

# Insight

Serving The Roofing Industry

Aug / Sept 2019  
Issue 11

## Using recycled car bumpers

Growing your business

Earn rewards from tomorrow

Weathertight Scottish layers

Let's get social



**WIN! Premier League darts tickets**

**The eyes have it**



**New GRP system**



# PROTECT YOUR EYES FROM UV DAMAGE



As part of this year's Safe in the Sun campaign, Marley is warning all roofers to protect their eyes, as well as their skin, from UV rays.

People who work outside for long periods are at greatest risk of eye damage from UV radiation. This can lead to premature skin ageing, cataracts, skin cancer on the eyelids and even vision loss.

[www.marley.co.uk/safeinthesun](http://www.marley.co.uk/safeinthesun)

## MAKE SURE YOU:

- Wear safety sunglasses with UV protection (UV 400 rating and certification with EN 166 and EN 172).
- Get regular eye examinations and be vigilant - if you have prolonged patches of dry or sore skin on eyelids, or any trouble with your vision, see a doctor.
- Wear a top and protect exposed skin with sunscreen (SPF 25+), reapplying regularly.
- Always wear a hard hat, preferably with a brim and flap that cover your ears and the back of your neck.



Nigel Fields

# SPRA AWARDS

Competency Programme approved training courses, of which approximately 50% were in single ply.

“Nigel is a really good trainer and delivered a really enjoyable and informative course.”

Steve Cleminson



SIG Design & Technology's team has scooped two 2019 SPRA awards for the quality of its people.

Steve Cleminson stood out from the crowd by winning the Outstanding Contribution to the Single Ply Industry category.

Steve is the business's former technical director, previously a member of the SPRA technical committee. He developed SIG Design & Technology's technical support service to contractors and architects and helped the training academy grow to four bases.

SIG's very popular trainer, Nigel Fields was selected as highly commended in the Best Trainer category. In 2018, the academy delivered 97 Basic



**FIX-R**  
FLAT ROOFING

# SUPPORTING GENERATION Z

It's always nice to give a helping hand to people coming into the trade and SR Timber has done just that, donating battens and panels to their local college. The Vision West Nottinghamshire College Construction Centre in Kirkby-in-Ashfield was delighted to receive the products, worth £6,000.

More than 200 full-time students and apprentices will benefit from the gift, which tutors estimate will last two years.

SR Timber's Trading Director Shaun Revill, said: "We've built links with the college's Construction Centre because they are championing the essential construction skills this country needs moving forward."

[www.sr-timber.co.uk](http://www.sr-timber.co.uk)



# PERFORMANCE GRP

Roofers tell us they consistently turn to GRP systems as a reliable and simple option for flat roofs. FIX-R's new Performance GRP was developed alongside contractors to the highest manufacturing standards. Using quality virgin resin and glass fibre components, it offers you that ideal combination of usability and quality at the right price.

Made in the UK, FIX-R GRP resin has superior 'wet-out' and the high grab and final bond strength of the system gives a great result across the whole installation.

The range includes everything you need to complete the job, plus a materials usage guide and 20 and 25 year materials guarantees.



[www.fix-r.co.uk](http://www.fix-r.co.uk)

# ULTIMATE PEACE OF MIND



If you'd like a simple way to provide your customers with a warranty in a single package, SIG Roofing's **ONE Warranty** is tailor made for busy roofing contractors. It's free to register on the scheme and quick and easy to register your projects when they're complete.

**ONE Warranty** is an effective means of adding a further level of reassurance when quoting for business. Available for flat roofing products as well as pitched, it provides all-round 15-year product cover in one place.

Incorporating leading industry brands, the warranty covers all of the products you use in the build-up of the roof, from batten to roof coverings. Just a few of the products include: FIX-R Torch on felts and EPDM membranes, SIGA Natural Slate and SIGnature Clay Roof Tiles.

Register at [sigroofing.co.uk/onewarranty](http://sigroofing.co.uk/onewarranty).



# BRIEFS

## It's a match!

Eternit's Rivendale range of fibre cement slates combines modern technology with a traditional look. In striking Blue-Black and Cromleigh Graphite, both with a finely detailed surface and dressed edges, the slates are light and easy to install. Perfect for refurbishment.

