

INSIGHT

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

issue 17



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Reasons to be cheerful

In this issue we give you the lowdown on some of the latest developments in the industry and how they could help you make 2013 a year to remember.



2013 had a lot going for it before it even started - the main thing in its favour being it wasn't 2012. No, we haven't forgotten about the Olympics but, let's face it, no matter how bad the weather gets, it's going to struggle to plumb the bleak depths of relentlessly leaden rain we all endured last year. Or is that speaking too soon? Let's hope not.

But, whether it's Will and Kate's baby, the Ashes, England qualifying for the World Cup (hopefully), or the economy finally turning around, there's lots going on.

So, what's in store?

Well, for a start, roofing finally gets its own dedicated roofing show with Roofex at the NEC, Birmingham on 1 & 2 May. The event

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will feature 100+ exhibitors, and is the biggest dedicated UK roofing showcase ever.

This is your chance to see some top class seminars, demos and workshops as well as the opportunity to network with other key people in the industry. Don't miss it! See page 6 for more details and how to attend.

Health and safety is always something we need to think about as roofers. On page 22 you can see how accident rates are on the way down. We also feature Filon's Fixsafe, which allows you to replace roof lights from inside the building - so check out page 14 for more info.

It's also promising to be a good year for awards with the annual roofing awards going from strength to strength, see page 6.

CompetentRoofers of the Year highlights some six-figure savings to be made! See page 5 for how it's done.

TrustMark is also on the up with searches for tradesmen now in the millions. See page 13 to read about its rise in popularity and how signing up really is a no brainer.

On top of all that there's absolutely masses of new information on the latest products that can really make a difference to your business. From the extension of Sandtoft's Barrow and Albany clay plain tile ranges, LiveRoof® Lite the lighter green roof, to Redland's new dry-fix components, we've got it all. Not forgetting 10 supertough slate roof ancillaries from Hambleside Danelaw, SIGA's new range of authentic artificial slate products and Decra's lightweight, steel core tiles.

And, of course, lots, lots more.

So, whatever you have planned for 2013 there's a load of good stuff to look forward to. Here's to a great year.

In this issue:

- Steadman's now offer a choice of seven different depths for composite panels
- Annual roofing awards go from strength to strength
- Sign up to TrustMark and make the most of the Green Deal
- Fixsafe and Be Safe with Filon
- Lose a bit of weight with LiveRoof® Lite
- National Specialist Contractor's Council (NSCC) publishes accident rates
- SIGA's new range of authentic reproduction slate products are even better than the real thing
- 20% of timber imported into the UK is illegal
- Roofex, the new all roofing show is coming to The NEC, Birmingham
- There's a time and a place for traditional type A batten
- Leading GRP system, CrysticROOF, gets BBA approval

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.

insightmag.co.uk



All this and more!

Get a deeper insight into all things to do with the roof at 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

The Magnificent Seven

Steadmans now offer a choice of seven different depths for composite panels.

We all know seven is lucky for some. And, now, with the addition of a 120mm panel to its composite range, Steadmans have made their range better for all of us. The new 120mm option is the thickest in the insulated AS35 range.

But how do they do it?

AS35 panels are formed with PIR insulation, laid down between the weather sheet and liner on the production line. The PIR expands to a high performance insulation core and bonds to the steel facings forming a strong, rigid and thermally efficient product. AS35 panels are LPCB (Loss Prevention Certification Board) approved. The 'U' values published for all thicknesses of panel take into account an ageing effect on the insulation of 25 years.

All this means you can be confident the product performance will be maintained throughout their lifespan. The panels can be used on walls and roofs down to a four-degree pitch.

The AS35 range offers excellent thermal performance, thanks largely to the PIR core's low conductivity. Steadman's have also started offering customers a high-performance, 'green' alternative to the standard coatings available with their Dobel Nova finish. A clear reinforcement of their commitment to developing environmentally-friendly products.

In fact, it looks like Steadmans have got everything you need to provide rapid coverage and swift completion of weatherproof envelopes to deliver high performance buildings. The AS35 system is supported by a full range of matching ancillaries, including gutters, flashings, roof lights and fixings.

As well as the increased choice in depth, Steadmans AS35 panels are available in a selection of finishes and colours and a host of single skin cladding options. Plus! Structural products such as purlins, c sections and eaves beams.

Plastisol 200 micron-thick embossed plastic coating:

- **High quality, long-established finish.**
- **Colourfast and abrasion-resistant.**
- **Highly durable.**
- **Available in a wide range of non-metallic colours.**
- **Suitable for all types of building.**

Dobel Nova is a high-performance, 'green' alternative to the standard coatings available. Available across Steadmans' entire cladding range this 50-micron coating comes in a selection of colours including the outstanding metallic silver.

- **100 per cent recyclable.**
- **High-performance alternative to mainstream finishes.**
- **Guaranteed for up to 30 years, 25 years in coastal or marine environments.**
- **Tough and durable with outstanding scratch and uv resistance.**
- **Excellent weathering properties.**
- **Repels dirt more effectively than other finishes, as it contains no plasticisers.**

The new panel depths give more flexibility for different projects and you can even get lower volume production runs if you need them.

Steadmans

Quality since 1911



For more information on Steadmans' entire range of products or to see some of the projects they have been used in, take a look at www.steadmans.co.uk.

ENQUIRY
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For more information please complete the reader response card.

Competent Roofer of the year

Salford roofing contractor makes six-figure savings through self-certification scheme



DLP Services (Northern) Ltd, have won the first ever CompetentRoofer of the year award. Lord Dykes presented the accolade at the National Home Improvement Council's annual Awards ceremony on the 29th November 2012 in London.

Since joining CompetentRoofer, DLP Services have put 624 jobs through the scheme, making very significant savings, stretching into six figures. They have fed these back to clients such as Housing Associations, who can then reinvest the savings into renovating more of their housing stock. This is why DLP are an example to all roofing companies on how you can improve compliance and save your clients money at the same time.

CompetentRoofer allows their professional roofing contractor members to self-certify that their roofing refurbishment work complies with Building Regs. The scheme covers all roofing types for domestic,

industrial and commercial properties and anyone can apply (as long as you're a roofer!)

You have to show your competence in your particular area of roofing. And you have to show a good understanding of Building Regs, Codes of Practice, Health and Safety. You also have to have a financial audit.

But it's worth it

All domestic roofing refurbishment works up to a value of £50,000 automatically receive a ten year insurance-backed guarantee.

This comes free of charge with the Building Regulation Compliance Certificate (BRCC),

which is sent to the home or property owners.

What makes CompetentRoofer so great is the ease, flexibility and very low cost of using it for notification of most roofing refurbishment works. It's what has allowed companies such as DLP Services (Northern) Ltd to save their clients significant amounts of money.

Keith Greenhalgh, Managing Director of DLP Services said "We are delighted to have received this award, which reflects the hard work that our team have delivered over the last 12 months. The CompetentRoofer Scheme has enabled DLP to bring new levels of service delivery and efficiency to our Clients during these tough economic times, as well as to streamline the accreditation process of the work"

So, hats off to DLP

By really using the CompetentRoofer scheme to the full they have achieved the considerable feat of making considerable savings during these tough economic times while simultaneously helping to enforce Building Regulations – something we should all be doing.

Competitive roofers

CompetentRoofer is a valuable scheme that, as the example of DLP shows, is giving contractors a seriously competitive edge.

So, take advantage of this simple and effective way to take your company forward – join CompetentRoofer.

Lee Morris (left) and Keith Greenhalgh (right) from DLP Services (Northern) Ltd collecting the Competent Roofer of the Year.



ENQUIRY
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To find out more simply complete the reader response card.

Onwards and

Annual roofing awards go from



Now in its eighth year the Roofing Awards are an established part of the roofing calendar.

Hundreds of contractors have entered projects into this year's competition and with new sponsors also on board there's a definite buzz around the event. Judging took place in February with the finalists announced in early March.

The success of the Awards comes from the growing support by the roofing industry, trade bodies and associations, manufacturers and service providers alike. Most importantly, though, it's roofers, up and down the country, taking the time to enter that really makes them such a success.

Ray Horwood (CBE), Chief Executive of the National Federation of Roofing Contractors (NFRC), the founding



association for the awards had this to say: "It's important the excellence in the Roofing Industry is both highlighted and celebrated. The Roofing Awards bring together the whole industry and most of the major trade associations to show, in full, the capabilities and professionalism of the industry."

