

INSIGHT

ISSUE 20

SERVING THE ROOFING INDUSTRY

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Raising T

A booming construction industry is good news for roofers



It may seem obvious but a roof is a fairly essential element in the completion of a building. So, when construction does well roofing is never far behind.

Construction was one of the industries hardest hit by the recession of the last few years. Cancelled government contracts and the collapse of the housing market created a pretty bleak economic landscape for the industry generally and roofing was no exception. Fortunately, now the tide seems to have turned.

GROWTH

The current boom in house building, coupled with strong commercial activity as well, has seen the fastest growth in the construction sector since it all went pear shaped in 2007. The combination of strengthening economic recovery,

increased confidence and stronger housing market have all combined to fuel demand for construction projects.

For house building, the Help to Buy initiative has put a first house within reach of thousands of people who previously were priced out of the market. With the upturn driven by house building we're also seeing a positive impact on the roofing industry.

The good news is that this is a recovery that's not just confined to the southeast. According to the NHBC eight of the top ten cities for building new homes (outside of London) are in the north.

Obviously while this return to sustained levels of activity is positive stuff, we should remember that it's all relative. Construction took a big hit in the recession so this growth is coming from record low output. The

he Roof

industry is still running below the level it reached before the crash. The good news is that with Britain still facing a housing shortage, and the rest of the economy doing well, this shouldn't be a flash in the pan.

A BIT OF INSIGHT

This issue is a heady mix of product news advice and success stories. On page 16 there's all you need to know about choosing an industrial roofing distributor to help you through the minefield of an industrial project. We take a look at Alutec's Tudor Downpipe on page 30, which gives you an alternative to cast iron and PVC.

While the UK industry is returning to health, page 24 highlights the need to be vigilant against an influx of cheap slate. You may think you're getting a bargain but being a cheapslate could make you come a cropper.

Elsewhere we shine the spotlight on Halifax cast iron specialists, Hargreaves, as they go from strength to strength. There's even a roofing membrane that cleans the air. See page 13 for more details of this innovative product. And, mirroring the growing strength of the sector we show how SIG Design Technology have expanded their Training Academy due to increased demand.

THE FUTURE, AS THE SAY, IS BRIGHT.

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:

- Major rebrand and restructure by the newly formed SIG UK Exteriors
- SIG Design Technology is expanding its Roofing Academy to support more contractors and their customers
- Roofing Racers on course to smash charity target
- Forticrete completes hat-trick at the British precast best practice awards
- Icopal's Noxite converts nearly 90% of surrounding nitrogen oxides into harmless nitrates
- Associated Lead Mills (ALM) gives you access to the widest range of metal roofing and cladding products plus specialist metal accessories in the UK
- Marley Eternit introduces Melodie and Maxima — two new low-pitch interlocking clay roof tiles
- The new, improved thin leading edge, interlocking clay tile from Sandtoft

www.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

Roofing Racers on course to smash charity target



Pictured above, victory for our much-loved Roofing Racers as they took part in this year's Virgin Active London Triathlon.



Roofing Racers

Find us on Twitter @RoofingRacers

There may have been over 13,000 competitors taking part in last weekend's Virgin Active London Triathlon but all eyes were on our much-loved team of Roofing Racers who brought immense pride to the roofing, roofline and window industries as they look set to smash this year's charity target of £50,000.

With sponsorship pledges so far totalling in excess of £35,000, thanks to the supreme efforts of everyone involved, both Macmillan Cancer Support and Great Ormond Street Hospital charities will be able to make a difference to many peoples' lives.

Made up of 36 teams of three that shared the three sporting disciplines that make up this gruelling Triathlon, along with 53 individuals

who tackled the whole course on an individual basis, the brave-hearted Roofing Racers tackled a 750 metre swim in the River Thames, a cycle race of 20 kilometres, together with a 5 kilometre sprint.

Whilst every athlete that took part was a winner, special credit goes to the following Roofing Racers who gave outstanding performances. Bernie Fyans became Roofing Racers' Fastest Individual Man - achieving an impressive time of 01:15:55 - whilst the fastest individual woman was Chiara Mancuso with 01:29:49. Meanwhile, Thomas Horton, David Gitsham, Matthew Horton represented the fastest Roofing Racers' team with an extraordinary time of 1:21:19.

After the event, more than 250 friends, family and colleagues of Roofing Racers attended the Tower Hotel, London to celebrate the day's achievements where they enjoyed a fun "spoofs" awards ceremony, great food, and dancing.

