of Tyvek® roofing membranes. They asked the Independent SP Technical Research Institute of Sweden to perform a series of comprehensive ageing tests on a range of multi-layer breathable underlays to see how they performed. Particular attention was paid to water tightness, with a variety of membranes tested to see how they fared for longevity and the associated risk for property, energy consumption, insurance - and, of course, reputations.

The tests were carried out as follows:

- Independent experts opened up 30 roofs to undertake rigorous water tightness tests on 'real world' aged roofing underlays.





KEY CHARACTERISTICS OF TYVEK MEMBRANES

Unique functional layer

- Water vapour passes through the single layers natural pores - so a roof can 'breathe' - yet keeps water out.
- 6-8 times thicker than other membranes, which makes it more durable and resistant over time.

Watertightness

- In tests, Tyvek® membranes outperform alternative membranes in terms of watertightness, which offers lifelong protection.

UV and heat resistance

- Tyvek® is made of 100% UV and heat-stabilised polyethylene, which results in superior resistance and durability.

- 17 roofs installed with Tyvek® over 20 years ago and 13 roofs with multi-layer or coated roofing underlays installed between 5 and 10 years ago were investigated.
- The independent test reporting went beyond the limitations of current standards to check the reality and precise scale of performance.
- Results showed Tyvek® kept its water tightness for much longer than other membranes after UV and heating tests.

The results were conclusive - Tyvek® breathable membranes outperformed all the other products tested. The programme concluded that even after exposure to direct UV and sustained high temperatures, Tyvek® membranes can still provide years of effective watertight protection.

During the tests, which were performed according to EN 13859 regulations, all the breathable underlays were subjected to direct UV, and their continued water resistance was then tested to class W1. Tyvek® demonstrated higher durability and significantly superior resistance to UV exposure.

Next, all the breathable underlays were exposed to temperatures of 90°C (above the CE requirement of 70°C), and their continued water resistance was tested to class W1. Again, Tyvek® demonstrated high durability and superior resistance.

The benefits of this knowledge to contractors can't be overstated. Thanks to their highly durable functional layer, Tyvek® underlays safeguard watertightness over the long term. And, by ensuring durable

windproofing and vapour breathability, they also protect surfaces and structures better against condensation. Regardless of the wind zone, or more specifically where in that zone you're working, with Tyvek® you know you've got a product that's up to the job. That means you'll get less call backs and more peace of mind. Now, that's definitely in the zone.



Tyvek.

For more information please fill in the reader response card

ENQUIRY 2

Spread the word...

There are some things you just don't mess with, which is why timber roofing batten and Marmite are in the same boat.

Last year the unthinkable almost happened... Marmite, the salty, yeasty spread adored and abhorred in almost equal measure, nearly vanished from Tesco's shelves. Yes, it was that serious! The shortage of this famous breakfast staple stemmed from an increase in the price of the product's imported ingredients - something that could potentially affect any product where the materials come from overseas.



In the case of Marmite, a compromise was quickly reached that enabled stocks to be replenished so consumers could continue to enjoy their favourite spread. One thing that was not compromised however, was the quality of the ingredients - there are, after all, some things which you simply do not mess with. Marmite, it seems, is one of them. Timber roofing battens are another!

NO COMPROMISE ON QUALITY

The vast majority of timber used in UK construction is imported and, along with a host of other goods, potentially subject to pressures on cost prices. Where possible, some of this cost can be absorbed by companies liaising with their supply chains and sharpening their pencils. However, this won't always cover everything and we've seen prices creeping up right across the construction industry on a wide range of products and raw materials.

So, what's the solution? Should the makers of Marmite have tweaked the recipe slightly and used cheaper ingredients to save on costs? As a great British brand the company decided to carry on doing what it does best - making the best product it can. It's a sentiment shared by another British company - SR Timber. Like Marmite, the quality of their flagship Premium Gold Batten means they're not prepared to mess with a winning formula. This is important now more than ever as so many UK roofers depend on Premium Gold to ensure they comply with the roofing regulations that came in as part of the introduction to BS 5534:2014 a couple of years ago.

WHAT TO LOOK OUT FOR IN YOUR BATTEN

BS graded batten must have the number of the Standard marked on it - in this case, BS 5534. A fully graded BS 5534 batten also has another code marked on it to identify which wood species has been used to make the batten - BSENI 3556. BS 5534 states that such letter codes must be stamped onto each fully graded BS batten. You should look for either 'WPCA' - which



denotes spruce - or 'PNSY' - which denotes pine. Very often, since both species may be used in the same parcel, you will see graded battens stamped with the letters 'PNSY/WPCA' - which means they may be made from either type of wood.

Companies like SR Timber have been at the forefront of raising standards on the quality, performance and durability of timber roofing batten and they are not prepared to compromise, meaning you can rely on their Premium Gold to be genuine value for money. For added assurance, Premium Gold comes with a 60 year warranty against insect attack and wood rotting fungi. Now, that's one thing the guys at Marmite can't do!



**For more information
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reader response card**

ENQUIRY 3

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

If you haven't already subscribed to 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!

IT'S FREE



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insightmag](http://www.sigroofing.co.uk/insightmag)

Local reassurance with national recognition



TrustMark and Trading Standards offer new level of consumer protection and trade accreditation.

TrustMark, the only Government-endorsed scheme for all trades in and around the home, is working with Trading Standards to provide another level of consumer protection and trade accreditation to both householders and tradespeople in the home improvement, maintenance and repair sector.

TRADING STANDARDS APPROVED SCHEME

Together, the two government organisations will jointly deliver a national Trading Standards supporting scheme, giving firms local reassurance with national recognition. The 'Trading Standards Approved' scheme is an accreditation that tells potential customers that the tradesperson not only complies with TrustMark's Standards for quality of workmanship, but they also understand fair trading practices and have in place all the correct documentation and insurances.

The scheme has been piloted by TrustMark and Buckinghamshire & Surrey Trading Standards and is due to be rolled out across the rest of the country in 2017. This means that for the first time local authorities across the country can work together to deliver the project. From a roofer's perspective it will give you further credibility that you are reputable and have a solid trading history. At the same time it gives your customers the reassurance and confidence they need that you have been thoroughly checked by both Trading Standards and TrustMark and have been approved to use this accreditation. As endorsements go it doesn't get any more solid than that.

