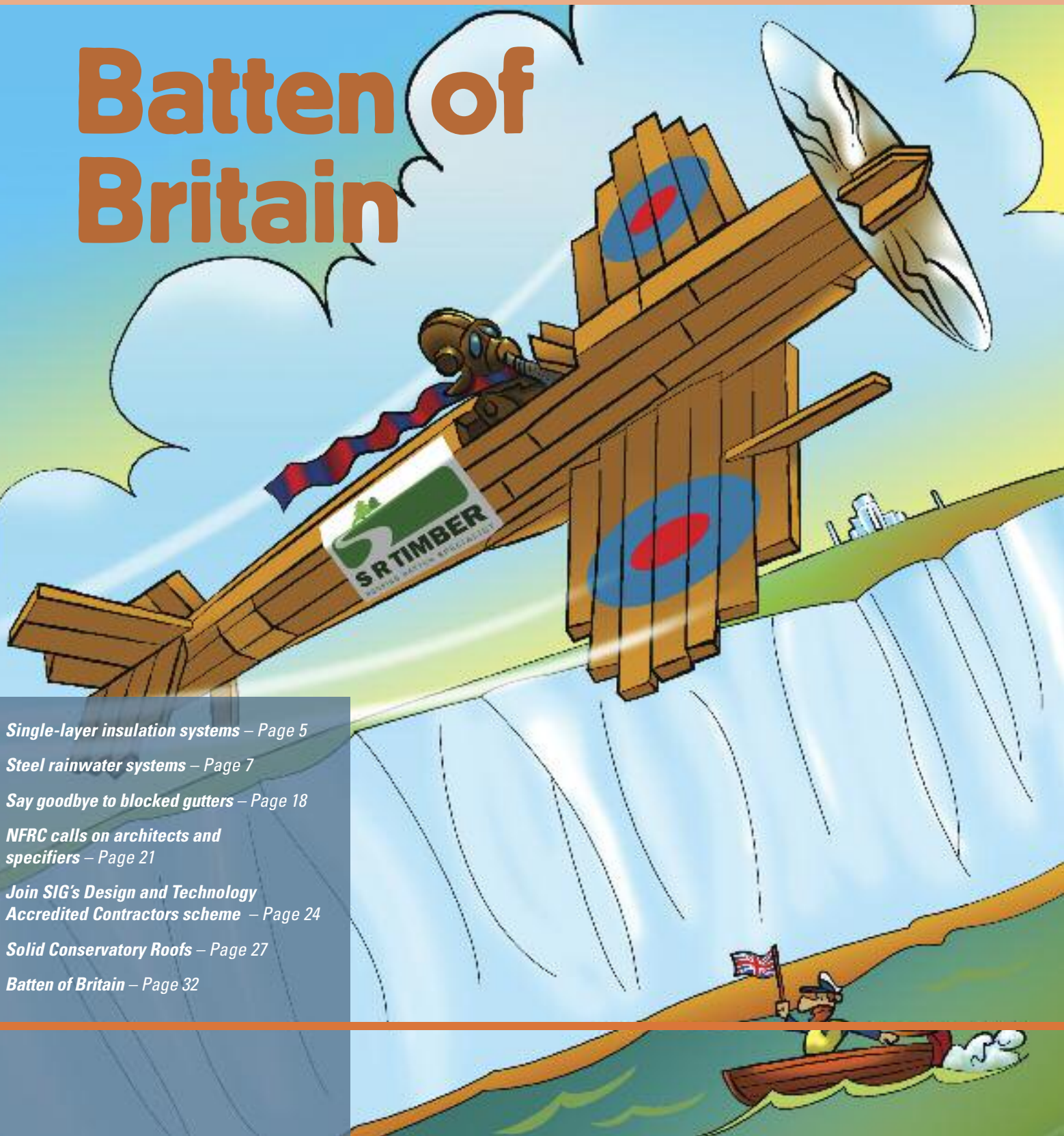


INSIGHT

Serving the **roofing** and **property improvement** industry

issue 19

Batten of Britain



Single-layer insulation systems – Page 5

Steel rainwater systems – Page 7

Say goodbye to blocked gutters – Page 18

*NFRC calls on architects and
specifiers – Page 21*

*Join SIG's Design and Technology
Accredited Contractors scheme – Page 24*

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Going through the Roof

Confidence in construction is building for 2014

Confidence is a tricky thing. Sometimes it's not there even when people say it is. It usually signals the end of a football manager services when their boss says they have 'total confidence' in them.

It comes and goes, and for the last few years it's fair to say it's been mostly gone! The good news is that it's back, and unlike a manager's empty promises, this confidence is built on results (rather than the lack of them).

In 2014 the construction industry is expected to grow at its fastest pace for six years. Put simply, the recession seems to be easing, people feel more secure in their jobs, and as a result they're more confident spending money doing up their homes.

Confidence boost

It's this combination of private housing growth, new commercial building projects and housing repair that's driving the industry's newfound optimism. So, with all that in mind in this issue of Insight we highlight what's around this year to help you make the most of every opportunity to grow your business and give added value to your customers.

On page 12 Paul Reed, Sales and Marketing Director at Marley Eternit, shares his thoughts on what's in store for the industry over the coming year. Page 28 highlights the dangers of being a cheap'slate' when it comes to choosing your roof tiles, while on page 30 we talk you through the benefits of using a distributor for industrial roofing projects.

Elsewhere you'll see how Dupont have incorporated reinforced integrated tape into the edge of their breather membranes to combat wind washing (page 4). And, if roof ventilation is your thing then we bring you RollOut from Hambleside Danelaw (page 23), which uses a perforated mat across the ridge or hip to ventilate the roof and keep condensation at bay. Or there's Cembrit's continuous vent ridge, another dry fix solution to roof ventilation on page 6.

If you're looking for something to help you say goodbye to blocked gutters and downpipes then check out the range of products from Floplast on page 18.

There's also information on how joining

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SIG's Design and Technology Accredited Contractors (DATAC) scheme will help you make the most of the economy's green shoots (page 24).

We also look at the 'Think roofs – Think NFRC' campaign, which aims to help architects and specifiers stay at the top of their game where roofs are concerned. See page 21. And, as usual, there's lots more besides.

So, 2014 promises to be interesting. It's the first time for years that there's a real sense of optimism that we could be turning a corner. Let's make sure it delivers.

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:

- Reinforced integrated tape from DuPont™ Tyvek
- Cembrit's Continuous Vent Ridge
- Steel rainwater systems for the price of plastic?
- Cembrit run a EN ISO 9001 product quality management system
- Scottish Roofing Contractor of the Year Awards 2013
- Skillbuild Roofing Final
- Marley Eternit demonstrates its clay plain tile range
- Hargreaves joins London Stock Exchange Group's '1000 Companies to Inspire Britain'
- Thin Leading Edge tiles
- Danosa celebrate 50 years of waterproofing and insulation production
- New Liquid Waterproofing offers Maximum protection
- Dangers of using low quality slate

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



Reinforced integrated tape gives DuPont™ Tyvek® breather membranes an enhanced seal of approval.

Those who aren't familiar with the concept of 'wind washing' could be forgiven for getting the wrong idea... But, as roofers, we know it's one of the key factors contributing to thermal bypass. External cold air can infiltrate and circulate within and across a construction and it's a problem faced by many buildings.

Thankfully DuPont Building Innovations has incorporated reinforced integrated tape into the edge of its breather membranes. These new reinforced edges are great at solving wind washing for commercial or residential structures. You'll get superior energy efficiency when you install it in sealed roof and wall applications.

The clever technology behind the tape is a lamination of spunbonded polypropylene – good for a number of reasons:

- **Harder to tear**
- **Membrane fixes better in the overlap zone**
- **Rolls out flatter**
- **Easier and better quality overlap taping**
- **Excellent wind-tight seal**
- **Better looking roll formation**

Testing, testing

And they've proved it works too! By setting up a series of pilot installations they tested and confirmed its performance. All the enhanced DuPont™ Tyvek® breather membranes for buildings with integrated tape and reinforced edges are CE marked, as are all the membranes in the DuPont™ Tyvek® and DuPont™ AirGuard® range.



ENQUIRY
1

For further information on DuPont™ Tyvek® please fill in the reader response card.

Penetrations or obstacles on the roof can easily be accommodated at the design stage.



Modern single-layer insulation systems now offer more and more benefits – especially for flat roofs.

It's a single player game

Fortunately a single-layer system can eliminate many of these difficulties and still provide a roofing solution that's every bit as effective.