As ever this year's awards are in collaboration with a number of organisations that help make the event such a success – and there's a glamorous host to top the evening off.

The BBC's Susanna Reid will be in charge of proceedings on the night... celebrating the roofing industry joining together to award the finalists and winners' achievements.

And you can be there too.

Book your place at this year's awards on Friday 17th May at the London Metropole. And take part in what promises to be a special night.

Contact Head of External Affairs, Debbie Simcock on 020 7448 3186 or email debbie@nfrc.co.uk. You can also keep



up to date with all the latest news regarding the awards by heading to the NFRC website; www.nfrc.co.uk/nfrc/media-centre/roofing-awards-2013.

Key bodies of the roofing industry have come together to make these awards happen, including; CompetentRoofer, the Liquid Roofing and Waterproofing Association (LRWA), the Roofing Tile Alliance (RTA), the Lead Contractors Association (LCA), the Lead Sheet Association (LSA), the Green Roof Centre, and the Single Ply Roofing Association (SPRA).

Federation of Traditional Metal Roofing Contractors (FTMRC) and the Metal Cladding and Roofing Manufacturers Association (MCRMA)

SIG Roofing and Roofline - key supporter, joined by: B&CE Benefit Schemes (The People's Pension), British Land, ConstructionSkills, Electrical Contractors Insurance Company (ECIC) and Quality Assured National Warranties (QANW).

upwards strength to strength



The finalists by category, in alphabetical order, are:

Roof Slating

Greenough & Sons Roofing
Contractors Ltd (Avilion, Anglesey)

Horizon Roofing Ltd
(Hayne Corfe Crescent, Truro)

Marley Contract Services
(Rainbow House)

Richard Soan Roofing Services
(Stanmer House, Brighton)

Single Ply

IKO PLC (with Briggs Amasco)
(Isle of Sheppey Academy)

Maincare Roofing & Building Ltd
(Sainsbury's Store)

Renolit Cramlington Ltd (with
Cambridge Flat Roofing Co Ltd)
(Rivers Academy)

Sika Sarnafil (with Midland
(Single Ply) Roofing Ltd) (URS
Building at University of Reading)

Liquid Applied Waterproofing

Capital Roofing Co Ltd
(Rosebery Square East)

Concept Roofing and Cladding
Ltd (Johnson and Johnson,
UK Headquarters)

Polyroof Products Limited (with
Barclay Roofing Ltd) (Durham
University, Gateway Project)

Sika Liquid Plastics
(with MITIE Tilley Roofing)
(Metro Centre, Gateshead)

Roof Tiling

AST Roofing (Bournemouth) Ltd,
(Toorak, Westbourne)

Clarke Roofing Southern Ltd (7
Meads Road, Eastbourne)

Fildes Roofing Ltd
(Moongate, West Sussex)

Penrose Roofing Ltd
(Frankfield House, Dublin)

Reinforced Bituminous Membrane

Briggs Amasco Ltd
(St. Andrews House Glasgow)

Capital Roofing Co Ltd
(Greenacres)

IKO PLC (with Breyer Group)
(Bletchley Park)

M & J Flat Roofing
(Charing Cross Hospital)

Heritage

Claude N Smith Ltd
(Lauchars, King Cliffe)

Cumbria Roofing North West Ltd
(Lowther Castle, Cumbria)

Jordan Heritage Roofing Ltd
(Shippon and Calf Shed,
Snowdonia National Park)

Martin-Brooks
(Roofing Specialists) Ltd
(St Barnabas Church, Bradwell)

Sustainable Roofs – Green Roofs

DF Roofing Ltd

(St Andrews Country Cabins)

M & J Flat Roofing
(St Michael's School)

Sky-Garden Ltd (with Euroclad)
(Kanes Food)

T R Freeman Limited (Witchford
Recycling Centre)

Fully Supported Metal Roofing

Clarke Roofing Southern Ltd
(Madeira Lift)

Geoff Neal (Roofing) Limited
(St Mary's Church)

Norfolk Sheet Lead (UK) Ltd
(St George's Chapel)

Norman and Underwood Ltd
(The Hive)

Sustainable Roofs – Solar

Bauder (with Breyer Group PLC)
(Tudor Court Primary School)

Integrated Polymer Systems Ltd
(Maggie's Centre)

J Wright Roofing Ltd
(with Renewable Resources
(Energy Solutions) Limited
(Sainsbury's Supermarkets)

Prater
(The Crystal, Siemens Offices)

Roof Sheetting

Ash & Lacy Building Systems
(Sandwell College)

Everlast Group (London Victoria
Station)

Lakesmere Ltd (Murray Royal
Hospital)

M. R. Site Services Ltd (Weston
Super Mare Grand Pier)

Vertical Cladding/Rainscreen

Ash & Lacy Building Systems
(Thomas Ferens Academy)

Hathaway Roofing Limited
(Mayesbrook Arena)

Lakesmere (Network Rail
National Centre)

Longworth Building Services Ltd
(Our Lady & St. Chad College)

Sustainable Roofs – Shingles/Shakes

Barclay Roofing Ltd
(Durham University,
Gateway Project)

John Brash & Co
(with Attleys Roofing)
(Sophie's House, Martha Trust)

John Brash & Co
(with Cobsen Davies Roofing
Southern Ltd)
(Hilden Grange Prep School)

Wyvis Roofing
(The Bothy, Gorthleck)



**For further
information on
attending the awards
please complete the
Reader Response Card.**

Add some fibre to your building's diet

Fibre cement slate - looks good, last a lifetime and is green as well. It's a real business winner.

Looks and performance rule the day when it comes to choosing a slate roof. Customers want something that's attractive and long-lasting. That's why with its aesthetic versatility, proven durability, sustainable credentials and cost effectiveness, fibre cement slate is increasingly the product of choice.

This is a truly groundbreaking roofing solution that delivers in terms of appearance, cost, staying power and sustainability. And, as the first manufacturer to bring fibre cement slate to the UK, Marley Eternit's market-leading product and technical support leads the way as the innovative alternative to natural slate.

Looks and performance:

- **Fibre cement slates look the business. So much so it's often difficult to tell them from the real thing.**
- **The product's uniformity means quicker and easier installation.**
- **Most fibre cement roofing projects don't require a specialist slater.**
- **You can use it on roofs with a pitch as low as 20 degrees.**
- **Estimated life expectancy of 50 years.**

It's clear fibre cement slate can satisfy the needs of contractors, specifiers and end users alike.

Green King

No, not the brewery (though, we wouldn't say no to a pint at the end of the day.)

This is more about being the King of Green.

Eternit's fibre cement slate is the only product of its kind manufactured in the UK, so eliminates the need for lengthy transportation.

It's also backed by a raft of green credentials that support Marley's commitment to sustainable product solutions. The same credentials that saw them become the only roofing manufacturer in the UK to achieve independent carbon footprint certification for their range of products, courtesy of the Carbon Trust.

Marley's fibre cement slates:

- **Achieve an A+ rating in the BRE Green Guide to Specification, which assess the environmental impact of building materials.**
- **Have a 'good' rating through BES 6001 – the Framework Standard for the Responsible Sourcing of Construction Products.**



"The sustainability credentials of fibre cement as a building material, combined with its attractive appearance, excellent performance and cost effectiveness mean it will carry on being an important and innovative roofing choice across the industry."

So, for a cutting-edge, financially viable, green alternative to slate you could do a lot worse than adding some fibre to what you offer.

It comes with all the with necessary fittings and accessories, and can be a real business winner – helping to drive repeat orders.



We caught up with Charlotte Hughes, campaign manager for Marley Eternit, who summed up the product's appeal:

ENQUIRY
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To get the low down on Fibre Cement Slate please complete the Reader Response Card.

Access all areas

The VIP Velux Installer Partnership opens up a host of ways to improve your business

Being a VIP used to be about getting your own lounge at the airport. But these days it's much better than that. Becoming a Velux Installer Partner gives you access to a range of advantages to help you stand out from the crowd.

They say... "We believe it's our responsibility to support your business and maintain and raise the standards throughout the industry."

We say... In the current climate, people want to work with people they can trust - people with expertise, so they know their hard-earned cash is money well spent.

The VELUX Installer Partnership is available for any installer of VELUX products. You can sign up to the scheme online and instantly receive product and sales support, lead generation and training to help grow your business.

