

**Roofing Awards** 



media know-how rainwater calculations Reducing a project's rainwater drainage needs, can help you achieve significant savings. Marley Alutec's new Elite roof outlet range does just that, delivering unrivalled flow performance and cost reductions. This innovative multi-purpose flat roof and balcony drainage system is universally compatible and engineered to deliver exceptional flow rates of up to 19l/s.

- Unique membrane compression clamp and high-performance butyl sealing rings, securely lock the waterproof membrane to the outlet body, ensuring a durable watertight seal.
- Manufactured from high-quality non-corrosive marine-grade aluminium with a life expectancy of at least 50 years.

To help you ensure full compliance with BS EN 12056-3, the Elite range is supported by an online roof drainage design tool.

www.marleyalutec.co.uk/elite



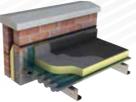
If you're looking for a versatile waterproofing solution, then Soudagum Hydro from Soudal is hard to beat. This brand new one-component, solvent-free waterproofing product sticks to just about anything! Designed for horizontal and vertical surfaces, it adheres to all metals, timber, concrete, PYC, glass, zinc and lead. You can even apply it in the damp, in the rain and under water (though you might need some goggles for that!). Here are just some of the things you can use it for:

- repairing plastic and metals guttering
- sealing roof tiles and edges
- sealing sky lights
- chimney repairs
- concrete foundations

The IKG start kit includes 2 x 500g of product, mixing box, applicator brush, gloves and 30 x I5cm of fleece for bridging small gaps. Find out more at your local SIG branch.



# **BOARDING NOW!**



Exceptional quality at unbeatable prices, with a wide range to choose from that's what the new range of FIX-R and TIL-R PIR Insulation Boards gives you.

The new range has three flat roofing options plus one for pitched roofing, all of which are highly cost-effective.

FIX-R Torch On Insulation is ideal for use in warm flat roofs with bituminised torch on felt waterproofing systems. FIX-R Fully Bonded Insulation is designed for built-up felt. mastic asphalt and single-ply membrane waterproofing systems. FIX-R Mechanically Fixed Insulation is ideal for use in warm flat roofs under mechanically fixed single-ply membrane systems.

Completing the range TIL-R Pitched Roofing Insulation Board is perfectly suited to pitched roof, floor or framed

All four products feature low thermal conductivity plus zero ozone depletion potential and low global warming potential.

The FIX-R and TIL-R Insulation Boards are also a part of ONE Warranty, SIG Roofing's free-to-use guarantee for the complete build-up of your roofing projects. This unique scheme means you can buy from SIG Roofing stress free and with complete confidence



www.fix-r.co.uk

### Fast and simple roof drainage design

You can now produce fully compliant rainwater design calculations without specialist knowledge, thanks to a new range of online roof drainage design tools from Marley Alutec.

The tools help you work out the drainage requirements for both pitched and flat roofs. They also produce a full set of rainwater drainage design calculations, confirming full compliance with the BS EN12056-3 rainwater drainage

Alongside this, the company has also developed a tool that allows you to produce NBS Specification documents for a wide range of aluminium rainwater and eaves products. Find the online tools at www.marleyalutec.co.uk/calculators.



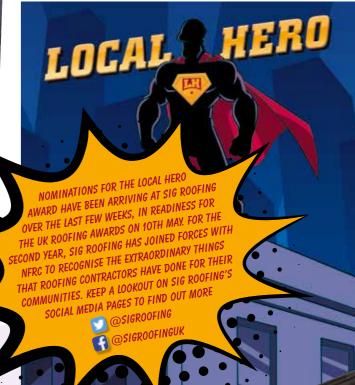
While using sustainable products isn't always easy, looking at a product's origin can help. For example, IKO produces most of its products from their four UK-based factories. This means their products don't travel thousands of miles to reach you, and so release less CO, into the atmosphere.

When it comes to the manufacturing process itself, there are plenty of options available so it pays to investigate before you

buy. For example, IKOslate is made from 99% recycled car parts - customer feedback suggests that knowing this product is sustainable helps give you peace of mind.