A GOOD INVESTMENT FOR ROOFERS, WITH GREAT BENEFITS

Simon Ayers, Chief Executive of TrustMark, said: *"With consumer expectations rising, householders are now seeking higher levels of service and better quality workmanship from their tradespeople with all the right checks in place. The Trading Standards Approved scheme isn't just another 'badge' to add to a firm's website and marketing materials, it's an investment with great benefits. When a consumer chooses a tradesperson that has the TrustMark 'Trading Standards Approved' logo, they know they will get a reputable, reliable firm that has not only been vetted by a TrustMark Scheme Operator, but also*

checked directly by Trading Standards. As always, we are working towards a future when consumers have confidence in the tradespeople they employ and that they see that 'rogue' traders are the exception, not the rule."

HOW TO JOIN THE SCHEME

If you're TrustMark registered all you have to do is apply through TrustMark to complete the necessary checks and gain the approved accreditation. TrustMark will carry out the DBS Checks and Trading Standards will do the Intelligence Checks. Once you've passed these safeguards, you'll then be accredited with Trading Standards Approved status. In addition to the added credibility Trading Standards approval gives you, you'll also get additional business support with exclusive access to assured advice on consumer law, including unfair contract terms, cancellations rights and drafting invoices.

As Steve Ruddy, Head of Service Buckinghamshire & Surrey Trading Standards says: *"This is a great example of central and local government working together, combining national recognition and local reassurance to both protect residents and support local businesses."* Now is the perfect time to get involved and show you've set your standards high.



Membership of the Trading Standards Scheme gives contractors increased credibility, greater exposure and access to a range of practical business support:

- **Successful completion of DBS & Intelligence checks, demonstrates your commitment to consumer protection and trade accreditation, which provides greater confidence to your customers.**
- **Once you have attained the 'Trading Standards Approved' status, customers will be able to search for your company, thereby giving you greater exposure.**
- **Use the 'Trading Standards Approved' logo on all your letters, invoices and marketing materials, evokes not only national recognition, but also local reassurance to both protect home owners and support local roofing contractors.**
- **A Business Support booklet, gives advice and reassurance that your company is compliant with current consumer law.**

Contact TrustMark for more information or to sign up to the Trading Standards Approved scheme:

www.trustmark.org.uk/trading-standards

Email: tradingstandardsapproved@trustmark.org.uk

Tel: 0333 555 0352



Risk of exposure

Relying on underlays to waterproof unprotected roofs can expose buildings to damage from water and wind. It's time to protect the roof at all costs!

Roofing is now a year round business. The good news is that, while work is going on, vapour permeable underlays (VPUs) provide immediate, though temporary and limited, weatherproofing protection for the roof. However, far too much reliance is being put on them to resist gale force winds, rain and snow before the tiles are fixed. With reports from insurers confirming that claims for leaks on roofs with no more than a VPU to protect them are increasing.



Manufacturers, trade associations and organisations such as the NHBC work extensively to improve standards across the industry and VPUs are a case in point. While the introduction of VPUs on the market removed the need to fix heavy, bituminous underslating felts, we should beware of expecting these excellent products to do the work of the tiles

themselves. Of course, we should expect them to deal with the high amount of moisture which has to escape during a building's drying out period (even if rafters and battens become wet), however there is a world of difference between that and protecting against torrential rain and storm force winds.



TIME IS OF THE ESSENCE

It's inevitable there may be times when, having stripped the roof of tiles, there is a delay while we wait for the new ones to arrive. That's why it's vital to consider when exactly you start the job and factor in how long you're going to have to leave the underlay exposed; when the roof is left uncovered the underlays start to degenerate - leave them for too long and that's when problems can start. Ultimately, once the decision to start a job has been made it's your job to protect the roof while the work is being done. Meaning you should always fix the slates or tiles quickly and if that's not possible, protect the roof at all costs.

KLOBER PERMO EXTREME RS SK²

While it's vital to fit the roof tiles as quickly as possible, a high quality VPU can give you some breathing space (no pun intended!). These days the extent of weatherproofing quoted by manufacturers covers UV and

light rain and is generally around 3 months. Even so, with laps left open or if there is too great a drap between rafters a VPU may lift in high wind - leading to leaks. VPUs also have a saturation point and heavy rain will cause it to be reached pretty quickly. The height and exposure of a property will also increase the risk.

A product such as Klobber Permo Extreme RS SK² is the exception to the rule. You can use it as a waterproofing layer, as it's designed for extension roofs below a tile's recommended minimum pitch. The integral edge tapes will protect the roof space for up to 8 weeks.

This means that, whatever the reason, if there's a delay in recovering the roof you do at the very least have a VPU in place that does what it says on the tin. That can mean the difference between a very successful outcome and a serious headache. Use a quality VPU and keep your risk of exposure to a minimum.



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

ENQUIRY 4

Just the ticket

Redland's Basic Competency Programme (BCP) pitched roof training is just the ticket.



If you don't have any formal roofing qualifications, you can now enjoy CITB funded training thanks to Redland's accreditation as an approved provider of the Basic Competency Programme (BCP) for pitched roofing. The training only takes two days, is extremely good value and is a great step to getting your CSCS card. To date, Redland is the only manufacturer approved for the BCP in pitched roofing.

The BCP certificate – when combined with a Working at Heights CSCS Health & Safety Test pass – means you can apply for your three year Red 'Experienced Worker' CSCS 'ticket', which allows you to work on site while you look towards your next level of qualification.