Marketing Manager at Roofing Racers, Stuart Base comments: "As England, Scotland and Wales enjoyed their most successful Commonwealth Games ever this summer, Roofing Racers put on an impressive show of their own with some outstanding team and individual efforts on the day. Congratulations to everyone who took part and thanks to all the fantastic supporters who helped make this occasion yet another day to remember."

Manager Director at SIG UK Exteriors, Philip Johns, comments: "We should be immensely proud of each and everyone of the Roofing Racers' team. Thanks to their valiant efforts, not only are we looking to hand over record donations to our two chosen charities, but we have generated a real sense of pride and camaraderie in seeing participants from the roofing, roofline and window industries all come together as one team.



"It was particularly pleasing to see many first timers at this iconic event, as well as our ever-faithful regulars who return year after year. Each and everyone can hold their heads high as they savour their own personal triumphs and those of the Roofing Racers team," adds Philip.



He concludes: "The popularity of Roofing Racers continues to grow steadily year-on-year and it is especially gratifying to know that both Great Ormond Street and Macmillan Cancer Support charities will continue to benefit enormously as a result of all our efforts. Indeed, over the last eight years, Roofing Racers has raised well over £300,000 for these two worthwhile causes."

Stuart Base adds: "For those of you who still haven't supported Roofing Racers, it's not too late. All donations are welcome, no matter how big or small, so please pay tribute to your fellow industry colleagues, and help make a difference. Simply visit <http://uk.virginmoneygiving.com/RoofingRacers>



To make a donation, visit Virgin Money Giving or alternatively, if you wish to donate by cheque, please post to: Roofing Racers for Charity, Harding Way, St Ives, Cambridgeshire, PE27 3YJ.

A special mention must also go to the other generous sponsors who have helped make this year's Roofing Racers event possible. Kind supporters are:



And the Winner is...

The Roofing Awards 2014



On Friday 16th May, the 9th annual Roofing Awards took place at the Hilton Metropole in central London. A record 700 guests arrived at the Hilton to be a part of this prestigious industry event, which was jointly hosted by TV Presenter and

Interior Designer Linda Barker and NFRC Chief Executive Ray Horwood.

The Roofing Awards recognise and reward outstanding performance amongst competent roofing companies and

manufacturers. It's an inspiring event and one that highlights the amazing depth and breadth of talent in UK roofing. The food's not bad either.

HERE ARE THE WINNERS...

Roof Sheetting

Lakesmere

London Heathrow Eastern
Terminal 2a

Fully Supported Metal Roofing

Richardson Roofing Co. Ltd

Penarth Pier, Cardiff

Vertical Cladding/ Rainscreen

Lakesmere

first direct Arena, Leeds

Single Ply

IKO PLC (with Briggs Amasco)

Blacon Crematorium, Chester

Liquid Applied Waterproofing

Tor Coatings (with Roofing Consultants Limited)

Leeds Corn Exchange

Reinforced Bitumen Membrane

BBR Roofing Ltd

The Oasis, Meadowhall Shopping
Centre

Solar on Roofs

Bauder Ltd (with J Randall Roofing Contractors Ltd)

Tintern Abbey, Monmouthshire

Slating

B & D Roofing and Building Ltd

Jeffrey House, Edinburgh

Tiling

Clarke Roofing Southern Ltd

Hollybridge, Tunbridge Wells

Green Roofs

Bauder Ltd (with Accurate Roofing Ltd)

Fulham Jetty, London

Heritage Roofing

Claude N Smith Ltd

The Laurels, Stilton, Peterborough

The Roofing Awards also reward and put the spotlight on the individuals and organisations that go above and beyond the call of duty.

NFRC Health & Safety Champion 2013 went to **Lee Smith** of **Longworth Building Services**. His attitude towards health and safety took a positive change as a young worker, following a motivational talk from someone who had fallen from a ladder. Since then he's planned training courses and now speaks with confidence and depth at Toolbox talks. He's become an excellent example of one who thinks of others in ensuring safe working.

Exceptional Contribution to Training, in partnership with CITB, went to **Mike Fildes** of **Fildes Roofing Ltd**. On his own

initiative and with his own funding, he has provided training to a wide range of young people and disadvantaged personnel as well as the up-skilling of the industry. More recently he has founded his own successful Roof Training Group.

NFRC Safety in Roofing Awards – those who scored the highest within their roofing discipline – **Dougall Roofing & Waterproofing Solutions Ltd** for slating and tiling; **Industrial Building Solutions** for flat roofing; **Impwood Roofing Company** for industrial roofing and cladding. The Lead Sheet Association's **Young Lead**

Worker of the Year award went to **Harry Blain**, a self-employed leadworker from Leicester. He scooped the award for his methodical approach and his meticulous attention to detail, producing the neatest and most technically correct leadwork.