## Environmental Powerhouse

18-months after installing a Combined Heat and Power (CHP) unit at their Burton factory, Russell Roof Tiles are celebrating an environmental success story.

The CHP unit uses gas to power the factory, creating electricity and heat, so reducing the amount of energy needed. In one year 67% less electricity was taken from the grid at their Burton site. Plans are afoot for solar power, wind power and new LED lighting over the next few years.

# GET SOCIAL WITH SIG

If you enjoy all the news and offers in **INSIGHT**, why not follow our daily updates on SIG Roofing's social media?

Whether you're getting your latest news on Twitter, keeping in touch with friends on Facebook or looking to make business connections on LinkedIn you can be part of the online conversation.



## LINKEDIN

Bringing you all the hot topics from across the roofing industry we're inviting you to become part of our online conversation on LinkedIn to help us understand how better to serve your needs.

LinkedIn offers a unique platform to share and access important news and articles through your daily feed, as well as have exclusive access to job opportunities and building your own professional network online.

Our LinkedIn page aims to provide our customers and suppliers with a one-stop shop for all the relevant news, trends and issues affecting you in today's marketplace. Using social media to gain new business can be a minefield so that's where our page can help. We offer advice from our industry experts as well as generating conversations around what is affecting our industry day to day.

This, in turn, provides you with content that you can share with your own followers to offer insight and generate your own discussions, helping you build new and lasting relationships.

To join us on social media and become part of the conversation simply search for the SIG Roofing page [linkedin.com/company/sigroofing](https://www.linkedin.com/company/sigroofing). While you're there why not share and engage with some of our recent posts to start your conversations today.



## FACEBOOK

Our recently launched Facebook channel, @SIGRoofingUK, has gone from strength to strength thanks to loyal customers following our national page and their local branch pages.

Followers have the chance to win prizes, get exclusive offers on products and share their own installation shots.

Richard Kendrick, SIG Roofing's marketing manager, said: "We wanted to find a way to give back to our customers and Facebook has been perfect. It allows us to connect with people wherever they are in the country and share what matters to them.

"We have lots of exciting plans in the pipeline, with even more offers and giveaways coming up so if you're not already following us check out your local branch page today."



## TWITTER

Twitter is our most popular social channel. On @SIGRoofing our followers share their latest images or videos of ongoing or finished roofing projects.

We also like to give back on Twitter and give away some top prizes including SIG Roofing merchandise, tools and work wear, dining vouchers and - what every roofer needs - a year's supply of Tetley Tea.

Have a lively chat when you've downed tools or you're having that well-earned cuppa.



### @SIGRoofing

Fancy winning a luxury hamper, filled with all your favourite goodies? Simply follow our LinkedIn page and tell us what you love most about the roofing industry

### @SIGRoofing

Do you want to know how you can get your hands on OSB3 smartply for just £12 per sheet? Head over to our website for all the details: [bit.ly/2xleP1z](https://bit.ly/2xleP1z)

### @SIG RoofingUK

Looking for a new opportunity? Read more here about becoming one of our branch managers: <https://www.linkedin.com/>

## TRADE CLUB JOIN US TODAY EARN REWARDS FROM TOMORROW

Earn points with every purchase from your local SIG Roofing branch.

**REGISTER TODAY**

Trade Club is a way for you to receive something back for choosing to buy your roofing products from SIG Roofing.

As a member of Trade Club you earn points every time you spend at any SIG Roofing branch. Those points are turned into vouchers for you to spend the following month in branch\*.

Trade Club rewards you for cash purchases. So every time you buy and collect supplies in branch, simply present your membership card and points are added to your Trade Club account.

### POUNDS AND POINTS

For every £1 you spend, you collect a point - with one point being worth 10p. We'll keep track of your purchases and points, so you don't have to and we'll send you monthly updates.

You'll be able to find everything roof-related in our branches, plus advice from knowledgeable staff on our 40,000+ products. And, you'll be pleasantly surprised how much you can earn back by joining.



