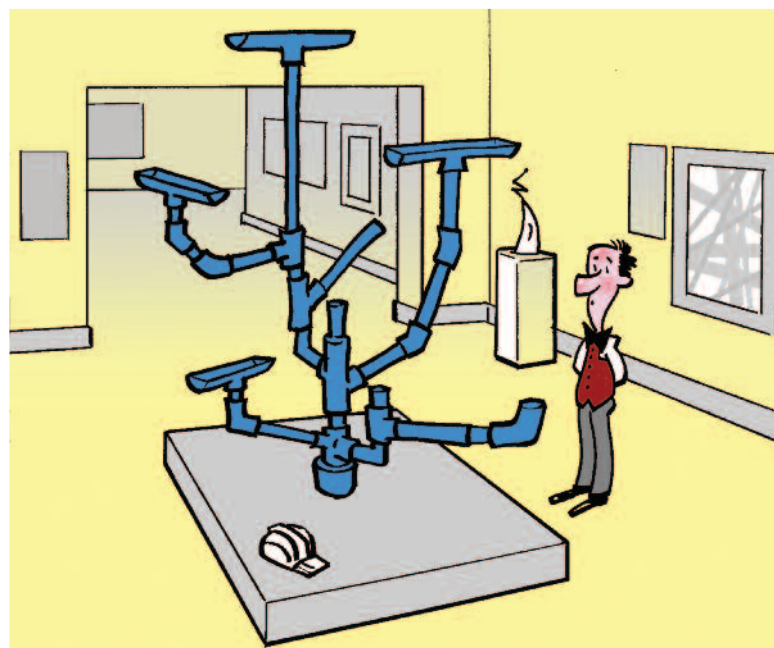
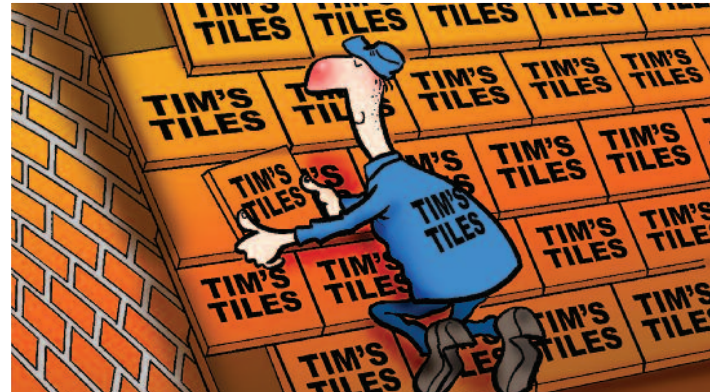
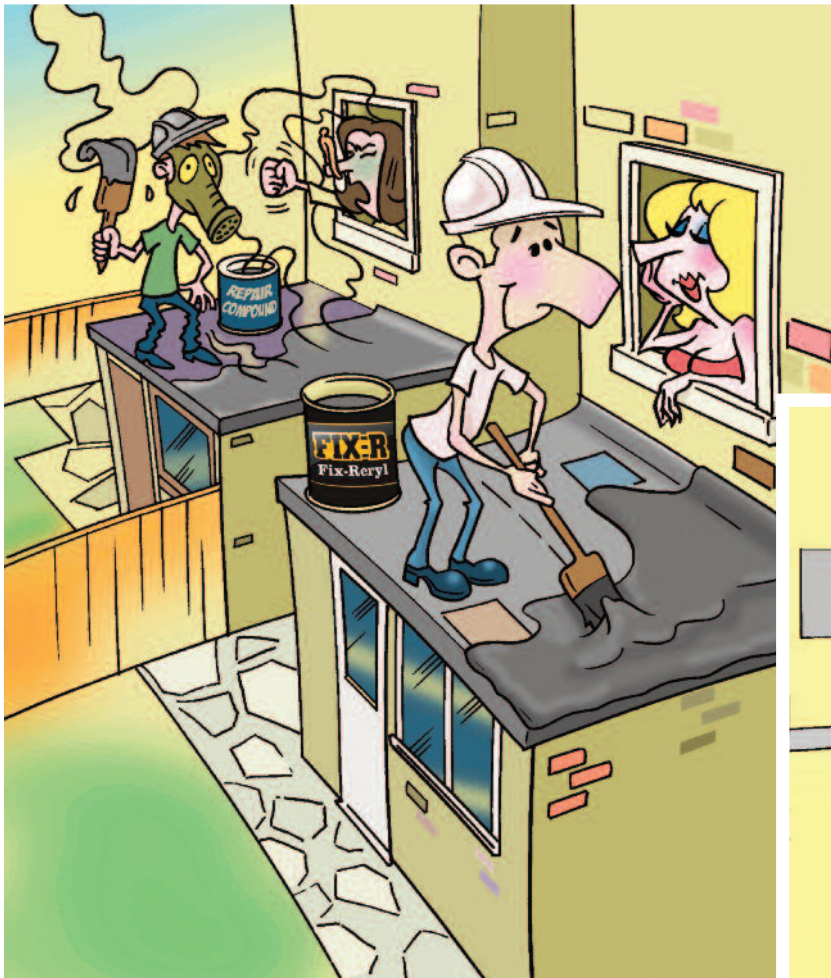


# INSIGHT

Serving the **roofing, building plastics** and **glazing** industry

issue 16



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Cash for U – Page 11

## **New conservatory systems**

You've been (Ultra)framed –  
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## **Roofline & rainwater opportunities**

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# Same old sa



## Developing your business

Ask 10 people what business development means and you'll get 10 different answers. And they might all be right to a degree.

The only thing you can say with complete certainty is what it isn't... Rocket Science.

Any company, from a sole trader to a giant multinational needs to think about business development.

If you're not... then you're standing still.

And sooner or later you'll get left behind.

## It's simpler than you think

At it's basic level business development is: looking for opportunities; discovering products; identifying industry trends; learning

new processes – anything that provides greater value to the customer and helps save you time. They will all help you develop your business.

They also offer new ways of getting the most out of a customer project because you're able to provide additional products and services.

It's all about being flexible and making things happen. Don't do drainage? Why not? Never tried installing liquid waterproofing? Then get trained.

## So, what's it all about?

This issue of Insight is packed with ideas, products and tips to help you develop your business and try something different. From how marketing is really just common sense

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# ame old?

(page 20) to advice on tapping into the burgeoning solar market (page 36), it's all here.

We've also included a whole section on the benefits of training and apprenticeships including information on lead work (page 27) becoming a CompetentRoofer (page 19) and how Scotland is training a new generation in the traditional techniques needed to preserve its historical landscape.

**Become more competitive. Offer more. Make clients' lives easier.**

And make sure potential and existing customers know just how attractive you are. After all there's no point getting all dressed up if you've got nowhere to go.

**Just one more thing...**  
**Flick to the back for a handy index on all our contributors with a reader response card to make getting in touch even easier.**

## In this issue:

- Liquid waterproofing
- Natural slate
- Smartply – an alternative to plywood
- Rapid flashing alternative to lead
- Single layer insulation
- Drainage
- Marketing yourself
- Cash for 'U' – subsidised insulation
- Training
- Graded and ungraded batten
- Renewable energy
- Hot Melt Systems
- Interlocking plain clay tiles
- SinglePly - the membrane with a memory
- Roofline and rainwater
- Conservatories
- Industrial roofing

## insightmag.co.uk



## All this and more!

Get a deeper insight into all things to do with the roof at [insightmag.co.uk](http://insightmag.co.uk) our online home.

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

## Content highlights;

- Latest industry news
- Product news and reviews
- Competitions

# Liquid Roofing

## Flame-free, flexible, flawless.

There are some places where liquid roofing means having a swimming pool on the top floor, preferably with a bar in the middle. Back in the real world, GRP (Glass Reinforced Plastic) and liquid coating waterproofing systems are clean, easy to apply and are a great opportunity to provide a tough, modern alternative to traditional materials such as bitumen, felt and asphalt.

### Why choose liquid roofing?

Liquid coatings are extremely strong, completely waterproof and long lasting. Simple to use and applied by brush, roller or spray they are ideal for flame-free application where access is limited or where large amounts of detailing are required such as balconies, stairways or roof lights. They're also extremely versatile, and suitable for both new roofs and refurbishment of all sizes.

- **Cold applied – no need for naked flame or costly hot works insurance**
- **Cover large areas with small amounts so easy for transportation and where storage is at a premium**
- **Perfect for high levels of detailing**
- **Highly flexible and crack resistant with good adhesion**
- **UV and ponding water resistant**
- **Quick and easy to apply**
- **Stay watertight and maintenance free for many years**
- **Can be used on areas from small balconies to large commercial projects**



**To give you even more support with your flat roofing projects SIG have set up nationwide training facilities and courses working with the market leading manufacturers.**

**Training on key product areas includes:**

- **GRP**
- **Liquid waterproofing**
- **Single Ply**

**On page 24 we are looking at opportunities for training and improving your roofing skills.**

### Seal it

CrysticRoof by Scott Bader is a complete, high performance GRP solution suitable for garages, extensions, sheds, dormer windows, balconies and walkways.

**Choose from:**

- **CrysticROOF (10 year guarantee)**
- **CrysticROOF Premium (20 year guarantee)**

Sealoflex liquid coatings are suitable for any size of roof, give unbeatable detail, are clean and easy to apply and are ideal for both commercial and domestic projects.

**Choose from:**

- **Sealoflex WB (15 year guarantee)**
- **Sealoflex CT (15 year guarantee)**
- **Sealoflex 10 (10 year life expectancy)**

**ENQUIRY  
1**

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



# Not all roofs are created equal



Originally developed as a replacement for moulded plywood used in aircraft, GRP (Glass Reinforced Plastic) is a proven technology used on everything from boats and water tanks to ponds and pools, keeping water in as well as out.

In simple terms, GRP is a mixture of polyester resin with glass reinforcement, coated with a polyester topcoat to give improved aesthetics. A high performance composite, GRP is ideal for creating flat roofing systems that are extremely strong, completely waterproof

**Insight** – Scott Bader haven't always supplied into the roofing market. What made you decide to explore that side of the business?

**BM** - We felt the need to launch the CrysticROOF range following a number of calls by concerned installers that had been having quality issues on the work they had done. On closer examination the work of the contractors wasn't in question but the quality and consistency of the materials they used was. This meant that they could waste many hours in professionally building the deck

roof cracking, lifting or with blended topcoats giving a striped or mismatched colour from keg to keg.

With this in mind and knowing Scott Bader's reputation for quality we successfully launched the CrysticROOF range of products.

**Insight** – Scott Bader have a reputation for innovation and technology. What's the company like to work with?

**BM** – It's true we do have a strong commitment to research and innovation. But more than that we are a common trusteeship company and a registered charity. Having no external shareholders, with a strong commitment to support our workforce, society and the environment, we are more stable and can think more long term. That makes us a great company to do business with as either a customer or a supplier.

**To ensure continuous quality all Scott Bader CrysticROOF products are ISO 9001, ISO 14001 & recently accredited with ISO 18001 quality and environmental standards.**

**Strong, lightweight, long lasting**

**All CrysticROOF resins & topcoats are:**

- **manufactured in the UK to ISO standards**
- **made from virgin materials**
- **tested for consistency and stringent quality controls**
- **backed by 10 & 20 year material guarantees**
- **low Styrene Emission systems**

CrysticROOF topcoats are manufactured with isophthalic resins to ensure a very high quality UV resistance along with marine grade pigments that have to withstand extensive UV resistance tests to pass.

## The low down on GRP

- **Cold applied**
- **Forms to any shape**
- **Cures to a hard, very attractive, seamless finish**
- **Quick and easy to apply**
- **Remains watertight and maintenance free for many years**

and long lasting. A modern alternative to traditional materials such as bitumen, felt and lead, it last a lifetime and looks great.

Barry Mansfield, UK Sales Development Manager for Scott Bader's Composite Business explains why the company developed the CrysticROOF range and the advantages it brings.

only to be let down with the finish or in some cases the failure of the materials they used.

9 times out of 10 the resins and topcoats that were used were recycled or blended. This was often seen as a cheaper option, but in reality the real cost of the materials were offset by customer complaints over the

**ENQUIRY**  
**2**

**Get the lowdown on Scott Bader's CrysticROOF range by completing the reader response card.**

# Smarter than your average Ply

If you want to build smart, you've got to think smart. That's why the smart money's on SmartPly - an alternative to plywood that doesn't delaminate, has no knotholes, and no core voids or other structural defects. Oh, and is cheaper too.

SmartPly Roof is an engineered wood panel manufactured specifically with specialist roofing contractors in mind. It's made from engineered wood strands, which are bonded with waterproof, exterior grade resin and compressed under very high temperatures. The result? A load-bearing panel that's ideal for structural use in humid environments.