Becoming a VELUX Installer Partner gives you access to a range of advantages, depending on your membership level – 3, 4 or 5 star – including:

- **Monthly industry reports with quality insider information to generate sales leads.**
- **Free expert training on VELUX products with the latest techniques.**
- **Enhanced listing on the VELUX Installer Partnership website so that consumers can find local installers.**
- **Regular updates on VELUX products.**



Very Important Partners

As a partner, you'll be included in a unique listing and training service to deliver the highest standard of workmanship when dealing with the VELUX range.

It's all part of the company's ongoing commitment to best practice, health and safety and customer care. For example, the VELUX Installer Partnership Code of Practice ensures all customers experience fair trading practices and the best possible installation of their VELUX products.

No matter the size or scale of your business, they offer different levels of membership, which all come with a range of benefits:

- **VELUX 'Inside Track' email offering useful industry insights and regular VELUX product updates.**
- **You can also post a business directory listing on the VELUX Installer Partnership website. This gives you access to detailed market reports and 'hot spotting' data on areas where planning permission is underway, providing a geographic snapshot of potential business opportunities.**

- **FREE training day delivered by a qualified, expert VELUX team, covering product specifics and advice on dealing with customer queries on windows and installation – the full installer's package.**

So, customers can search for a reliable local VELUX installer in their area to provide the best service for their home renovation project, and you have instant business leads on your doorstep.

It's a definite win win situation.

There are currently over 700 installers signed up to the VELUX Installer Partnership and you could join them. For some serious VIP treatment and to find out more about the programme visit www.VIPinstallers.com.

ENQUIRY
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To receive further information on Velux Installer Partnerships complete the Reader Response Card.

Advantage Sandtoft

Sandtoft expands its industry-leading Barrow and Alban clay plain tile ranges.

If Sandtoft were a tennis player it would be the Bjorn Borg or Rafael Nadal of the tour - excellent on the clay, strong, extremely fit and with an excellent serve.

So, it's good to hear that they have added to their already very successful range of clay tiles, with each of the new designs adding a fresh texture or colour.

Traditional materials – modern methods

Sandtoft have over 100 years of roofing experience to draw on to meet the increasing demand for

affordable clay roof tiles.

From their site at Broomfleet by the river Humber the company manufacture the tiles using reserves laid down over 10,000 years ago. It's a fantastic natural resource. But, it's fair to say the methods used in the process are not quite as old.

Andrew Lawton, Sales Director, explained: *"We've developed specialist sanding and manufacturing techniques that add real charm and character to a clay plain tile roof while at the same time*

extending our commitment to using recycled materials."

Excellent news. It means recycled foundry sands are carefully pressed into the tile's surface during manufacture, while new finishing techniques bring brand new muted hues to the surface. The result is a range of tiles for every type of roof design.

The new tiles have been developed together, but each creates its own look on the roof and gives you a number

of benefits.

Sandtoft is also launching new colours for its award-winning Humber range and handcrafted ridges.

So, with a total of five new colours available, Sandtoft now has one of the most extensive and interesting clay plain tile ranges on the market.

You could say it's Game, Set and Match, Sandtoft.



The Barrow

- Traditional handmade appearance at an affordable price.
- Embedded sand in each tile creates a rich look, typical of a true handmade tile.
- Four colours emulate Sandtoft's award winning Goxhill handmade plain tile:
 - Two brown shades (Dark Oak and Bay Brown).
 - Two red colours (the Light and Dark Rusper and the new Red Basalt).
- Use individually or mix together for an attractive blend of colours called 'Barrow Brindle Mix' – well suited to heritage building projects.
- Red colours are ideal for vertical tile hanging.

The Alban

- Combines the look of a reclaimed tile with great value for money.
- Two colour options available:
 - 'Sussex Blend' features a mix of red, brown and black tones.
 - 'Vintage Blend' offers striking contrasts of red and black.

ENQUIRY
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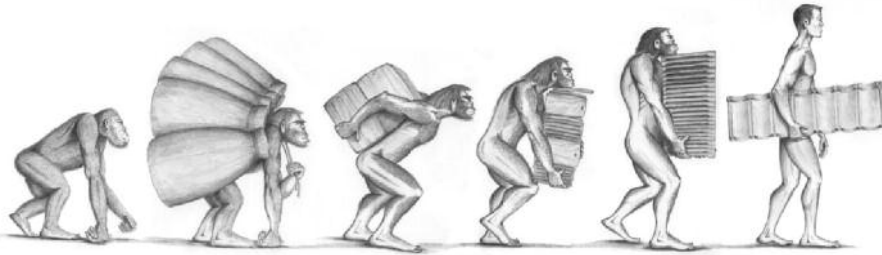
For further information on Sandtoft's match winning range, please complete the reader response card.

DECRA

ROOFSHOP



Evolution is not a theory. It's a fact.



13 to 1 are pretty goods odds. Stick a tenner on the winner and you're 120 quid to the good.

So, what're the odds between a tile weighing 85% less than its concrete equivalent – taking one truckload instead of thirteen to transport? You don't have to be a gambling man to choose the winner.

That's why Icopal are delighted to announce RoofShop as a leading stockist for its Decra roof tiles and accessories, including tools.

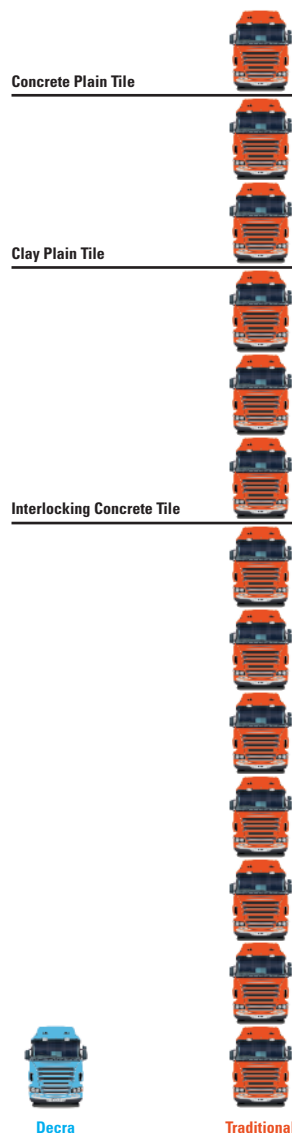
A heart of steel

Decra tiles comprise a steel core with state of the art zinc aluminium galvanising, encapsulated with multi-layer epoxy, polyester, acrylic and stone coatings. The stone surface is ceramically glazed at high temperature for exceptional long-term colour stability.

Available in a range of designs and colours, they provide a finish in the style of a traditional tile roof – with the added benefit of virtually no maintenance required.

Peace of mind

Decra Plus also carries the highest level of security against attack or forced entry and is accredited by the association of Chief police officers under the Secured by Design approval scheme. This means your clients can rest assured they're in safe hands.



- Large format enables faster installation with fewer fixings.
- Compact packing during transport and storage minimises CO₂ emissions and transportation costs.
- Multilayered construction gives outstanding strength and durability.
- 85% lighter than concrete tiles.
- Resistance to breakage reduces wastage on time, resource and disposal costs.
- Dust-free cutting process means no risk from silica dust.
- Suitable for roof pitches down to 10°.
- Fully recyclable.
- 40-year Insured Product Guarantee.

Since 1977 over 15,000,000m² of Decra tiles have been installed in the UK & Ireland. No other metal roof tile system has a track record even remotely like it.

Add to that, Decra have the lowest whole life cost of all roof tiles – with full training and technical support available. You'd have to be mad not to put your money on them.

Enrol on a Decra contractors training course today and sign up to a sure thing.

ENQUIRY
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For further information on Decra complete the Reader Response Card.

Searches for TrustMark tradesmen go through the roof



Record numbers of consumers are using TrustMark to find tradesmen they can trust. 3.9 million homeowners used the site in 2012 – that's 20% up on 2011.

It's a huge increase and we wanted to understand why it's been so successful...

Well, it could be the bad weather may have had an effect with people needing urgent work on their properties. It could also be that in the current economic climate people are much more aware of how they spend their money and want the peace of mind using a TrustMark tradesman brings.

And with more than 23,000 licensed trades searchable on its database, TrustMark helps people find a good local firm to get the best job done at a fair price. And, if things don't go quite right, it provides a clear and easy to use complaints procedure to resolve any problems.