GREAT VALUE FOR ROOFERS

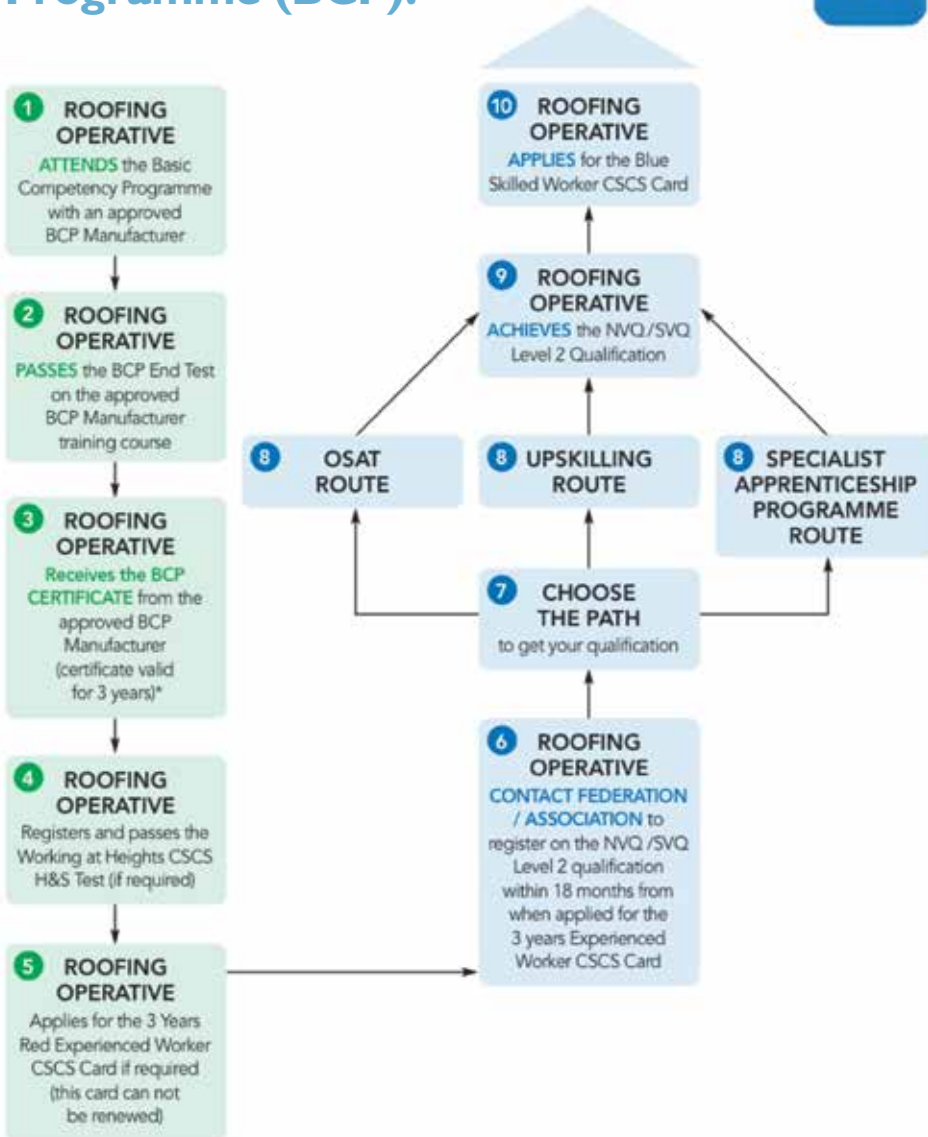
The main objective of the BCP is to help those of us without either a full competency or an official roofing qualification to get one; it's also there to help you convert your green CSCS cards to the Blue Skilled Worker CSCS version. For those in other trades, who maybe already have the higher level CSCS cards, it can help them change sector or add to their skill sets. The BCP is endorsed by the CITB, the NFRC, the

CompetentRoofer scheme and CSCS.

Subsidised by Redland and the CITB, the course costs only £150 for both the training and certification. Some companies may also qualify for a CITB training grant which can bring the total cost of the BCP certificate down to just £50! Potentially all it takes to set you on your way to getting the qualifications you need is fifty quid and two days of getting stuck in. For the career benefits you'll get as a result it's well worth the money and effort, as from there you're set up nicely to take the next steps on your roofing journey.

Anthony White, Contracts Manager at Bicester Roofing, who have already sent a number of trainees to the course explains why the BCP is a good thing: "From our

The Basic Competency Programme (BCP):



point of view the BCP will help bridge that gap, whereby trainees normally only get a CSCS card for six months' work on site. With the BCP we can now offer three years on

site, which gives the guys a long-term goal and helps us retain staff at the same time. It's a win-win situation and good news that Redland is now able to offer the course."

Mat Woodyatt, Redland Training Manager, says: "Obviously it's an honour for Redland to be recognised as the only one currently capable of meeting BCP certification training demands for pitched roofing. But beyond that, it's fantastic for us to be involved with bringing through the next generation of roofers, as well as setting older hands off on the qualification pathway. It's great for us, great for them and great for the industry."

You could say it's basic common sense!

What does the BCP cover?

The two-day course is delivered from Redland's National Training Centre based just outside Cirencester, Gloucestershire and covers areas such as:

- Pitch
- Scale
- Orientation
- Setting out
- Constants
- Estimating
- Understanding BS 5534:2014

The course also includes practical 'how to' sessions on the installation of roofing systems, both single lap interlocking and double lap plain tile and slate.



For more information please fill in the reader response card

ENQUIRY 5

Slate to match

Wherever you are in the country - if you're looking to replace and match natural slate, SIGA will have something for the job.

We all know that slate is a beautiful, durable material that makes an ideal roof covering. However, the charm of repairing or replacing a traditional slate roof can sometimes fade when you try to source like-for-like materials. There are a number of reasons for this; the original slate may no longer be available, or you may need to extend the roof and can't find an exact match. Also, if you're working on a listed building and need to retain the original character of the property, finding a suitable replacement becomes a legal requirement you need to comply with for work to go ahead.





▲Secondhand Scotch Slate

▲SIGA I20

Scotland is a case in point. Scottish slate graces many historic buildings and conservation areas and remains in great demand, even though, sadly the last slate quarry in Scotland ceased production in 1955. This does pose a bit of a problem. In general, Scottish slate is coarser-grained than other slates and as a result, it is thicker and more irregular than its Welsh counterparts. This distinctive appearance results in random sized slates of differing thicknesses laid in diminishing courses, which gives Scottish roofs their distinctive and cherished look.