The Lead Contractors Association presented the Murdoch Award and Murdoch Sponsor's Award for best leadwork. The former was won by **Martin (UK) Roofing Systems Ltd** for **London Oratory** in Kensington. The Sponsor's Award went to **Lead Tech Roofing** for **Private House** in the Cotswolds.

A Big Thank You

The Roofing Awards brings everyone within the industry together. Along with NFRC, the awards hosts were the Roofing Tile Alliance (RTA), the Liquid Roofing Waterproofing Association (LRWA), the Lead Contractors Association (LCA), the Lead Sheet Association (LSA), the Federation of Traditional Metal Roofing Contractors (FTMRC), Single Ply Roofing Association (SPRA), the Metal Cladding and Roofing Manufacturers Association (MCRMA), CompetentRoofers, and the Green Roof Centre.

Key partners were B&CE Benefit Schemes, CITB, Electrical Contractors Insurance Company (ECIC) and Quality Assured National Warranties (QANW).

Of course the Awards would not take place without the continued support of the sponsors, in particular SIG Roofing who provide additional support in the development of the event.

To all our sponsors we thank them for their continued contributions. This year they were: Associated Lead Mills Ltd, Avonside Roofing, Axter Limited, Brett Martin Ltd, Easy-Trim Roofing and Construction Products Ltd, FOAMGLAS UK, ICB (International Construction Bureau) Ltd, Icopal Ltd, IKO plc, M&J Flat Roofing Ltd, Marley Eternit Ltd, Radmat Building Products Ltd, RAM Consultancy Limited, Monier Redland Limited, Renolit Cramlington Ltd, Scott Bader Limited, SFS intec Ltd, Sika Liquid Plastics, Sika Sarnafil and Sika-Trocal to name but a few.

Entry for the Roofing Awards 2015 will open in autumn, with the Awards taking place on May 15th 2015, location to be confirmed.



For further information on NFRC please fill in the reader response card.

ENQUIRY 1



Roof Academy 2...

SIG Design Technology is expanding its Roofing Academy to support more contractors and their customers.

If there's one initiative in the industry that is genuinely contractor focussed, SIG Design Technology's Roofing Academy is it. So, it's great news that they have decided to expand the operation by appointing a new Roofing Academy Manager and taken on new staff. The Academy is a vital cog in their relationship with roofers. It makes sure contractors understand their products and can install them properly, first time

and every time. Contractors who train at the Academy become DATAC (Design and Technology Approved Contractors) approved, giving them a real competitive advantage. DATAC approved contractors have an on-going rapport with SIG Design Technology products and receive continual training and support to get the best possible results for roofers and their clients.

WHAT DOES THE ROOFING ACADEMY DO?

Based in Shepshed, Leicestershire, the Academy is more than a training facility and has a number of key activities:

- Training UK roofing contractors in single ply and liquid waterproofing systems
- Training in hard metals (zinc and copper) and green roofing
- Helping contractors achieve and maintain DATAC status
- Maintaining the DATAC approved contractor scheme
- Organising bespoke estimating and supervision courses for contract managers
- Training and supporting Field Technicians who provide constant monitoring during site and support visits
- Providing product awareness training
- Providing a Bid Support Service for contractors
- Providing material samples and literature to contractors and specifiers to help them secure new work through bid and selection processes



Mission to Expand

SUPPORTING CONTRACTORS

SIG Design Technology selects and offers products that support roofing contractors in their work. Their portfolio includes a wide range of waterproofing systems, hard metals, green roofing and ancillaries. Put simply, they are in the unique position of being able to recommend the best roofing solution for any situation without being tied to one manufacturer.

Combine that with an excellent sales team, top quality training, technical support and field technicians and you've got a very contractor friendly environment – no wonder contractors enjoy the experience and want to use them again.

PRODUCT AGNOSTICS

Being independent means SIG Design Technology won't believe in a product unless they know it does the job. This unique position gives contractors and specifiers the confidence to rely on their advice. And, their roof designs are covered by SIG's very own PI insurance.

2013 was a good year. 2014's looking even better.

WHY EXPAND?

The Academy has been a key part in another year of growth for SIG Design Technology in 2013. There were:

- **21% more courses in 2013 compared to 2012**
- **30% more DATAC approved contractors countrywide**
- **12% more site visits in 2013**
- **48% more warranties issued**
- **And a staggering 326% more J42 Specification clauses issued (4 times as many as 2012)**



SARA BEXLEY BECOMES ROOFING ACADEMY MANAGER...