## Smart savings without compromise

Better still, SmartPly is also an environmental winner. It's made from sustainable, fast-growing timber using forest thinnings of new-growth pine and spruce,



including the tops. This is just one of the reasons why more and more roofers are choosing SmartPly instead of plywood, which uses large logs cut from old growth forests.

### Think SmartPly because it's:

- **renewable**
- **energy-efficient**
- **carbon negative**
- **new-growth forest thinnings**
- **sustainable**
- **great value**

Over 75% of the energy used in the manufacturing process comes from wood residues and recovered wood. Burning wood by-products as an energy source instead of fossil fuels increases the CO2 benefit still further.

All the timber used to make SmartPly is carefully harvested to preserve the forest's biodiversity, productivity and ecological processes. All by-products such as bark and sawdust are recycled for energy and horticultural uses, and combustion gases are scrubbed and burned.

What's more, no long-distance transport is involved as all SmartPly is manufactured near to its source in Waterford, Ireland.



Panels are manufactured to EN300 and carry CE2+ marking denoting the product has been tested to EN 13986 for applications where planning and the building regulations demand a structural material is used.

Always check that panels have been tested to the correct loading and load duration requirements in order to meet the demands of the job and to deliver a legally compliant roofing project.

## SmartPly®

The Smart Answer  for Roofing

The whole life cycle is well thought through. Making it, well, smarter than your average ply.

Impressive performance characteristics and low price, when compared to plywood, make SmartPly OSB3 an attractive choice. Key to its selection is getting the right OSB panel for the job, to ensure a legally compliant, sustainable installation.

Unlike plywood, with much un-certified, un-documented product on the market, all SmartPly products carry full FSC certification. This gives further reassurance through the supply chain right up to the lead

contractor, architect and end client.

### Look Smart

By using SmartPly as an alternative to plywood you can achieve cost savings at no compromise to compliance or sustainability.

ENQUIRY  
3

For more information on SmartPly please complete the reader response card.



# Autumn watch

## Time to get roofs ready for winter with high performance roofing cap sheets

As summer fades into autumn and night arrives ever earlier, winter is on the horizon. But it's not just about watching Kate Humble talk about hibernating hedgehogs.

No.

As the seasons take a distinctly chilly turn it's the ideal opportunity to think about waterproofing roofs. And that's where high performance roofing cap sheets come in very handy.

### Choosing the right product for the job

The importance of using the right material can't be overstated. In addition to price, things to consider include:

- **Life expectancy.**
- **Laying characteristics.**
- **Fire performance.**

### Fix-R SBS and Torchflo SBS

These tried and tested torch-on membranes give long-term durability backed by meaningful product guarantees (12 years for Fix-R, 15 years for Torchflo). Both products feature:

- **Tough polyester reinforcement for added mechanical strength**
- **Dimensional stability and puncture resistance**
- **Highly engineered elastomeric formulation for improved laying**

### properties in different weather condition

- **High temperature stability throughout the summer months**
- **Enhanced flexibility when working in lower temperatures**

Crucially, these products won't let you down on site. Plus, with increased bitumen content in the coating, it's far easier to obtain the necessary bleed at the laps. All in all you'll get the extra peace of mind that waterproofing integrity will not be compromised at this vital part of the roof.

### Fix-R and Torchflo

Reassuringly heavy, these robust membranes help reduce the occurrence of foot marking on site by reducing heat transfer through the membrane during torch-on application. This improves the overall aesthetics of the final job, keeping the customer happy!

### Apply to:

- **Suitable pour and roll or torch-on underlays as part of a built-up system.**
- **As a refurbishment overlay to existing asphalt or selected mineral surface bitumen membranes.**

### ProTorch

This next generation SBS torch-on cap sheet is perfect for the



growing requirement for fire protection on the roof.

- **At 5kg per m<sup>2</sup>, ProTorch is the most robust in its class**
- **Comes with an 18-year material guarantee**
- **Pioneering graphite firewall technology provides superior protection against fire spread from outside of the building**
- **Comes with AA fire rating as standard**
- **Ensures full compliance with Building Regulations without additional fire surface protection**
- **Fast to install and available in a choice of colours**



ProTorch offers peace of mind to both you and the building owner alike and is approved for unrestricted use no matter what the location of the building.

ENQUIRY  
4

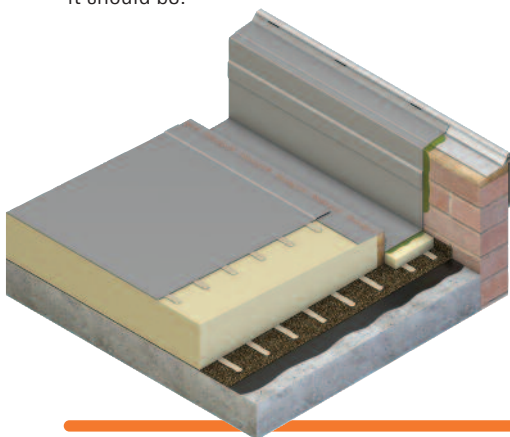
**So, next time you stop by your local roofing merchant, why not find out more or alternatively complete the reader response card – and get you and your clients set for winter.**

# Quick, clean, stylish



**Single Ply roofing membranes are long lasting, highly flexible monolithic membranes which have a superb finish. Cold applied, they're quick and clean to install with minimal environmental impact. Perfect for covering large areas, where you can lay single ply in most weather conditions.**

Through the SIG Design and Technology Accredited Contractor scheme (DATAC), you can ensure the system is installed exactly as it should be.



DATAC members have access to a specialist range of SIG Design & Technology high performance roofing products, systems and guarantees that are not available to any other contractor. As a result DATAC contractors have a significant advantage when tendering for major projects. Membership provides specifiers and clients with local, quality installers.

To qualify for the scheme contractors need to attend a course at their training centre in Shepshed. Attendees are also enrolled in the IKO product training schemes to help them offer a number of systems. All courses are approved and monitored by both the product manufacturers and trade associations. SIG Design and Technology only recommend DATAC contractors to install the systems for their clients.

**As one of the newest and advanced products on the market it brings you all the benefits of a singleply system at the cutting edge of the industry:**

- **Faster and simpler installation.**
- **Reduced costs.**
- **Less waste.**
- **Greater reliability.**

SIG Design and Technology are members of the Single Ply Roofing Association (SPRA) which represents membrane manufacturers, associated component manufacturers and specialist sub contractors and aims to ensure the delivery of best value single ply roofing systems. By specifying products and specialist installation by SPRA Manufacturer, Associate and Contractor members you can be assured that all parties meet strict quality criteria.

**ENQUIRY**  
**5**

**Join the Singleply team and your style points are bound to increase. For more information on becoming Singleply registered contractor please complete the reader response card.**



# Insane for the membrane

## Spectraplan TPE – the membrane with a memory!

**Spectraplan TPE is the very latest in advanced polymer technology.**

Now, SIG Design & Technology can supply Spectraplan TPE high-quality reinforced single ply membranes through another exclusive distribution agreement with IKO. The roof system will only be available through IKO's Spectraplan-trained and licensed installers.

Spectraplan TPE combines the best properties of thermoplastic and elastomeric materials for best possible results, both when being installed and for the life of the roof.

There are four membrane types:

- **Spectraplan SM - suitable for mechanically fixing.**
- **Spectraplan SG - fleeced-backed for adhered applications.**
- **Spectraplan D - specially engineered for complex detailing.**
- **Spectraplan Walkway - offers a slip-resistant surface.**

Spectraplan TPE membranes are highly resistant to UV ageing and standing water has no damaging effect. On-site, Spectraplan can be welded at high and low temperatures to allow for both fast installation and intricate detailing. The result is a homogenous, reliable weld that is even stronger than the roofing sheet itself.



Spectraplan is also highly resistant to substances and solvents. As it's compatible with bitumen and polystyrene (EPS/XPS), TPE is suitable for most refurbishment applications, and doesn't need a separation layer.

### Memorise this

Movement within a building's sub-structure is usually not a problem due to Spectraplan's long-lasting, high degree of elasticity. The elastomer within the membrane has a unique memory, so the roof's surface retains a sleek taut look without putting any strain on the membrane. Spectraplan membranes are free from plasticizers and chlorine, and, due to the nature of the polymer, they can be recycled into primary products at the end of their long life span.

Roofing contractors wishing to install Spectraplan TPE will be vetted by IKO, who strictly control the product's approved contractor and installer network.



SIG Design & Technology's role is to promote this premier membrane system to specifiers and to distribute to installers. IKO will consider new applications through SIG Design & Technology.

ENQUIRY  
6

**To receive further information on becoming an approved Spectraplan TPE contractor complete the Reader Response Card.**

# Some like it hot



## IKO's PermaTEC Hot Melt system gives an all year round solution

Simple and safe to install - even in temperatures as low as -180 IKO's PermaTEC Hot Melt system is already a hit with SIG Design & Technology's approved roofing contractors.

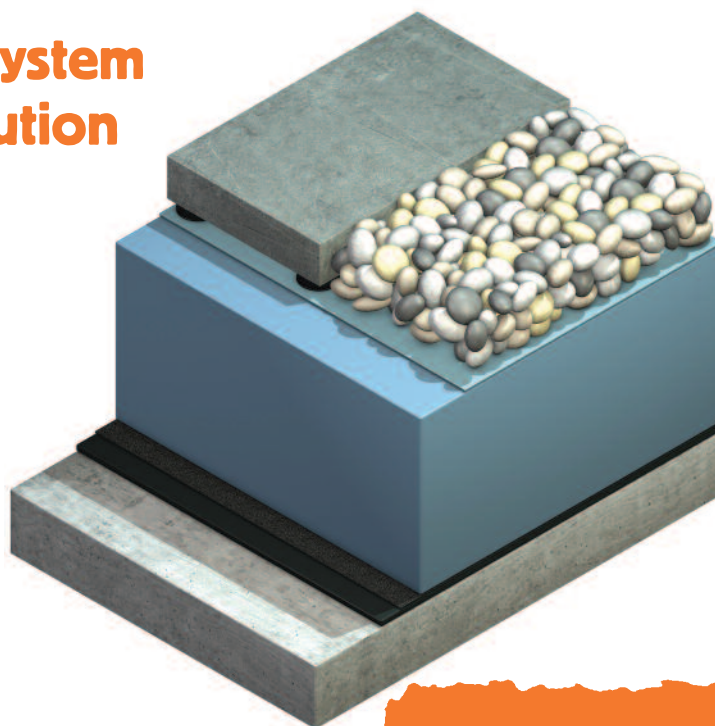
Small wonder as the deck needs no fall, the compound is solvent free and, once installed, you can walk on it straightaway. Oh, and it's unaffected by rain, snow or frost.

PermaTEC is a tough, flexible and self-sealing waterproofing system that's fully bonded and

- **Also suitable for podium decks and many other structural situations**

### There are two main products:

**PermaTEC Ecowrap** is a hot applied membrane made from a specially formulated mix of refined bitumen, synthetic rubbers, fillers and other additives. The compound is melted in a special melter machine and is usually applied to a previously primed concrete deck in two coats.



designed to last the lifetime of the building.

- **Applied directly onto the prepared deck for a seamless waterproof barrier**
- **No lap joints to fail and no risk of water tracking under the membrane**
- **Great option for flat, inverted and green roofs**

**PermaTEC Anti-Root** is the latest innovation by IKO. It's specially designed for green roofing applications and is the world's first monolithic root resistant hot melt so it doesn't need a separate anti-root membrane. This means both specification and installation are simpler and more cost-effective.

- **Creates a 6mm thick monolithic barrier system.**
- **No side or end laps to fail, so you won't have any root penetration worries.**
- **Extremely tough and resistant to impact damage.**
- **Comes supplied in easy to handle 12kg blocks.**
- **'Zero-wrapper' waste as standard.**

### Time to hot things up?

PermaTEC is only available to SIG Design & Technology's contractor customers that have been trained and approved by IKO. So, if you want to offer your customers greater choice and real value for money why not become one of SIG Design & Technology's trained and licensed contractors and add another string to your bow?