A typical single-layer system is designed as a series of separate panels with insulation layers bonded together off site. Providers of single-layer systems such as Gradient Flat Roofing

(part of the Recticel Group) manufacture the panels under factory conditions giving a number of key benefits:

- **Dramatically reduces the amount of work done under difficult on-site conditions**
- **Any services or obstacles on the roof can easily be accommodated at the design stage**
- **Leads to much more reliable adhesive bonding**
- **Likelihood of errors is minimised**
- **Each board is individually marked and referenced to drawings, which show its place on the roof**
- **Once on-site, installation is much easier and quicker freeing you up to move on to the next job**

Single minded



Single-layer insulation systems are also perfect for green roofs.

Conventional multi-layer solutions built up on site can certainly work. Done properly you'll get a roof with good thermal insulation and the correct falls for reliable drainage. But, just because something isn't broken doesn't mean you shouldn't fix it.

Multi-layer systems have a number of disadvantages when compared to their single-layer cousins, including:

- **You need to bond a total surface area that can be many times larger than the footprint of the roof itself**
- **You have to do this on-site, often under less than perfect weather conditions**
- **This involves extra work, extra time and extra costs**
- **The potential for mistakes to creep in is also great, as any penetrations to the roof have to be worked around**

The final roof is perfectly tailored to the demands of each individual project. Tapering a single-layer solution to create any fall, no matter how simple or complex, is straightforward meaning that rainwater run-off is not a problem. This helps meet Building Regulations, lowers roof maintenance costs and extends the roof's working life.

Singularly versatile

Whether it's a new roof or a refurbishment project, single-layer insulation can be used with a wide range of membrane types. It's ideal for either a warm, cold or inverted roof and can incorporate a variety of materials. It's a great option if you're looking to make your next build quicker and more straightforward.

Single vs multi-layer systems

Multi-layer systems:

- **A series of tapered insulation components are laid over flat 'packer' boards bonded to the roof substrate**
- **Bonding is carried out on site**
- **Completed roof is built up layer by layer**

Single-layer systems:

- **A series of individual roofing components**
- **Carefully bonded together off-site under controlled factory conditions**
- **Delivered to site ready for bonding directly on to the roof deck as single units**

GRADIENT
FLAT ROOFING

ENQUIRY
2

For further information please complete the reader response card.

High and Dry



Cembrit's Continuous Vent Ridge is the dry fix solution to roof ventilation

Wet, wet, wet

Ridges, particularly wet mortar fixed ridges, are regular sources of claims for damage. The variability in the ratio of cement, sand and water in the mortar is often where problems start. This can be made worse by the quantity of water vapour in the atmosphere when installed and how fast it dries. Modern fibre cement slates, with their tough, weather resistant surface coatings, aren't a good foundation for mortar.

These are all good reasons to opt for a dry fixed alternative. Cembrit have offered angled and half round dry fix fibre cement ridges for years and have recently developed an angled version, with a bonus... built-in ventilation.

Hot air rises

Hot air also has a greater moisture carrying capacity than cold air, causing all sorts of problems as it rises from the rest of the building and accumulates in the roof space.

A regularly touted solution is the so called 'breather membrane', which is supposed to get rid of the need to ventilate.

The trouble is that it only applies to the common, rough surface, single lapped tiles and relies on the accidental seepage of warm

moist air through gaps in the roof covering. This seepage is virtually non-existent in thin, close fitting double lapped products such as slates. The result can be condensation damage to insulation and roof timbers and distortion of the roof covering. Not ideal!

AIRFIX

The best solution is to flush the moisture out of the entire roof pitch from eaves to ridge. In the past, vents were often seen as separate units that include outlets. The downside to them is that they can leave stale air pockets and the units look obtrusive. Far better to have ventilation along the whole length of the ridge and benefit from the 'stack effect', drawing moist air out of all roof voids.

And, that's where Cembrit's Continuous Vent Ridge comes in. It's practical, it performs and it looks good:

- **Dry fixed with four self-drilling screws, so it's really simple to install**
- **Can be cut with hand tools, so no need for dust suppressed mechanical cutters**
- **At 3.24 Kg Cembrit's ridges are half the weight per linear metre of concrete or clay ridge covering**

Safe as houses

With continuous eave and ridge ventilation there are fewer pockets of unventilated space. Cembrit's new vent ridge allows you to achieve this safe in the knowledge that you are providing a roof in compliance with the British Standards.

Looks better than the untidy alternative offered by a concrete or clay ridge too. Fiddly to install, with a ventilated flexible roll between the ridge and the roof slope, there are questions over their long-term efficiency.

The Cembrit Continuous Vent Ridge is probably the least obtrusive ridge vent solution. It's made from the same material as the slates, and angled to match a variety of roof pitches, without the cowls and high profile openings you get with older products.

For a practical, easy to fit, highly effective solution to ridge ventilation Cembrit has come up trumps. Hot air? We don't think so.

ENQUIRY
3

For further information please complete the reader response card.

Steeling the show?

Steel rainwater systems for the price of plastic? Pull the other one!

Panto season is well and truly over so we're pretty sure the recent news from Lindab is no joke.

You really can install a high performance steel rainwater system for the price of a mid-range plastic one on a range of building types. And that includes houses, flats, hospitals and schools. You just have to make sure you choose the right system – Rainline from Lindab.

Steel yourself

We're all looking for more sustainable products these days and so are our clients, with longevity and performance high on everyone's agenda. Lindab's research and increase in sales, particularly from Councils and Housing Associations, shows steel is a sustainable and low carbon footprint option.

It's something that architects are spotting too.



Leading environmental architectural practice, Denovo Design, recently specified Rainline for a 12-unit housing trust development in Widnes. They chose it because: *"The system required no maintenance, was durable*

and very strong at resisting snow loadings. Plus, its galvanised mild steel construction has the lowest carbon footprint to produce and it's 100% recyclable."

It's great when things just click

Rainline's click and fit technology ensures a perfect watertight joint with virtually no movement and excellent UV stability. The fixing brackets are steel too.

This means less time on site, reduced labour costs and more profit. Your customer will also be happy. They'll be safe in the

Rainline is a high performance rainwater system knowledge that Rainline will last in excess of 100 years – it's high build polyester coating won't fade, peel or blister and it's guaranteed for 15 years.

Lindab are at the forefront of producing technologically advanced, innovative and eco-friendly products. They offer real and sustainable alternatives to less environmentally friendly products without compromising performance.

With Rainline the show can go on. And on. And on. And on.



Rainline specified for a sustainable housing trust development in Widnes by Denovo Design

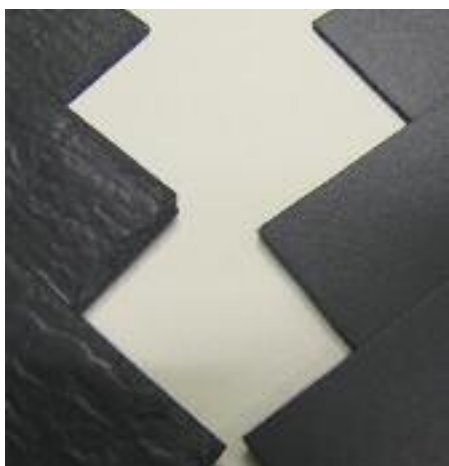
For more information on Lindab's Rainline please fill in the reader response card.

ENQUIRY
4



Badges of Honour

Sometimes collecting things is a serious business



People will (and do!) collect anything. Donald Trump collects skyscrapers. Demi Moore allegedly has an entire house reserved for her doll collection. Sharon Stone collects cashmere sweaters and Napoleon collected countries.

For most of us stamps, toy trains or football cards is probably a more likely scenario. But, if filling your house with Hornby isn't your thing, don't despair. Today there's an array of building accreditations and badges you can collect – you just need to use the right products.

Demonstrating the superiority of your suppliers is a key way of providing reassurance to your customers, and of giving you a competitive edge. That's why Cembrit sees their fibre cement slate accreditations as badges of honour.

Raising the standards

Originally the British Standard (BS) was enough. Like the Queen or the Beeb, everybody knew and trusted the organisation. It's still the basic minimum needed to meet Building Regulations and for fibre cement slates it's BS EN 492.



Against the grain
 Fresh for 2014, Cembrit have given their textured fibre cement slates a more pronounced grain. With a texture that's easy to see, it sets their Westerland and Zeeland slates apart from others on the market.
 It's just one example of how they're always looking to continually improve and develop their products to meet customers' needs.

But.

Recently the EU made CE marking compulsory to create a level playing field across Europe. So, now all products sold within the EU are covered by a harmonised EN (Euro Norm), and are labelled as such. They come with a declaration from the supplier that the product complies with and incorporates the essential characteristics stated in the EN. All fibre cement slate manufacturers have these.

In addition, organisations such as the UK's British Board of Agrément have the powers to grant independent approval for products for which no standard exists.