So, what makes becoming TrustMark registered so worthwhile?

TrustMark is heavily promoted to homeowners and is a safe, simple and effective way for people to find you. Every month over 325,000 tradesmen's details are viewed by people who need a professional to do the job.

All TrustMark firms' technical skills are independently checked through on-site inspections to ensure a high quality of workmanship and trading practices. TrustMark is the only scheme that does this, so technical competence is looked at, as well as business methods and customer satisfaction. The benefits of joining include:

- Listing on the TrustMark and many other major partners' websites such as Citizens Advice and Trading Standards.
- Enhanced reputation.
- Better business.
- A warranty on your work.
- Peace of mind for your customers.
- Use of the TrustMark logo.
- Free van stickers and other promotional material.

For further information about TrustMark and how to sign up, visit www.trustmark.org.uk

Trust in me!

Sign up to TrustMark and make the most of the Green Deal

Green Deal, the government's campaign to boost the energy efficiency and comfort of homes in the UK, is a great opportunity for roofers up and down the country. With the oldest housing stock in Europe it's likely many properties will need essential repairs and other maintenance work that may have been hidden for years.

And, as much of that work won't be covered by the Green Deal or its consumer protection safeguards, householders are being urged to use local TrustMark-registered tradesmen only.

A new advice guide from TrustMark advises customers to check the credentials of any Green Deal firm, and to always insist on using a TrustMark-registered tradesman for any home repair, maintenance or improvement work. You can download the leaflet for free at www.trustmark.org.uk/green-deal.

If you're TrustMark registered then you've got an immediate advantage when it comes to getting new work generated by the Green Deal.

It's an opportunity to be upfront with customers about your credentials and give yourself a massive edge over the cowboys who won't qualify.



As Liz Male, Chairman of TrustMark, says, "Our aim is to ensure the Green Deal cannot be used by rogue traders as an opportunity to mislead and rip off the public. TrustMark has lobbied hard for a Green Deal code of practice which includes clear advice to Green Deal Providers that they must make sure any 'ancillary works' are done by properly vetted and insured tradesmen like TrustMark-registered firms who work to Government-endorsed standards."

So, in a nutshell, if you sign up you're already ahead of the game.

Trust us, it's worth it.

For further information about TrustMark and how to register visit www.trustmark.org.uk

ENQUIRY
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Fixsafe and Be Safe with Filon

Filon's Fixsafe allows you to replace roof lights from inside the building.

Working at height pretty much comes with the territory for roofers – it is, let's face it, what the job is all about. But, while there is always an element of danger, these days you can reduce the odds of things going wrong.

On average 7 people are killed each year after falling through a fragile roof or roof light, while many others suffer permanent disabling injury.

These accidents usually occur at factories, warehouses and farm buildings when roof repair work or cleaning is being done.

What they have in common is that they are all avoidable.

The Health and Safety Executive (HSE) estimates that a fifth of all construction industry fatal falls from height are caused by falls through fragile roofs and roof lights. Because of this they advise you to carry out roof sheet and roof light replacement from beneath.

Fixsafe is the only system available to provide this safe method of installation.

It completely removes the need for accessing the fragile roofs found on industrial buildings across the country. Which, in turn, means you no longer have to put yourself in harm's way.

With all of the work being carried out from within the building using a scaffold tower, cherry picker or scissor lift, you can:

- **Replace items without the need to access fragile roof areas.**
- **Replace items without the risk of further damage.**

And, the great thing is you don't need any other access equipment, like expensive nets, edge protection or crawling boards.

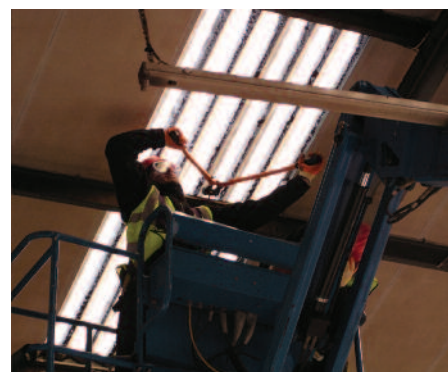
So, not only is Fixsafe the safest method for roof light replacement, it also saves you money. And, because Fixsafe is a total replacement system you don't need to buy anything else for the job.



- **Includes roof light sheets in very safe and strong, double reinforced 2.6kg/m² SAA1 fire grade sheet.**
- **Comes with all the necessary patented fasteners, butyl tape sealant and other materials you need.**

The incredible simplicity of this unique system provides a very safe method of roof light replacement.

Filon's Fixsafe saves time, saves money and saves lives.



FILON®

ENQUIRY
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To find out more about the safety advantages of Filon's Fixsafe please complete the reader response card.



50 shades of grade

There's a time and a place for everything, and that includes traditional type A batten.

Ungraded batten sometimes get a bit of a bad rap. It's true that you'll definitely need to spend a bit of time grading on site for knots and wane, but apart from that you'll be using a good quality product that should stand the test of time.

That's not to say there aren't some jobs when only the graded stuff will do.

If your project needs official certification from a body like the NHBC (National House Builders Council) then graded batten is the way to go. But for most other jobs traditional type A ungraded batten is more than good enough.

It's all about using the right product for the right job and with over 100 years of expertise in the area, SR Timber know what makes the grade. All their timbers are legally and sustainably sourced with both FSC (Forest Stewardship Council) and PEFC

(Programme for the Endorsement of Forest Certification) approved.

- **Compliant to all relevant standards - BS 8417:2003 (Preservation of Timber) and selected for final on site grading for knots and wane.**
- **Manufactured full to size in both thickness and depth.**
- **Available in both 25mm x 38mm and 25mm x 50mm profiles and lengths from 3.0m up to 5.4m.**
- **Produced from slow grown spruce (Whitewood) Picea abies – WPCA or pine (Redwood) Pinus sylvestris – PNSY, all supplied from either FSC or PEFC fully certified or controlled resources.**
- **Packaged in easy to handle bundles of 10.**
- **High pressure Tanalith E**

preservative treated to BS:8417:2003 with our standard 60 year lifetime warranty against insect attack and wood rotting fungi (when used correctly and installed above dpc level in buildings).

Roofing battens are one of the few timber construction products where there are failures. Although few in number, the consequences can be costly and serious, if not fatal.

So, make sure you...

- **Grade on site for knots and wane.**
- **Nail battens to each rafter using a splay nail at each end of the batten.**

- **Rotate the batten along its length so that the cut end is inside the roof and the fully treated end is at the verge.**
- **Store battens and counter battens on sufficient bearers to prevent sagging or twisting.**
- **Protect from water saturation while lying horizontally.**

If you choose a good quality traditional batten that's cut to length, is straight and made from good quality, treated timber then there's no reason why they won't make the grade.

ENQUIRY
10

For more information on traditional batten please complete the reader response card.

Repeat after me...

Soudal Silirub Silicone Sealants

Now say it five times as fast as you can...

As well as providing brilliant tongue twisters, Soudal has been supplying silicone sealants to the UK glazing industry for over 20 years. From basic perimeter sealing to technical construction and manufacturing projects the Silirub Silicone sealant range offers a solution to practically every sealing application.

The range is split into both the traditional, vinegar odour, acetox type silicones and the more modern neutral curing silicones used in the majority of glazing applications on today's construction sites.

Acetox Silicones: Silirub1, Silirub LMA and Silirub AC

- All contain fungicide (conforming to ISO846).
- Recommended for use in sanitary applications in and around the house.
- Easy to tool.
- Available in all common colours.

Products in this range can also be used as general-purpose silicones for maintenance in a range of applications.

Neutral Silicones: Silirub 2, Silirub LMN and Silirub N

Soudal recommend that Low Modulus Neutral silicones are used in all common glazing, roofline and external perimeter sealing applications.

The neutral curing silicones in the Soudal Silirub range give you a range of products to suit your job and budget. Plus, they come in a wide choice of colours to match all the common uPVC profiles. And for the jobs where you need an exact match you can find details on the availability of RAL colours from the Insight stockists found on the back cover.



- Ensure good adhesion to all common building substrates including uPVC and concrete.
- Low-modulus nature of the products means they can accommodate the high levels of movement in a typical glazing or roofline joint.