To help you keep on top of all the latest innovations IKO also give you all the information you need, from Technical Data Sheets to BBAs and DoPs, on www.ikogroup.co.uk

## **UP, UP AND AWAY!**



### SIG branches on Facebook

Would you like to find out the latest offers, events and news from your local branch in real time? All SIG Roofing branches now have their own Facebook page, so you need never miss out on what's happening. To find your local branch simply visit SIG Roofing's Facebook page and choose locations on the left hand side. Here you can search for your local branch through the map. Remember to comment on or like their posts for them to keep showing.



Reducing installation time is always a bonus, and Marley's Maxima Double Roman Interlocking Clay range is designed to help you. Matt Black is a new colour, offering a cost-effective and easy-to-fix option to achieve a dark-slate look.

A high coverage rate, open gauge and hidden interlock make these a useful option on pitches as low as 17.5 degrees, good for countless applications including lower pitch single storey extensions. Also available in Natural Red this range includes complementary cloak verge units, fixtures and fittings.

www.marley.co.uk/maxima



### Supplier of the Year

Rockwool has been named SIG Roofing's Supplier of the Year. The company received the award in recognition of the speed and excellence of its customer support and technical guidance for contractors, as well as the quality of its product range.

### A class of their own

The benefits of concrete roof tiles are now on the class timetable for architects and specifiers, with lessons from concrete pitched roof tile manufacturer, Russell Roof Tiles. They join the Royal Institute of British Architects (RIBA) CPD Providers Network who provide approved training and support.



@RoofingToday Richard Kendrick, Marketing Manager at @SIGRoofing, looks ahead to 2019, discussing some of the biggest #challenges and #opportunities facing the #roofing sector and wider #construction industry

### @SIGRoofing

Fancy winning a branded SIG fleece? We're giving five lucky winners the chance to get their very own, to enter simply tell us what your morning routine is. Good luck!

### Thornton Construction Consultants Ltd @thorntonCCI6

Look at what just arrived! Thank you so much @SIGRoofing for the prize, looking forward to digging in to these treats #bluemonday #hamper #whatsinyourlunchbox



As the new financial year starts, INSIGHT looks at how the roofing industry can support contractors and sustain future growth.

### **Introducing our roofing pundits:**

Each issue we will be talking to roofers about specific industry issues. If you'd like to join our panel please email marketing@sigroofing.co.uk



### **Paul Bone**

of Kingsley Roofing, Northampton

"This is my most confident year yet and I'm very positive with lots of plans to quote on. I haven't noticed Brexit uncertainty stopping projects from going ahead, although I do wonder if the prices of imported slates are going to rise.

"I get a great deal of help from SIG Roofing on pricing up for jobs which is fantastic, but it's the tendering side of the business that there's not really much advice on. People charge crazy money to write a tender estimate."

Reassurance and confidence



### Ryan Tucker of Advanced

Roofing Specialists, **Great Yarmouth** 

"I only started out on my own last June, but the volume of work has been good so far. We do mainly domestic work and I find customers really appreciate it if you give guarantees with your work.

"It would be helpful if manufacturers could keep prices as they are post-Brexit."



### Mark Pancoust

of Advanced Roofing, Northampton

"We've been really busy catching up with a backlog but the phone went dead around mid-February. I've been in the trade for 33 years, though, so I get plenty of recommendations.

"Some of my recent jobs have been correcting dodgy work by people who just don't know what they are doing. We need to make the public more aware of the cheap materials they are using as well as inferior workmanship."



from decline as few people are to win work, but I think we need



### Richard Bridger of Highworth Felt Roofing, Swindon

"The roofing industry is suffering coming into it and there's a lack of skilled workers. Insurance-backed guarantee schemes definitely help to be more governed regarding

"I'm toying with getting a third van, but I can clearly remember the last two big recessions so I'm holding off investing too much in the business and waiting to see what the year brings."

standards and checks.

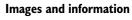


Nailing it

With almost half the world's population now on social media, it's a fair bet your potential customers are too. The latest statistics suggest that 75% of buyers used social media as part of their buying process\*.

Creating social media accounts is simple and free, so why not give it a go and expand your marketing efforts.