So, what are your options when repairing or replacing a Scottish slate roof? You could try to re-use the slates, however you may risk losing in excess of 50% in the process. To make up the difference, you'll need to find a supply of matching second-hand slates - which is becoming increasingly rare and costly as time passes and supplies of good quality second-hand slates become increasingly difficult to source. Unfortunately, non-Scottish slates such as Spanish and Chinese, tend not to be suitable, both in terms of appearance and/or durability.

THE SIGA NATURAL SLATE SOLUTION

By dealing with over 35 quarries, SIGA is not tied into a particular quarry, and can therefore source the best matched slate for the project requirements. In the

case of replacing Scottish slate SIGA have a 'new' slate that matches as closely as possible the colour and dimensions of the original. In conjunction with Welsh Slate, SIGA have launched a new blue/grey slate - SIGA I20 - which is being quarried to replicate the diminishing courses on the traditional Scottish roof. Cwt y Bugail Quarry is currently producing a range of sizes - varying in length from 400mm, down to 300mm at 25mm intervals, and in width from 375mm, down to 200mm, also at 25mm intervals. These are roughly equivalent to those produced in Scotland's Ballachulish Quarry in the 19th century and still found on countless roofs today.

Although the new slates are not truly random, the change from one size to the next is not readily apparent. Likewise, although paler than the original Ballachulish slate, they will darken with age and blend in with the original material. For the building owner, the assurance that their re-slatted roof will match and endure for generations to come is invaluable. At last the market has a viable solution for restoring and preserving the beauty of traditional Scotch slate roofs and with it, Scotland's heritage.

Wherever you're working in the country, SIGA's wide range includes slates that are specific to your local area. Available at SIG Roofing branches throughout the UK, helping to ensure that you can get the slates you need for your local requirements when you need them.

SIGA I20 forms part of SIG Roofing's ONE Warranty - a pitched roof product warranty that supports all the key elements required in the build-up of the roof.

SIGA offers informative free CPD Seminars designed to equip you with the knowledge to specify good, durable, slate roofs and the qualities of natural slate, common issues and the key legislation to ensure you make informed buying decisions.



SIGA
Natural Slate

For more information please fill in the reader response card

ENQUIRY 6

Mix it with the best

Concrete pitched roof tile manufacturer Russell Roof Tiles reminds us to pic 'n' mix to get the best results.



Sometimes how a roof looks is just as important as whether it leaks or not. And when it comes to concrete tiles, mixing from different batches and pallets will help you achieve a more balanced look. The nature of concrete means that while the size, shape and weight are all very controlled, the make-up of the raw material and the manufacturing process all have an effect on the final colouring, which means it's never going to be 100% the same in every batch.

To make sure you create the best looking roof Russell recommends you mix from a minimum of three different batches or

pallets. It's the opposite of when you're wallpapering and want to 'batch match' the paper! By mixing from three you'll get a more balanced, natural look; if you do half the roof from one batch, and then the other half from another you may end up with two halves of the roof that look quite different. Mix them up and you'll blend all the slight variations together and achieve a beautiful looking roof that your client loves. You'll get fewer call backs and have roofs with a great look and feel that you'll be proud to use to market your business.

By blending the batches to get the best possible result and following Russell's official specification you'll be able to prove what a good job you have done with Russell's 'RussSpec' guarantee. It shows you've followed the official specification and that your roof meets the latest regulations and standards. Another great solution to reduce complaints, meaning it's great for customer service too!

Mark Parsons, Technical Director at Russell Roof Tiles, adds: "Correct mixing on a roof

means the job will look its best. Mixing means any slight colour differences within the batch or between batches, as well as any possible efflorescence which may occur; looks much better.

We know mixing from three pallets is not always easy due to the double loading bay scaffolds in use. But, you can achieve this by using the correct method for loading the roof to ensure you get a thorough mix and the best possible look."

Mixed up? You shouldn't be...but your tiles should!



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

ENQUIRY 7

Verging territory

Marley discuss how they and the industry are working to raise the quality of Dry Fix systems.

IMPROVING
STANDARDS

Following the changes to BS 5534:2014, and the increasing frequency and ferocity of stormy weather over recent years, there has been a massive swing towards mechanical fixing.

The benefits of dry-fix roofing over mortar are well known. Unlike mortar, dry-fix systems are not vulnerable to cracking and subsequent issues with frost and rain getting in the gaps. By mechanically fixing the ridges, hips and verges without mortar, the roof becomes more secure with increased resistance to wind uplift and water ingress. It's a fast and simple method that also provides discreet ventilation of the roof space to help stop any harmful build-up of condensation. Plus, you can do it all year round! As a result dry-fix roofing can be highly cost-effective, giving a more consistent appearance with none of the longer-term maintenance problems and costs associated with mortar bedding.

A NEW PRODUCT STANDARD

There are, of course, still issues with dry fix that need addressing, such as water discharging down gable end walls, the bottom verge unit disengaging, and some hip and ridge systems becoming detached from the roof structure. And, while the last update to BS 5534 did much to encourage the use of dry-fix products, there are now such a large number of products on the market, with huge variances in both quality and price, that making the right choice can be a little overwhelming.

Added to that, the fact that dry-fix systems are now often the sole method of fixing on the roof means their fixing is starting to come under greater scrutiny, particularly by warranty providers such as the NHBC - getting it right is essential.

The good news is that a new Product Standard for all dry ridge, hip and verge products is due for publication in the summer of 2017. The new Standard should reduce any dramatic variations in product performance and give you the confidence that the materials you are using have been fully tested, protecting your reputation and reducing your liability.

GAME CHANGING NEW UNIVERSAL DRY VERGE SYSTEM

One company that is already listening to roofers' concerns is Marley Eternit. Their brand new Universal Dry Verge system will make it quicker and easier for roofing contractors to fit to NHBC and British Standards, while offering outstanding performance and durability. It includes a quick starter verge fixing that you can install even if the gutter is already in place. This provides an easy-to-install, robust method of securing the first verge unit - providing subtle, yet visible evidence to house builders and warranty providers of a correct and secure fix.

The system also includes unique drainage features which help correctly channel rain water to prevent gable end staining. This means you get a product that gives you peace of mind in terms of its longevity and no call backs.