Silirub 2

The solvent free, 100% silicone formulation means you can use it in 'direct' glazing applications where the Silirub 2 is in direct contact with the sealant on a double glazed unit.

- Independently tested to ISO11600 F&G 25LM, the international standard for sealants.
- Short skin-over time reduces dirt pick up.
- Excellent UV resistance and colour stability.
- Available in over 20 different colours including colour matches to Rosewood, Irish oak and Oak profiles as well as some RAL specified colours.
- 600ml foil pack is also available in selected colours for large contracts.

Silirub LMN

Offers the best combination of performance, quality and cost and is available in 9 colours

(Brilliant White, White, Clear, Teak, Brown, Black, Bronze, Caramel and Grey).

- Conforms to ISO11600 F&G25LM.
- Very fast skin-over time to reduce the likelihood of dirt pickup.
- Suitable for many different applications including...
 - Perimeter sealing of wood, pvcu and aluminium window and roofline systems.
 - Weather sealing of curtain walling and façade panels.

Silirub N

Gives you a good quality low modulus neutral silicone sealant and excellent value for money.

- Quick skin-over time reduces dirt pickup.
- Available in 7 colours.

Soudal is an independently owned and operated company with over 40 years' experience of producing sealants, expanding pu foams and adhesives.



For further information on the Silirub range please complete the Reader Response Card.

ENQUIRY
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London Calling

Roofing Racers swim, run and ride again

The Roofing Racers are once more donning their trunks, shorts and shoes as they support the 2013 London Triathlon.

This test of endurance, skill and strength brings together all walks of the roofing, plastics and glazing world, raising much-needed funds for charity, while developing a true sense of camaraderie. After all there's nothing like swimming 750 metres in a freezing London dock to create bonds stronger than a bit of fibre cement sheeting.

A number of familiar names are already providing sponsorship such as SIG Roofing & Roofline, NFRC, Roofex, Klover, Scott Bader, SR Timber and Floplast.

The team of highly trained, elite roofing athletes (!) will be entering both individuals and teams of three to complete the gruelling 750m swim, 20km bike ride and a 5km run.



All monies raised will go to the two key nominated charities, which are once again Macmillan Cancer Support and Great Ormond Street Hospital. Both these fine organisations are dependent on donations and financial support to continue the great work that they accomplish.

Macmillan Cancer Support, says:

'We are extremely grateful for 'Roofing Racers' continued support. The money raised by everyone's hard work will help us do even more to improve the lives of people affected by cancer. It could pay for the build costs of 10 Macmillan Information Points, help run a large Macmillan information centre for several months or pay for 10,000 audio versions of the cancer guide. This would be impossible without the help of people like 'Roofing Racers'. Thank you very much for your continued support.'



Great Ormond Street Hospital Children's Charity also sang the team's praises:

'We are so grateful to Roofing Racers for their fantastic fundraising achievements through the London Triathlon this year. Great Ormond Street Hospital Children's Charity relies on charitable donations and fundraising efforts like theirs to help us rebuild and refurbish the hospital, buy vital equipment and fund pioneering research. Amazing things happen at Great Ormond Street Hospital every day but it's the support of people like this that make it extra special'



Roofing Racers

So, if you fancy joining in the event to raise much needed funds simply email info@roofingracers.co.uk who will be happy to fill you in on the information.

Thank you

Weight watchers



Lose a bit of weight with LiveRoof® Lite, the lighter green roof system



Green roofs are definitely growing in popularity. And when you look at their benefits compared with more conventional methods it's easy to see why.

- **Improved drainage.**
- **Better energy conservation.**
- **Reduced noise levels.**
- **Lower pollution.**

And, on top of all that, they provide a habitat for wildlife.

Lighten the load

So, what's the catch?

Well, there isn't one, except to say that they can sometimes be too heavy for a building, especially if it needs retrofitting. Fortunately, that's not a problem any more.

The unique LiveRoof® Lite modular system — exclusive to SIG Design & Technology — comes with an improved design for a more seamless finish. It looks better, fits easier and is greener than ever before.

With a soil depth of only 2.5 inches LiveRoof® Lite is ideal for roofs that can only support 15-17 lbs/sqft. In special circumstances they can lighten this even further and have been very successful with an X-lite version that weighs only 10lbs/sqft when wet.

The low weight means it's also ideal for retrofit projects where there are load limitations.

The roof is delivered with a 90-95% cover of hardy, drought-tolerant mature sedum plants, providing an instant green roof on the day it's installed. A volcanic base supplies the plants with all the nutrients they need for excellent long-term health.



Roofer-friendly

The brilliant news for roofers is that with its modular system, LiveRoof® Lite needs no specialist know-how or tools. Once you've checked current waterproofing warranty and that the roof will bear the weight you can install it quickly and simply by following these four easy steps:

Step one

Prepare your roof surface by simply sweeping and cleaning it down before laying any necessary separation layer. Now simply loose lay the inter-locating LiveRoof Lite modules onto the prepared roof surface, placing them neatly together to form a grid. The interlocking trays are specially designed with lips on two sides. It's all pretty intuitive, but there are information stickers to guide you if you need it.

Step two

Once the tray is surrounded by adjacent LiveRoof Lite modules, remove the Soil Elevators to reveal a beautiful, seamless instantly mature green roof

Step three

Simply backfill the perimeter with a suitable decorative river washed ballast to complete the installation, giving your roof a finished and polished look.

Step four

Finally, water thoroughly to settle any loose growing medium and it's job done! Your LiveRoof® Lite extensive sedum green roof is already off to a great start!



LiveRoof Lite is perfect for:

- **New-build and refurbishment roofing applications.**
- **Retrofitting of green infrastructure into urban areas.**
- **Commercial or domestic roofing.**
- **Flat roofs.**
- **Low-pitched roofs (with suitable retention or shearing measures).**
- **Installation over most roof waterproofing systems.**

Unlike traditional modular systems, the LiveRoof Lite tray allows the natural sharing of water, nutrients and beneficial organisms – across the entire rooftop! The recycled polypropylene hybrid tray and unique Soil Elevators allow the soil and plant cover to be raised above the finished level of the modular tray – concealing the tray edges from view and ensuring that the plant cover forms seamlessly.

ENQUIRY
12

Please complete the Reader Response Card.

Hot property

Give a warm welcome to Celotex FR5000 premium insulation



Celotex

PIRless (or PIR into the future)

Better insulation means our homes and buildings are warmer, cosier and easier to heat. Added to that, government targets to reduce CO₂ emissions mean the need for high quality insulation has never been greater.

Chairman of the board

Celotex FR5000 board reinforces the company's position as one of the leading product developers within the PIR sector.

Over 100% more thermally efficient than many mineral fibre products and up to 10% better than typical PIR, FR5000 is specifically for use in pitched roofs, floors and walls.

Achieving 0.021 W/mK lambda value means that FR5000 offers even better U-values.

- **Minimal profile thickness meets enhanced targets and regulations.**
- **Increases useable space while simultaneously reducing material costs.**
- **Ideal for schemes where the utmost degree of insulation is required.**
- **Not affected by exposure to moisture, unlike phenolic and mineral wool based insulations.**

Celotex premium performance insulation (PIR) delivers exceptional thermal efficiency with a lambda value of 0.021 W/mK. It is the only PIR to achieve this outstanding level of effectiveness.

Add to this its 'A+' rating when compared to the BRE Green Guide, British Board of Agrément validation, super low emissivity with Celotex IQ and Class 0 fire performance and you can see that Celotex really is in a league of its own.

- **Substantially lighter than other types of products leading to easier on-site handling.**

As well as exceptional thermal performance, FR5000 offers a Class 0 fire rating; the first PIR board with this accreditation. The classification applies across the entire product, not just the foam core. This means your customers can rest easy they are protected by high performance insulation with proven fire safety.

FR5000 joins Celotex's premium range of thermal performance insulation that includes CG5000, specifically designed for use in partial fill cavity walls.

So, no matter how challenging your project is FR5000 is up to the job:

- **Delivering exceptional levels of thermal performance**
- **Helping meet modern building regulations for the reduction of carbon emissions**
- **Giving outstanding standards of energy efficiency.**

It really is the chairman of the board.

Want to know more, please complete the reader response card.

ENQUIRY
13

Holding out for a hero!

Bring a bit of muscle to your roof. Choose from 10 super-tough slate roof ancillary products from Hambleside Danelaw.