The BBA also have the power to validate and check manufacturer's claims. And they're highly valued. The best manufacturers still use them to audit their systems and independently verify product quality. Cembrit hold a BBA certificate for fibre cement slates 03/4041.

Quality will out

Cembrit run a world class, EN ISO 9001, product quality management system.

It's independently audited by Bureau Veritas from their Czech fibre cement slate factory. Plus, they'll supply a good old-fashioned guarantee, if that's what your customer wants!

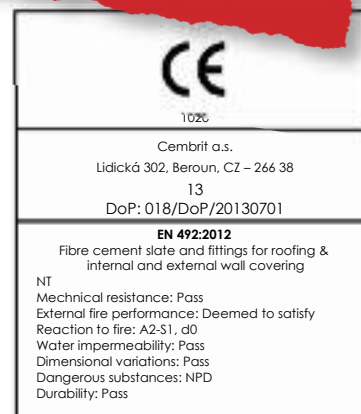
Closer to home and with a huge responsibility to their tenants and local community, is Birmingham City Council, Europe's largest municipality. They keep a close check on building materials used on projects they sponsor and regularly update the list of approved fibre cement slates. All Cembrit's fibre cement slate brands are on that list.

A clean slate

Today the environment is important to customers and suppliers alike.

Whether it is the effect of the production process and the responsible sourcing of materials, or the lifetime impact of the fibre cement slates, Cembrit have it covered. The factory runs an environmental management system to EN ISO 14001 and can supply an Environmental Product Declaration, stating origin and impact of materials and energy, both independently produced and audited. Cembrit's entry on the BRE's greenbooklive.com shows how the slates contribute to buildings achieving a good ecopoint score.

Cembrit's fibre cement slates aren't the sorts of things you display on your mantelpiece but they're definitely something to be proud of using.



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

They took the high road – and they took the prizes too



Scottish Roofing Contractor of the Year Awards 2013

What better place than Our Dynamic Earth in Edinburgh to host the annual NFRC Scottish Roofing Contractor of the Year Awards?

This exciting event at the end of 2013, recognised the best projects from across Scotland in all roofing disciplines. It also shone a spotlight on the best safety, health and environment and services to the community.

High standards in health and safety and roofing workmanship are a matter of pride for The National Federation of Roofing Contractors (NFRC) and the annual awards are there to reward achievements and celebrate success for the industry.

The impact of the awards wasn't lost on Margaret McCulloch MSP, this year's keynote speaker. As Convener of the Scottish Parliament Business Exchange and a board member of Labour's Scottish Business Partnership, she understands the importance of celebrating excellence in our industry:

"Every nominee and finalist, as well as every winner, appreciates the importance of upholding high standards in their trade and nurturing new talent. By investing in quality and developing people, contractors are not just delivering for their customers. They are sustaining an essential skilled trade."

"Government has to think about how we support the NFRC and others in the roofing trade to maintain high standards through a fragile period of economic recovery. There is a clear emerging consensus that reforming public procurement can help and I know that is why many in the roofing trade will be following the Scottish Parliament closely as we consider the Procurement Reform Bill."

NFRC Chief Executive, Ray Horwood added, *"It is truly heartening to have such strong support in the Scottish Parliament in ensuring that all is done to support quality contractors, such as those highlighted in today's prestigious awards."*

Entries this year included some breath-taking projects. With entrants showing you can build something beautiful that's full of technical expertise.

Made possible through the support of **SIG Roofing**, it's clear these awards are a big part of recognising the contribution that members make to keep NFRC at the top of its field.

And the winners were...

Roof Slating

Traditional Roofing & Building – South St Andrews Square, Edinburgh

Heritage Roofing

B & D Roofing & Building Ltd – Torosay Castle, Isle of Mull

Roof Tiling

Marley Contract Services Ltd – Hayfield Grange Cults, Aberdeen

Roof Sheetting

Lakesmere Ltd – Port Glasgow Shared Campus

Fully Supported Metal

B & D Roofing & Building Ltd – Jeffrey House, Edinburgh

External Cladding & Rainscreen

W G Walker Ltd – St Columba's High School

Reinforced Bituminous Membrane

Weatherproofing Advisors Ltd – United Biscuits, Glasgow

Single Ply

Briggs Amasco Ltd – Peterhead Learning Centre

Liquid Applied Waterproofing

Hyflex Roofing – St Raphael's Care Home, Edinburgh

Solar

Forster Roofing Services Ltd – Commonwealth Games Athletes Village

Safety, Health and Environment Award

Weatherproofing Advisors Ltd

Supply Chain Partner of the Year Award

Donald Scott of Roofing & Building Supplies and **Ash & Lacy**

Game of Homes

Skillbuild Roofing Final showcases UK's roofing talent



Back in November the NEC in Birmingham played host once more to the final of the National Skills Competition, SkillBuild.

The event promotes excellence amongst the UK's young craft people and was made even better this year by being part of the Skills Show – inspiring young people to change the way they think about skills, training and apprenticeships.

The competition had ten categories of which roofing, managed by National Federation of Roofing Contractors Ltd (NFRC), and supported by the Single Ply Roofing Association (SPRA), was one.

Being part of the Skills Show swelled the visitor numbers to the three-day competition. The sheer volume of spectators giving the competitors a boost as they fought it out to become the champion of one of the four disciplines: Roof Slating and Tiling; Roof Sheeting and Cladding; Reinforced Bituminous Membrane, and Single Ply.



Connor Martin

Here's how they did:

Roof Slating and Tiling

- 1st - **Connor Martin** of Heritage Roofing
- 2nd - **Benjamin Johnson** of Roundhay Roofing
- 3rd - **Chris Williams** of G Timlin Roofing Ltd



Jordan Lane

Reinforced Bituminous Membrane

- 1st - **Jordan Lane** of Lane Roofing Ltd
- 2nd - **Craig Bonar** of Corstorphine Roofing and Building Ltd
- 3rd - **Sebastian Rutkowski** of Greenroof UK Ltd



Dean Wright

Roof Sheeting and Cladding

- 1st - **Dean Wright** of Retain Limited
- 2nd - **Adrian Keywood** of Associated Roofing and Maintenance Ltd
- 3rd - **Adam Taylor** from Roof Linings and Cladding Ltd



Jake Heath

Single Ply

- 1st - **Jake Heath** of Advanced Roofing Ltd
- 2nd - **Ross Paterson** of DCR Contracts Ltd
- 3rd - **Ben Revitt** of Briggs Amasco Ltd

Congratulations to the winners and runners up – and a massive thank you from the NFRC

"NFRC would like to thank all the competitors, judges and tutors for their hard work and dedication throughout the competition. We also thank the colleges who helped facilitate the learning and hosting regional finals."

Whilst NFRC manages the roofing competition, it couldn't happen without the continued support of our manufacturing members who kindly provide materials. This year, we'd like to thank SIG Roofing and Roofline for logistical and organisational support and Kingspan Insulated Panels, Marley Eternit Ltd, A Proctor Group Ltd, John Brash & Co. Ltd, IKO PLC, Sika Sarnafil and Sievert UK for material supplies."

And, as if he hadn't done well enough already, this year's winner of the Roof Slating and Tiling discipline gets an extra prize. The Worshipful Company of Tylers and Bricklayers will be honouring Connor Martin with the Mason Elliott Award for Roof Tiling and Slating at their 2014 awards. Well done, Conner!

Information on next year's competition will be announced in the spring, along with details of the return of the bi-annual World Championship for Young Roofers, taking place in Romania.

'Prediction is especially if it's

That's Niels Bohr's* view of things, but what does Paul Reed think?



Paul Reed, Marley Eternit's Sales and Marketing Director, takes a look at what's in store for the roofing industry in 2014.

Everyone knows, unless you've been living in a cave, that the last few years have been challenging for the construction industry. But, after the storm it looks like calmer waters may lie ahead in the coming year.

Economically, the building industry is in a very different place compared with recent years. Construction activity is growing at its fastest rate for six years with government schemes such as First Buy and Help to Buy, boosting house building and

making a significant impact. Early indications are that they are contributing to the recovery.

Activity on the up

Construction was one of the hardest hit industries following the financial crisis. And, although activity is growing quickly it's still way below where it was a decade ago.

The financial downturn, followed now by rapid building growth, is placing significant demand on both construction products and skills. It's ironic that now demand is there, builders, contractors and distributors may be worried about the availability of the products they need. Thankfully, manufacturers have already increased production levels to meet demand, and with more confidence about the outlook they're likely to continue raising their output through 2014.

Keeping up the standards

It's not just the upturn in activity,

and the security it brings, that will influence the roofing sector in 2014. The introduction of new regulations aimed at improving the security of the roof structure could change the way tiles and slates are fixed in the UK. This follows concerns about extreme weather and the security of mortar and will bring us into line with other European countries.