### PermaTEC IS also environmentally sound:

- **First hot melt system to be produced in the UK.**
- **All components can be delivered direct to your site, reducing transport miles.**
- **No packaging waste as its lightweight zero waste wrapper dissolves into the compound during the melting process.**
- **Reduced melting point by 20% saves you energy, time and means the material's workable for longer.**

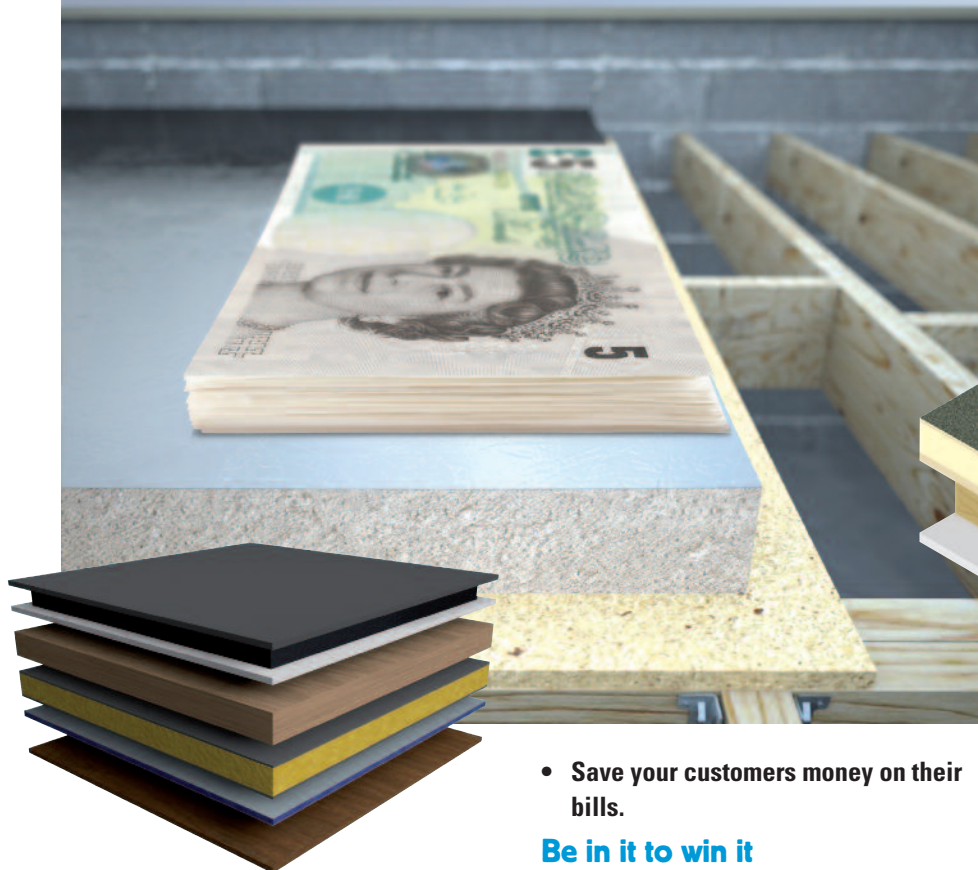
ENQUIRY  
7

**For more information on becoming a trained installer take a look complete the Reader Response card.**



# Cash for 'U'

Get up to £5 back per m<sup>2</sup> when you install a flat roof insulation system from Roofshop.



Roofshop have joined forces with UK energy suppliers to bring you an industry first - subsidised insulation for domestic flat roof replacement projects.

Cash for 'U' is linked to the government backed CERT scheme to reduce domestic carbon emissions. But, as the scheme closes this autumn you're going to have to be quick to get in on the act.

## Why cash in on Cash for 'U'?

Cash for 'U' is a cracking deal but this is your last chance to make hay while the sun shines. Sign up now and you can:

- Extend your business offering.
- Make additional profit from fitting insulation.
- Save your customers money on their bills.
- Make sure you have an account with Roofshop. Your cash back will be paid into this account.
- Be a NFRC competent roofer that can self certify the works or with Building Control practices of notification.
- Unbeatable specialist technical advice.
- Best value for money.

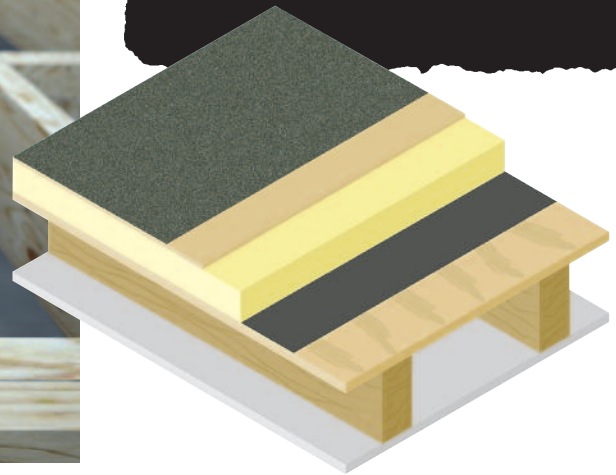
## Be in it to win it

To sign up all you need to do is:

- Make sure you have an account with Roofshop. Your cash back will be paid into this account.
- Be a NFRC competent roofer that can self certify the works or with Building Control practices of notification.

Roofshop can help you sign up to be a NFRC Competent Roofer and set up a Roofshop account, if you don't have one already. In fact, as the largest specialist supplier of roofing materials, Roofshop have everything you need to cash in on the Cash for 'U' scheme.

The Cash for 'U' offer is only available to domestic flat roof refurbishments or replacements. It's not available for new build properties, commercial or industrial properties. The flat roof being insulated also needs to be in the living area of the house and heated, so garages don't qualify.



- Quality assured traceable FSC Chain of Custody products.
- Guarantees available.
- Unbiased advice on all different flat roofing systems available.
- Help with new systems like liquid coatings, GRP and single ply as well as the more traditional hot bitumen or asphalt.
- Training if you need it and helpful pointers on health and safety.

And Cash for 'U'.

**It's a winning combination. Sign up today.**

ENQUIRY  
8

For more information and details of how to sign up visit [www.roofshop.co.uk](http://www.roofshop.co.uk) or complete the reader response card.

Usually when you read about the benefits of being single you get a load of twenty-something's talking about flying to Ibiza at the drop of a hat and not worrying about having to get permission from their other half. All very rock and roll.

But when real men talk about the benefits of being single, what they really mean is single-layer insulation. Honestly.

### Staying single

In the 25 years single-layer tapered roofing installation has been around, the benefits over multi-layer systems have become well known:

- faster and simpler installation
- reduced costs
- less waste
- greater reliability

Recent independent research carried out by leading construction consultancy Davis Langdon has shown how these benefits translate into tangible cost savings. The results have revealed some eye-catching statistics:

- maximum material savings of up to 22%
- time savings equating to between £600 - £2,500 per week

Perhaps this isn't surprising when you consider that multi-layer systems use a series of insulation components that can result in a total bonded surface area up to three times greater than the actual roof. Plus these all have to be bonded to each other on-site.

### My name's Bond. Layer Bond.

#### Single Layer Bond Area = Roof Area

The insulation components in a single-layer system are bonded together in the factory to form a series of bespoke insulation panels that are simply installed onto the roof.

#### Multi Layer Bond Area = Roof Area x2.38

A multi-layer roof can result in a total bonded surface area that is significantly greater than the actual roof area.

# Make mine a single

## Single-Layer Insulation comes out on top in independent research



In a single-layer system the components are bonded together in the factory to form a series of bespoke insulation panels that are simply installed and bonded onto the roof. On site cutting and bonding operations are significantly reduced, material waste is minimised, installation times are shortened and the need for skilled installation labour is also cut.

### Single-track mind

There are a number of practical advantages of using a single layer system:

- create falls with greater accuracy – including falls and angles that are difficult to achieve by more traditional means
- minimise ponding and roof loading
- maximise the working life of the roof
- use on both new-build and refurbishment projects

The cost-savings available from a single-layer tapered roofing solution can add up significantly, especially on large-scale projects. And the variety of materials that can be incorporated into a single-layer system mean you can use it with absolute confidence on all sorts of projects and roof types.

So, maybe we'll all be staying single from now on.

ENQUIRY  
9

For more information on Single Layer Insulation please complete the reader response card.




**SIGA**  
Natural Slate

# Here's to a clean slate

**If slate production were an Olympic sport then SIGA would be the stuff of legend. Consistency, quality and traceability are the name of the game, and SIGA has them all.**

## SIGA - the natural choice

SIG, in partnership with SIGA, are the largest distributor of natural slate in the world, selling over 13 million slates a year in the UK alone.

All SIGA quarries produce the highest possible proportion of the best quality slates tested to meet key BS EN12326 results, certification and CE labelling. Put simply SIGA slates are your Daley Thompson, Usain Bolt and Sebastian Coe all rolled into one, providing the industry benchmark for:

- consistency of quality
- longevity of supply
- best value
- choice and variety
- traceability

## Get in training

SIGA's Natural Roofing Slate CPD (Continuous Professional Development) training helps the industry understand new and improved building processes and products with each course gaining points from Construction CPD.

## Specification

- T1, S1, A1 rated slates
- Suitable for all NHBC new build work
- Good value due to low wastage
- 60-year warranty, extendable to 75 years for specific sites on application.

## Scotland

**In more specialised areas such as Scotland with different legislation and fitting requirements and harsher weather conditions, SIGA's experience of specifying the right products for the job is crucial.**

## The SIGA range

SIGA slates are categorised into 'Excellence', 'Specification', 'Commercial' and 'Economy'.

### Excellence

- T1, S1, A1 rated slates
- 'Building Lifetime Warranty' (up to 75 years)
- extremely low wastage

**ENQUIRY**  
10

**For more information on SIGA slate and to find out why it's Gold Medal standard please complete the reader response card.**




# 20/20 vision

## Sandtoft launches the 20/20 Sandholme

**ENQUIRY**  
**11**

For more information on the new 20/20 tile please complete the reader response card.

Sandtoft Roof Tiles has launched a new version of its popular 20/20 clay plain tile, part of the award-winning New Generation range.

The 20/20 is an interlocking version of a traditional clay plain tile that is faster, cheaper and easier to install. And, with no comparable clay tile manufactured in the UK its

popularity continues to grow.

The 20/20 Sandholme is an exciting new addition to the range. It has a rustic texture achieved by pressing recycled foundry sands into the tile's surface using a unique manufacturing process.

"It's the perfect solution for housebuilders, architects and

**Sandtoft has recently launched the PV48, a building-integrated photovoltaic system which can be installed with virtually all types of roof tile or slate regardless of the manufacturer.**

roofing contractors looking for an attractive and economic clay alternative to a concrete sanded plain tile to achieve an enduring and authentic weathered appearance", said Andrew Lawton, Sales Director at Sandtoft.

- Available in a rich oak colour.
- Ideal for new build properties with a traditional appearance.
- Low pitch capability means it can be used for

**retrofit projects, especially low pitch extensions.**

- No need for double lapping when laying reducing tiles needed per m<sup>2</sup> from 60 to 20.
- 60% less timber battens required.
- Cuts completion times, material and labour costs across the build.

**Sandtoft operates the roofing industry's first carbon neutral factory, uses 100 per cent renewable electricity in all of its manufacturing facilities and 80 per cent recycled slate content in its BritLock and BritSlate roofing slates.**



# Captains of industry

**SIG have everything you need under one roof**

**'Because life's complicated enough.'**

Ok, so it's an advertising slogan from the Abbey National, but the reason we all know it and why it's entered our everyday language is because it's true. Life is complicated enough. Especially when you're trying to manage an industrial roofing job.

And that's where SIG come in.

## **A true one-stop-shop**

SIG's specialist Industrial Roofing Centre gives you a single point of contact for everything you need from sheeting, insulation and roof lights to fixings and fastenings.

Put simply, they've got you covered.

From individual components through to whole solutions, they are able to source any product in the marketplace.

And as members of the MCRMA & NFRC trade associations with over 75 years experience of manufacturing, fabrication and distribution they provide full support including products, accessories, expertise, innovation and advice.

## **SIG's unique market position means they can:**

- **Provide a single, cohesive supply chain with highly competitive pricing**
- **Source obsolete products by manufacturing a replacement to your specifications**
- **Match different manufacturer's products for accurate colour finish**
- **Help calculate material requirements from dimensions you supply**



### **Kingspan agents**

**SIG are agents for Kingspan, the market leader in the design and manufacture of high quality Firesafe insulated roof, wall and façade systems. This means they can service the needs of all contractors for Kingspan products, giving you greater flexibility.**



- **Provide simple through to comprehensive manufacturer training**
- **Give you unparalleled expertise and advice**
- **Back products with manufacturer warranties and support**
- **Fibre cement sheeting**
- **Galvanised sheeting**
- **GRP Roof lights**
- **Purlins**
- **Flashings, gutters and fabrications**
- **Fixings, fillers and ancillaries**

### **The SIG range**

With a nationwide network of stockists providing expertise and advice you can get what you want, when you want. The SIG range covers everything you need including hard metals such as lead, zinc, copper and stainless steel:

- **Single skin metal sheeting**
- **Composite panels**

Whatever you need for your industrial roofing job SIG have got it covered. Plus they'll give you all the advice and help you need to do the job right.