Hambleside Danelaw Building Products



Quite often it's the stuff you can't see that makes the difference – as the saying goes it's what's under the bonnet that counts.

Roofs are no different.

So, when conditions are challenging – whether it's thunder, lightening, wind, rain or intergalactic mega villains, you need to know you've got materials that won't let you down.

Continuous Eaves Course. (1)

This can hold its own with the best of them, offering a quick and simple solution to support the eaves course of slates, saving you time on installation.

Abutment speed

Pre-formed GRP continuous soakers. (2)

- Available in lipped or unlipped versions.
- Unlipped version gives flexibility to use with additional flashings.

Individual soakers. (3)

- Pre-formed.
- Thermally stable and resistant to UV, acid rain and cracking under temperature changes.

And, in true ambidextrous fashion the whole soaker range is available in left or right-handed versions to suit any roof abutment.

Stormbreaker

To protect your roof from storms and bad weather check out the Continuous Dry Verge (4).

You can install this mortarless dry fix solution in any weather, even rain, without any complicated interlocking. It also gives permanent wind protection.

Dry Fix Valley

Hambleside's market leading Dry Fix Valley Trough (5) delivers top quality performance.

- Easily adapts to roof pitches and pitch differentials.
- Retains its profile while

supporting the roof covering.

- No need for any special installation tools, just traditional methods.

If you prefer the more traditional looking open valley there are a number of options available in pre-formed GRP, part of the Stormforce 225 range (6).

- Designed with an increased flow capacity.
- Suitable for use with natural or man-made slates.
- Great alternative to lead.
- Grey Scottish version is also available to support Scottish building practices.

Keeping the peace

The Dry Fix Bonding Gutter (7) creates a weather tight joint between dissimilar roof coverings on terraced and semi-detached houses without causing disturbance to the adjacent roof. Ideal for refurbishment projects where only part of a roof needs replacing

and another big time-saver.

Breathe easy

Flush fitting surface ventilators (8) aesthetically blend with the roof covering and achieve an airflow area of 10,000mm².

- Keep condensation at bay.
- Act as a soil ventilation or mechanical extraction point.
- Hooded slate ventilators (9) give a more visible solution.
- Long-lasting.

Simple installation with minimal cutting of slates saves time.

Universal soldier

Last, but by no means least, the RollOut ridge and hip ventilation system (10) is suitable for use with all commonly available ridge tiles and slate types.

For lightning quick installations that are easy to install and save you time and money, regardless of the weather, look no further than Hambleside Danelaw. Great products doing a great job!



ENQUIRY
14

Need a slate ancillary? Please complete the Reader Response Card.

Falling through the roof

National Specialist Contractor's Council (NSCC) publishes accident rates



Roofers face a dangerous job every day, working at height, often with hot materials and in all weather conditions. So, it's safe to say that danger is a key part of the job description.

So far, so obvious. But, now for the good news. Results from the 2011/12 accident survey by the NSCC show significant falls in the rates in injury and death since the organisation started collecting accident information nine years ago.

- **Fatality rate down 50%.**
- **Major injury rate down 43%.**
- **Over 3-day injury rate down 60%.**

Last year the NSCC fatal injury rate was 1.8 per 100,000 workers – compared with the industry rate of 2.3 per 100,000 workers as reported by the Health and Safety Executive (HSE). The NSCC major injury rate was 204.1 per 100,000 workers and the over 3-day injury rate was 496.0 per 100,000 workers, which fell by 22% from 2010/11.

Handle with care

Almost half of all these accidents were because of handling, lifting and carrying, slips or trips. The survey included more than 2,300 businesses and demonstrates the continued importance placed by the specialist sector on benchmarking and improving health and safety in the workplace.

NSCC Chief Executive Suzannah Nichol MBE said: 'Construction is a high risk industry but the success of the Olympic Delivery Authority in delivering the Olympic Park with no fatalities and a below average accident rate proves that if we all make health and safety on site a priority, we can successfully reduce the number of accidents that occur.'

Brushing up

We've focused on health and safety in previous Insights (see issue no12 and 15).

From fragile roofs and working at height to your legal responsibilities, it's all there.



You can find articles on H&S plus back issues of the magazine and loads of other useful information at www.insightmagazine.co.uk

Artificial intelligence

SIGA's new range of authentic reproduction slate products are even better than the real thing.

There's a saying 'If it ain't broke don't fix it.' Fair enough. But, what do you do when you can't get the original to fix in the first place?

Well, SIGA think they have the answer with their new Heritage Range.

This new collection of artificial stone roofing products replicates the beauty of original Collyweston and Cotswold slates from extinct quarries in the East Midlands.

Designed in consultation with professional roofers and



architects, these reproduction slates are crafted to provide a seemingly authentic roofscape in an easy to lay slating format. Complete with detailed moulding and a choice of three colours and varying sizes, they are faithful to the original slates both in terms of colour, texture and performance, which results in an authentic coursed and diminishing stone slate roof.

- **Constructed from Glassfibre Reinforced Concrete (GRC) to produce a strong and durable slate.**
- **At 65kgm² they are 20% lighter than natural slate.**
- **Easily cut without cracking or breaking, saving valuable labour and timber costs.**
- **Made using moulds taken from stone slate originals.**
- **Fully tested to BS EN 492:2004.**
- **25-year warranty.**
- **Easy to lay format.**
- **Comes with a range of compatible products, including ridges and in-line ventilation systems.**

As with natural stone, the shades vary with no two slates identical. When you combine this with the surface detail and hand colouring, the result is a reproduction slate worthy of the Collyweston and Cotswold name.



We caught up with Joe Bordas, Category Manager for SIGA to ask him why he thinks the range will be a success. Here's what he had to say:

"It's great that we've now got a product that truly replicates the unique and rustic beauty of original Collyweston and Cotswold slates. We're genuinely thrilled to have this amazing range of artificial products that overcomes the regional problems in trying to colour match original slates that are no longer available."

The Heritage Range is a proven product that provides an extremely versatile and cost-effective alternative to natural products. Fully supported by SIG Roofing Supplies comprehensive design service we reckon they're the real thing.

Want to know more, please complete the reader response card.



Ignorance is no excuse



According to the World Wildlife Fund, British firms are still selling wood that comes from illegal sources, contributing to devastating deforestation around the world.

But, from 3rd March 2013 the new EU Timber Regulation (EUTR) came into force. Its job is to stop illegally harvested timber and timber products from being placed on the EU market.

For some it will force a change for the better while for others it came as a welcome relief. Many UK producers and suppliers have been stocking and promoting timber and timber products from well managed forests for many years.

As well as providing a more level playing field the EUTR will:

- **Make it an offense for operators to place illegal timber on the EU market.**
- **Propose a maximum penalty of 2 years in prison.**
- **Be enforced by all EU Member States and require due diligence for all timber placed on the EU market.**
- **Require traders, including those further down the supply chain, to keep track of what timber or timber products they bought, who from and (where applicable) who they were sold to.**

20% of timber imported into the UK is illegal...

The National Measurement Office will verify the law is complied with. Consequences for not complying will include fines, seizure of the timber and immediate suspension of authorisation to trade.

While it might not affect you and me straightaway, it's best to know some of the background – so you know what they're talking about if you ever get asked to prove your own compliance.

More than just timber

The legislation covers more than just timber. It includes paper and a number of timber

based manufactured products, which are defined in the regulation by the Custom Entry Code.

The first in the chain (as in the one who actually places the timber onto the EU market – called the "operator" in the regulations) must make sure it hasn't been illegally logged. Where appropriate, operators need to keep details of the species concerned and where the wood is from.

As well as keeping information about who they have bought timber from and who they sell it to for at least 5 years, operators also

...and from 3rd March it's up to you to make sure you know the wood you use complies with new EU regulations.





have to carry out a risk-based due diligence process to prevent illegal timber getting into the supply chain.

But what does all that actually mean?

Basically, the “Operator” needs to:

- **Have all relevant information about the supply of their timber products:**

Description

Species

Country of harvest

Quantity

Name and address of supplier

Name and address of trader

Documents indicating compliance with the applicable legislation.

- **They also have to evaluate the risk of placing illegally harvested timber and timber products on the market.**

Criteria which they can use to assess this risk and to reduce it include:

Assurance of compliance with applicable legislation, including certification and third party verification schemes.

Prevalence of illegal harvesting of specific tree species.