A revised version of BS5534, the code of practice for slating and tiling, is due by the middle of 2014. The detail is sketchy but we do know the

revised standard is set to be in line with the Eurocode and is likely to result in more stringent roof tile fixing specifications nationally. It's probable all tiles will need to be mechanically fixed, rather than relying on mortar fixing alone.

That's good news for dry fix systems and will mean an increased use of fibre cement slates. They're naturally secure through design with a low profile leading edge, which already incorporates both a nail and rivet fixing.



very difficult... about the future.'

Nothing to declare?

We are also expecting greater use of Environmental Product Declarations (EPDs) in the specification process. Already adopted in other European countries, EPDs have a number of interesting features:

- **Provide verifiable, accurate environmental information for products and their applications**
- **Include embodied carbon data**
- **In future, EPDs will be used to quantify aspects and impacts to assess the environmental and economic performance of buildings**
- **EPD data can be incorporated into BIM objects to give a complete overview of the environmental impact of a building and the products it uses.**

Responsible sourcing

Marley have been leading the way when it comes to responsible sourcing. And, with BES 6001, the responsible sourcing standard, becoming more widely used by customers, particularly in the public sector, we have seen our roof tiles used on several projects specifically

because of our BES 6001 accreditation.

It wouldn't be surprising if BES 6001 is adopted into building standards in the near future – it's certainly something roofing contractors are increasingly likely to be asked about.

Back to the future

These are just a few of the things I think we'll see coming over the horizon in 2014, but who knows? The perils of prediction are many. The only certain thing is we'll all find out pretty soon...



ENQUIRY
6

**For more information
on Marley Eternit please fill
in the reader response card.**

* Danish physicist and all round clever bloke.

Clay Station 2

Marley Eternit demonstrates its inspirational clay plain tile range through the launch of a new brochure and interactive flipbook for architects and specifiers.



Clay is one of the oldest building materials on earth, used for everything from bricks, cooking pots and art all the way through to musical instruments. It's a great tradition, and one that Marley Eternit, with the widest range of UK manufactured clay plain tiles on the market, is proud to continue.

The new brochure and flipbook showcase the versatility of clay

and provide the tools and support to make design and specification as straightforward as possible. A Design Detailing section focuses on key features such as turrets, eyebrow dormers, curved roofs and vertical tiling. There is also access to a range of technical support, including a library of CAD drawings and specification tools such as Tilefix and Specrite.





It's clay time

The new Clay Inspiration Brochure and Flipbook contain details of Marley Eternit's extensive range of colour, texture and camber options. They also demonstrate how the tiles can be used to create beautiful clay roofs across different building sectors, adding traditional charm to heritage and refurbishment projects or contemporary character to modern designs.

Sarah Jackson, Marketing Product Manager for Marley Eternit, told Insight: *"The beauty of our clay plain tile range is that there are so many different options, so architects and specifiers can choose the exact blend and texture tiles to create a variety of unique roof finishes."*

Sarah went on to say: *"Our heritage is in clay tiles – we've been manufacturing them for over 150 years. So, the new brochure and interactive flipbook demonstrate not only our range but also the technical support and design expertise we have available to help lighten the load of roofing specification. From creating bespoke NBS, BIM or CAD details, to delivering urgent samples, we can provide all of the technical support to help design the perfect roof."*

Hawkins range

- Includes traditional brindles and Staffordshire blues

Ashdowne handcrafted range

- All the aesthetics of a handmade tile
- Easier to install on site
- Generates less waste

Double camber tile

- Only manufacturer to offer them through their Acme range
- Helps to create highly textured roofscapes

Single camber Acme tile

- More affordable option due to advances in their clay technology
- Now a real option for housing projects



Taking the (environmental) credit

The new Clay Inspiration Brochure and Flipbook also contain details of additional environmental credits you can achieve using Marley Eternit's range of clay tiles:

- Ability to achieve an A+ rating in the BRE Green Guide to Specification
- Provide the maximum credits through BES 6001 towards BREEAM and the Code for Sustainable Homes
- Only roofing manufacturer that's

verified the carbon footprint of its clay tiles with the Carbon Trust

- The carbon footprint of every tile is detailed in the new brochure for the first time

Marley Eternit's investment in clay tile manufacturing means it has the widest range of UK manufactured colours on the market. With its unrivalled choice of fittings and accessories there's plenty to 'clay' with.



To view the flipbook online, or download a copy of the brochure, visit www.marleyeternit.co.uk/roofing/clay-tiles



Cotswold Canals Partnership

Hargreaves Lock Gates is currently working on a two-year project to produce 22 lock gates for the Cotswold Canals Partnership. The gates will form part of their restoration work along a 6.7 mile stretch of the Thames and Severn between Stroud and Brimscombe Port.

Hargreaves is inspiring Britain

London Stock Exchange Group's '1000 Companies to Inspire Britain' is a celebration of some of the most exciting and dynamic small and medium sized companies in the UK.

Designed to find the innovators of tomorrow, companies had to show growing revenue in at least three of the past four years and have outperformed their peers by growth in number of employees, workspace occupied, or number of filed patents.

Taking Stock

Xavier Rolet, CEO of the London Stock Exchange Group says: *"The range of companies across the UK reflects the local hubs of expertise, skills and talent that we have in this country".*

We caught up with Hargreaves Foundry, one of just four manufacturing companies highlighted in the report, to find out more

about how they operate across a variety of industries.

The Hargreaves Drainage business supplies rainwater, soil and drainage castings to the builders' merchant market. They're the industry expert in cast iron, able to offer advice and support when specifying, purchasing or installing cast iron for a construction project. Nigel Stokes, Drainage Commercial Manager told us:

"Our objective is not to become the biggest – we just want to be the best."

Over 100 years' manufacturing iron castings

"If something can be made in cast iron, we can make it," added Michael Hinchliffe, Managing Director, saying that his 'can-do' attitude can be felt throughout the company.

"We are willing to take on new and

challenging projects whenever we can. It's why we've enjoyed success across diverse markets."

Michael's words make it clear that caring about customers is important to this long-standing firm.

"We have built a trustworthy reputation within the industries in which we operate." This hard-earned reputation was part of what kept the company going in the tough economic climate."

In 2009 when many businesses were struggling, the Hargreaves family was growing with the addition of canal lockgate manufacture and install company Hargreaves Lock Gates. Headed up by expert craftsman, Nigel Lord, the company has quickly gained a strong reputation within the canal heritage industry.



Hargreaves Foundry selected as one of the most inspiring companies in Britain.



Renovation of the Royal Military Academy Sandhurst

Hargreaves Drainage worked with Leeds based supply and install company Yeoman Rainguard on the project. The bespoke pattern making, casting, fabrication and custom paint services offered by Hargreaves Drainage created like for like replications of the traditional rainwater system, featuring unique intricate designs.



Hargreaves
RAINWATER • SOIL • DRAINAGE

The company puts their survival over the decades down to a willingness to take risk, a desire to diversify and a commitment to customer care; *"We have always taken time to build relationships with customers and understand their requirements,"* says Michael.

The Foundry stays true to its machine tool ancestry and continues to supply machine tool castings for heavy industry companies whilst daring to take on exciting fine art commissions which vary greatly depending on an artist's vision.

Antony Gormley, renowned British sculptor famed for the Angel of the North, has been a customer of the foundry since the early '90s. Hargreaves exclusively manufacture a unique collection of cast iron bollards designed by Antony which they supply through the builders merchant network. Andy Knight,

Foundry and Pattern Shop Business Manager told us: *"There is an expanding market in traditional cast iron through people like Antony, and that's drawn attention."*

On being named one of Britain's most inspiring companies, he says, *"I am proud that the positive attitude and hard work of everyone in the company are being recognised"*.

We think it's a reward the whole company deserved to achieve – what an inspiration.

One Pancras Square, Kings Cross, London

Hargreaves Foundry recently completed their most challenging project to date. The project lasted 14 months, casting 396 cast iron columns to form part of the development of the Gridiron building designed by the award winning David Chipperfield Architects. The columns, varying in specification, weigh up to 2.2 tonnes and measure up to 6m in height, each featuring a unique intricate weave design.

ENQUIRY
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For more information on Hargreaves please fill in the reader response card.

Life in the

Say goodbye to blocked gutters & downpipes with FloPlast



British winter is never a great time for homeowners. Let's face it there's little worse than having to fix a blocked gutter or downpipe when it's cold, wet and, well, completely miserable. That's why it's especially important to have the right tools. They'll help you get the job done quicker and protect your client's property.

Leaf it out!