\*Source: IBM



www.twitter.com/

Connecting with your customers through social media is pretty simple. Just think of it as a regular update and use your phone to take plenty of before, during and after pictures - images and videos are key to 'engaging' your

For example, to demonstrate what you do take pictures of roofs in poor condition and point out how you are

### Which social media platform is for you?

IT PAYS TO BE SOCIAL

Facebook - Creating a business page means you can use Facebook instead of, or as well as, a website for pictures and reviews.

**Twitter** - Share short but relevant. interesting 'tweets' and respond to followers, gradually converting them into sales through your insights.



**Instagram** - Superb as a gallery of completed work. Instagram stories can show off in real time what you are working on, with useful comments.

**Pinterest** - Use as an online scrapbook of images. You can create boards for different subjects such as flat roofing, pitched roofing, case studies etc.

### **Grow your audience**

- Ask everyone you know to follow you or like your page to build up the number of people seeing and sharing/re-tweeting your posts
- Add your social media names to all your marketing.



# Top tips ①

. Don't try to sell on social media. Write about things that interest your customers such as tips and maintenance advice. This helps establish you as an expert

- · Respond quickly if customers contact you via social media
- · Always keep posts professional, but with some personality in them
- · Comment on everyday things such as the weather and how it's affecting you. People like to see the human side of your business, not just the work
- · Post regularly start with three times a week, increasing frequency once you get into the swing of it.

# SIG Roofing's ONE Warranty provides

ONE WARRANTY

contractors with a single 15-year warranty for all of the key elements of a roof - flat or pitched all from just one partner. Product performance and workmanship are both included, giving customers peace of mind that their roof is covered in every sense of the word.

There are dozens of leading manufacturers' products for you to choose from, all of which comply with British Standards and European Standards, where applicable. Registration is free online and once a job is finished all you need to do is complete an application. When this is verified, you and the homeowner both receive a ONE Warranty certificate.

www.sigroofing/onewarranty



National accreditation standards RoofCERT, the national roofing accreditation scheme, will help you to differentiate yourself from rogue traders by enabling you to become an Accredited Roofer. The Technical Competency Test for slating and tiling has already been unveiled, the first of nine disciplines which will make

Leading bodies including the NFRC and CITB, plus contractors, suppliers and training providers have been involved in devising the online test which is currently being piloted. The scheme is also intended to start to tackle the future skills gap by making roofing a more attractive occupation with clearer career opportunities.

Find out more at www.nfrc.co.uk/roofcert



### Points mean discounts

If you aren't already a member of SIG Roofing's Trade Club then you're missing out on some great rewards. Every time you spend at a branch, you can collect points - I point for every £1 - and each month you'll receive a voucher to be spent in branch the following month.

Not only that, but also every month there are special bonus points for members to earn on named products.

Ridge report Ridge report



### The problem

The Victorian roof at St Alphege Church, built in 1845, had become a growing concern amongst the local community - so much so that many worried the old church may not survive for future generations.

### The solution

A 'Raise the Roof' appeal was launched to help raise money to fix the rapidly ageing structure. When it reached the target of £200,000, the vital repair work to protect the church's historic ceiling could begin.

Kent-based Clague Architects specified Cembrit Glendyne natural slates, as they had worked with Cembrit many times in the past. David Gullick from Clague Architects comments: "We chose Glendyne for the project due to its consistency, aesthetic appearance and durability. The standard of these products, and the service that we received from Cembrit was second to none. The outcome of the roof is just what we desired."

### What we learned

Natural slate combines first-class performance with an inherent beauty that makes it a good choice of material for heritage buildings. Recognised as the focal point of the high street, the Victorian Church now brings history and character to the beautiful seaside town of Whitstable.

www.cembrit.co.uk

# MATURAL SLATES RENEW SEASIDE CHURCH

# SIMPLE OVER-ROOFING SAVES THE DAY

### The problem

Belfast Self Storage's 3000m² asbestos cement roof, comprising three different sheet profiles, was deteriorating and required frequent repairs to tackle water ingress. Moving the storage units to avoid the incoming water was also causing major disruption.

Added to that, the potential price tag of removing all the fibre cement profiles was also looking ominously high due to asbestos disposal costs.