**ENQUIRY**  
**12**

**Want to know more how SIG can help with your next Industrial Roofing project? Simply complete the Reader Response card.**

# Playing with a straight batten

## Well, it wouldn't be cricket otherwise, would it?



### Industry standards

Whatever the job, whether you're using graded or ungraded, investing in good quality battens will save you money in the long run.

And whether you prefer to grade on site or use the pre-graded stuff, for some jobs you just don't have a choice. The NHBC (National House Builders Council) will no longer warranty a project if graded battens haven't been used. So, if you want the work it's got to be graded batten all the way. In fact, many organisations such as the LABC (Local Authority Building Council) are following suit,

and with the increasing demand for projects to use Forest Stewardship Council Chain of Custody (COC) certified timber, graded batten is often a requirement.

There's no doubt it has its advantages:

- **requires less work on site**
- **minimises waste**
- **complies with all the regulations**
- **gives guaranteed performance**
- **means you're covered for any problems**



But for everyday use good quality ungraded, Type A batten is more than good enough.

### Introducing the A Team

Well, the Type A team anyway. Just like Hannibal and his band of renegades, Type A batten may not always comply with everyone's rules but it can definitely do the job and is perfect for most jobs.

So, for work that doesn't need to meet NHBC or other organisations' requirements Type A ungraded batten is definitely an option.

### What Type A Batten Should You Choose?

Machined to give a consistent 25mm thickness, and with a 60 year lifetime guarantee the superior quality of good quality Type A imported batten means it simply needs checking on site for knots and wane - saving time and money whilst minimising sorting and waste.

With the Health and Safety Executive recognising graded 25x50 battens that meet BS 5534 can be used as a foothold, it's more important than ever to know that your suppliers are playing with a straight batten. Otherwise you could get caught out.

**Howzat!**

ENQUIRY  
13

**For more information on Graded and Type A batten please complete the reader response card.**



# Super unleaded

## The alternative to lead that won't disappear in the middle of the night

Time was when you could leave your door open all day long safe in the knowledge no one would come and steal your trouser press. Those were the days. Now, of course, even if your windows and doors are all firmly locked chances are some enterprising thieves will nick

spent this amount due to theft of lead flashing from its schools' roofs. It has now replaced all lead on its 280 buildings to try and prevent future theft.

Often, thieves will target lead flashings around chimneys and side abutment details, ripping off roof tiles and damaging roofs in

can be used on the majority of pitched roof applications. It comes with BBA-certification and is accepted by the NHBC, Zurich and local authority building control inspectors as suitable for both social housing and private new build markets as well as renovations.

### Flash forward

The unique design of its integrated aluminium rib mesh, self-fusing properties and its workability on site means Redland's Rapid Flashing outperforms other lead



replacement products on ease of use and performance. It takes just 30 minutes to mould quickly around roof details. You can apply a roll directly to the roof, without the need for ancillary items –all you need is a knife, a ruler and a roller from the toolbox.

It also comes in a range of colours and sizes. Now you can go lead-free - and there's no catalytic converter required.



the house itself. Or at least bits of it - particularly if those bits are made of lead.

### Flash, bang, wallop

With the cost of metals and lead so high, criminals still view them as rich pickings. Listed buildings, schools, churches, residential homes, bus stops, power lines, statues and sculptures have all come under attack. More often than not it's the lead flashings that are targeted. Only recently the BBC reported how £45,000 was required to correct damage done by thieves in Northern Ireland. The North Eastern Education and Library Board

the process. The problems this causes are obvious: massive inconvenience to property owners, leaking roofs, and the cost of replacement work and materials.

### Running on lead free

However, there are risk-free solutions you can recommend to customers. These contain no lead at all but offer the same weatherproofing and appearance of the real thing.

Just one alternative to lead is Redland's Rapid Flashing, which

### Redland's Rapid Flashing

- Light and easy to handle
- Suitable for detailing around:
- Chimney stacks
- Dormers
- Abutments
- Safe
- Flexible in both directions
- Self-fusing fully impervious bond joins flashing and tile/slate
- Guaranteed weather tight for 15 years

ENQUIRY  
14

For more information on Redland's Rapid Flashing please complete the reader response card.

# Redland

# Is it a bird? Is it a plane?

## No, it's the Dry Fix Valley Trough from Hambleside!



**Hambleside Danelaw  
Building Products**

When it comes to superheroes we all have our favourites. Their unique powers define them and their catchphrases become infamous.



Of course, there are several things that are a must for any superhero: a costume (preferably spandex), original and inspiring super powers, a quirky catchphrase, and invariably some event that drives them to superherodom.

### To the Bat-cave Robin

Well, we've ditched the spandex, but we certainly have the original superhero when it comes to your friendly neighbourhood Dry Fix Valley Troughs and Dry Fix Bonding Gutters from Hambleside Danelaw.

The Dry Fix Valley Trough gains its powers from its unique patented design.

- **rigid and tapered central upstand maintains its profile and support to the roof covering**
- **adapts to various roof pitches and pitch differentials**
- **no hi-tech gadgets and gizmos are**

**needed to install either product**

- **both Hambleside Danelaw's Dry Fix Valley Troughs and Dry Fix Bonding Gutters are suitable for use with all commonly available slates and tiles - they have no prejudice!**

Crime fighting against lead theft, the police security initiative "Secured by Design" has recognised these products as an ideal lead replacement. They don't have any scrap metal value to thieves so are unlikely to attract the residents of Gotham City's Crime Alley.

### So, where's the Kryptonite?

There isn't any.

That's what makes this the ultimate superhero. Made from GRP (also known as fibreglass) in factory-controlled conditions, these products benefit from the many positives of this material.

- **thermally stable with a low expansion co-efficient**
- **no harmful chemical run-off so tiles won't discolour**
- **safe for harvesting rainwater**
- **resistant to fungi growth**
- **UV resistant finish defends against sun damage**
- **BBA approved**
- **both products have a service life in excess of 35 years, supported by a 30 year manufacturer's materials guarantee**

### Character profiles

The unique Dry Fix Bonding Gutter is

revolutionising refurbishment projects across the country.

- **provides an effective and proven weather tight joint between dissimilar tiles and slates on terraced or semi-detached houses**
- **ensures minimal disturbance to neighbouring roof coverings**
- **gives a clean, neat finish to the roof join**

The Dry Fix Valley Trough sets the standard for high quality mortarless solutions for pitched roofing and is great value.

- **uses traditional solutions to terminate the valley trough at intersections and eaves**
- **simple to install**
- **no need for additional products**

**Save Time. Save Money. No compromises.**

So, as you can see, these products really are the superheroes of mortarless roofing solutions with all the virtues and none of the vices of any would-be Jokers out there.

As Wolverine would say, "I am the best there is at what I do".

Indeed.

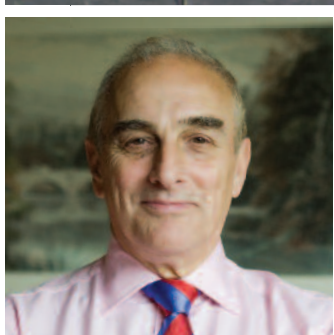
**ENQUIRY  
15**

**For more information on Dry Fix Valley Trough please complete the reader response card.**



# Clients demanding competence

## Roofers, what are you doing about it?



**By Ray Horwood, Chief Executive, CompetentRoofers**

Over the last few weeks I have been selling a property. It's been a bit of a shock. Particularly the barrage of paperwork from the solicitor that needs completing on every aspect of the house.

A key part is the declaration concerning any work undertaken on the property, which now includes roof work, with a note in bold stating that the sale will not proceed until I produce any Building Regulation Completion Certificates.

Of course, as the man running CompetentRoofers, which allows self-certification of roof work and the issuing of Building Regulation Completion Certificates, I am well aware of the requirements of Building Control. It's also pretty clear from the calls to CompetentRoofers that there are increasingly large numbers of the

general public who are also aware – but are roofing companies? Are you?

### Take control

Numbers of roofing companies joining CompetentRoofers, in order to be able to self-certify on roofing work for domestic, commercial and industrial buildings, is healthy and awareness is increasing. However, despite all the publicity on Part L, articles in magazines and manufacturers' brochures, there are still companies that believe building control approval is optional.

For any work that involves refurbishment of 50% or more of the roof, compliance with Building Regulations is mandatory – this is the law and failure to comply will result in a substantial fine and a possible review of a company's past work.

### Competent = competitive

CompetentRoofers is run by NFRC but is an entirely separate company. It is open to all roofing firms within England and Wales

irrespective of whether they belong to NFRC or any other trade association. It is quite simply a measure of competence. The aim in allowing self-certification is to work in partnership with Local Authority Building Control (LABC) to ensure Building Regulation compliance. This allows LABC to concentrate on the more complicated works (involving structural changes) and to expose the 'black market' trades.

The highly efficient CompetentRoofers Registrar is available to answer questions from roofing companies (I repeat you don't have to be a member of the NFRC). By far the most common response so far is: 'I have never used building control' (not the best answer in court or to potential customers) and 'I work for a client or contractor who sorts all that out' (may be true but by self-certifying you can save them money).

At £20 - £40 for most jobs for a Building Regulations Completion Certificate, which includes a ten year insolvency warranty within

the price you, as a CompetentRoofers, will be hugely competitive.

The arrival of the Green Deal this autumn will bring a focus on sustainability in refurbishment and potentially be the growth market for companies in the future – it goes without saying that measures of competence and accreditation will be at the heart of the new regulations.



If roofing companies don't recognise this their customers soon will. Whatever your roofing business, in whatever discipline, and with whichever client or customer you operate, there is a need to be able to self-certify and be truly recognised as competent.

As the number of customers and Local Authorities are demanding this increases – you have to ask yourself, what are you doing?



**Building control approval is NOT optional for roof work. Joining CompetentRoofers allows you to self-certify that your work complies with all regulations, making you much more financially competitive. And you don't need to be a member of the NFRC to do it.**

# Do the right thing



We often think of marketing as a relatively new phenomenon – something done by polo neck wearing media types all dressed in black. But marketing has been around as long as people have done business, and it's nothing like the dark art you might think.

As J D Rockefeller once said, "Next to doing the right thing, the most important thing is to let people know you are doing the right thing." And as possibly the richest man who ever lived he knew a thing or two about running a successful company.

Marketing doesn't have to be a minefield. It isn't all about adverts and leaflets or a fancy website. Remember – you and your staff are the most useful marketing tool you have.

Below are some dos and don'ts to help you let people know you're doing the right thing, win quoted jobs and develop a more professional image. Some are obvious but it's surprising how many people ignore what's right in front of them.

## Presentation

Your presentation on site is crucial. You're much more likely to pick up work if you present a professional image and look like you do it safely.

## Marketing is really just common sense

### Do:

- **Keep your kit clean and in good order.** If it looks on its last legs then you don't look great either.
- **Use your logo or company name wherever you can such as clothing and on site signage.** A vinyl banner on scaffolding is an inexpensive tool for highlighting your services and contact details.
- **Maintain vehicles with complete bumpers, legal tyres and ladder stands.**
- **Get a business card with one side listing the services you provide.**
- **Look at professional construction clothing companies like Dickies or Timberland Pro.** Many clothing companies will include branding on hi-vis clothing, t-shirts, jackets, hats etc., in the purchase price.

### Don't:

- **Keep a copy of The Sun on the dashboard open at page 3, surrounded by fag packets, tissues, etc.**
- **Let your clothing wear out.**
- **Take your clothes off!**

## Membership of regulatory bodies

Biggling yourself up is one thing, but it's much more powerful if someone else bigs you up too. Membership of an industry scheme gives you a badge of quality that people will trust. And with the Internet making it easier than ever for customers to check membership of

regulatory bodies when choosing a contractor, joining up is a good move. It's all about being trustworthy.

### Do:

- **Join an official body such as the Flat Roofing Alliance (FRA) and the National Federation of Roofing contractors (NFRC).**
- **Include that information on business cards, signage, clothing etc.**
- **Get properly trained by trusted training providers.**
- **Make sure you know what you're doing.**
- **Let your customers know.**

### Don't:

- **Think you can get away with not doing the above!**
- **Install products you're not trained to use.**

## Communication

First impressions count, so it's essential you make a good one. If your paperwork looks sloppy chances are you do too.

### Do:

- **Do what you say you'll do. If you commit to replying by a certain time, then make sure it happens.**
- **Create templates for letters, quotes, and other documents.**
- **Consider a telephone answering service.**
- **Create a polite, clear voicemail message.**



**Don't:**

- Leave people waiting to hear back from you.
- End out material littered with mistakes such as bad spelling.

**Safety**

Contractor and customer safety are vital. Showing a commitment to safety only strengthens your position as a reputable contractor.

**Do:**

- Create clear safety signs that can be moved from site to site.
- Use protection kit like hard hats, tough boots & jackets.