Throughout the year, particularly during autumn and winter, rainwater gutters and downpipes can get stuffed full of debris. They fill up with moss, leaves and twigs, get blocked and that's when the problems really start.

Luckily, FloPlast manufacture and supply a range of products to help:

FloPlast GutterBrush

This gutter filter fits easily within the gutter to keep it clear of debris, whilst still allowing water to flow freely.

- Made from high quality polypropylene filaments securely fixed into a flexible central rust-free stainless steel core
- Fits virtually any gutter shape
- Very low maintenance
- No fiddly fixings or complicated step-by-step instructions
- Simply remove any existing debris, lay it in the gutter and cut where required
- Eliminates the need for homeowners to call out a professional to clean their gutters

FloGuard

This is a non-restrictive gutter grid system.

- Available in a 5m pack, (10 x 0.5m) 100mm wide
- Made from tough recycled polypropylene
- Clips together so no fixings required
- A simple fit and forget system!

Balloon Guard

For homeowners concerned about downpipe blockages, Balloon Guard offers a quick and cost effective solution.

- Fits inside a running/stopend outlet within the gutter system
- Immediately stops debris entering the downpipe

gutter?

FloPlast

- **Manufactured in tough recycled polypropylene**
- **Suitable for 65mm square/68mm circular outlets**

DrainGuard

- **Prevents drain blockage**
- **Covers existing gullies to eliminate debris entering the drainage system**
- **Cover has handy guide cut-outs on the reverse so you can install it around any pipe size**
- **Covers gully tops up to 300mm wide x 265mm depth**

Save on insurance costs

The bad winter weather of the past few years means there's been a lot of damage to property due to snow, ice and severe conditions. A simple way to protect property is by installing Snow/Tile Guard.

- **Prevents unnecessary injury caused by falling tiles, snow and debris**
- **Provides instant protection for conservatory owners against these factors**



- **Prevents nuisance insurance costs/claims caused as a result**
- **Essential for any property subjected to severe weather conditions and homeowners who want to reduce the general threat to their property**

- **Slate roofs are 50% more liable to suffer from snow slippage than conventional roof tiles**

These simple but effective products are leading the way in reducing hefty bills and time taken up by the results of our harsh weather.

So, get out of the gutter. Just fit and forget to be fulfilled!



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For more information on FloPlast please fill in the reader response card.

Little and Large

Thin Leading Edge tiles from Russell give BIG results

Little and Large, or Syd and Eddie as they were otherwise known, the 'hilarious' comedy duo, never quite entered the public consciousness in the same way as Eric and Ernie or The Two Ronnies. Something to do with not being very funny, perhaps?

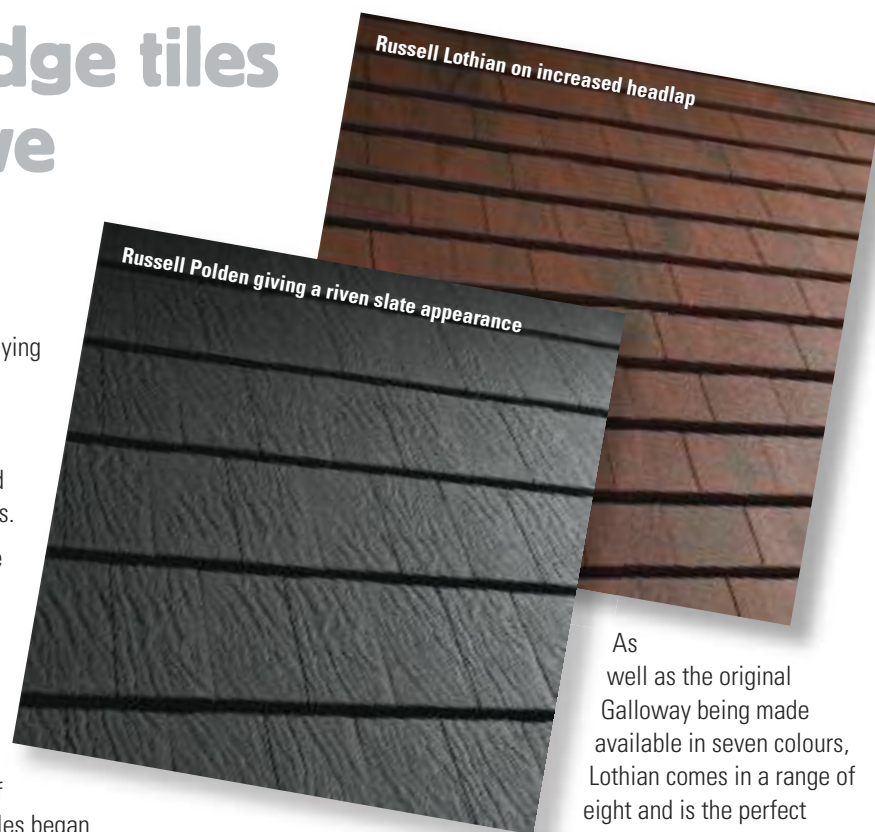
In the same vein, the Russell Roofs range of Thin Leading Edge tiles are no laughing matter. Using as little as 85% of the raw materials used for standard flat interlocking tiles they still come with a very large 60-year guarantee.

Natural good looks

Russell Roof Tiles are a leading

independent manufacturer supplying an ever-expanding range of roofing products for public, private housing and commercial projects.

Their popular range of coloured 'Thin Leading Edge' tiles gives your roof the natural appearance of slate. This pioneering range of large format roof tiles began with the Galloway,



As well as the original Galloway being made available in seven colours, Lothian comes in a range of eight and is the perfect solution to a traditional plain tile look. If you need a riven

finish take a look at Polden or Moray which both come in four traditional colours. Both Lothian and Polden are designed to look like traditional plain tiles or small format slates and are much quicker to fit but have the same great looks.

Whether you need a smooth slate appearance, large or small format, riven slate or small format plain tile, Russell Roof Tiles have it covered.

which now sets the standard across the industry for this type of high performance tile.

The Galloway proved so successful, with thousands of contracts across the country, that Russell set about extending the range to cover a larger number of looks and styles. The Thin Leading Edge evolved into the Polden, Lothian and Moray.



For more information on Russell Roof Tiles please fill in the reader response card.

The whole thin leading edge range comes with a number of benefits:

- Use 15% less raw materials than a standard flat interlocking tile
- Guaranteed for 60 years
- Simple to fix
- Incorporate a slim profile with hidden interlocks to enhance the look of the roof
- Made with high performance concrete
- Natural characteristics give A+ rating in the BRE Green Guide to Specification

Environmental benefits of the Thin Leading Edge Tile range include:

- 240 tiles on a pallet – 20% more than a standard interlocking tile
- Less packaging and transportation needed

All contributing to a greener environment for today and future generations.

STAY ON TOP

NFRC calls on architects and specifiers to *'Think roofs – Think NFRC'*

There are some things that just go together: Laurel and Hardy, salt and pepper, fish and chips – you don't think of one without the other. In the same way the NFRC is launching a campaign to raise awareness of the Federation and to promote its knowledge and expertise to this sector 'Think roofs – think NFRC'.

As we all know, the importance of roofing design in architecture can't be underestimated. In the fast-paced world of construction and ever-changing landscape of legislation, it's more important than ever that architects and specifiers keep up to speed with the roofing industry.



Improving best practice

Architects and specifiers play a pivotal role in the design and specification of roofs and roofing materials. So, if they take their eye off the ball it's bad news for everyone. That's why the NFRC is on a mission to help them stay on top of their game.

The *'Think roofs – Think NFRC'* initiative positions NFRC as a single source of knowledge and expertise for both architects and specifiers. Ultimately it will lead to improved best practice across the whole roofing sector. From now on whenever architects and specifiers think about roofs, the plan is that they'll think of all the ways the NFRC can help them, such as:

- **Comprehensive guidance and advice on all roofing areas**
- **Technical assistance, engagement and support**
- **Access to information covering all roofing disciplines**
- **Updates on the latest developments in standards and legislation**
- **News on NFRC's ongoing role in parliamentary lobbying and policing**

What's in it for me?

The campaign is also about the NFRC actively encouraging architects to work in close collaboration with contractors like you. It's about delivering smoother and faster processes with cost-effective results throughout the whole industry.

Working closely with architects and project managers reduces clients' stress and hassle throughout a project, which in turn brings peace of mind. Not only do they provide valuable detailed specifications, they help ensure that all tenders are like for like and comparable, rather than a mishmash of all sorts.

Architects are already seeing the benefits of the *'Think roofs – Think NFRC'* campaign. Looks like it's a win-win for everyone.



**For more information
visit www.nfrc.co.uk**

A Family Affair

Danosa celebrate 50 years of waterproofing and insulation production



1964 was a momentous year. The Beatles had their first US number 1 and The Rolling Stones released their first album. Even better than that BBC2 started broadcasting, with Play School

as the first official programme. So far, so good.