...and she's on a mission to drive the venture forward. Sara has supported the technical team since 2011 and is an incredibly committed and highly valued member of the team. She's helped develop and support the whole ethos and smooth running of the DATAC contractor scheme. She helps identify and prioritise who needs support to ensure compliance procedures are second to none.

Sara can support you with a whole range of Academy related services so don't hesitate to get in touch if you need help and advice.



For further information on the Academy please complete the reader response card.

ENQUIRY 2

SIG Roofing flies the flag for the Specialist Roofing Contractor

SIG Roofing is embarking on a programme to bring together its entire family of trading brands into one easy to recognise business. The aim is to deliver a consistent customer experience to the specialist roofing contractor, across the entire branch network.

Using a new look identity, SIG is set to continue to develop key initiatives that will complement the branch network such as the dedicated Industrial Roofing Centre, flat roofing design and specification business Design Technology and its Hard Metals support business SIG Zinc & Copper.

In order to ease the rebrand process and to demonstrate ongoing loyalty to the 130 branches that previously fell under SIG, the existing identity of each branch will sit alongside the flagship SIG logo for a transitional period - estimated to be one year. This is also testament to SIG UK Exteriors' mission to deliver a national voice with a local accent. This latest development has been driven by the brand promise 'Make it Happen', and as part of the the rebrand and structure, a separate division – SIG Building Plastics – will target the windows, roofline, drainage and sheet materials sectors. Recently acquired businesses, merchant brands and own label brands such as SIGA Slate and FIX-R will remain separate to the roofing division.

Commenting on this latest development, Philip Johns of the newly formed SIG UK Exteriors, said: "Despite being the largest provider of expertise, advice and related products to the roofing market, SIG Roofing Supplies' previous assortment of branches and separate identities created confusion and misunderstanding amongst its customers. "By creating a dedicated



Pictured here; the brand identity for the newly formed SIG Roofing. Forming part of SIG UK Exteriors, formerly SIG Roofing & Roofline, this new division offers a clear and dedicated roofing proposition for customers and takes in 130 roofing branches across the UK. For a transitional period, the existing identity of each branch will sit alongside the flagship SIG logo.

brand for the roofing sector that is instantly recognizable and understandable, we are confident that we can add even greater value to our roofing proposition". Adds Philip As part of this new customer proposition, the focus will be on three areas:

- To increase branch efficiency, a new IT system will be introduced, along with a specially developed integrated Customer Relationship Management (CRM) and accounting system.
- A core range of products has been developed that will be available at any time and at any branch, providing customers with a 'familiar sense of relief', regardless of where they are in the country.
- There will be a strong focus on ensuring that customers obtain the right products, in the right places, in the right quantities, at the right time, via the company's 130+ depots nationwide and its national logistics network.

About SIG Roofing:

Built upon focus, specialisation and service, SIG Roofing strives to establish best practice across the whole roofing sector and is passionate about meeting building requirements better than any other supplier in the industry. With the largest supply chain in the roofing industry combined with design expertise, SIG Roofing prides itself on working with and advising on complete roofing systems to suit all client requirements.



Dr Kevin Ley, Technical Manager at Redland, looks at some of the significant changes to be introduced in the updated BS 5534 code of practice for slating and tiling.

BS 5534 changes



Revising British Standards

The revised British Standard code of practice BS 5534, represents the most significant change to roofing standards for a generation. Due to increasingly erratic weather patterns and the need to eliminate roof failures, the new code is largely focused on the installation and fixing methods that require contractors to use a range of modern products and practices which may be unfamiliar.

The changes are grouped into three main areas, the first of which relates to tile fixing. Guidance on the number and type of nails and clips used relies on calculations of design wind loads and resistance of tile weight, nails and clips. The new code has increased the wind loads by up to 100% in some cases which means that more tiles will need to be nailed, clipped or both. As the requirements for fixing change, both merchants and contractors will need to consult with the tile manufacturers to get an up-to-date fixing specification: Redland provides this information through its free-of-charge FixMaster service. Alternatively for an instant response, there is a new self-service tool, FixMaster Online, which is accessible via the web and on mobile phone.

The second area of change replaces mortar fixing for hips and ridges with mechanical fixing methods. The new code does allow for the use of mortar, but only when it

is accompanied by mechanical fixings. However, to adequately mechanically fix all mortar-bedded fittings such as ridge and hip tiles involves a lot of extra work; fixing ridge trees and then fixing ridge and hip tiles using wood screws and washers all in addition to the mortar bedding and pointing. It is expected that this change will further drive the industry towards using dry-fix systems which meet the standard without the need for mortar.