**Don't:**

- Ignore it. As Easy Jet's Stelios says, "If you think Health and Safety is expensive. Try having an accident."

**Get online**

Websites don't have to be complicated to sort out. Just a few simple pages with clear examples of your work is enough.

**Do:**

- Talk about your reputation, services, years of experience and the regional area you cover.
- Show examples of smartly finished projects.
- Use plenty of genuine testimonials.
- Include all your contact details.
- Register on local portals such as Touch Local, Upmystreet, Business Link etc.
- Optimise the site so you appear high in the results (not as difficult as it sounds!)

**Don't:**

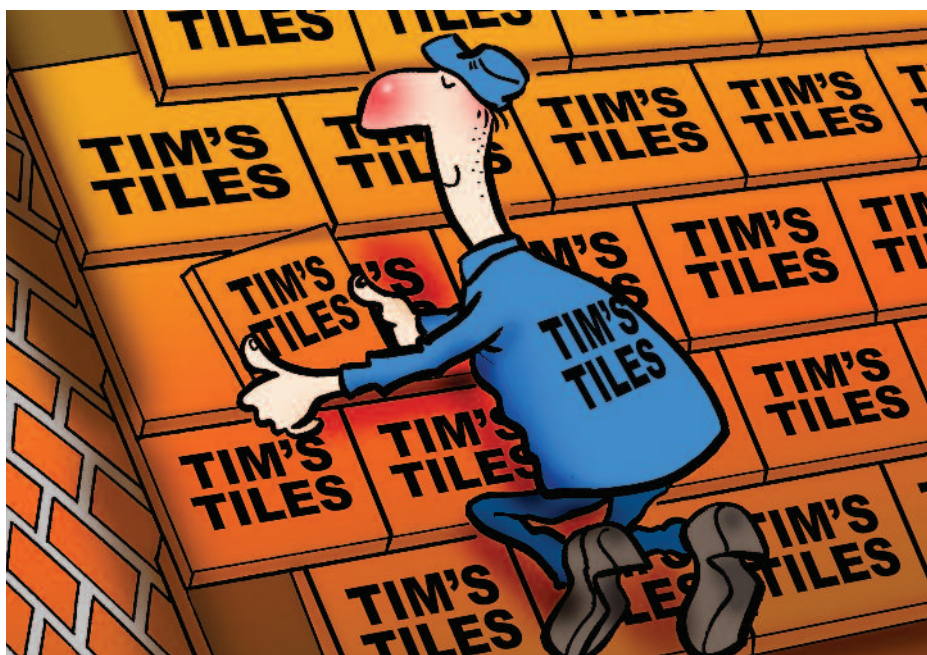
- Drone on.
- Bury information 3 or 4 or 5 clicks into the site. Keep it simple and easy to find.

**Advertising**

How you advertise depends on a number of things from the size of your business and local competition, to your location.

**Do:**

- Set a budget and do it regularly.
- Make some form of time limited offer.

**Don't:**

- Make guarantees or claims you can't support.
- Forget the audience – who are you aiming at? Where do they look for your service?

**Brochures & Leaflets**

Big, small, tall, short, shiny, not shiny, the list goes on. Whatever format you choose make sure you...

**Do:**

- Think about your audience. Who are you aiming at? Other contractors, architects, local authorities or Jo Public? It decides

how you present the information and the language you use.

- Consider whether you want to supply additional information such as Health & Safety, Insurance or Case study documents, which could be inserted into a pocket in the back, allowing you to be more generic in the brochure.
- Keep it simple. A smaller leaflet is ideal to take into other local businesses, get inserted with a local newspaper or send with an estimate.

Also putting a pdf version of your leaflet on websites can save money.

**Don't:**

- Make false economies – if you only need 200, don't print 1000 just because it sounds like a good deal.

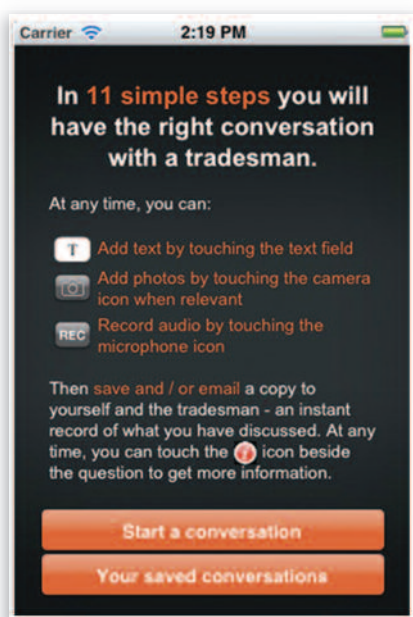
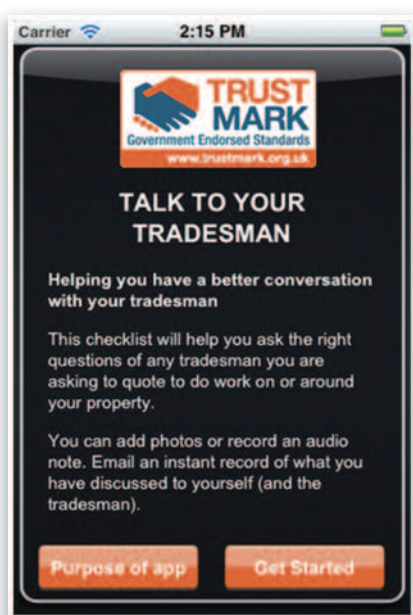
ENQUIRY  
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To get good, no nonsense advice, talk to marketing professionals, they come in all sizes to suit your marketing requirements. If you'd like some advice on finding a local company to get you started then complete the reader response card.



# APPy talk, keep talking, APPy talk

## Free Phone app helps customers talk to their tradesman



### 'Doh! I forgot to ask.'

Sound familiar? How many of us only remember what we wanted to say the moment the person we needed to say it to has just driven off?

Truth is not every client knows what questions need asking, and some people just don't have the confidence to ask.

That's why TrustMark have launched a new smart phone app 'Talk to your Tradesman'. The app helps people ask all the right questions before they accept a quote.

- **Prompts the types of questions to ask.**
- **Goes through a full questionnaire in 11 very simple steps.**
- **Provides further information at each stage such as tips, advice on why a question is important and consumer rights.**
- **Includes a feature to type in what's been agreed, record a brief audio note and take photos of the work in question.**

### An instant record

At the end of the conversation, customers can email a copy to you both so you can see the information they have input. Having an instant record of the conversation is great for you and the homeowner.

For homeowners, they can compare quotes from the different firms they see and for you

it's an accurate record of what is agreed - if there're any misunderstandings you can get them cleared up before the work begins.

The app is the perfect opportunity for you to help customers be better clients: 'Look, here's a step-by-step guide of how to work with me.'

It's already received great support from the Government, trade bodies such as the National Federation of Roofing Contractors (NFRC) and consumer protection groups. Even Vince Cable, Secretary of State for Business, Innovation and Skills, has given his backing, and if it's good enough for Vince...

The TrustMark app is free and currently available for iPhones, with other versions coming soon.

To download the app, follow the link from [www.trustmark.org.uk/apps](http://www.trustmark.org.uk/apps). A copy of the questions and guidance is also available to download from [www.trustmark.org.uk/apps/print/](http://www.trustmark.org.uk/apps/print/)

Watch the 'Talk to your Tradesman' video at [www.youtube.com/user/trustmarkuk/videos](http://www.youtube.com/user/trustmarkuk/videos) and stay 'APPy'.

ENQUIRY  
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**For more information on joining Trustmark please complete the reader response card.**



# The Cream of the Crop



**Preston College played host to the national skills competition SkillBuild, which promotes excellence amongst the UK's young crafts people.**

With ten categories of roofing competed in managed by the National Federation of Roofing Contractors Ltd (NFRC), it was a great event that showed the breath of skill held by young roofing professionals.

During the three-day competition a steady stream of visitors, including a high number of school children, watched the young roofers demonstrate their skills making the final result a close call. The roofing category itself is

split into three main disciplines, Roof Slating and Tiling, Roof Sheeting and Cladding and Reinforced Bituminous Membrane. The winners and runners-up were as follows;

Roof Slating and Tiling was won by **Nathan Shaw of M.A.R. Roofing Services Ltd**, second place went to **Neil Campbell of Crescent Roofing** and third place going to **Jack Wimbush of Jackson Jackson & Sons Ltd**.

The Reinforced Bituminous Membrane was won by **Mark Dunn of Starfish 9 Ltd**, with **Jordan Lane of Lane Roofing Ltd** coming second.

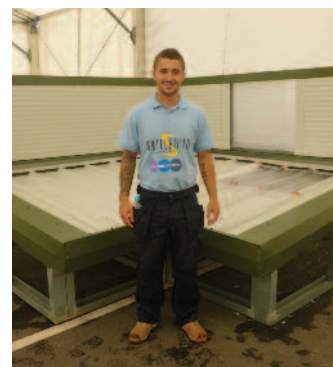
First in Roof Sheeting and Cladding competition was **Craig Owens of Topek Ltd** and second was **Kane Scott of North East Contracts Ltd**.

Ray Horwood, Chief Executive of the NFRC commented "We would like to thank all the competitors and tutors for all of their hard

work and dedication throughout the entire competition. We also thank the colleges who helped facilitate the learning and hosting regional finals.

Whilst NFRC manages the roofing competition, it's with the continued support of the Federation's Associate Members who kindly provide materials throughout the heats on the run up to the Final as well as support and additional training to the Competitors. This year, this was provided by SIG Roofing and Roofline, Kingspan Insulated Panels, Solarcentury, SFS Intec, Icopal, Sandtoft Roof Tiles, SR Timber and Klobber".

The winner of the Roof Slating and Tiling discipline, Nathan Shaw will be presented with an additional prize by the Worshipful Company of Tybers and Bricklayers, the Mason Elliott Award for Roof Tiling and Slating next year, at their annual awards to be held in May 2013.



# Quiet please.

## Training in progress



**'What's worse than training your workers and losing them? Not training them and keeping them.'**

**That's according to Zig Ziglar, author, salesman and motivational speaker. And, with a name like that we're not going to argue.**

Truth is, though, that a well-trained workforce gives businesses a strong competitive edge and puts pressure on firms with less efficient, poorly trained staff. Sounds simple enough, yet a survey of 79,000 employers carried out by the Learning and Skills Council (LSC) revealed a third of construction companies

don't train their staff, missing out on a host of bottom-line benefits:

- **Higher productivity.**
- **Larger profit margins.**
- **Improved product and service quality.**
- **Increased staff loyalty and retention.**

Increasing employee loyalty by investing in their future is a good strategy for creating a more stable, skilled workforce. It reduces costly turnover rates and, equally importantly, helps loyal employees become satisfied, productive employees.

That's why in this issue we've got a whole section dedicated to training. On page 19 Ray Horwood talks through how getting qualified to self-certify for building regulations through the Competent Roofer scheme gives companies a competitive edge. On page 28 we see how Scotland's traditional building skills are the key to protecting the historic landscape. We also look at training in lead work and the benefits of apprenticeships on pages 16 and 17 respectively.

### **Contractors' Training Centre**

SIG Roofing & Roofline have launched a dedicated training centre in the heart of



London specifically for contractors. Based in Stratford, London near the Olympic village the centre allows you and your staff to attend key product related courses. Initially for flat roofing products there will also be courses available for pitched roofing including natural slate, clay, concrete, etc.

### Flat roofing courses cover:

- **GRP (Crystic Roof) where delegates can become approved users – organised by Scott Bader**
- **Liquid Waterproofing (Sealoflex)**
- **Torch on felts**
- **Single Ply (Armourplan)**
- **Flat roof build-ups including insulation, etc.**

### Manufacturer-lead training

Basing the training centre within a roofing merchant means you get to see products, discuss technical and application issues while also practising on the practical rigs available.

This is the first of a number of new training centres around the country, where SIG can offer contractors manufacturer-lead training opportunities within a more local area.



**The following manufacturers support the centre:**



ENQUIRY  
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For more information on Roofshops' Training Centre and manufacturer led training please complete the reader response card.

# You're hired!



More and more companies are realising the value of apprenticeships

Sometimes you have to question a man's judgment. Donald Trump may be a very good businessman, but the hair. Madness!

But, one area where we would have to side with The Donald is the value of apprenticeships; not necessarily of the 'you've just landed a \$100,000 a year job' variety, but for businesses in all sectors they offer a clear route to harness fresh new talent.

There are over 100,000 employers in over 160,000 workplaces in the UK currently offering apprenticeships across a wide range of industry sectors (source: apprenticeships.org).