### The solution

Filon's lightweight GRP Over-roofing system allowed the existing roof to be overlaid without strengthening the supporting structure. In fact, the completed roof has a lower total weight than before, as the weight of the new Filon sheets is less than the weight of rainwater the asbestos sheets were absorbing.

### What we learned

Ray McNulty of Professional Roofing Services said: "The client required that the roof work was completed as quickly as possible and thanks to the simplicity and ease-of-handling of the system, we were able to complete this large project within a couple of weeks.

"It's an easy system to use. We like its simplicity and the result speaks for itself. We'll be using Filon Over-roofing again for future projects - for sure".





# Fixing in the dry

Russel Roof Tiles' expanded Dry Fix range is now fully compliant

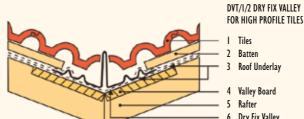
with the NEW Dry Fix Standard, BS 8612. The standard, launched in January 2018, gave manufacturers a Strict deadline to make sure products are fully fit for purpose, so you can be sure you're choosing the best quality.

As part of the compliance Russells upgraded their Dry Verge units and stop ends to make fitting easier. Their new specific stainless steel 'Screwnail' Dry Verge system has a TX20 countersunk head Steel Screwnall Dry verge system has a LAZU countersunk head plus Stop Ends, with two extra fixing holes to ensure a secure fixing.

www.russellrooftiles.co.uk

Life on the Edge

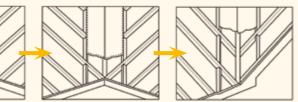
As a quality British manufacturer you can rest assured Russells Dry Fix are fully tested to meet and even exceed the standards in BS 8612.



### **Valley Board Construction Guidelines** from Hambleside Danelaw.

Check your knowledge of Valley Trough applications with these key points to look out for...

- All inclined roof valleys using valley troughs or other valley lining materials should be supported by valley or sarking boards.
- Valley boards may be inset or continuous over the rafters. The boards should provide a minimum of 50mm support for the ends of the slate or tile battens. When inset, they should be a minimum of 12mm plywood or 19mm softwood supported on bearers of approximately 50mm x 25mm fixed to the rafter sides, set at a depth to finish the valley board flush with the top of the rafters.
- You can also use continuous overlaid valley boards with a minimum of 6mm plywood jointed over supporting rafters. On rafter spacings above 400mm, fix adequate support noggins under the outer edge of
- Trim the fascia or barge board at the eaves to allow the valley trough to pass over without flattening the profile. Alternatively, use a lead or lead replacement soaker.



When you use a good quality dry verge system you not only expect it to provide a neat finish to the roof edge, you also expect it to give essential weatherproofing.

Areas such as preventing wind uplift of the tiles or slates are a key part of preventing damage to the roof. Danelaw's Dry Verges give you exactly that kind of peace of mind. Their range comprises large format, interlocking plain and thin leading edge, all of which comply with

BS 8612, and a range of slate verges. They give you a neat, modern  $\,$ appearance to suit all commonly available profiles of roofs.

> You can also install the large format dry verge systems on refurbishment projects where the ends of the tile battens have decayed. You can usually secure fixing by adding a continuous batten secured to the top of the gable wall of the property.

> > www.hambleside-danelaw.co.uk

# FLAT ROOFS AREN'T FLAT

New British Standard clarifies zero falls.



The 2018 revised version of the British Standard on flat roofing, issued in November last year, now has the snappy title 'BS EN 6229:2018 - Flat Roofs with continuously supported flexible waterproof coverings'.

Highly memorable labels aside, the 2018 Code deals with the overall principles of design, construction, care and maintenance of flat roofs. It specifically addresses many misunderstandings over non-compliance and bad practice in the design of roof falls.

The bottom line is that a flat roof is 'still less than ten degrees' but 'should have a minimum finished fall of 1:80' (unless suitably supported by independent third-party certification) and should 'never be less than zero'.

In short, flat roofs aren't flat; they should drain positively, and certainly never have back falls.

www.singleply.co.uk

### **Fabulous Four**

4 reasons why SIG **Industrial Roofing should** be your go-to supplier for materials, expertise and service.



These manufacturers have also taken steps to ensure there is no shortage of their raw materials so you can keep your projects on schedule.