A unique internal rail system and leading edge hinge means you can use the new



dry verge with all three main interlocking tile types: large standard; medium format (15" by 9"), and large format thin leading edge, as well as clay interlocking tiles such as Lincoln.

HOME AND DRY

In roofing, time is money so it's always best to use the most appropriate product for the job - first time, every time. The new Product Standard will make it easier to ensure you're using a quality product. That way you can be sure you'll always be home and dry.



For more information
please fill in the
reader response card

ENQUIRY 8

10 out of 10

CASE STUDY

When Coventry University's Richard Crossman Building was due for a complete re-roof, there was one part of the building that needed a slightly different approach - FIX-R Classic had the answer.

The Crossman Building plays a central role in the life of Coventry University and is home to a range of health and life science departments, including: nursing, occupational therapy, paramedics, psychology and student registry services. It even has a mock hospital ward and operating theatre complete with lights, so it's fair to say the people who run it don't do things by halves.

That was certainly the case in 2016 when the building was completely refurbished and transformed from the ground up. This was a huge undertaking and as part of the project, the main roof was totally stripped, reinsulated and a torch applied bitumen membrane system installed. So far so good. However, as with all the best laid plans, there was also a 300m² plant room roof adjoining the main roof that had not been scheduled for roof works or budgeted for! What to do? As the scaffolding was already in place, the University took the view that this extra work wouldn't add that much to the overall project costs as long as they could find a cost effective solution with a 10 year warranty. With that in mind they asked the main contractor, B Jarvis Roofing Ltd to tender for an economical overlay system that was suitable for this section of the roof.

A PERFECT 10

As this part of the site had specific requirements, a cold applied liquid solution was thought to be the best option to overlay the existing bitumen. FIX-R Classic Liquid 10 is ideal for these kinds of areas where there are lots of details to navigate, including an air conditioning plant, and was chosen for the job.

The existing roof was cleaned, primed with FIX-R Classic Primer 10, then sealed with a single coat of FIX-R Classic Liquid 10.

The main part of the roof was straight forward, however some of the air handling units needed to be lifted (where possible) to ensure that Liquid 10 could be applied under the rubber supports to the units.



FIX-R Classic Fibred 10 was used on the upstands and outlets as it is thixotropic (non-drip), which allows install of the upstand details without product slump.

B Jarvis Roofing found the FIX-R Classic Liquid 10 system fast and simple to apply, and the roof was completed on time and within budget.

That gets a 10 from us!



- **Fast curing**
- **Bubble free smooth finish**
- **Single coat application**
- **Excellent weather and UV resistance**
- **Will remain elastic down to -40°C**



For more information please fill in the reader response card

ENQUIRY 9

Intuitive design

Product, training and support solutions are helping combat the skills shortage.



Albert Einstein once said: *“Everything should be made as simple as possible, but no simpler.”* Simplicity is, to paraphrase another great thinker, ‘the shortest path to a solution’ and is something the roofing industry has taken to heart in the face of the continuing skills shortage. It’s an issue that affects the whole construction industry; in simple terms there just aren’t enough people filling the gap the recession left when thousands of roofers found work elsewhere. Keeping things simple is one way we can address this, both as an industry and as individual companies.

SIMPLE TO INSTALL PRODUCTS

In roofing, different products and projects need very different skill-sets. The good news is that whether your project is pitched or flat, new build or refurbishment, dwelling or commercial there are an increasing number of products on the market that are quick and easy to install. They are great examples of how manufacturers are helping address the skills shortage by providing products that are intuitive to use.

One company that is at the forefront of this move to making installation as easy and fool-proof as possible is IKO. They are rolling out ‘step-by-step’ instructions with images and videos on a number of products.

And their new IKO easyseal System is ideal for smaller, flat-roofed domestic jobs. It’s a BBA approved built-up felt system with a 20 year life expectancy. You only need basic skills and tools as it consists of three self-adhesive products: an 8m Underlay, 6m Top Sheet and a 15m VCL.

TRAINING TO PRESERVE SPECIALIST SKILLS

Of course some products are inherently more difficult to use than others (e.g. hot works) and require more specialist skills, experience or training - particularly if you don’t use them often. IKO’s award-winning refurbishment of Westminster Cathedral, with contractor Knight Asphalte, needed outstanding craftsmanship due to its spectacular slopes and numerous curves.

These kind of skills need to be preserved – which is why IKO has training centres around the country to help roofers and contractors. Their technical support team also provides advice for contractors, merchants and specifiers. In addition, their site engineers inspect projects before and after a system has been installed by IKO Approved Contractors.



IMPROVING THE IMAGE OF ROOFING

Addressing the skills shortage isn’t just about the training that manufacturers and suppliers offer. It’s about changing the image of roofing. In Germany, roofers and other tradesmen are respected and command high prices - something we should aspire to in the UK. It’s time to present an updated image of UK roofing to the world; one in which young people see roofing as a promising career full of opportunity.

Companies like IKO are playing a central role in this bid for change. You can find them on Twitter @ikopl where you can also post your best projects, apprenticeships and job openings by using the hashtags #futureroofer and #loveroofing.

Through intuitive product development, comprehensive training and support for contractors we can all help a new season of growth in roofing come through - from the grass roots up.



For more information please fill in the reader response card

ENQUIRY 10

The power of three



Three lead bodies are spearheading a structured approach to quality in roofing. Build UK, National Federation of Roofing Contractors and Single Ply Roofing Trade Association are all helping our industry step up to the mark on skills and training, raising standards for the long term.

The health of any industry depends on the quality of the workforce that supports it. We are fortunate in roofing, in addition to a wealth of experienced roofers, to have three key institutions, as well as a number of leading businesses such as SIG Design Technology collectively driving forward standards so the industry can thrive. And, judging by the state of the sector today, they are doing a pretty good job of it.

Current confidence in construction is such that it's estimated there will be 31,000 new jobs in the industry every year for the next five years. That's roughly equivalent to the population of Slough! Added to that the average income for construction workers in 2015 was £44k - almost £20k above the national average. Those entering the industry can also earn while they learn with 22,500 apprenticeship starts in 2014/15.