## Why?

Because they understand the benefits apprentices bring their business:

- **Improve your bottom line – apprentices help improve productivity and competitiveness. They are also more cost effective to train than hiring skilled staff.**
- **Fill skill gaps – apprenticeships deliver skills specifically for your business needs.**
- **Motivate your workforce – apprentices tend to be eager, flexible and loyal.**

If you want to ensure your workforce has the practical skills

and qualifications your organisation needs then apprenticeships could be the solution. According to a recent study carried out by the University of Warwick Institute for Employment Research (IER) the returns on investment to employers taking on apprentices are significant:

- **Costs of training are quickly recouped, as wages post-training are less than the worker's output.**

## What are apprenticeships?

- **Work-based training programmes.**
- **Designed around the needs of employers.**
- **Lead to nationally recognised qualifications.**
- **For both new and existing employees.**
- **Funding is available to train apprentices.**
- **Designed by the Sector Skills Councils.**
- **National Apprenticeship Service helps funding.**
- **Business representatives work with the Sector Skills Councils to develop the course content.**
- **Take anything between one and four years to complete.**

- **More likely to stay with the company.**
- **Understand the company's values.**
- **Provide a pool of skilled people for promotion.**
- **Cheaper than recruiting from the external labour market.**



## Research conducted for the Learning and Skills Council showed:

- **77% of employers believe apprenticeships improve competitiveness.**
- **76% say apprenticeships increase productivity.**
- **80% feel apprenticeships reduce staff turnover.**
- **83% of employers rely on their apprenticeship programme to supply the skilled workers they need in the future.**
- **88% believe apprenticeships lead to a more motivated and satisfied workforce.**

source: apprenticeships.org

For more information on all things apprentice related visit [www.apprenticeships.org.uk](http://www.apprenticeships.org.uk)



# Lead Revival

## Lead Sheet Association publishes new training course prospectus

In tough economic times clients look for quality from their tight budgets. Getting ahead of the game with new skills puts you in a much better position to win more work.

The Lead Sheet Association has just published its new training course prospectus, so why not take a look and think about acquiring some new skills? Courses cover everything from basic bossing and welding to more specialist programmes such as the City and Guilds, Specialist Apprenticeship Programme and Heritage Decorative Lead Work.



- **Friendly and approachable staff.**
- **Flexibility on each course allows you to focus on areas relevant to you.**
- **Certified training programme lets customers know you are the best person for the job.**

There are a number of different ways, and locations, you can undertake the training. For a copy of the new prospectus visit [www.leadsheet.co.uk/courses](http://www.leadsheet.co.uk/courses) or call on 01622 872 432 to chat through the different options.

### Helpful advice - just a phone call away

As well as the training courses, the LSA's technical team also handle over 300 calls a month helping and guiding those who are working with lead. From tricky installation issues to simply checking the right code of lead is being used for the right job - they are there to help.

### On Site Assessment and Training programme (OSAT)

Even if you've been working with lead for years, you can still get a qualification through OSAT. Typically this takes around two visits over a period of less than six months to complete. OSAT takes into account the skills you already have so you only need to train in the areas where you haven't got the experience. As the process takes place on site it also means less time away from work.



**For more information on Lead work training visit the website:**  
[www.leadsheet.co.uk/courses](http://www.leadsheet.co.uk/courses)

# CITB ConstructionSkills Training Opportunities

## Train me up Scotty



### Scotland's traditional building skills are key to protecting historic landscape

An elderly Spanish pensioner recently decided to 'restore' a priceless fresco of Jesus in her local church. Without telling anyone. Now, after the botched restoration attempt the 19th century masterpiece looks more like a child's finger painting. Think of the episode when Mr Bean was left in charge of security for the Mona Lisa, only worse.

Fortunately an agreement in Scotland should ensure that North of the border the best of intentions are backed by the best training.

### Joining forces

Two of the leading providers of traditional building skills, Historic Scotland, the National Heritage Agency, along with CITB-ConstructionSkills, the Sector Skills Council and Industry Training Board for UK construction, have committed to an action plan to give future generations the skills they need to maintain buildings across the country.

The Sector Skills Agreement will make sure Scotland has world-class training to protect its unique historic landscape and provide 30 traditional skills apprenticeships over three years.

In September the first intake of ten new Historic Scotland apprentices will begin training at Forth Valley College, Historic Scotland's new state-of-the-art stonemasonry training facility at Forth Valley College in Stirling.

**Graeme Ogilvy, CITB-ConstructionSkills Director – Scotland, said:**

*"We want to ensure we have the right skills in the right place at the right time for the repair, maintenance and improvement of this very important part of our built environment."*

*"Traditionally built structures are constructed with local indigenous materials that require distinct skills and knowledge to work."*

*"It is imperative that this built heritage is repaired and maintained and that it is done so correctly, as using inappropriate materials and methods has proven to be more damaging and costly in the long term."*



**David Mitchell, Historic Scotland Director of Conservation, said;**

*"Raising awareness of traditional skills issues and developing qualifications that can assist construction employers in ensuring their workforce has appropriate skills is vital."*

*"The built environment needs the right knowledge and skills across all levels of employment in the sector to encourage good and appropriate repair work."*

*"Our new facility in Forth Valley College will give an unprecedented number of apprentices the opportunity to learn how to properly repair and maintain our incredible historic architecture."*



**For more information and advice on conserving traditional buildings visit [www.historic-scotland.gov.uk/conservation](http://www.historic-scotland.gov.uk/conservation)**



# Fit Roofline & Rainwater products in style

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

OUTLETS

FASCIA

SOFFIT

STOPEND

UNION

BRACKET

DOWNPIPES

CLADDING

BARGEBOARDS

TRIMS

GUTTER

WATER BUTTS

HARVESTING

VENTILATION

CELLULAR

CILL

In this Issue of Insight we've covered some pretty interesting new products and industry developments, but can you find the roofline and rainwater products and manufacturers in our brain taxing new word search. And what's more you could win a fantastic Durafix Driver, worth £100, yep honestly it's a good one. Simply complete the word search, and one 'word' listed below is not in the word search.

Enter the missing product on to the reader response card, you'll be 'gutted' if you can't find it... Then post it back to us.

Fun and brain taxing!!

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



# Window of opportunity



## Introducing Roto Azuro – the panoramic roof window with a different perspective

If the Roto Azuro had been around during the 70s there's no doubt that Humpty, Big and Little Ted, Jemima, Hamble, et al would have approved. Except, instead of looking through the round window they'd be looking through the Massive Window.

Coming in at a whopping 2.0m by 1.70m the Azuro is the world's biggest roof window. It's a bit like having a large skylight, giving a sense of space and the freedom to really enjoy the view.

More freedom. More convenience.

Using groundbreaking patented stacking technology the windows slide discreetly out of sight between the roof and the rafters at the touch of a button. It's all about improving the light and space - feeling open to the sky, so that in a matter of seconds, any room is transformed into a luxury sundeck.



## A unique design concept

Designed for durability, the Azuro uses pre-assembled components to ensure cost-effective, fast installation. Window panels can detach individually for easy cleaning and are available in natural or white wood on the

interior with a protective stainless steel casing on the exterior.

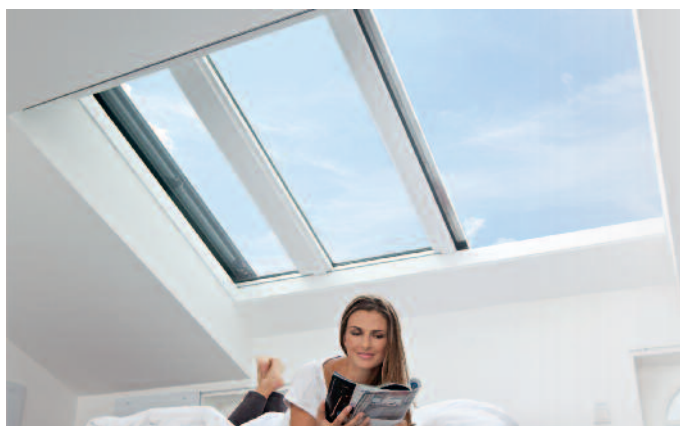
- **Exterior awnings available on request.**
- **Rain sensor is a standard feature.**
- **Suitable for roofs sloping at 25° to 65°.**
- **Triple glazed units also available on request.**
- **Tailor-made production for renovation roof windows and multi-combinations.**

## Quality control

The Azuro is made in Germany and manufactured from first-class materials with durability, wear resistance and best care characteristics at the heart of the

process. Everything is tested in accordance with DIN standards and thoroughly put through its paces before being allowed to leave the factory.

- **15 year warranty with uncompromising premium quality.**
- **Safety glazing and the best thermal insulation and soundproofing are standard.**
- **Secure – the Azuro is burglar-resistant and weatherproof.**



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To find out about getting a different perspective, please complete the reader response card.





## Ultraframe unveils the Loggia – the ‘game changing’ product solution ready to shape the future of the extension market

### A new extension solution from Ultraframe looks set to revolutionise the UK conservatory market.

The company has spectacularly reinvented the traditional conservatory with the launch of the Loggia – a solid ‘extension-style’ living space that features all the thermal and ‘real room’ benefits of a traditional extension at a fraction of the price.

**Ultraframe have successfully helped design and install over 1.5 million conservatories in the UK to date.**

### A game-changer

The Loggia is the first cross over extension solution that can be entirely personalised to blend in with the homeowners existing property, lifestyle and budget. Let’s face it conservatories haven’t really changed for at least 30 years. But as consumer tastes develop, and modern customers look for better styling and individualism, plus a structure that becomes part of the house 365 days a year, the Loggia couldn’t have come at a better time. Joe Martoccia, Ultraframe Sales and Marketing Director explains:

‘This is the first innovation to come out of this industry that not only shapes the future

of the conservatory market, but critically opens up the extension market that was previously not accessible to us.

‘Not only will it attract traditional conservatory customers, it will open up the market to home owners wanting all the benefits of a traditional extension at a much lower cost, less hassle and without the ever increasing red tape associated with extensions.’

The size of the single storey extensions market in the UK could be in excess of 100,000. That’s bigger than the conservatory market. With Ultraframe’s professional sales operation and agile installation capability driven to deliver on time and on budget, the Loggia is just what the market has been waiting for.

- **Corner columns manufactured to give the solidity of an extension.**
- **Off-site method of construction delivers much quicker build times than traditional brick built extensions.**
- **Year-round temperature control means unlimited usability for the homeowner.**
- **Stunning new features include integrated panel heaters, and solid**

## ultraframe

### The Loggia

- Can be specified as a completely stand-alone building such as an office or garden living space.
- Comes in its own distinctive colour palette:
- Classic white.
- Pure cream.
- Urban grey.
- Landmark green.
- All styles of glazing available including sliding sashes, bi-folds and deeper profiles.



**plastered walls for superb thermal performance that far exceeds standard conservatories.**

- **And what’s more if you already install conservatories your skills will transfer seamlessly to installing the Loggia system.**

### Upgrade or renovation

The Loggia is also a great opportunity for the 3 million existing conservatory owners who may be in need of an upgrade or renovation. The added benefits of increased usability and personalisation make a compelling proposition. And with a strong consumer campaign to help drive sales to their customers it looks like Ultraframe are onto a winner.

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**Want to know more, then simply complete the Reader Response card.**

# Singin' in the rain



**Roofline work and roof drainage is a natural extension of your service portfolio.**

Gene Kelly would've felt right at home here in Blighty this year - lots of opportunities for splashing around and dancing with an umbrella. But summers like 2012 just go to highlight the need for good roofline and rainwater work. They're absolutely essential for the continued good condition of a building, as poor roof drainage is one of the most common causes of damage to a property.

## All the help you need

To help you get the most out of this opportunity Insight Stockists have the best range of roofline and rainwater products in the country, stocking everything from guttering, downpipes and fittings to adjustable branches and overflow protectors. With a proven, nationwide logistics network they can ensure you get the right products in the right place in the right quantities at the right time.

## We're all in this together

But some are more in it than others!

By partnering with the leading manufacturers and with experienced staff and product specialists Insight Stockists give you unparalleled service and support wherever you are in the country, including:

- Site visits
- Free estimating
- Free samples
- Technical advice on fixing, flow rates, design and legislation
- Guarantees
- British Standard Accreditation
- Training courses

The following pages give you information and advice on adding this crucial aspect of rainwater and roofline to your offering. From best practice tips and the benefits of aluminium rainwater systems to dry fix valley troughs, it's all here.

**For more information on your opportunities with roofline & rainwater products please complete the reader response card.**

ENQUIRY  
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# Bringing the house

## Follow these tips from the experts on roofline and rainwater

Poorly planned installation of roofline and rainwater systems is not only unprofessional, it'll ruin the look of a property. Floplast are masters when it comes to doing the job right with a great range of products for all things roofline and rainwater related. They've also got a few simple rules of thumb to help avoid a poorly planned job bringing down the house.