The third area of change relates to underlay products and the issue of wind uplift resistance or ballooning. When wind blows over a roof, uplift forces act on both the underlay and the tiles. The primary purpose of the underlay is to reduce the force acting on the tiles by taking more of the load itself. However, if the underlay stretches too much when subjected to wind pressure – or balloons – it can touch the back of the tiles, or the underlay laps burst open. In either case the underlay ceases to perform its primary function and can cause the tiles to be blown off the roof in high wind conditions, such as those seen across the UK last winter, since tile fixings are designed on the assumption that the underlay takes a significant proportion of the wind load. The new version of BS 5534 introduces a test that measures the ability of an underlay to resist stretching when exposed to wind pressure. These test results are then used to establish which

types of underlay are suitable for different geographic regions around the UK.

These changes represent a radical departure from the current baseline standards for roofing practice in the UK. As a result all manufacturers are having to entirely revise their technical advice in line with the new code of practice.

To assist roofers and merchants, Redland has developed its own advice booklet which can be downloaded from www.redland.co.uk/bs5534. The Redland Guide to BS 5534 explains the changes to the Code of Practice and helps you to understand how these will affect you.




Redland

For further information on Redland please fill in the reader response card.

ENQUIRY 3

Forticrete®



Back of the net!

Forticrete completes hat-trick at the British precast best practice awards.

There is something magical about the power of three: The Three Bears, The Three Musketeers, The Three Stooges, even The Three Amigos – the list goes on. And it was certainly a magic number for Forticrete on Thursday 1st May when they took home three accolades, including the prestigious 'Sustainability' award at the 2014 British Precast Best Practice Awards.

SUSTAINABILITY

Forticrete won the award for 'Sustainability' for installing a new efficient lighting system at its Cebastone cast stone factory in Ibstock. The system guarantees to cut energy consumption by up to 69%. The judges were particularly impressed by the way the employees were clearly deeply involved in the process and are now turning into experts in the company, saying, "This is exactly the spirit of the award."

PURE GOLD

The company also won the Gold award for Health and Safety Improvements for the second year running. The prize came with a prestigious Red Seal, highlighting their success in reducing the number of accidents in line with the British Precast's Concrete Targets Scheme (CT2015) over the past 12 months.

And, to cap off an already successful day, Forticrete was Highly Commended in the 'Project' category for the Robinson Court development, at Audley St. Elphin's Park.

SERVICE SUPPLIER OF THE YEAR

On top of all that, Forticrete was also named 'Service Provider of the Year' 2013 by Barratt Developments PLC at their annual supplier conference in Birmingham. The company was recognised for its outstanding service including product innovation,

best practice training and site inspections, helping the house builder to deliver flagship schemes across the UK.

John Adams, Group Procurement Director at Barratt Developments PLC, had this to say: "Forticrete's continual dedication to improving its high quality product range, and educating our teams on how to use its industry leading ranges, was nothing short of exceptional, making them extremely deserving winners."

Three? It's a magic number. For Forticrete at least.

For further information on Forticrete please fill in the reader response card.

ENQUIRY 4

Breath of Fresh Air

Icopal's Noxite converts nearly **90%** of surrounding nitrogen oxides into harmless nitrates.

Air pollution is a serious business. The World Health Organisation attributes 7 million premature deaths to poor quality air, with 500,000 a year in China alone. It's a global problem and Britain is no exception, with significant reductions in life expectancy in polluted cities and regions.

Fortunately, there are products out there to help combat this growing concern. The BBA

(British Board of Agrément) has validated the effectiveness of Icopal's Noxite. The lightweight waterproof roofing membrane reduces air pollution by purifying harmful NOx (nitrogen oxide) particles from the air.

Nitrogen oxides are created during fuel combustion (especially at high temperatures) and can form smog, acid rain and ground level ozone, also a pollutant.