Yet, for the roofing world, something overshadowed all of these incredible firsts.

2014 marks the 50th anniversary of Danosa, the market leading manufacturer of waterproofing and insulation solutions. To this day the company remains a family business operating in a global market. Danosa manufacture over 500 million square meters of materials for waterproofing, thermal and acoustic insulation, drainage, geotextiles and skylights.

The rain in Spain...

...doesn't get through a Danosa bituminous felt!

Danosa have been supplying

bituminous felts though SIG for the last few years and are jointly expanding the product range and availability. The range includes both torch-on APP and SBS bituminous membranes as well as a range of EPS insulation products for inverted roofing systems. Like other manufacturers operating in the UK, you can get roof warranties on some of their felt products.

After half a century in the business there's no way the company are resting on their laurels. Investment in manufacturing is at the heart of what they are all about, allowing them to diversify and innovate. Most of all, with their exclusive agreement with SIG in the UK their products are available throughout the country - giving you the chance to add real value to your business.

Danosa's manufacturing plant in Spain is considered one of the most technologically advanced waterproofing production facilities in the world.

- The factory is in an industrial area of Fontanar, Spain
- It covers 254,000m² with a total floor area of 40,000m²
- It has five different bituminous felt lines all producing high quality membranes for the UK market
- Danosa exports to over 70 countries on five continents
- The company has offices in the UK, France, Portugal, Colombia, Morocco, Mexico and Hong Kong, along with a new factory in India
- NFRC Association member
- CE marking and BBA certificates for all products
- Risky warranty - assuming it has one - and you could find it's not even enforceable under UK law



ENQUIRY
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For further information on Danosa please complete the reader response.

Rolling Out for a Hero!



On ridges and hips across the country RollOut, is keeping condensation in the roof space at bay

Banish visions of Bonnie Tyler belting out her '80s lungbuster from your mind. RollOut from Hambleside Danelaw is a real classic! What's more, RollOut is discreetly positioned on the roof and is a great way to introduce ventilation at the ridge and hips.

- Dry fix system, so no mortar to worry about
- Simple installation in a few quick steps with all necessary parts provided
- Perforations ensure more free airflow to both roof slopes than other systems allow, regardless of slate and tile type
- Adhesive strips fix system securely to the roof, whatever the weather
- Clever universal design fits all commonly available ridge, hip, slate and tile types
- Unique flexible jointing gasket allows it to support any ridge or hip tile against any flat or profiled tile or slate type on the roof slopes
- Gasket can be transformed, by snipping the top tabs off, so it's even suitable for use on a capped angle ridge

No leaks here

Carefully protecting against any water from leaking into the roof, the gasket has continuous water channels along the length – carrying water safely away from the ridge opening and down the roof slopes. An integral seal into the screw fixing point on each gasket, keeps things watertight at all times.

10-year protection

Y10-year guarantee protects against manufacturing defects for 10 years of dedicated service (more details available on request).

All round, RollOut is definitely a bit of a roofing hero. Plus, the good news is you don't need shoulder pads or big hair to fit it – no specialist tools required.



Helping to combat condensation

Installing ventilation at the ridge of warm or cold roofs, and for batten space ventilation, is essential to help keep condensation at bay. Rollout uses a perforated mat across the ridge or hip to do just that:



For more information on Hambleside Danelaw please complete the reader response card.

ENQUIRY
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The Roof to Recovery



Join SIG's Design and Technology Accredited Contractors scheme to make the most of economic green shoots.

According to the head of the International Monetary Fund things are looking good for the economy: "... *optimism is in the air: the deep freeze is behind, and the horizon is brighter.*" It may not feel like that on a wet, windy, winter's morning but leading financial website money.co.uk agrees things are looking up, particularly for construction.

The website has published New Year predictions that in 2014 the construction industry will grow at its fastest pace in six years. About time you cry! Maybe so, which is why it's even more important to make the most of any recovery that comes your way.

There's no better way of making sure you have the edge over your competitors than joining the SIG Design & Technology Accredited Contractors group. DATAC is a prestigious UK scheme with an exclusive membership of expert roofing contractors.

Take advantage

As a DATAC roofer, you'll get access to a special range of high performance roofing products and system guarantees that aren't available to other contractors. And that gives some serious commercial advantages when you tender for major projects:

- **Special purchasing status with SIG Roofing Supplies**
- **A contract support pack to help win work on bids over 500m² – see www.singleply.co.uk/datic/bid-support-pack**
- **The right to display the DATAC logo on vans, websites and brochures**
- **Priority notice on new products exclusive to D&T e.g. RedSky SOLON PV**
- **Fast-track training in new products and roofing techniques**
- **A chance to have your say in the roofing industry**



SIG Design & Technology offer a genuinely, independent choice of roofing systems for flat, green, and hard metal roofs for all types of buildings – all at competitive prices.

RedSky Solar's SOLON SOLfixx PV panel system is just one example of DATAC members' favourite products:

- **Brand new for 2014**
- **Specially designed for lightweight flat roofs up to a pitch of 100**
- **Ideal for roof renovations**
- **Special mounting solutions for bitumen**
- **No tools or roof penetrations needed**
- **Substructure can be guaranteed for up to 25 years**

See <http://www.singleply.co.uk/photovoltaics/>

Peace of Mind

The team at SIG Design & Technology help reduce your risk in three important ways:

1. Covered by SIG's own full Professional Indemnity insurance, their roof designs all conform to current industry standards and best practice
2. Their products are sourced from leading manufacturers such as IKO, FDT, NedZink and Blackdown Green Roofs and have been fully tested and accredited.
3. They help you select the right waterproofing system for the job, based on design, performance requirements and cost, with services including:
 - **Standard details**
 - **NBS specifications**
 - **Cut-To-Falls design**
 - **Wind load and thermal calculations**
 - **3rd party guarantees**
 - **SIG D&T inspection reports and quality checks**
 - **Testing for flood, electronic integrity, thermal imaging & air leakage**

Visit www.singleply.co.uk/datac to see how you can benefit from DATAC accredited installer status and training and for further details of their fully accredited membership and courses.

Why not take a look at their blog www.singleply.co.uk/blog. It's packed with ideas to help solve some common problems in roof design and system choice.

Signing up to DATAC - it'll give you peace of mind and it's one sure way to start making the most of the warmer economic climate.



Project Merlin

IKO's highly competitive Armourplan single ply (the only PVC manufactured in the UK) was ideal for this 12,000m² waveform single ply roof in Derbyshire.

Armourplan Premium in bottle green (close to RAL 6007) was laid over Recticel foil-faced insulation boards on a metal deck. Even on a curved roof, and with a 'special' colour, Armourplan P was competitive against alternative panel roofing systems.

LiveRoof Tray

If your client's looking for a green roof, then choose from our two systems from Blackdown:

GreenRoof

- Built-up roof is constructed on site
- Can use indigenous plants
- Blends into the background

LiveRoof

- Lightweight modular system
- Provides a green roof the day it is installed
- Pre-grown established planted modules
- Easy to install or remove



SIG
DESIGN & TECHNOLOGY

ENQUIRY
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For more information on SIG's Design and Technology Accredited Contractors scheme please complete the reader response card.

If only they made deodorants as good as FIX-R – one spray and you'd be dry for the rest of the year. In fact, you'd be dry for decades.

When it comes to liquid waterproofing systems, FIX-R really is the cream of the crop. Whether you're starting from scratch or patching up a tired flat roof, this ready to use multifunctional wet-on-wet system will never let you down, come rain or shine.

The number one choice

With its ease of application and cost-effectiveness, FIX-R is rapidly becoming the go-to waterproofing solution for roofers. And the reasons are pretty clear-cut:

- **Single liquid hybrid polymer system**
- **Solvent-free, so non-hazardous for extra piece of mind**
- **No nasty smell**
- **Once applied, FIX-R is completely water repellent so no need to re-coat after a downpour**
- **Provides excellent elasticity and strength**
- **Ideal for a variety of surfaces including balconies, terraces and even water features**
- **Minimum wastage**
- **Maximum value for money**

Tried, tested, trusted

If you haven't seen for yourself what FIX-R can do then you need to. Contractors up and down the country are already reaping the benefits of this reliable, flexible and all-year round waterproofing solution

You can use FIX-R to waterproof profiled metal roofs and it's ideal for use on heritage properties, lead replacement and waterproofing gutters. Not only that but with the ability to cover asbestos or fibre cement, FIX-R beats everything else on the market hands down. And, that's for SURE!



FIX-R

Maximum protection that won't let you down



For more information on FIX-R please complete the reader response card.