### Roofline

Poorly constructed box ends, and incorrect fixings are two of the main areas where shoddy work can ruin an otherwise great job.

### Floplast advise:

- fix 16mm and 18mm replacement fascias using 65mm plastic headed nails
- fix 10mm refurbishment fascias using 50mm nails

for both scenarios use two fixings at 600mm centres.

Soffits up to 200mm don't necessarily require a fixing pin or need supporting by means of extra bracing. But all soffits over 200mm must be supported and have two fixings of 40mm plastic headed pins, again with two fixings at 600mm centres.

### Ventilation requirements for roof spaces

### Floplast advise:

- Traditional trussed roofs being used as a loft space require a clear continuous gap of 10mm<sup>2</sup> at the eaves.

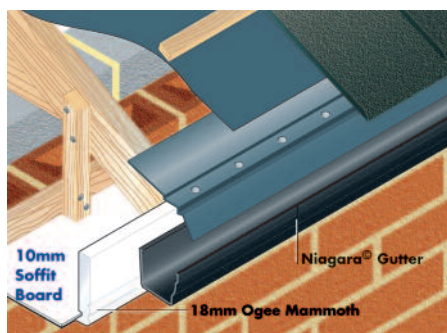


# ng down use FloPlast

Floplast and make sure your  
work won't let you down.



- For roofs used as a room with the ceiling following the plane of the roof, then a 25mm<sup>2</sup> continuous gap is required at the eaves.



- The main choices for ventilation in a fascia and soffit installation are over fascia ventilation strips or slotted soffit boards.
- ventilate soffit boards with a single (10mm<sup>2</sup>) or a double (25mm<sup>2</sup>) row of slots.
- With the advent of vapour permeable under lays, it may not always be necessary to provide eaves ventilation, so check the manufacturer's instructions / requirements.

## Rainwater

The first item of planning to decide for a rainwater system is the style and/or size of gutter to install.

Floplast advise thinking about the following

before choosing your system:

- roof size
- number and position of outlets and downpipes
- conjoined roof areas
- valleys
- number and position of angles in relationship to the position of the outlets
- the clients preferred style choice

The half round system has been the staple of roofers for years but it's no longer a common sight.

High capacity rainwater systems have a flow capacity of just over twice the volume of half round. Clever planning and design can also reduce the number of downpipes needed.

## Watch out for the following:

- positioning outlets, unions and angles – they will influence how you position the fascia brackets
- positioning union brackets less than a metre apart – if they're too close together you can get expansion and contraction issues
- unsupported gutter angles - brackets should be installed within 150mm of the angle to support and reduce expansion and contraction creep

Just a little thought can prevent these errors, and reduce callbacks.

**Floplast – the right products for the job**

**Choose from:**

- FloTop Plastic Headed Nails
- FloTop Plastic Headed Pins
- FloPlast Hi-Cap Rainwater System



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**For more information simply complete and return the Reader Response Card.**

# Would you Adam and Eaves it?

Aluminium rainwater systems are one of the greenest, long lasting and easy to install solutions available.

We all know that time is money, so anything that speeds things up on site and makes life just that little bit easier is definitely welcome. For roofing contractors, rainwater systems are a key part of any project (and let's face it, there's been enough rain recently to bring it to the front of everyone's minds), so choosing the right system from the start goes a long way to avoiding potential headaches later on.

## The easy choice

Speed of installation, good looks and system design are the key factors any installer takes into account when recommending a rainwater system. Over the years, the choice has improved dramatically thanks to the growth of aluminium systems with a vast array of profiles and finishes.

**Aluminium rainwater systems are one of the most popular choices around and with good reason:**

- **cost effective**
- **as quick and easy to install as PVC systems**
- **ideal for residential and small commercial projects**
- **lightweight and easy to handle on site**
- **can be powder coated to offer a wide range of colours**
- **life expectancy of 50 years or more**
- **resistant to corrosion**
- **require very little, if any, maintenance**



- **100% recyclable with 75% of all aluminium ever produced still in use today**

## Marley and Me

Marley Alutec has 21 standard colours, ranging from grey and black, right the way through to bright blues, yellows and reds. The most popular colour for Alutec rainwater systems is Heritage Black, with a textured surface to mimic the appearance of cast iron, which is perfect if you are working on a conservation or period project.

## Evolve

The Evolve range from Marley Alutec uses the patented JuraJoint system. Simply apply a thin bead of silicone sealant onto the joint's rubber seal and clip together to form a flexible and leak-free joint. No bolts or screw required - anyone who installs PVC systems will feel right at home.

## Green water – but in a good way

As one of the greenest and cost effective choices out there aluminium rainwater systems are as friendly to your pocket as they are to the planet. And with a number of long-term benefits they're a chance for you to offer real value to your clients, which is always good for business.

**No aluminium rainwater system would be complete without an equally durable soffit & fascia. Marley Alutec's new composite aluminium system is as fast and easy to install as PVC, but with the same 50 year life expectancy as its rainwater systems.**

**Aluminium – it's the perfect eaves solution.**

**ALUTEC**  
ALUMINIUM RAINWATER SYSTEMS

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**For more information on Alutec please complete the reader response card.**





**Drainage, whether above or belowground, is a natural extension to a contractor's service portfolio. You could be missing a trick if you don't offer it to your customers.**

### **Brain drain**

Insight Stockists, stock the most comprehensive range of above and below ground drainage and specialist drainage products in the UK – everything you need under one roof to complete your next drainage project. Supplying products from the leading manufacturers, quickly and reliably ensuring it's the right product for your job. And with their friendly, trained staff on hand to offer you expert advice on selecting the right products, plus installation and system

selection advice, they've got you covered.

Their wide product range covers everything from simple access branches, inspection chambers and land drainage to septic tanks. All products are manufactured to EN1401 where applicable so you are assured of the highest quality products.

Their Solid Wall Drainage includes everything from yard gullies and access chambers to a huge range of pipes, bends, branches, adaptors and plugs.

- **110mm and 160mm diameters.**
- **Plain ended and socketed pipe.**
- **Adaptors to other materials.**
- **Access fittings.**

- **A wide range of gullies.**
- **Manufactured to BS EN 1401: 1998.**

They also stock a range of Specialist Drainage products from Coiled Land Drainage Pipes and Repair Couplings to Geotextile Filters, Line Drainage and Light Weight Road and Yard Gullies.

Whatever you need for your drainage job they've got it covered. Plus they'll give you all the advice and help you need to do the job right.

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



# Welcome to the solar revolution



In one hour the Earth receives more energy from the Sun than we use in an entire year.

So, it's strange to hear occasional talk of an energy crisis when we live on a rock not too far away from the biggest nuclear reactor in the solar system. Let's just say it seems silly not to tap into all that free energy.

Here's how you can do just that and add a whole new arm to your business.



## Sun worshippers

Solar Photovoltaic (PV) and Solar Thermal technology use the sun's energy to generate electricity and hot water.

As well as reducing bills, harnessing the Sun's power reduces your client's carbon footprint and earns them money through the Government's FITS (Feed in Tariffs) and RHI (Renewable Heat Incentive) schemes.

As the UK's leading roofing supplier SIG is at the forefront of innovation, working with the very latest cutting edge developments in the solar energy market.

And with national solar centres across the UK and an ongoing roll out programme they can always provide you with specialist technical guidance, local product supply and on-site support, plus a comprehensive range of solar energy systems.

And the earlier you involve them in a project the better, so they can make sure your solar solutions work for your clients.

## When the job has to be done right

SIG supply a full range of in-roof and on-roof Solar PV and Solar Thermal systems.

Whether your clients want a system that integrates into the fabric of the building so it's less obtrusive or want the most effective energy harnessing technology available, they've got it covered.

## In-roof systems

All SIG's in-roof systems are MSC certified and come with a 25 year Power Output Guarantee.

- **Sandtoft PV48 Solar System**
- **Redland Solar PV Tiles**
- **Solarcentury's C21E Tiles and Slates**

## On-roof systems

From small new build Solar PV systems to a 4kwp retrofit, SIG combine the offers from a number of suppliers to give maximum flexibility and simplicity of install

- **Enecsys Micro Inverter (20 year guarantee with 30 year design life)**
- **Saint Gobain Suneka® Panels (MCS certified with 25 year Power Output Guarantee and 12 year Structural Product Guarantee)**
- **Mount Solar Mounting System (lightweight aluminium and durable stainless steel with a 10 year guarantee)**

## Solar Thermal

Solar Thermal can provide up to 40 - 60% of a household's hot water requirements throughout the year. It's also half the price of Solar PV to install.

- **Viridian Solar Systems**
- **Velux Solar Hot Water Panels**

Whatever you need to make the most out of these renewable energy opportunities SIG have got it covered. Plus they'll give you all the advice and help you need to do the job right.

## Crisis? What crisis?

For more information on Roofing Renewables, please complete the reader response card.

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# Going through the roof

# KLOBER

## Accessory range from Klober keeps roofs watertight and airtight

'You wouldn't like me when I'm angry.'

Well, no right-minded person wants to be in the vicinity when David Banner loses his rag. Particularly if you're the one who's made him mad.

roofers to finish the job properly. Faced with wires from sensors, aerials, security lights and cameras it's handy to know that any cabling work can be passed into the roof space quickly with scope to tidy up other wires if needed.

- **Cable Outlet.**
- **Sealing Collar (available in 5 sizes, can be used for up to 8 cables of 4 - 8mm and once installed used later for any retro-fitting.**

**Other products in the Solar-Line range include:**

- **Panel Support – absorbs stress on tiles (up to 2500 N/m<sup>2</sup>) and prevents humidity entering roof.**
- **Universal Panel Flashing Apron – seals low profile panels to roof covering. Important for MCS certification, which covers drenching of in-roof panels on low profile roofs to ensure they are effectively sealed.**



**The Klober Solar-Line range is currently being used for fitting panels on 1200 new homes by Alliance Homes Housing Association in Somerset. The Association places great emphasis on renewables to help meet their carbon reduction targets. The Solar Outlet's cable insert is helping them do that and will enable services to be accessed easily in the event of any problems.**

Equally, you don't want to be near the homeowner going through the roof because his solar PV cabling doesn't, well, go through the roof, properly.

### Lights, cameras, action!

The problem of how to take PV cables and other wires through the roof is one that a growing number of contractors are coming up against. While the 'spark' may have to do the electrical work it's up to us

Klober's Solar-Line range of PV and solar accessories ensures that roofs remain fully watertight around penetrations and avoids problems resulting from abrasion against cut tile edges.

**Solar Outlet Kit contains:**

- **Universal Base Tile or Slate.**

### Meets all MCS requirements

The MCS (Microgeneration Certification Scheme) now requires all pitched roof solar installation kits to achieve certification within a maximum of 18 months. This will confirm a

product's fire rating (where used on a combustible surface) and level of resistance to wind uplift. Put simply, the aim is to ensure that, as far as weather tightness is concerned, the presence of a solar panel system doesn't reduce the performance of the roof covering.

For Klober this will provide the ideal rubber stamp confirming the exceptional wind resistance that their product provides. MCS certification for solar thermal, PV, biomass, heat pump and many other microgeneration systems has been in place for some time so this effectively finishes things off.

**The UK is committed to meeting the EU target for 20% of energy to be from renewable sources by 2020.**

**For more information simply complete and return the Reader Response Card.**

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## ROOFING PRODUCTS

## INSIGHT

Liquid Roofing – flame-free, flexible, flawless



Not all roofs are created equal

## SmartPly®

The Smart Answer for Roofing

Smarter than your average Ply



Felts – Autumn watch



SinglePly – Quick, Clean, Stylish



Spectraplan – Insane for the membrane



PermaTec – Some like it hot

## ROOFSHOP

Cash 4 U – subsidised insulation



Single layer insulation



Here's to a clean slate

## Sandtoft

20/20 vision



Captains of industry

## INSIGHT

Graded and ungraded batten

## Redland

Rapid Flashing – Super unleaded



Dry Fix Valley

## INDUSTRY NEWS

## INSIGHT

Marketing yourself – Do the right thing



Skillbuild



Clients demanding competence



Appy talk, keep talking, APPy talk



Going for gold

## TRAINING

## INSIGHT

Quiet please training in progress

## INSIGHT

You're hired



Training – Lead revival



ConstructionSkills training opportunities

## ROOFLINE &amp; RAINWATER

## INSIGHT

Singin in the rain



Bringing down the house



Aluminium rainwater

## INSIGHT

Don't work on Drainage

## WINDOWS, DOORS &amp; CONSERVATORIES



Windows of opportunity

## ultraframe

Loggia conservatories

## ENVIRONMENTAL NEWS



Welcome to the solar revolution

## KLOBER

Going through the roof

For further information on products featured in this issue of INSIGHT please use the response card adding the appropriate enquiry numbers.