## Why Trade Club?

- Register to become a **TRADE CLUB** member
- We'll set up your membership
- Purchase from your local branch
- Earn points every month
- Double points on selected items

As an extra thank you every month, you can earn double points when you buy one of our quality own label products - from FIX-R, TIL-R, SIGnature and SIGA. The product on special offer changes each month and we email you to let you know what it is.

These offers are only available to TRADE CLUB members, so join up today and earn rewards just through purchasing your roofing materials at your local SIG Roofing branch.

*"I've been a TRADE CLUB member for about three years. It's a great bonus to have a voucher come through at the start of the month and to regularly get money back for being an SIG Roofing customer."*

Josh Shepherd, Absolute Roof Windows Ltd

\*on purchases of £250 (+VAT) or more

To register now, go online at [www.sigroofing.co.uk/tradeclub](https://www.sigroofing.co.uk/tradeclub)

(You'll need to know your SIG Roofing Customer/Account number for the registration to be valid.)

# Laying it on for Perthshire residential development



## THE CHALLENGE

A large residential development at Murthly, Old England, in the Perthshire countryside needed a pitched roof underlay to deliver excellent weather tightness combined with superior breathability and protection. Some roofing membranes tend to sag in the gaps between sarking boards, causing water to collect, risking leaks, and can tear on site.

## THE SOLUTION

To form an integral part of the roof construction, timber frame kit specialist Scotframe selected the Roofshield membrane from the A. Proctor Group to give the highest level of protection.

Roofshield's patented Spunbond Meltblown Spunbond structure allows high levels of airflow and transport of moisture vapour, so condensation in the roof space is virtually impossible. It has an extremely high vapour and air permeability, so still performs in conditions where airtight alternatives won't.

## WHAT WE LEARNED

Scott Cameron, Project Manager for contractor Algo commented: "The Roofshield membrane has been excellent in terms of its weather tightness, with absolutely no leaks across the whole of the 583m<sup>2</sup> site. It's also incredibly robust so we didn't have to worry about tearing or damaging it on site."



# RECYCLED CAR PARTS SAVE FAILING ROOF

## THE PROBLEM

Abbey Hill Academy special needs school in Stockton-on-Tees had a 4000m<sup>2</sup> roof badly in need of repair. A roof condition survey carried out by IKO PLC on the Stephenson Building at the school confirmed that the roof was failing in many areas.

## THE SOLUTION

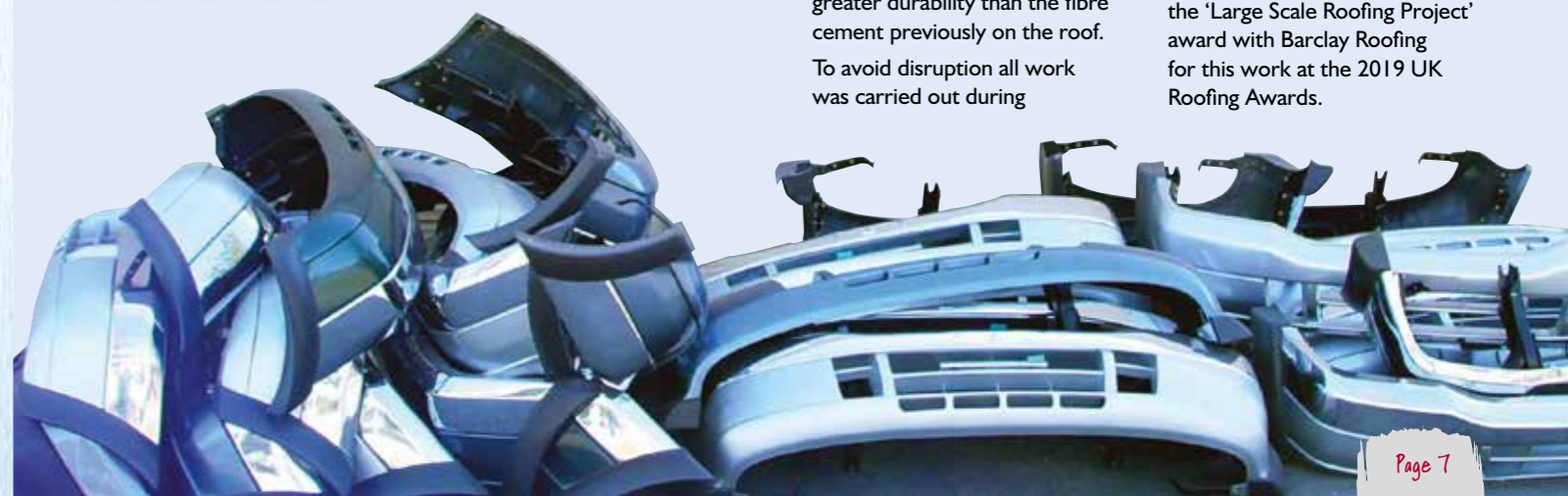
All the existing cement slates and the felt system, which had broken down and was causing condensation issues within the building, were removed. The entire roof was then replaced using IKOslate (and IKO Rubbershield Pro Breather Membrane). This polymer composite is made from 99% recycled material (including car parts) and has greater durability than the fibre cement previously on the roof. To avoid disruption all work was carried out during