Pitching for business

Ultraframe launches 'warm roof' extension system



Ultraframe, the market leader behind the UK's most advanced glazed roof systems, has launched a solid pitch roof system called realROOF.

Like you'd expect from Ultraframe it combines a number of leading building system technologies to make this 'warm roof' incredibly cost effective and easy to fit. It's also fully compliant with Part L.

realROOF is the first off-site manufactured domestic scale roof system in the UK – with the strength to take the weight of any heavy roof tile including slate, clay and concrete. Which basically makes it much better looking

than other so-called lightweight roof systems, which rely on 'plastic tiles'.

It's got a load of other benefits for builders too:

- **10% better thermal performance when compared with a traditional on-site constructed cold roof**
- **Simple process – all major components are factory pre-built so no cutting, no waste**
- **Designed and built to your exact specification so you get complete accuracy on site, getting rid of any fitting issues**

There are three major elements to realROOF;



1. A patented box eaves beam, filled with Springvale Ecobead cavity insulation - that forms the soffit structure - approx 450mm front to back depth.
2. A hidden structural aluminium framework for hips, ridge and starter bars.
3. Mechanically fixed Kingspan Unidek Areo Structural Insulated Roof Panels are attached to the box eaves and structural framework.

- **Option for brickwork support or its own structural posts**
- **Only takes a few hours to install so masonry wall construction underneath it can be done in the dry**
- **Packaged solution cuts installation time – by days! – saving labour time and material wastage/disposal**
- **Fully compliant with Part L**
- **LABC Registered Details – mean less hassle as it's fully compliant with Building Regulations**
- **Looks great with the vaulted ceiling with a roof window option**
- **Choose any tile for weathering so it matches the house**

Improve. Don't move

The extension market in the UK is still well up there with many UK homeowners wanting to improve their homes rather than have the hassle (and expense) of moving.

And the trend looks set continue. realROOF offers a fantastic innovation that simplifies the pitch roof build process – so you can speed up your work without compromising on quality. Plus, when you add in the aesthetics of the vaulted plastered ceiling – featuring Velux roof windows – realROOF is a real crowd pleaser.

So, next time you're pitching for a single story extension, take advantage of this brand new flexible system.

ultraframe

ENQUIRY
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For further information on Ultraframe please complete the reader response card.

Natural Selection



Don't be a cheapskate with slate

Natural slate has graced the world's greatest buildings for thousands of years. It

is one of the world's oldest and most continuously used roofing materials - and we still love it just as much today.

If you pay peanuts...

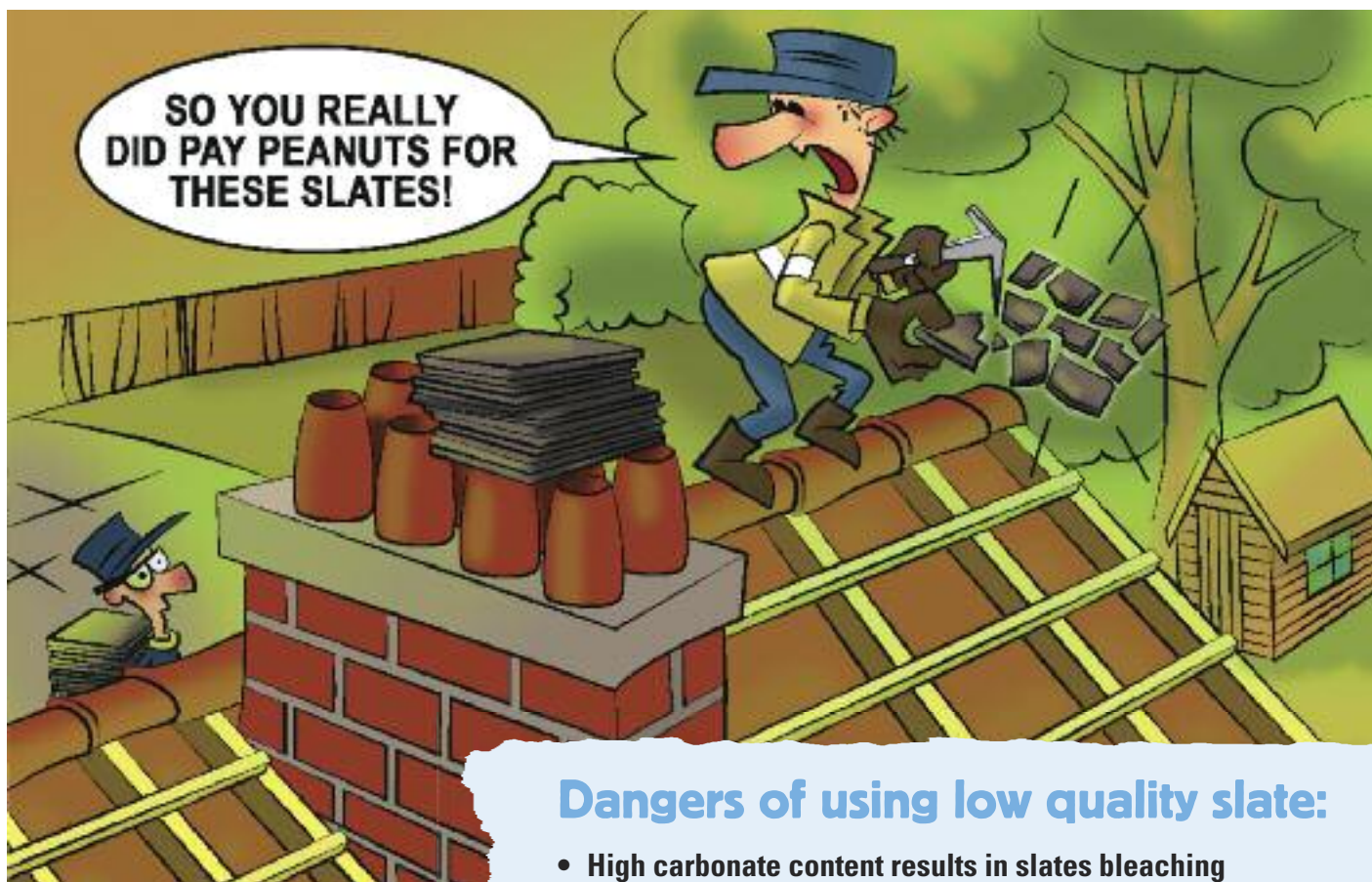
You might just end up with monkeys. And nobody wants them on your roof.

With product and labour costs on

the heavy side, we all know natural slate doesn't come cheap. Having said that, an experienced slater knows how to get the best out of every single piece, minimising waste and getting maximum value.

Not surprisingly, since the economy headed south, imports of cheap slate have been on the up. And, while it may seem easy on the eye and your pocket at first glance, it can cause huge problems for you and your business in the long term. If the price is too good to be true then it probably is, as cheap slate is

SIGA
Natural Slate



often riddled with inconsistencies and imperfections resulting in high wastage and labour costs.

If your customer can't stretch to the real thing it's not worth taking a chance on dodgy slates. This is particularly true now there are other materials out there that give a better finish than inferior slates and won't do your reputation any harm either.

Progressive rock

Any slater worth his salt should be able to tell from his customer's budget whether natural slate is right for the job.

If it's not, then choose an alternative such as fibre cement or resin slates. They're a much better option than going for the cheap stuff with all the problems that come with it.

Nothing better than the real thing

We all know there will always be cheaper slate available but you can't beat natural slate for a host of benefits:

Dangers of using low quality slate:

- **High carbonate content results in slates bleaching**
- **High reactive metals content causes slates to rust**
- **High carbon content leads to delamination**
- **Lack of traceability when something goes wrong – or if you need spares to finish the job**
- **Risky warranty - assuming it has one - and you could find it's not even enforceable under UK law**

- **Waterproof**
- **Unaffected by normal extremes of temperature**
- **Highly resistant to acids, alkalis and other chemicals**
- **Colour-fast and non-fading even under UV light**

More than with any other roofing material, with natural slate you get what you pay for. Cut corners on labour and you might just get away with it even though the result may not be as beautiful. Cut corners on product and the roof may simply not be fit for purpose.

Don't be a cheapslate – it rarely pays.



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

Product?

Service?

Advice?



Where can you find it all?

Good distributors are worth their weight in gold when it comes to guidance on industrial jobs.

In Industrial Roofing, there's no hiding poor installation techniques or shoddy materials.

Even the untrained eye can spot a badly fitted column casing or badly made downpipe pretty easily. A bodge job simply won't cut the mustard.

But, who's to blame?



When industrial roofing jobs go pear shaped it's often third-party distributors who carry the can. By supplying inexperienced roofers with the materials for the job, they're then criticised for not following through with the advice, support and technical help needed for a quality finish. But, is that the whole picture?