To sustain standards takes dedication and expertise in equal measure. Here's how these three industry bodies are working to recruit, retain and upskill through training and raising standards...

BUILD UK

Launched in September 2015, Build UK is a strong collective voice for construction clients, main contractors and 11,500+ specialist contractors. Its 5 point action plan details the issues it aims to address to achieve lasting improvements in construction:

- Industry image – working to improve the image of construction among young people and tackle the skills shortage. Build UK focusses on inspiring young people and those looking for a change of career to choose construction, whilst at the same time motivating the workforce to stay within the industry.
- Training and skills - aiming to ensure training and qualifications meet employers' needs and that sufficient employment and apprenticeship opportunities are available to maintain a skilled and professional workforce. The body specifies and promotes CSCS schemes and states that the training standard is a CDM requirement. Endorsing the HSE's view on over-reliance on industry cards, it reassures employers of the value of NVQs and SVQs.
- Pre-qualification for the supply chain - developing and implementing a solution to improve the current process of pre-qualification that meets the needs of clients and other stakeholders.
- Health and safety improvements - identifying where common standards will significantly improve H&S performance and addressing some long-standing customs to eliminate waste and demonstrate the value of sharing best practice in reducing accidents and ill health. The Build UK Safety Helmet Colours Standard has been adopted by main contractors, specialist contractors and clients.

- Fair payment practice - bringing together the contracting supply chain to consider what best payment practice in construction looks like and the appropriate business models that will result in a thriving construction industry capable of delivering the necessary infrastructure and built environment across the UK.

NATIONAL FEDERATION OF ROOFING CONTRACTORS (NFRC)

Established in 1892, the NFRC has over 1000 roofing contractor members and 180+ supplier members (manufacturers, merchants and service providers). It develops vocational qualifications and secures funding via CITB to develop training programmes for members and offers technical expertise with a freely available, comprehensive technical library.

NFRC quality initiatives include the operation of a strict code of practice and vetting, adherence to Government endorsed TrustMark Standards, support for the CompetentRoofers Scheme for roof refurbishment and hosting the UK Roofing Awards.

NFRC has a well-proven commitment to roof training and education through their relationships with colleges, Regional Roof Training Groups, committees across the industry, joint initiatives with CITB and their skills competitions (SkillBuild and IFD World Championships for Young Roofers).

The breadth of the training and partnerships the NFRC provides means that it's an invaluable resource, both for young people looking to get into the industry and for experienced roofers looking to build on existing skills.

SINGLE PLY ROOFING TRADE ASSOCIATION (SPRA)

SPRA is the centre of excellence for the £350 million, 6.5m m² single ply sector. It's a supply chain partnership of membrane manufacturers, specialist component suppliers and contractors which sets technical standards and audit requirements.

SPRA's services include free technical guides, component standards and telephone advice. The association is the intellectual property holder of apprenticeship and upskilling training courses and operates as the lead organisation for sector product data templates and BIM objects.

SPRA offers high quality specialist training programmes leading to accredited qualifications for the single ply industry from levels 2 to 6. SPRA members benefit from reduced rates and CITB registered companies can also access CITB grants.

SPRA also works with their members to approve their training for the Basic Competency Programme (BCP), which can be the first step to an installer achieving a full level 2 Single Ply qualification.

Thanks to these three organisations roofing looks like it is in good hands. It's important to remember, however, the great work that many companies also contribute to raising standards in the industry. For example SIG Design Technology's DATAC accredited contractors' scheme supports roofers up and down the country. Part of the national construction training programme, the company's ten year-old Roofing Academy runs about 100+ courses annually, upskilling over 400 installers a year to install their products.

It's schemes such as this and the hard work of so many people involved in roofing that is helping contractors keep such high standards and create a healthy industry ready for whatever the future brings.



Evoking change

Sometimes improvements to existing products can give you a new alternative to work with.



The key considerations when installing lengths of fascia and soffit have always been that the material is lightweight and the jointing system is easy to use. Well, thanks to a new innovation from Marley Alutec, aluminium composite is now proving a viable and durable solution.

Marley Alutec's Evoke aluminium composite fascia and soffit system has been hugely popular since its launch in 2011. Since then it has benefitted from a number of developments and now the latest change has real installer appeal. The range now comes with new H-section joints, which exactly replicate jointing systems. This means the system can be installed conveniently and with all the strength and durability of aluminium you'd expect.

This innovative development has come in response to customer feedback and market needs and has been specifically tailored to make your job simpler and more efficient. What's more, Marley Alutec's Evoke range requires no specialist tools or training - standard carpentry tools are all you need.

Marley Alutec are a great example of a manufacturer taking the lead and bringing a product to market that has the potential to inspire and improve industry-wide standards. The developments they've made to the Evoke system were implemented with installers in mind to reduce the time spent, skills needed and, ultimately, the cost of installing the products. They are the latest in a string of improvements that make choosing aluminium easier than ever. The only thing preventing some installers using aluminium before was that they found the alternative jointing systems difficult to adapt to - with the new system this is no longer an issue.

The Evoke range is made from an aluminium composite and delivers a host of benefits, some of which include:

- Extremely strong, rigid and lightweight at only 4mm thick
- Requires no specialist tools or training to install
- No backing board needed so perfect for fitting over existing systems without reducing tile overhang
- Highly durable with a life expectancy of 50 years or more and virtually zero maintenance
- Coated with a high performance PVDF paint finish and a Nano self-cleaning additive to reduce build-up of dust and algae
- Fully recyclable

What this all means is an eaves installation which stays straighter and cleaner for longer - a great way to build a reputation for quality work while saving money on decorative maintenance. In addition, as the entire system is fully recyclable, it's one of the most sustainable systems available in the UK.

The Marley Evoke is living up to its name - it's an evocation for change.



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

ENQUIRY II

Put to the test

The BSI Kitemark™ has been recognised and valued for over 100 years as a truly independent mark of quality that offers genuine value to consumers and businesses alike.