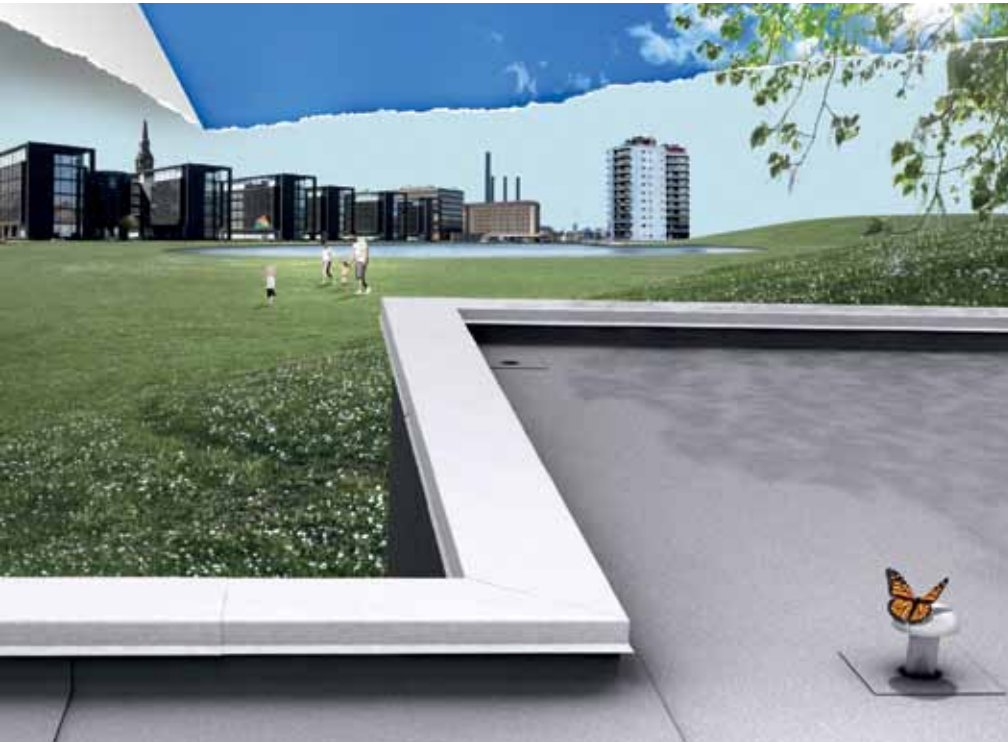
With roofs occupying a large external area of a building, they give real scope for a system that proactively works with the environment to improve the structure's environmental performance.

IT'S A GAS, GAS, GAS

You can apply Noxite to any roof whether it's flat, pitched, new or old. How does it work? Well, here's the technical bit...

- Waterproofing membrane is coated with titanium dioxide
- This functions as a catalyst to change the NOx particles into harmless levels of nitrates
- It's activated when UV radiation from the sun hits the titanium, releasing energy to break down the NOx
- NOx converts into harmless levels of nitrates
- Nitrates are then washed away through natural rainfall

As a result, the material reduces air pollution and provides a cleaner, healthier environment. The de-polluting effect of the Noxite membrane will last for the entire life of the roof. And, as the need for this innovative material grows, Icopal has extended the range to include a dark grey finish. So, if that's your colour you literally can now breathe a sigh of relief!



Independent tests by the BBA (British Board of Agrément) prove Noxite converts nearly 90% of nitrogen oxides into harmless nitrates, simply through the presence of natural UV light.

- 100m² of Noxite purifies as much NOx as produced by a car travelling 10,000 miles per year
- A 1,000m² roof can neutralise approx 52 million m³ of polluted air per year

For more information on ICOPAL fill in the reader response card.

ENQUIRY 5

Get The Knowledge



SIG Roofing is giving a series of free demonstrations specifically for flat roofs.



RAISING AWARENESS

For contractors who want to get the skills, knowledge and experience to tap into the flat roof market this is the perfect opportunity.

The live demonstrations are free and only take a couple of hours with no pressure to buy anything. They cover everything you need to know about flat roof installations and look at a number of waterproofing techniques and products, including:

Sessions are held at SIG Roofing's UK wide training centres, so there should be one near you.

If you can't make it to a demonstration a new website dedicated to the FIX-R portfolio - www.fix-r.co.uk - has been launched. It's an easy to use reference, and you can also download a free step-by-step guide to flat roofing.

Flat roofing has come a long way in recent years – better technology, better products, just... better. But, when things change it can sometimes be difficult to keep up.

Changes in legislation, customer requirements and new technology have all led to an increasing number of waterproofing solutions being available. With so many options it's clear there's a real need to clarify what's what and what's not.

- Liquid waterproofing
- EPDM
- Torch on felts
- Roof repair solutions
- GRP waterproofing
- Paints
- Pour and roll felts
- Asphalt
- Single ply
- Green roofs
- Insulation



New Liquid Waterproofing System from FIX-R. Reliable and flexible all year round.

FIX-R - the new liquid waterproofing system SIG Roofing have introduced to their FIX-R range is fast becoming the number one choice among contractors.