All the right notes, not necessarily in the right order!

We've all been there, trying to find all the right bits for an industrial roofing job from loads of different suppliers. It can be a nightmare. That's why more and more contractors are turning to distributors for help and support.

A good distributor can be worth their weight in gold in guiding you - particularly if you're inexperienced - through the early stages of a project. A really good one? They'll add extra value.

The problem, of course, is finding a really good one. Not all distributors are created

equal. You can't assume the friendly man behind the counter is reputable, experienced or ethical in his approach – and even those that are, can occasionally slip-up. Fortunately, most industrial roofing distributors are top notch; they excel at sourcing the best and most competitively priced products. They are also experts in 'hand-holding' and giving you all the tip-top advice and support you need to get the job done right.

Distributors usually get involved with small to medium sized jobs. A lot of the time this will be with inexperienced contractors, but you'll usually get a better level of service, guidance and support from a distributor than from a larger manufacturer.

Playing it safe

There's always stuff that can go wrong. Whatever the size of the job, you can't always guard against poor installation or bad materials. But, that's true whether you're getting your stuff supplied from various manufacturers or from a third party.

What you can bank on is that people want the job done well and they want it done quickly. Customers expect you to deliver a finished unit that delivers high performance, longevity, and quality aesthetics. That need for excellence isn't something that's going to go away.

When it comes to industrial roofing, the moral of the story is to play it safe. Choose your distributor wisely. A 'one-stop-shop' solutions expert such as SIG Roofing means you get a solid and consistent supply chain that gives peace of mind for everyone. All you need to worry about is giving your customer the best value you can. Simple.



SIG
INDUSTRIAL ROOFING

ENQUIRY
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For further information
please complete the reader
response card.



Batten



SR Timber show why they are world-beaters at making and preserving batten.



If you want to be the best, and you want to beat the rest, dedication's what you need. Or in the case of SR Timber make that 'preservation'.

As we saw in the last issue there's more to roofing battens than meets the eye: sorting, shaping, sizing, debarking, cutting, slicing, splitting, grading... there's a lot that goes into being the best!

But, there's no point creating great products if they aren't going to last the distance. That's why at SR Timber preservation is the name of the game. And there's no doubt the treatment and preservation processes for SR Gold and Premium Green battens keep SR Timber right at the top of their game.

Rather like teeth, timber can't fight rot and decay on its own. It needs some form of 'chemical enhancement'. Treating timber helps to protect, strengthen and maintain its longevity.

(de)Moisturise

Before you can even think of starting preservation work the moisture content of the wood must be at the correct level. This is so the preservative penetrates the timber. For the average spruce this is about 30%, but pine needs to be a bit drier. Any more than that and the preservative won't get into the wood. It's a bit like slapping on a bit of Nivea for Men straight after the shower. It'll just slide off your face. That's why SR Timber check every pack of timber before preservation starts to be sure the moisture content is just right.

The technical bit

At special facilities in the Baltics SR use two different sorts of preservative:

- SR Gold uses a specially formulated 'clear' preservative with the unique gold-coloured pigment
- Premium Green uses a copper-based wood preservative that colours the timber itself without adding any pigmentation

Both are applied by pressure impregnation via a highly controlled process in a treatment tank, before the battens are then shipped back to the UK.

of Britain

Part 2



It's because they pride themselves on delivering the best possible products that perform at the peak of their powers for the entire life of the roof that SR Timber always give that little bit extra. They always make sure their battens have that bit more than specified in the BS 5534 roofing and tiling Standard.

We all know some buildings aren't maintained as well as they should be – and that can mean even well-built roofs can develop leaks or get damaged. SR Timber's preservative treatment is designed to help the battens live a long trouble-free life, keeping them dry for as long as possible.

A breath of fresh air

After treatment, the battens are stored outside in the fresh air for some time, before being shipped to the UK. So, when the battens arrive at their destination, their moisture content is still just right.

But, and this is the really important bit, once you get your hands on them you shouldn't just leave them out in the yard unprotected.

If you store your battens in the open, cover the top packs with something like a tarpaulin to protect from rain or snow. That way you'll avoid them getting saturated. You only need to cover the top of the packs but keep the sides and the ends free, so air can flow around the timber to keep your battens at the right moisture level.

SR Timber insert a 'spacer' between every bundle of ten pieces to ensure consistent airflow throughout the whole pack of the batten – all designed to make sure the moisture content level is maintained during storage and distribution.

So, it all starts with a tree.

Then, the humble batten goes on its epic journey – from the sawmill, to the treatment tanks, to arriving in your yard and finally onto your client's roof.

It takes time. But with SR Timber you can be sure your battens are truly fit for purpose – and that they'll have a long and healthy life on your roof, come rain or shine.



ENQUIRY
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For more information on battens from SR Timber please complete the reader response card.

ROOFING PRODUCTS



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

Stay Sharp

		1		7		9		
		5				6	1	
6		9	4				2	
	8	3		6	1			4
			5					1
1				3		7		
		7	9		2			
	1			5	7		3	
5	9	2	1					

In this issue of Insight, we're giving you the chance to flex your mental muscles and WIN a Durafix Driver, worth £100, yep honestly it's a good one.

Simply complete the game of Sudoku by filling the 9×9 grid with numbers so that each column, each row, and each of the nine 3×3 sub-grids contain all of the digits from 1 to 9.

To enter the competition, write the 9 numbers shown in the red box on the reader response card and post it back to us.

Sounds simple? Good luck. You're going to need it!

Full terms and conditions can be found online www.insightmag.co.uk

Closing date to receive entries is 30th April 2014.



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
Asphaltic Roofing Supplies	Peterborough 01733 559166
Roof Warehouse	Romford 01708 377666
Summers	Romford 01708 722844
Plastic Pipe Supplies	Stamford 01780 757646
Asphaltic Roofing Supplies	St Ives 01480 467776

London

Asphaltic Roofing Supplies	Cheam 0208 337 9455
United Trading Company	Chingford 0208 559 4334
Asphaltic Roofing Supplies	Croydon 0208 686 6911
Roberts & Burling	Croydon 0208 689 0481
Asphaltic Roofing Supplies	Kentish Town 0207 485 5550
Proos Roofing Supplies	Kentish Town 0207 485 1791
Wedge Roofing Centre	Ladbroke Grove 0208 969 0022
Asphaltic Roofing Supplies	New Cross 0207 358 0085
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 0208 519 4805
Asphaltic Roofing Supplies	Tottenham 0208 808 0459
Wedge Roofing Centre	Tottenham 0208 808 6816
Wedge Roofing Centre	Waltham Cross 01992 624938
Omnico Plastics	Watford 01923 237110
Project Plastics	Whyteleaf 0208 668 0600

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 0131 554 2554
PBM-DQS	Edinburgh 0131 669 8632
Asphaltic Roofing Supplies	Glasgow 0141 556 5200
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

North West continued

Cladding & Fascia Supplies	Liverpool 0151 2636737
Clydesdale Roofing Supplies	Liverpool 0151 5212100
Asphaltic Roofing Supplies	Manchester 0161 230 7712
Clydesdale Roofing Supplies	Manchester 0161 320 3456
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 0113 263 1263
Armour Building Products	Leeds 0113 263 1631
Kesteven Roofing Centre	Leeds 0113 235 1441
Kesteven Roofing Centre	Rotherham 01709 835500
Scotplas	Rotherham 01709 374951
Roofcare (Northern)	Scarborough 01723 375851
Proos Roofing Supplies	Scunthorpe 01724 854444
Clydesdale Roofing Supplies	Sheffield 0114 243 4188
Roplas	Sheffield 0114 256 0011
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 477 9474
Scotplas	Gateshead 0191 478 6402
Proos Roofing Supplies	Killingworth 0191 268 6627
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 0117 971 0085
Asphaltic Roofing Supplies	Bristol 0117 941 2412
Universal Roofing Supplies	Bristol 0117 966 3072
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 0378911
Scotplas	Deeside 01244 823555
Harris Roofing Supplies	Machynlleth 01654 702939
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 327 3071
Proos Roofing Supplies	Birmingham 0121 523 9143
Direct Roofing Supplies	Birmingham 0121 708 1515
Scotplas	Birmingham 0121 359 7442
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 278 5262
Footitts Roofing Supplies	Leicester 0116 277 8676
Roplas	Leicester 0116 275 8080
Wedge Roofing Centre	Loughborough 01509 211119
Proos Roofing Supplies	Newark 01636 611880
Armour Building Products	Nottingham 0115 961 7719
Stephens Roofing Centre	Nottingham 0115 985 1400
Wedge Roofing Centre	Nottingham 0115 928 5999
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