Prevalence of conflict timber.

Prevalence of illegal logging in the country or region of harvest.

UN or EU sanctions on timber imports or exports.

Complexity of the supply chain.

If operators don't carry out these checks then their timber could be seized and they could also face other penalties.

Peter Latham, Chairman of James Latham plc, one of the largest importers and distributors of wood materials in the country had this to say about the new rules: “This is bound to have a massive effect on the trade in timber products and the information that has to be kept on them throughout the supply chain.

“It is also clear that timber certified by one of the recognised certification schemes such as the Forest Stewardship Council, FSC or the Programme for the Endorsement of Forest Certification (PEFC), while not exempt from the regulation, will provide a straightforward means of demonstrating compliance.”

So, the long and the short of it is we all need to make sure we know our timber comes from the right sources.



Making sure you do will save a lot hassle – and help save a bit of rainforest too.

ENQUIRY
16

Do you need more information on the correct timber to use and where to buy it? Please complete the Reader Response Card.

Under one roof

Roofex, the new all roofing show is at The NEC, Birmingham on 1 & 2 May... **DON'T MISS IT!**



2013 event will feature 100+ exhibitors, the biggest dedicated UK roofing showcase.

For years roofers in the UK have had to make do with being part of bigger, more general construction shows. We've sat on the sidelines and watched while specific roofing shows in countries such as the US and Canada have gone from strength to strength.

Well, that all ends here!

We've now got our own dedicated roofing show in the UK: Roofex.

It's the first time the UK's roofing industry will have its very own specialist showcase bringing the whole of the industry together to concentrate on roofing and related products and services.

Roofex Show Director Steven Callaghan said "Attendees will be able to see the latest



products, services and gather useful information from the training, demonstration and seminar programmes.

"Show content is so important and we'll be featuring over 30 top class seminars (many being CPD ones), demos, workshops, networking opportunities and presentations

in the same style as our successful Concrete Show.

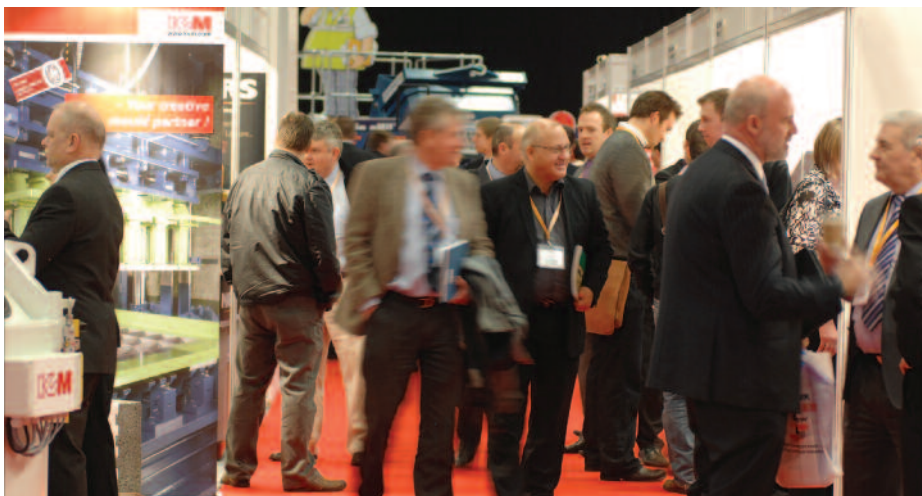
"Reaction to Roofex has been excellent. We're expecting a sell out showcase – top industry brands, major associations alongside other specialist companies with support from industry media, including Insight Magazine – if you're in roofing it'll be the place to be in early May".

The event will feature over 100 exhibitors and will be the biggest UK roofing showcase ever held in this country.

Be there!

For further details go to www.ukroofingshow.co.uk where potential visitors can register for free entry tickets and free parking.

ENQUIRY
17



Captains of Industry

The SIG Industrial Roofing Centre is a true one-stop-shop. Everything you need. When you need it.



SIG are the UK's leading specialist roofing and roofline supplier, with over 75 year's experience in manufacturing, fabrication and distribution. So, it's no surprise they know a thing or two about industrial roofing and have the rich depth of knowledge you need to ensure you install the right product for the right building solution.

SIG always stock regulatory approved, high quality materials from the leading manufacturers in the industry, often backed by manufacturer warranties and support.

Service, expertise & knowledge

Their unrivalled position in the industry means they can source any product in the marketplace, supplying either individual components or whole solutions. And, if the product you need is no longer available they'll manufacture a replacement to your specifications.

Now, you can't say fairer than that.

Local supply and specialisation, nationwide

SIG's Industrial Roofing Centre, based in Cumbria, is a centre of excellence for all things related to industrial roofing.

Whether it's giving you support and advice or supplying the products you need it's all there. Plus, with their national logistics network SIG can deliver the products and services you require quickly, easily and cost effectively.



Partnership

SIG work in partnership with a number of trade associations, and are official Kingspan agents supporting their customers with greater flexibility and the best products available.

SIG's industrial roofing expertise means you benefit from:

- **The best advice and support on choosing the correct products.**
- **Help with profile identification.**
- **Advice on ancillary products & accessories.**
- **Product sourcing at highly competitive prices and deliveries to suit you.**
- **Access to completely up-to-date technical and regulatory knowledge.**

- **Site visits for those trickier applications.**
- **Access to installation guides, product literature and samples as required.**
- **Negotiating power ensuring you get the best possible rates.**

So, whatever you need, whether it's a tricky technical issue to solve, warranty requirements or just peace of mind, SIG will get it sorted.

ENQUIRY
18

Need help with your Industrial Roofing projects? Please complete the Reader Response Card.

Can we fix it?

Well, yes, we can, actually – because Redland have launched their new dry-fix components.

Redland



With the NHBC drive to find better roofing solutions, Redland is rolling out a number of new component products, including the Kro-clip for small tile cuts, Bonding Gutter, Dry Valley and new Rapid Flashing applications.

Redland is committed to developing its components offer into the most comprehensive on the market. It now has a wide-ranging offer of dry fix accessories and components, representing a step forward for roof performance. The range helps to eliminate the need for potentially inconsistent fixing materials, such as mortar and glue, on roofs.

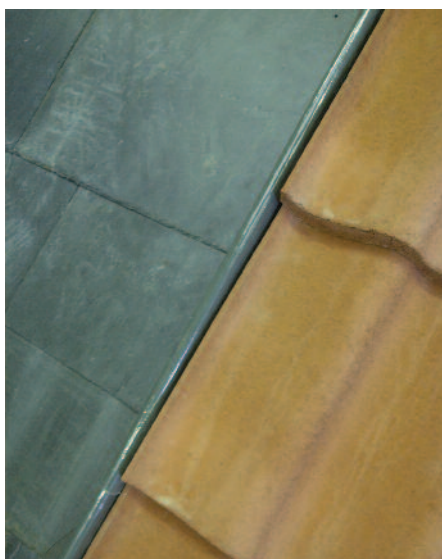
Kro-clip – new Universal Fixing

For roofing contractors, the new Kro-clip represents a speedy solution to the long-standing problem of fixing cut tiles at hips, valleys and around roof window details.

It's quick and easy to install, removing the need to use unpredictable glue solutions, which rely heavily on workmanship. Much like using mortar on roofs, glue has many variables that can affect the finished roof.

Using a mechanical fixing, such as the Kro-clip, removes these variables, as each one fixes securely to the cut tile and around a nail secured to rafters or battens. When used with Redland's existing C-clips it forms part of Redland's recommended fixing specification for cut tiles at various roofing details such as hips, valleys, roof windows etc.

As a universal product it works with most tiles and slates on the market, including Plain



tiles and DuoPlain, comes in convenient packs of 50 and is available now.

**Bet you didn't know...
it's called a Kro-Clip
because its design
looks like crocodile jaws.**

Rapid Flashing range expands

Redland's Rapid Flashing range of lead replacement products is proving increasingly popular, with sales doubling year on year over the past three years. It's not hard to see why, with lead theft from roofs still a major problem and the associated costs to buy and install the real thing.

Zul Tejrar, owner of roofing contractor ACT Direct Maintenance, attended a Redland Rapid Flashing Demonstration morning. Zul had an application on an existing roof where the lead had failed and subsequent attempts to fix the problem had also failed.