# ROOFING RACERS GO FOR GOLD IN 2012

## LONDON TRIATHLON



### Roofing Racers

All donations will be given to both charities in December 2012 so there is still time to support Macmillan Cancer Support and Great Ormond Street Hospital by visiting the Virgin Giving Website:

<http://virginmoneygiving.com/team/roofingracers2012>.

Alternatively, if you wish to donate by cheque please make it payable to "Roofing Racers" and send to Roofing Racers, Harding Way, St Ives, Cambridgeshire, PE27 3YJ.

Following Team GB's triumphant performance in the Olympics, the much loved Team Roofing Racers - made up of individuals and team members from all walks of the roofing, Roofline and window industries took to emulate the same success in this year's Virgin Active London Triathlon.

It took place on Saturday 22nd September 2012, the 7th consecutive London Triathlon saw competitors undertake a gruelling challenge that even the most athletic contenders find difficulty completing. Starting with a 750 metre swim in the River Thames, competitors then undertook a cycle of 20 kilometres, followed by five kilometre sprint to the finishing line to complete the world's

largest and most iconic triathlon all in the name of charity to raise much needed funds for both Macmillan Cancer support and Great Ormond Street Hospital.

Finally, to celebrate all of the athletes hard work, an after party was arranged at the Tower Hotel, in London where friends and family gathered to tuck into a range of curries and danced the night away to a great band.

The whole event was supported by generous sponsors who include; SIG Roofing & Roofline, Floplast, ALM, Briggs Amasco, Forticrete, IKO, John Brash, Klober, Marley Eternit, NFRC, The Masco Group and SR Timber."



# Where can you find an Insight approved stockist?

## Anglia

Lee & Son Roofing Merchants	Bedford 01234 325283
Scotplas	Bedford 01234 355568
Asphaltic Roofing Supplies	Cambridge 01223 245262
Asphaltic Roofing Supplies	Colchester 01206 791242
Omnico Plastics	Colchester 01206 871510
Asphaltic Roofing Supplies	Great Yarmouth 01493 659991
Omnico Plastics	Great Yarmouth 01493 659991
Plastic Pipe Supplies	Huntingdon 01480 433888
Omnico Plastics	Ipswich 01473 461461
Regional Roofing Merchanting	Ipswich 01473 749621
Essex Roofing	Kings Lynn 01553 764 202
Asphaltic Roofing Supplies	Luton 01582 456177
Omnico Plastics	Luton 01582 733434
Plastic Pipe Supplies	March 01354 656000
Asphaltic Roofing Supplies	Northampton 01604 765684
Omnico Plastics	Northampton 01604 590925
Wedge Roofing Centre	Northampton 01604 250261
Asphaltic Roofing Supplies	Norwich 01603 487860
Omnico Plastics	Norwich 01603 219430
Lee & Son Roofing Merchants	Peterborough 01733 345004
Omnico Plastics	Peterborough 01733 559166
Summers	Romford 01708 722844
Plastic Pipe Supplies	Stamford 01780 757646
Asphaltic Roofing Supplies	St Ives 01480 467776

## London

Asphaltic Roofing Supplies	Cheam 02083 379455
Asphaltic Roofing Supplies	Croydon 02086 866911
Roberts & Burling	Croydon 02086 890481
Asphaltic Roofing Supplies	Kentish Town 02074 855550
Proos Roofing Supplies	Kentish Town 02074 851791
Wedge Roofing Centre	Ladbroke Grove 02089 690022
Asphaltic Roofing Supplies	New Cross 02073 580085
Wedge Roofing Centre	Rainham 01708 555213
Asphaltic Roofing Supplies	Romford 01708 754022
Asphaltic Roofing Supplies	Slough 01753 570526
PBM-DQS	Slough 01753 823479
Asphaltic Roofing Supplies	Southend 01702 511158
PBM-DQS	Southend 01268 725935
Asphaltic Roofing Supplies	Stratford 02085 194805
Asphaltic Roofing Supplies	Tottenham 02088 080459
Wedge Roofing Centre	Tottenham 02088 086816
Wedge Roofing Centre	Waltham Cross 01992 624938
Omnico Plastics	Watford 01923 237110
Project Plastics	Whyteleaf 02086 680600

## Scotland

Asphaltic Roofing Supplies	Aberdeen 01224 692000
Scotplas	Aberdeen 01224 589890
Scotplas	Ayr 01292 262885
Scotplas	Bellshill 01698 740066
Asphaltic Roofing Supplies	Broxburn 01506 857613
Asphaltic Roofing Supplies	Dundee 01382 833011
Scotplas	Dundee 01382 489959
Asphaltic Roofing Supplies	Edinburgh 01315 542554
PBM-DQS	Edinburgh 0131 669 8632
Asphaltic Roofing Supplies	Glasgow 01415 565200
PBM-DQS	Glasgow 0141 445 6475
Proos Roofing Supplies	Glasgow 01698 817428
Proos Roofing Supplies	Inverness 01463 250318
Scotplas	Inverness 01463 229239
Asphaltic Roofing Supplies	Kirkcaldy 01592 654913
Border Slate Supplies	Melrose 01835 823640
Proos Roofing Supplies	Paisley 01505 321122

## North West

Proos Roofing Supplies	Birkenhead 0151 6452450
Clydesdale Roofing Supplies	Blackpool 01253 398376
Proos Roofing Supplies	Bolton 01204 523336
Summers	Crewe 01270 254724
Clydesdale Roofing Supplies	Leyland 01772 453939
Cladding & Fascia Supplies	Liverpool 0151 2636737
Clydesdale Roofing Supplies	Liverpool 0151 5212100
Asphaltic Roofing Supplies	Manchester 01612 307712

## North West continued

Clydesdale Roofing Supplies	Manchester 0161 3203456
Omnico Plastics	Manchester 01204 604342
Scotplas	Preston 01772 798800
Clydesdale Roofing Supplies	St Helens 01744 611471
Scotplas	Stockport 01614 741818
Clydesdale Roofing Supplies	Wigan 01942 615030
Omnico Plastics	Wigan 01942 236200

## Yorkshire

Proos Roofing Supplies	Bradford 01274 392433
Proos Roofing Supplies	Grimsby 01472 245667
Roplas	Grimsby 01472 268866
William Smith & Sons	Huddersfield 01484 653373
Kesteven Roofing Centre	Hull 01482 574577
Roplas	Hull 01482 224614
Asphaltic Roofing Supplies	Leeds 01132 631263
Armour Building Products	Leeds 0113 263 1631
Kesteven Roofing Centre	Leeds 0113 2351441
Kesteven Roofing Centre	Rotherham 01709 835500
Scotplas	Rotherham 01709 374951
Proos Roofing Supplies	Scunthorpe 01724 854444
Clydesdale Roofing Supplies	Sheffield 0114 2434188
Roplas	Sheffield 01142 560011
Kesteven Roofing Centre	York 01904 476319
Roplas	York 01904 438205

## South Coast

Asphaltic Roofing Supplies	Bishops Waltham 01489 896544
Asphaltic Roofing Supplies	Bournemouth 01202 731867
Omnico Plastics	Bournemouth 01202 591677
Omnico Plastics	Christchurch 01202 476363
Omnico Plastics	Eastleigh 02380 610110
Toogood Plastics	Isle of Wight 01983 721511
Proos Roofing Supplies	Poole 01202 682491
Asphaltic Roofing Supplies	Portsmouth 02392 671521
Coleman Roofing Supplies	Portsmouth 02392 690214
Omnico Plastics	Portsmouth 02392 693451
Omnico Plastics	Farlington 02392 379410
Formerton Roofing	Southampton 02380 365555
Asphaltic Roofing Supplies	Waterlooville 02392 258344

## South East

Omnico Plastics	Ashford 01233 343660
Asphaltic Roofing Supplies	Brighton 01273 430444
Omnico Plastics	Camberley 01276 462932
Roofing Centre Group	Canterbury 01227 452290
Omnico Plastics	Chatham 01634 670404
Scotplas	Dartford 01322 337223
Asphaltic Roofing Supplies	Eastbourne 01323 500458
Coleman Roofing Supplies	Finchampstead 01189 733788
South Coast Roofing Supplies	Folkestone 01303 226888
Accurate Roofing Supplies	Gravesend 01474 532999
Omnico Plastics	Hastings 01424 853077
South Coast Roofing Supplies	Hastings 01424 853099
Asphaltic Roofing Supplies	Horsham 01403 270640
Omnico Plastics	Hove 01273 421507
South Coast Roofing Supplies	Hove 01273 328640
Coleman Roofing Supplies	Leatherhead 01372 361600
South Coast Roofing Supplies	Lewes 01273 488888
Coleman Roofing Supplies	Milford 01483 425828
Roofing Centre Group	Maidstone 01622 843399
Summers	Maidstone 01622 686140
Summers	Northfleet 01474 533335
Roofing Centre Group	Ramsgate 01843 592772
Asphaltic Roofing Supplies	Sidcup 02083 025451
Roofing Centre Group	Sittingbourne 01795 843967
Omnico Plastics	Tonbridge 01732 361515
Roofing Centre Group	Tunbridge Wells 01892 515599
The Roofing Warehouse	Worthing 01903 201013

## Tyne and Tees

Cleveland Roofing Centre	Gateshead 0191 4779474
Scotplas	Gateshead 0191 4786402
Proos Roofing Supplies	Killingworth 0191 2686627
Cleveland Roofing Centre	Middlesbrough 01642 242753
Cleveland Roofing Centre	Stockton 01642 677772
PBM-DQS	Washington 01914 179899

## South West

PBM-DQS	Chard 01460 61500
Asphaltic Roofing Supplies	Exeter 01392 250323
PBM-DQS	Exeter 01392 444346
South West Roofing Supplies	Exeter 01392 446001
Asphaltic Roofing Supplies	Newquay 01637 852660
Asphaltic Roofing Supplies	Plymouth 01752 509538
South West Roofing Supplies	Plymouth 01752 344844
Aaron Roofing Supplies	Taunton 01823 323888
South West Roofing Supplies	Torquay 01803 613212

## West

Aaron Roofing Supplies	Bath 01225 483828
Aaron Roofing Supplies	Bristol 01179 710085
Asphaltic Roofing Supplies	Bristol 01179 412412
Universal Roofing Supplies	Bristol 01179 663072
Aaron Roofing Supplies	Gloucester 01452 521347
PBM-DQS	Gloucester 01452 387832
Thomas Smith & Son	Hereford 01432 273084
Harris Roofing Supplies	Newbury 01635 521210
Asphaltic Roofing Supplies	Oxford 01865 790303
Asphaltic Roofing Supplies	Swindon 01793 613339
Drainex	Swindon 01793 640480
Omnico	Swindon 01793 617888

## Wales

Scotplas	Bangor 01248 362348
PBM-DQS	Bridgend 01656 767427
Asphaltic Roofing Supplies	Cardiff 02920 483939
PBM-DQS	Cardiff 02920 464302
Ryan Roofing Supplies	Cardiff 0292 037 8911
Scotplas	Deeside 01244 823555
PBM-DQS	Merthyr Tydfil 01443 692924
PBM-DQS	Newport 01633 255223
PBM-DQS	Neyland 01646 601699
Proos Roofing Supplies	Porth 01443 681004
Asphaltic Roofing Supplies	Swansea 01792 790272
PBM-DQS	Swansea 01792 795612

## Midlands

Asphaltic Roofing Supplies	Birmingham 0121 3273071
Proos Roofing Supplies	Birmingham 0121 5239143
Direct Roofing Supplies	Birmingham 0121 7081515
Scotplas	Birmingham 0121 3597442
Warwickshire Roofing Centre	Coventry 02476 688754
Wedge Roofing Centre	Coventry 02476 220755
Asphaltic Roofing Supplies	Derby 01332 349155
Scotplas	Dudley 01384 472430
Wedge Roofing Centre	Dudley 01384 472420
Asphaltic Roofing Supplies	Leicester 0116 2785262
Footitts Roofing Supplies	Leicester 0116 2778676
Roplas	Leicester 01162 758080
Wedge Roofing Centre	Loughborough 01509 211119
Proos Roofing Supplies	Newark 01636 611880
Armour Building Products	Nottingham 01159 617719
Stephens Roofing Centre	Nottingham 01159 851400
Wedge Roofing Centre	Nottingham 01159 285999
Shropshire Roofing Supplies	Oswestry 01691 654551
Asphaltic Roofing Supplies	Stoke 01782 280567
Proos Roofing Supplies	Stoke 01782 577330
Scotplas	Stoke on Trent 01782 593336
Shropshire Roofing Supplies	Telford 01952 641161

Roofing depots are in blue. Roofline depots are in green.  
Drainage depots are in Black