Originally used solely in the UK, the BSI Kitemark™ is now recognised internationally as a mark of quality and safety you can trust. Its independence gives the end user full confidence in the products, differentiating them from other materials on the market that do not bear the name. According to research carried out in 2015, 67% of consumers are aware of the BSI Kitemark™, and 58% say it is a believable indication of quality.*

PERFORMANCE AND PEACE OF MIND

One example of a company that has been working alongside BSI to help maintain high standards is FloPlast. They've been working together for over ten years, with FloPlast earning their first BSI Kitemark™ in 2006. They now have over 10 Kitemarks on their extensive range of systems.

All FloPlast products have to undergo rigorous testing in order to earn this mark of trust. Every BSI Kitemark™ they hold involves an initial assessment of conformity to the relevant standard and an assessment of their Quality Management System. This means their Rainwater, Soil & Waste and Underground ranges are subjected to independent and strict tests time and again at BSI's Centre of Excellence.

And it doesn't stop there. They also have to prove their quality controls are fit for purpose, as they're audited annually against the world's most widely recognised Quality Management Systems standard - ISO 9001. It's only once both their production quality controls and their Rainwater, Soil & Waste and Underground ranges have successfully passed third party assessment by BSI that their relevant ranges qualify as BSI Kitemark™ approved.

COMMITMENT TO BEST PRACTICE

FloPlast have taken their commitment to best practice one step further, as they have also achieved certification to the following management systems: OHSAS 18001 Occupational Health & Safety Management; ISO 14001 Environmental Management and ISO 50001 Energy Management. With BSI assessors reviewing and auditing their processes, they're committed to protecting clients, employees and visitors, while demonstrating their commitment to managing their environment and reducing waste.

It's clear that businesses like FloPlast have to work hard to achieve and maintain the BSI Kitemark™ on their products, which go beyond the minimum legal requirements for CE marking. For contractors the benefits include risk reduction, increased customer satisfaction and access to new customers around the world, with a mark of quality and safety which offers true value to consumers, businesses and procurement practices.

The fact that the mark is held in such high regard by the end user, as a symbol of



quality, safety and trust, gives the company and their customers the peace of mind in product performance they're looking for. And makes the effort more than worthwhile.

*Independent BSI Kitemark research conducted 2015, Naeiled Research.

FloPlast

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

ENQUIRY 12

Why protection always pays

To make buildings safe and secure, choosing and installing fire safety and security products that do what they say they'll do is vital.

Every industry needs to maintain high standards, however in industries such as construction - using products you know you can trust helps ensure safety, gives you peace of mind and reduces call backs.

This is especially important when using products such as insulated roof and wall panels on industrial buildings and is why having a reliable mark of quality is so important when it comes to consistently choosing the right materials for the job.



LOSS PREVENTION CERTIFICATION BOARD (LPCB)

For over 100 years the Loss Prevention Certification Board (LPCB), has acted as a bridge between industries and the government to ensure fire and security products and services perform to the highest standard. It offers third-party approval confirming that products and services have met and continue to meet, the necessary standards to perform effectively. Which is especially important when using products such as insulated roof and wall panels on industrial buildings.

LPCB has a number of benefits for both specifiers and manufacturers. For specifiers, using LPCB-approved products helps reduce fire and security risks, which can impact on a number of issues ranging from employee and customer safety to insurance. For manufacturers, gaining LPCB approval can affect both the value and sales of products, largely because LPCB-approved products are specified around the world and have universal conformance.

In a world of evolving standards, having the right checks in place can create peace of mind through the entire supply chain and help to maintain the reputations of all involved. The old adage that prevention is better than cure is true, and when combined with the knowledge that products adhere to industry standards, it creates an all encompassing approach to building safety.

Steadmans AS35 Insulated Roof and Wall Panels
Tested and accredited by the LPCB to LPS 1181:1-2003, AS35 insulated steel cladding consists of two coated steel profiles bonded to a core of PIR insulation.

- **Can form roofs and walls to as low as a 4° pitch**
- **External faces have clean, sharp lines**
- **Available in an extensive range of finishes and colours**
- **System includes a comprehensive range of guttering, flashings, sealants and rooflights**
- **Offers rapid coverage**

Steadmans

Quality since 1911

For more information please fill in the reader response card

ENQUIRY 13

Fixsafe first

CONTRACTORS'
VIEW

Weatherproofing Advisors Ltd, one of the UK's leading industrial and commercial roofing contractors, has made Filon Fixsafe a key part of its stringent Health & Safety programme.

You'd be hard pressed to find a business that attaches greater importance to health and safety than Weatherproofing Advisors Ltd. The company ranks it above all other management functions and has created a memorable marketing campaign around safety super-hero 'R.U. McSafe', to highlight its zero tolerance approach to anything that compromises safety on-site. It should come as no surprise then, that they have made Filon Fixsafe their system of choice when replacing roofing sheets.



Fragile roofs are one of the biggest safety hazards facing construction workers and account for almost one fifth of all the fatal accidents resulting from falls from height. Traditionally when you wanted to ensure the safety of your team when accessing fragile roof areas for maintenance or repair, you'd have to erect scaffolding and safety nets - which can often cost more time and money than the repair itself!

Filon's Fixsafe system changes all of that. It means you don't have to access a fragile roof at all, because you can carry out the entire process from below, using a scissor lift. This makes the whole process significantly safer and more controllable. When Weatherproofing Advisors trialed the system they found Fixsafe very efficient and easy-to-use on-site, allowing them to carry out the work without the additional time and costs involved in setting up scaffolding and safety nets.

Director James Turner commented:

"Filon's Fixsafe system removes the need for operatives to access fragile roofs and our initial trial confirmed that Fixsafe is also very practical and simple-to-use on-site. With safety at the top of our priority list, we have now initiated a policy of 'Fixsafe first' for all our projects. This means we use Fixsafe as a matter of course, wherever internal access is possible."

Safety conscious contractors like Weatherproofing Advisors are making Fixsafe their system of choice, the team at Filon believe the convenience and simplicity of the system will make it an industry standard for profiled roof repairs. In the longer term, they think that even those



contractors who may otherwise have cut corners on safety, will choose to use Fixsafe where possible, for reasons of practicality and cost, as well as safety.

In short, if you want to fix safely, use Fixsafe.

FILON®

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

ENQUIRY 14

Location, Location, Location...