educational breaks, and a single-point 40-year guarantee was also provided to ensure the school benefits from a safe, warm and dry environment for years to come.

## WHAT WE LEARNED

Phil McHale, Manager of Abbey Hill Academy commented: "As a school, we are happy with the finished product. It looks great and the environmental credentials are an added bonus."

IKO PLC was delighted to win the 'Large Scale Roofing Project' award with Barclay Roofing for this work at the 2019 UK Roofing Awards.



# UPSCALE YOUR PROFIT

**SIG Design & Technology wants to help your business grow. Here are two ways they do just that:**

## TRAINING ACADEMY

Changing how you see spending money on product-specific training can help you win work. Instead of seeing it as a cost, see it as a chance to up your game.

It helps you avoid mixing and matching products using the wrong techniques, saving you loss of time, money and reputation.

Product training teaches you to do the job right first time. It gives you access to the product, gets your name on tender lists and means you can give your customer a warranty when you've finished the job.

SIG Design & Technology offer product-specific training courses in both membrane and liquids application in Shepshed and Huddersfield, to meet trade association guidelines including SPRA. As well as roofing skills, roofers learn about the whole system, including how different build-ups connect with each other or 'interface' with other building elements.

## OUR COURSES PROVIDE:

- A solid mix of both technical and practical knowledge
- Enough hands-on time to work with the materials
- Time for specific questions
- How to comply on standards/codes of practice
- H&S including COSHH and manual handling
- A 'takeaway pack' with clear, technical information
- A certificate of proficiency & attendance
- Post-course support via phone or online

## DATA ACCREDITED CONTRACTORS

Your business can stand out by applying to join DATA - the prestigious UK group of expert roofing contractors. Joining gives you access to a special range of Design & Technology high performance roofing products and system guarantees not available to non-members. You'll also be eligible for special purchasing status with SIG Roofing.

DATA contractors have significant commercial advantages when tendering for major projects, such as technical support pack for bids over 500m<sup>2</sup>. You can also use the DATA logo in your marketing while benefitting from fast track training and new product opportunities, too.

[www.singleply.co.uk/contractors/benefits-to-roofing-contractors](http://www.singleply.co.uk/contractors/benefits-to-roofing-contractors) or call 01509 501 738.

“ Award winning trainer, Nigel Fields covered single ply installation in great depth using both course material and personal experience to demonstrate and advise on real world situations. He used pictures and videos so we could see multiple scenarios which aren't generally available in a skills training centre. ”

“ Nigel is a great trainer with a lot of time for trainees to ask questions and get the right answers. He has a lot of helpful knowledge. ”



## Should I over-roof?

Over-roofing buildings with metal sheets, composite or GRP systems can be a tricky business with unseen issues complicating the job. To help you avoid any surprises, here are some of the questions you should ask before starting any over-roofing project.

- What is the building being repurposed for?
- What are the insulation requirements of the new repurposed building?
- What aesthetics are needed?
- What is the condition of the product already up there?
- Is planning permission required?
- Will my rooflight systems and gutter systems match the current layout?

These are just some of the basic questions you need to answer before embarking on any over-roofing product.

The SIG Industrial Roofing Centre gives you the peace of mind that whatever the product or solution needed you can access technical help with one phone call.