Easy to apply and cost-effective this new addition to the FIX-R family is a ready to use wet-on-wet single liquid hybrid polymer system that becomes water repellent when applied. It's suitable for new build, repair and refurbishment projects and has a number of benefits:

- Isocyanurate and solvent free
- Very low volatile organic compounds (VOCs) so virtually odour-free
- Not classed as a hazardous product
- Strong adhesion, elasticity and tensile strength

• All-year-round application

• Unused product can be stored and reused

On a recent job in Kent, MSB Roofing found out just how good FIX-R is. Halfway through the installation it started to rain. With most systems you'd need to recoat. But, after the rain stopped, they carried on as before. With no shrinkage and being fully resistant to standing water, FIX-R gives contractors a reliable, flexible all-year-round waterproofing solution.

VERSATILE

You name it, you can probably use FIX-R liquid waterproofing on it.

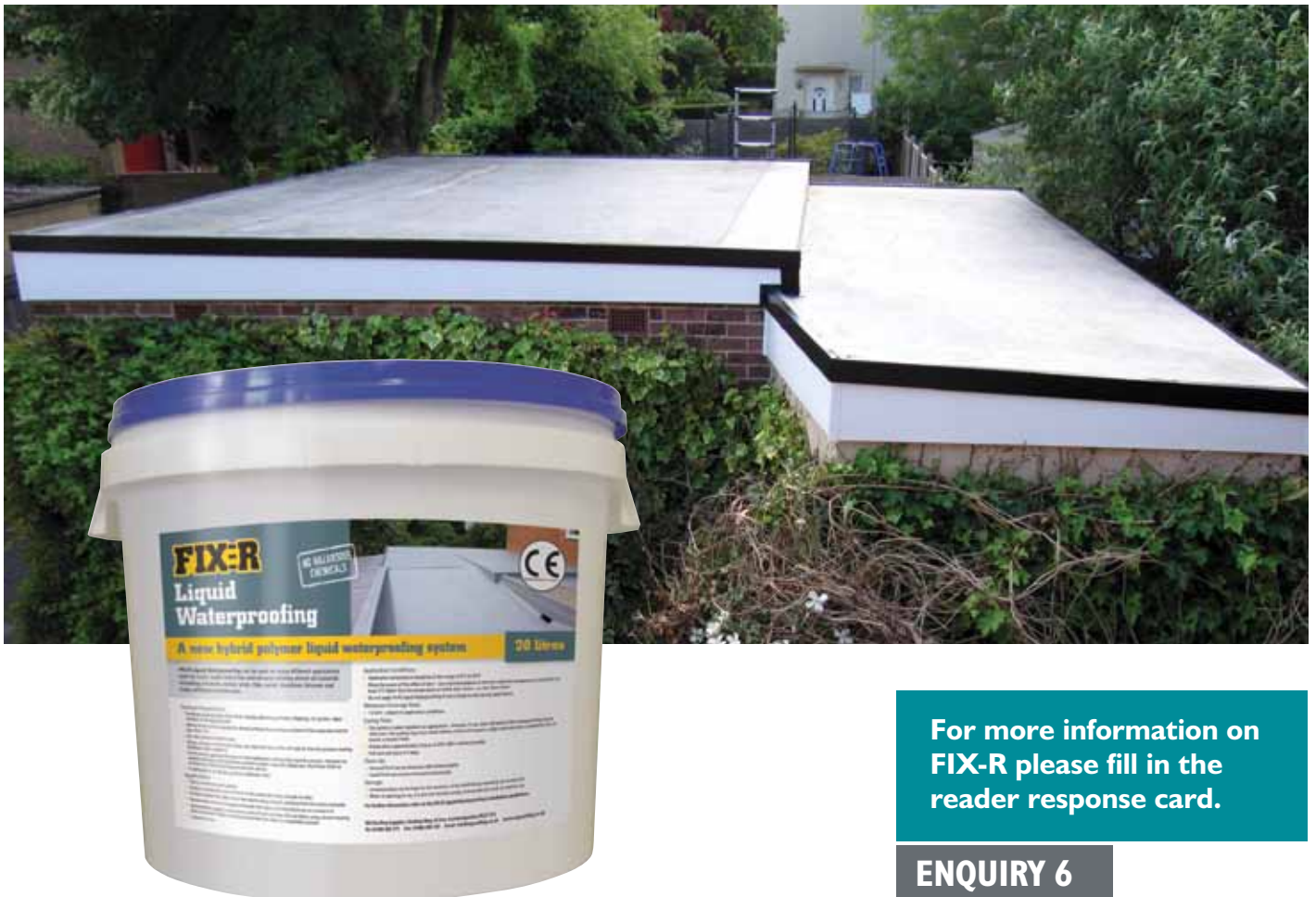
Green roofs, brown roofs, living walls, balconies, terraces, walkways, detailing,

up-stands, penetrations, terminations, fountains, water features, heritage properties, lead replacement and gutters. There's probably more but you get the picture. And because it's combined with FIX-R Fabric you get a really strong waterproofing system.