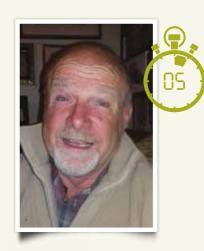
The Industrial Roofing Team can help you source the materials you need and help you with day-to-day issues such as profile identifications especially when matching into sheeting already on site, where it's essential to get the right fit.

You get a one-stop-shop service with one point of contact who keeps you informed of the progress of your order at all times.

For a sheet identification form or other advice contact: industrial@sigroofing.co.uk

### **5 MINUTES WITH**

Ben Bateman. **BF Bateman Roofing** Services, Didcot



### How long have you worked in roofing?

I've had my own business since 1986 but started in roofing straight from school in '76.

### What's been your best job?

I enjoy doing older work -I re-roofed a Victorian building with handmade tiles about a year ago, which was memorable.

### What are you working on at the moment?

I'm just finishing off a house in SIG Anglia Plus pantile with Chinese look.

### Any plans for the coming year?

I'm a workaholic, so I'll just keep working - there's plenty in front of me.

### How do you spend your spare time?

Listening to 60's music and rock; cycling and watching rugby, especially London Irish.

### What's your dream car?

I'd rather spend the money on a property with a big garden!

Favourite film or actor? Forest Gump and Mel Gibson.

# CREATING A CALM, PRODUCTIVE AND QUIET LEARNING ENVIRONMENT



# The problem

Anderson School, a new facility for autistic students, strives to provide a very calm environment so students can reach their full potential. The school's contemporary, low level design, features extensive areas of flat roofing which are susceptible to noise ingress from heavy rainfall.

Photography: William Eckersley

## The solution

Roofing contractor, Avonside, fitted over 3000m<sup>2</sup> of ROCKWOOL 105mm HARDROCK® Multi-Fix (DD) insulation board, with an equivalent quantity of I50mm HARDROCK® Multi-Fix Underlay and AXTER's EXCEL® Roof System to deliver comprehensive and effective acoustic, fire safety and thermal insulation performance.

The total thickness of 255mm is capable of delivering a noise reducing performance of Rw 40dB while still satisfying the 0.15 W/m2K thermal specification for the project.

### What we learned

Stone wool insulation is renowned for its excellent acoustic properties. HARDROCK® Multi-Fix DD board is also capable of providing significant time and cost savings for contractors. It can be securely installed within mechanically fixed systems with just a single fixing.

Meanwhile, its performance eliminates the need for additional layers to meet flat roof acoustic specifications. As a result, AXTER and their accredited roofing contractor, Avonside, managed to simplify installation at Anderson School, saving both time and cost.

### SCOTLAND

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	G71 6LL	01698 817428
Inverness	IVI ISY	01463 250318
Kirkcaldy	KYI 2YX	01592 654913
Linwood	PA3 3BQ	01505 321122
Melrose	TD6 ORS	01835 823640

### NORTH WEST

Blackpool	FY3 7UN	01253 398376
Bolton	BL3 2NH	01204 523336
Crewe	CW2 8UY	01270 251 000
Leyland	PR26 7QL	01772 453939
Liverpool	L9 7ET	0151 5212100
Manchester	M34 5LR	0161 3203456
Warrington	WA4 4EZ	01928 796 100
Wigan	WN3 4BT	01942 615030

### TYNE AND TEES

Gateshead	NE8 3AD	01914779474
Middlesbrough	TS2 IDF	01642 242753
Stockton	TS18 2PH	01642 677772

### YORKSHIRE -

Bradford	BD3 9HB	01274 392433
Grimsby	DN31 2SG	01472 245667
Huddersfield	HD3 4JW	01484 653373
Hull	HU4 6PA	01482 574577
Leeds	LS12 6AB	0113 2631263
Leeds	LS9 OPF	0113 2351441
Rotherham	S60 IDA	01709 835500
Scunthorpe	DNI6 IDQ	01724 854444
York	YO30 4UU	01904 476319