From single skin profile matching services, composite and built up solutions as well as GRP lightweight profiled matching options, give the team a call on 0330 123 1850.



## ALUMINIUM, BUT TRADITIONAL

Historically, cast iron rainwater systems have always been a robust, sturdy and attractive choice. If you're looking for a rainwater system with a traditional look and feel, especially for heritage buildings or conservation areas, there are now a number of aluminium products available to choose from. Not only can they replicate the appearance of more traditional materials, they're made in the same original sizes to give a perfect fit.

New aluminium systems are also extremely durable. They boast proven strength, corrosion resistance and sustainability and very low, in some cases zero, lifetime maintenance costs for 50 years or more.

Aluminium can also hold and maintain a coloured coating without touch-ups. Many aluminium systems are coloured using a polyester powder coat (PPC) paint which is designed to hold colour and gloss levels for longer.

Aluminium systems, like Marley Alutec's Traditional range, are up to 65% lighter than other alternatives, meaning they are far easier and safer to handle and install.

[www.marleyalutec.co.uk/products/traditional-rainwater-systems/](http://www.marleyalutec.co.uk/products/traditional-rainwater-systems/)

## Bonding fix

How you approach a dry fix bonding gutter when it meets at the ridge depends on the situation. If the external roof covering is at the same height on either side of the dry fix bonding gutter, cut down the central upstand at an angle to allow the ridge tile to pass over the joint in the roof.

If the external roof covering is higher on one side of the dry fix bonding gutter, then you can't carry the ridge tile over the joint in the roof. Instead, mitre cut the central upstand on both sides of the roof so that the ridge tiles can butt against it.

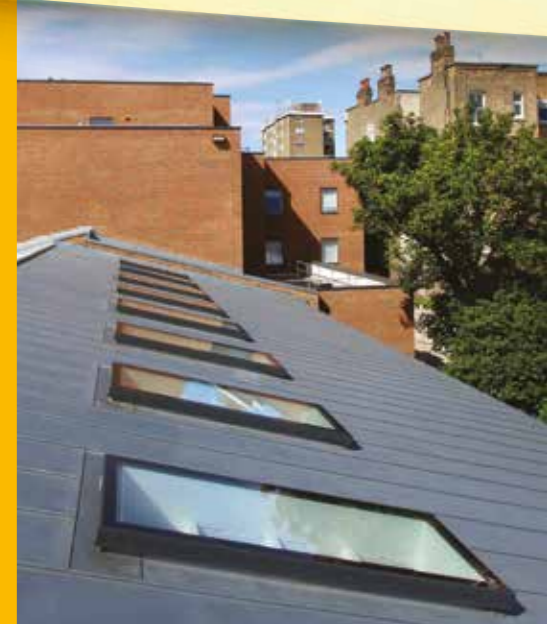
In both cases, form a saddle over the joint using a good quality flexible, fully adhesive flashing, such as Hambleside Danelaw's Fast Flash.



## FIVE CONSIDERATIONS WHEN INSTALLING A ROOFLIGHT

- 1 Firstly, do you need planning permission? Usually, you don't, but always make sure, especially if it's a listed building.
- 2 Next, think about on-site delivery, storage and handling. Large flat glass rooflights can weigh over 200kg, and simply getting them onto the roof might need some planning - site delays and redelivery charges can be costly. At a minimum the rooflight may need a two-man lift.
- 3 Remember that a 'flat' rooflight being installed in a 'flat' roof still needs to be installed at a minimum of a 5° pitch!
- 4 Pitch is important to ensure compliance with Building Regulations, aid water run-off and that maximum 'flex', or weight-bearing capability, is accounted for.
- 5 And, finally, you have two choices when it comes to curb selection: constructed builder's curb or manufacturer's proprietary upstand. Manufacturer's upstands, such as Whitesales, are specifically designed to provide ease of installation, so problems are more unlikely. In either case issues with waterproofing are the most likely complication to watch out for.

Each manufacturer will have specific steps to follow, which can differ for each and every type of rooflight.





# Always innovating

As a leading roofing tile manufacturer, Wienerberger consistently brings innovative and fit-for-purpose products to market under the Sandtoft brand, in order to meet and surpass customer expectations.