There are lots of factors to consider when choosing the right product for your next industrial roofing project - and the product's coating guarantee is one not to be missed.



One thing that seems to slip a lot of people's minds when thinking about how to approach their next project is the coating guarantee that their composite panels and profiled sheeting come with. It's important because this can have a huge impact on the life of the materials and is also largely dependent on where the project is.

In fact the location of the building is the main factor you need to consider when choosing a coating guarantee, precisely because of the effect it can have on the life expectancy of the coating. The split is between coastal and inland areas due to the corrosive nature of sea air, which reacts to the plastisol in paint. Hence, a project within 2-3 miles of a shoreline will be classed a coastal environment and have a corresponding effect on the length of the guarantee.

A coating available that gives an extended life in both inland and coastal environments of between 5-10 years longevity is HPS200 and companies like Steadmans offer this on all their products.

Using Steadmans AS35-1000 composite panel and AS30-1000 profile sheeting as an example, shows that when considering the

best product solution for your projects, it's wise to think about how the location will affect your guarantee:

Wall profiles

Inland	Coastal
30 year*	25 years*

Roof profiles

Inland	Coastal
25 years*	30 years*

*Guarantees: colours based on Leathergrain high volume colour, using plastisol paint.

It's also worth bearing in mind that the guarantee is dependent on keeping up with maintenance. Ensuring all coatings have the longest lifespan requires an annual inspection of the building exterior and carrying out any remedial work this identifies.



KEEP A RECORD

It's a good idea to keep a record of annual maintenance that you or a subcontractor completes. The best way to do this is in your COSHH (Control of Substance Hazardous to Health) and maintenance file for your project. You should keep a copy of any data sheets, maintenance guides and guarantee/warranty information.

It also pays to apply for any guarantee within 2-3 months of when you installed the panels. To get all the relevant information for your COSHH file and to apply for any guarantee just speak to the supplier you bought the product from and they'll supply and help you with everything you need. And here's the really important bit! If you don't apply for your guarantee and maintain your building annually your project might not be fully guaranteed!



Some things to look for and the actions to take, include:

Check for:	Remedial action:
Blocked gutters, which may cause overflow into the building.	Clean gutters and wash out any blockage.
Build-up of debris, which can retain water and cause corrosion.	Remove debris.
Dirt retention on areas not washed by rainwater. It affects the appearance of the building and if left untreated could cause the coating to breakdown.	Wash down with fresh water using a hose and soft bristle brush. Remove heavy deposits with a solution of water and household detergent or proprietary cleaner.
Mould growth, which is rare, but can affect the appearance of the building.	Wash down, then apply a cleansing solution. Consult manufacturer for guidance.
Local damage – breakthrough of the panel coating could result in corrosion of the substrate.	Assess the extent of the damage and either touch up or overpaint the affected area or replace damaged sheet.
Drilling swarf and fixing debris.	Remove debris.
Condition of fixings – faulty fixings can cause leaks or rust staining on the surface of the panels.	Replace faulty fixings and any missing clips.
Corrosion cut edge.	Cut or abrade edges back to clean bright metal and repaint.**
Flaking of paint and 'edge peel'.	Repaint.**

** Consult the SIG Industrial Roofing Centre for recommended paint

If you'd like to talk to someone about your next roofing project then you can always call the SIG Industrial Roofing Centre. The team there are all seasoned professionals and will be able to talk to you about what you are looking to achieve with your new roof or wall covering and guide you to the right product for you.



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

ENQUIRY 15

INDUSTRY VIEW

Page 4 **Tap into energy savings**



Page 6 **What lies beneath?**



Page 8 **Spread the word...**



Page 10 **Local reassurance with national recognition**



PITCHED ROOFING

Page 12 **Risk of exposure**



Page 14 **Just the ticket**



Page 16 **Slate to match**



Page 18 **Mix it with the best**



Page 19 **Verging territory**



FLAT ROOFING

Page 20 **10 out of 10**



Page 21 **Intuitive design**



Page 22 **The power of three**



ROOFLINE

Page 24 **Evoking change**



Page 25 **Put to the test**



INDUSTRIAL ROOFING

Page 26 **Why protection always pays**



Page 27 **Fixsafe first**



Page 28 **Location, Location, Location...**



Improving Standards



WIN a two-step Ladder

In this issue of INSIGHT we've covered the various ways you can raise the bar and you can find some of these terms in our word search:

- CERTIFICATE
- KITEMARK
- ENERGY EFFICIENCY
- FIXSAFE
- IMPROVE
- INNOVATE
- NFRC
- PRODUCTS
- OPPORTUNITIES
- QUALITY
- RESEARCH
- STANDARDS
- TRAINING
- TRUSTMARK

Simply complete the word search and find the one 'product solution' which is **NOT** listed above, but **IS** in the word search.

Enter the missing word on the reader response card and post it back to us. We're sure you're on the 'verge' of finding it!

Good luck!

Closing date to receive entries is 9th May 2017.

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

Congratulations to Paul Harris from Simanda Ltd for winning the last issue's Stanley IntelliLaser competition!

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 28th March to 9th May 2017. 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.

WHERE CAN YOU FIND AN INSIGHT APPROVED STOCKIST?

ANGLIA

SIG ROOFING

Bedford	MK41 9QG	01234 325283
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 724837
Northampton	NN5 5JF	01604 765684
Norwich	NR3 3ST	01603 487860
Peterborough	PE1 5YB	01733 345004
Southend	SS9 5PR	01702 425213
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
Park Royal	NW10 7UL	020 8507 4380
Romford	RM7 0HL	01708 754022
Romford	RM3 8TS	01708 377666
Slough	SL1 4BG	01753 570526
Stratford	E15 2RW	020 8536 5400
Tottenham	N17 8HJ	020 8808 6816

UNITED TRADING COMPANY

Chingford	E4 7HZ	020 8559 4334
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UNDERCOVER ROOFING SUPPLIES

Rayleigh	SS6 7XF	01268 798 999
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BOWLLER ROOFING SUPPLIES

South Harrow	HA2 8AX	0208 426 8838
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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
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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
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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
Telford	TF1 5ST	01952 641161