### MIDLANDS

Birmingham	BII ZFE	0121/081515
Birmingham	BI9 IED	01215 239143
Coventry	CV6 6FG	02476 688754
Derby	DE24 8HL	01332 349155
Dudley	DY2 0RL	01384 472420
Leicester	LE18 4TA	01162 785262
Newark	NG24 2EQ	01636 611880
Nottingham	NG7 2NN	01159 851400
Stoke	ST4 2NL	01782 280567
Telford	TFI 5ST	01952 641161

Bath	BAI 3EN	01225 483828
Bristol	BS2 OUZ	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
Reading	RG30 4BJ	01189 455454
Swindon	SN2 8XA	01793 613339

### WALES

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

Bedford	MK41 9QG	01234 325283
Cambridge	CB22 7QP	01223 872260
Colchester	CO2 8JX	01206 877460
Great Yarmouth	NR31 OLY	01493 659991
High Wycombe	HP12 3RJ	01494 450079
Ipswich	IPI 5LU	01473 749621
Kings Langley	WD4 8JU	01923 269983
Kings Lynn	PE34 3AJ	01553 764202
Luton	LUI 3XL	01582 724837
Northampton	NN5 5JF	01604 765684
Norwich	NR3 3ST	01603 487860
Peterborough	PEI 5YB	01733 345004
Southend	SS9 5PR	01702 425213
St Ives	PE27 3YJ	01480 467776
Waltham Cross	EN8 7DZ	01992 624938
Southend	SS2 5QW	01702 613 181

Chingford	E4 7HZ	020 8559 4334
Croydon	CR0 2BD	020 8686 691
Croydon	CR0 4YZ	020 8689 048
Kentish Town	NW5 3EW	020 7485 5550
Park Royal	NWI07UL	020 8507 4380
Rayleigh	SS6 7XF	01268 798 999
Romford	RM7 0HL	01708 754022
Romford	RM3 8TS	01708 377666
Slough	SLI 4BG	01753 570526
South Harrow	HA2 8AX	0208 426 8838
Stratford	E15 2RW	020 8536 5400
Tottenham	N 17 8HJ	020 8808 6816

SM3 9AG

020 8337 9455

200111 FV21		
Finchampstead	RG40 4RB	01189 733788
Folkestone	CT19 5EY	01303 226888
Gravesend	DA12 2PS	01474 532999
Hanwell	W7 2QD	020 8571 6555
Hastings	TN38 9ST	01424 853099
Horsham	RH122NW	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	CTII 7QE	01843 592772
Sidcup	DA14 6QF	0208 302 5451
Sittingbourne	ME9 7NU	01795 843967
Tunbridge Wells	TN2 3DY	01892 515599
Weybridge	KT15 2SD	01932 850500
Woking	GU21 3BA	01483 215100
Worthing	BN148NW	01903 201013
COAST		
OUTH COAST		

Bishops Waltham	S032 IBH	01489 896544
Bournemouth	BH124BJ	01202 731867
Eastbourne	BN23 6QN	01323 500458
Poole	BHI5 4BN	01202 682491
Portsmouth	PO3 5AY	02392 690214
Southampton	SO15 OLG	02380 365555
Waterlooville	PO7 6QX	02392 258344

### SOUTH WEST

Exeter	EX2 8PY	01392 250323
Newquay	TR7 2SX	01637 852660
Plymouth	PLI 4LL	01752 509538
Taunton	TAI 5LY	01823 323888
Torquay	TQ2 7BD	01803 613212

### **OVER 100 BRANCHES** NATIONWIDE OFFERING

- Over 40,000 roofing products
- Supply of leading brands
- Delivering the products you need, when you need them - nationwide
- Dedicated Industrial Roofing team
- Accredited contractor scheme for

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

Any views and opinions expressed are solely those of the author and do not necessarily reflect those of INSIGHT Newsletter from SIG Roofing. All rights reserved. No copying by any means is permitted, except when permission is given in writing by INSIGHT Newsletter from SIG Roofing. The publication contains manufacturer's product information that is reproduced by INSIGHT Newsletter from SIG Roofing in good faith, based on the latest knowledge available. While every effort has been made to ensure that the information is current and correct, INSIGHT Newsletter from SIG Roofing cannot accept responsibility for the application and performance levels of the products featured. Neither can we accept responsibility where the manufacturer's instructions have not been followed. © INSIGHTNewsletter 2018