Creating new products that will be successful in the roofing market, or re-engineering existing products is no easy feat for our Sandtoft team. Behind the scenes, a large amount of work goes into research, prototyping, quality checks and more before a product makes it to a SIG branch.

## Print and test

One of the Sandtoft team's favourite tools for experimenting with new roof tiles ideas is a 3D printer. Prototyping is an essential stage in the design process as it allows us to review, test and gather opinion on new designs before we commit to expensive tooling.

This wonderful piece of kit can print full tiles and accessories, allowing us to design, print, test, alter and print again all in one working day. Various iterations of a new part can go from the computer screen to a physical part in a matter of hours for comparison and testing.

## Multi evolution

Developing new products is important, but evolving existing products to keep up with the latest industry innovations is equally as crucial. Small changes to product design can have a big impact when it comes to how a roof tile or accessory is installed. This is why Sandtoft has updated its range of roofing accessories, such as the Multiverge and Multiversal ridge and hip systems.



## WIN Experience Days



## Sandtoft Roadshow

Sandtoft will be hosting a series of morning roadshow events at SIG Roofing branches around the country with the chance to enter into a prize draw to win an experience day.

There are plenty of prizes and giveaways up for grabs, plus you'll have the opportunity to take the Dry Verge Challenge and fit Sandtoft's new Multiverge product.

August Roadshow dates:

- **Tunbridge Wells - 14th August**
- **Kentish Town Regis - 20th August**
- **Southend - 21st August**
- **Rotherham - 28th August**

Further roadshow dates in September will be announced shortly. Please see our Twitter page @wienerbergeruk or contact wbukmarketing@wienerberger.com for more details.

*The team look forward to seeing you there!*

### 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	IV1 1SY	01463 250318
Kirkcaldy	KY1 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	01914 779474
Middlesbrough	TS2 1DF	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 0PF	0113 2351441
Rotherham	S60 1DA	01709 835500
Scunthorpe	DN16 1DQ	01724 854444
York	YO30 4UU	01904 476319

### MIDLANDS

Birmingham	B11 2FE	01217 081515
Birmingham	B19 1ED	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	TF1 5ST	01952 641161

### WEST

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
Reading	RG30 4BJ	01189 455454
Swindon	SN2 8XA	01793 613339

### WALES

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

### ANGLIA

Bedford	MK41 9QG	01234 325283
Cambridge	CB22 7QP	01223 872260
Colchester	CO2 8JX	01206 877460
Great Yarmouth	NR31 0LY	01493 659991
High Wycombe	HP12 3RJ	01494 450079
Ipswich	IP1 5LU	01473 749621
Kings Langley	WD4 8JU	01923 269983
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
Southend	SS2 5QW	01702 613 181

### LONDON

Cheam	SM3 9AG	020 8337 9455
Chingford	E4 7HZ	020 8559 4334
Croydon	CR0 2BD	020 8686 6911
Croydon	CR0 4YZ	020 8689 0481
Kentish Town	NW5 3EW	020 7485 5550
Park Royal	NW10 7UL	020 8507 4380
Rayleigh	SS6 7XF	01268 798 999
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

### SOUTH EAST

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	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
Weybridge	KT15 2SD	01932 850500
Woking	GU21 3BA	01483 215100
Worthing	BN14 8NW	01903 201013

### SOUTH COAST

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
Southampton	SO15 0LG	02380 365555
Waterlooville	PO7 6QX	02392 258344

### SOUTH WEST

Exeter	EX2 8PY	01392 250323
Newquay	TR7 2SX	01637 852660
Plymouth	PL1 4LL	01752 509538
Taunton	TA1 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 flat roofing

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# WIN PREMIER LEAGUE DARTS TICKETS...



...buy concrete tiles from Sandtoft at your local SIG Roofing branch for your chance to **WIN** Premier League Darts tickets.\*

Shoot in between the **1st & 31st August** to ensure you don't miss the chance to be 'at the oche'.

\*Terms & Conditions apply, please visit the website for more information: [www.sigroofing.co.uk/darts](http://www.sigroofing.co.uk/darts)

 **Sandtoft**

Game on with... 