Following the demo, Zul placed an order for Rapid Flashing and subsequently said: "This is one of the best products I have ever used"

Now, Redland has launched two new Rapid Flashing applications to replace lead alternatives.



Open Valley – lead is still used as a traditional material for open valleys. This can now be replaced with Rapid Flashing with fewer laps required, an inert product that doesn't cause leeching of heavy metals into the water system.

Secret gutter – without cover flashing, for when a roof butts up against a wall. Particularly used in Scotland, this detail in the flashing goes up the wall, covered by a wall flashing, and runs under the tiles creating a secret gutter and clean detail on the roof.



Dry Valley

To help move towards a Redland roof system fully dry-fixed and mortar-free, Redland is launching a Dry Valley that requires no mortar. It's a mitred valley instead of an open valley, therefore very neat, giving a different aesthetic, which is becoming more popular with roofing contractors and architects alike. Made from GRP for high durability, and coming in handy 3m lengths, there are two different up-stand heights available, low and high profile.

Bonding Gutter

Redland's new Dry Fix Bonding Gutter solution is ideal for the refurbishment market and, being dry fix, requires no mortar to fix in place. Again, two different up-stand heights are available, low and high profile. The Bonding Gutter comes in convenient 3m lengths and is made from GRP for high durability.

So, whether or not we can fix it isn't really the question anymore. You just need to choose your product from the Redland range. Sorted.



ENQUIRY
19

**For more information
on dry fix components
please complete the
reader response card.**

Rising from the ashes

Historic mansion house restored to former glory after being devastated by fire



It's undoubtedly one of the most beautiful parts of the country. It's also fair to say that with a 20-minute ferry ride as the only way on or off, it's not the easiest spot to do some major restoration. Throw in some pretty unfriendly Scottish weather and you get a demanding environment to work in. But specialist roofing contractors, Macleod Roofing Ltd of Inverness, had to deal with all that when Raasay House, a magnificent sprawling 18th century mansion, burnt to the ground.

Interestingly, they'd only just finished redoing the roof the first time. Big jobs it seems are a bit like buses – you wait for ages and then two come along at once.

Raasay House sits at the heart of the island's community. Now used as an outdoor pursuits centre and hotel it provides much needed jobs and is a major economic driver for the 200 or so inhabitants.

So, when the fire engulfed the house in 2009 leaving a smouldering shell, the whole island felt the loss.



Tucked between the Isle of Skye to the west and the Scottish mainland to the east, the Isle of Raasay is just 14 miles long and 4 miles wide. And, with only one shop you don't want to forget your sandwiches.

A-lister

As a Scottish Category Grade A listed building in such a remote location the challenges involved in restoring the house (again!) were considerable. The project not only had to comply with leading conservation groups such as Historic Scotland and Highlands and Islands Enterprise, it had to deal with the sheer number of dormers and chimneys, each requiring added attention to detail and intricate cutting.

A natural solution

Following the fire it was impossible to source the 60,000 matching west highland slates needed to re-roof the house. So, in order to mirror the original roof covering as closely as possible, SIGA 110 Portmadoc Welsh slates were specified by Wittets Architects in Skye.



These slates were chosen as their North Wales origins and diminishing feature mean they replicate the original Scottish Ballachulish slate in almost every way.

The result is a stunning new natural slate roof that has helped restore Raasay House to its former glory. As well as being reroofed the house was also fully insulated, sound proofed and double-glazed to create a fully modernised building fit for the 21st century.

SIGA
Natural Slate

ENQUIRY
20

Want to know more,
please complete the
reader response card.

Leading GRP system, CrysticROOF, gets BBA approval

Not all GRP systems, it seems, are created equal.

Now Scott Bader's CrysticROOF is fully BBA (British Board of Agrément) approved you can use it in a host of projects, where previously you couldn't.

Recognised by the NHBC, local authorities and architects alike now schools, council property, hospitals and other public buildings can all benefit from this 'cold lay' liquid applied roofing membrane system.

We caught up with Barry Mansfield (BM) UK Sales Development Manager from Scott Bader, makers of CrysticROOF, to find out the story behind getting BBA approval.



Liquid



Insight - Congratulations on receiving your BBA certificate for the CrysticROOF Premier system. How long have you been working to gain approval?

BM - The whole process has taken around 18 months from start to finish.

AF - That seems like a long time.

BM - It is, but we considered the investment and the time well worth it. CrysticROOF Premier has been awarded the latest certificate in this arena and been tested far more robustly than previous systems.

Insight - How does your BBA certificate differ from your competitors?

BM - Being a manufacturer of the materials we went through a full process audit. This included the quality of our four training schools, manufacturing processes, ISO standards, etc. More importantly our system has been tested to the latest EOTA European standards and was heat

aged for over eight months.

Insight - Eight months? That seems a long time just to condition parts before testing.

BM - I agree, but it means we offer a very robust system tested to the latest European standards. We also comply with the latest building regulations for the UK and have passed the highest European fire rating BS EN 13501-5: 2005 + A1: 2009 as BROOF(t4). Plus, we are accepted by the NHBC standards 2011.

Insight - So people can feel assured they are using the best product on the market?

BM - I certainly believe so and with over 300 trained installers now in place I think our trusted installers would agree.

Insight - You mentioned CrysticROOF BBA Premier is manufactured in the UK. How long has Scott Bader been a manufacturer?

gold



BM - We have a long heritage in manufacturing in the UK. Polyesters have been made at our plant in Northamptonshire since the 1940s. We are also proud to say that we operate with social responsibility and sustainability as a Commonwealth company and have done for over 60 years.

Insight - Why should being a Commonwealth company matter to your customers?

BM - Put simply, because we cannot be bought or sold we can invest in our people, products, technical resources and our manufacturing facilities throughout the world. This means our customers feel safe in the knowledge

that the service, quality and research into our products will be here now and long into the future. It also means we can make long term investments such as the BBA certification and develop new products into the future. We can also formulate to take into account current and emerging legislation.

Insight - Why would people choose to specify CrysticROOF BBA Premier over other products?

BM - I think we offer the best quality all round system. And that's backed up with the trust and assurance of dealing with a company that's been established for over 60 years in producing GRP/Composite resins and topcoats. This coupled with our ethical

partnerships and sustainable focus means we will be here long into the future to support our trading partners.

Insight - Many thanks for your time, Barry. We're looking forward to seeing you at the Roofex show on the 1st/2nd May at the NEC Birmingham.

BM - Thank you. It's going to be a great show with some really good offers over the two days. See you there.



CrysticROOF is cold GRP system, which comes with a 10 Year warranty from Scott Bader. It is suitable for flat roofs, valley, pitched and complex roof designs.



CrysticROOF is now available to roofing contractors.



Want to know more about the newly BBA certified CrysticRoof, please complete the reader response card.

ROOFING PRODUCTS



Add some fibre to your building's diet



Advantage Sandtoft



DECRA



Why fall for it?



50 Shades of grade



Holding out for a hero



Reproduction Glory



Can we fix it?



Rising from the ashes



Liquid Gold

INDUSTRY NEWS



Competent Roofer of the year



Onwards and upwards



Access all areas



Trust in me!



Roofing Racers

London Calling



Under one roof

INDUSTRIAL ROOFING



The magnificent seven



Captains of Industry

ENVIRONMENTAL NEWS



Weight watchers



Hot Property

ROOFLINE & RAINWATER



Repeat after me

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

Safe and fun

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| B | V | O | L | Z | P | D | V | J | E | F | S | R | O | J | L | O | U | I | U | O | L |
| G | L | O | V | E | S | I | L | D | X | W | E | D | U | L | S | K | S | A | M | F | G |
| X | T | E | F | N | S | Q | N | F | I | R | S | T | A | I | D | K | I | T | S | L | G |
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EAR DEFENDERS

FALL ARREST

FIRST AID KITS

GOGGLES

HARNESSES

HELMET

HI VIS

KNEEPADS

MASKS

ROOF LADDERS

SAFETY BOOTS

TOWERS

TRUST

In this Issue of Insight we've covered some important information on your safety, safety products and injury rates on site, but can you find the safety products and terms 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 find the one 'handy safety product' which is NOT listed above but IS 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

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

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| 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

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| 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

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| 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

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| 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

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| 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

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|----------------------------|------------------------------|
| 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

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| 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

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| 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

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| 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

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| 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

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| 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

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| 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