If that wasn't enough FIX-R can also cover asbestos or fibre cement, and waterproof profiled metal roofs.

Basically, it's waterproofing brilliance. (In a tub).

FIX-R



**For more information on
FIX-R please fill in the
reader response card.**

ENQUIRY 6

DDIY

Or 'Don't Do It Yourself'.
Industrial roofing is a lot, lot
easier when you work with a
trusted, one-stop distributor.



As the saying goes, 'If at first you don't succeed try, try and try again.' Or, in the case of industrial roofing just skip the first three stages and get someone in who knows what they're doing right at the start. It can save you time, money and take the stress out of what can be a tricky area.

INDUSTRIAL DISEASE

The complexities of some industrial roof and wall cladding projects can be vast. Multi-sourcing materials and coordinating deliveries from a number of different suppliers is a major headache, even for experienced contractors. In fact, one of the most common mistakes that contractors make when approaching industrial roofing projects is to self-source all the components for the structure themselves.

Fortunately, whether you are working on a one-off project or are a specialist roof and

wall cladding contractor looking for a more cohesive supply chain, working with a one-stop expert can be a massive help.

Many roofing contractors who are more familiar with domestic pitched and flat roofing projects, tend to fall into the trap of self-sourcing. Dealing with a variety of suppliers and co-ordinating the project themselves can lead to various issues such as shade variations, roof lights, sheets and fillers sourced from various suppliers not matching exactly, and fixings or mastic not being suitable for application. Added to that, manufacture deadlines may be missed, there may be multiple delivery vehicles causing problems on site, as well as site access problems and delivery timeframes. In other words it can be a total nightmare! Thankfully, by choosing a good industrial distributor, you can remedy these problems quite easily.

START IT WITH A KISS

Or Keep It Simple Stupid! The moral of the story is to choose a one-stop expert when it comes to industrial roofing and wall cladding, and let them take the sting out of the project. Not only will you reap the benefits of an unrivalled product range from a variety of leading manufacturers, you can park all your worries and bring peace of mind and added value to your project.

Distributors don't manufacture the components but they will have spent considerable time sourcing the best and most competitively priced products suitable. Plus, they can often deliver these at speed through local branch networks, as well as guaranteeing continuity of supply. Balance this against having to source the products yourself and it's a no brainer.

Multi-source experts are also more likely to provide tip-top advice and training, as well as sound technical support. Whether it's support on products and accessories, colour and profile matching, flashing details or fixings and fasteners, the solution is just a phone call away. And, the responsibility for ensuring that applicable components are CE marked? It's down to the supply expert, not you.

Distributors of industrial roofing and cladding products naturally tend to get involved primarily with small to medium sized contracts, sometimes with inexperienced industrial contractors. These may be installers who are more experienced in other elements of roofing (say pitched or flat) but are looking to diversify. Or, it could be with a recently established organisation that has yet to establish a direct relationship with any one particular manufacturer.

In these cases, smaller, less experienced customers are likely to get a much better level of service, guidance and support from

a distributor than they ever could from a larger manufacturer. A good distributor of cladding products should excel in 'hand-holding', which is an extra level of service that most major suppliers and manufacturers simply don't have the resource, or even the desire, to offer to customers at both ends of the spectrum.

WHAT TO LOOK FOR WHEN CHOOSING A DISTRIBUTOR

Distribution within the industrial sector is quite unique. As such, it should be handled very differently to distribution in the general roofing market. So, when it comes to choosing a distributor what exactly should you be looking for and what differentiates a good industrial distributor from a poor or inexperienced one?

PRICE

The first approach to choosing an industrial roofing distributor tends to be on price alone. Could be a big mistake. Often the distributor offering the lowest price will be

the least appropriate choice to support you. Sometimes these are the guys working on such reduced margins that you definitely won't be guaranteed the service levels you need.

It also brings inconsistency on future projects. Rock-bottom prices are unlikely to remain in the long term, and you could get a nasty surprise after your first project.

Offering the lowest price also doesn't mean these distributors have the strongest relationship with the manufacturers. Reputable industrial roofing distributors will have long established relationships with all key manufacturers and will be sourcing the best and most competitively priced products suitable for use on industrial roofing projects. Quite simply, the cheapest distributor is not always the BEST distributor.

SERVICE

Service levels are crucial. For example, do you have a consistent point of contact

continued...



with your industrial distributor? Or, are you passed from pillar to post? This can be a dangerous situation when you are working with tight delivery schedules or site restrictions with no room for error.

For consistency of service, you need a dedicated point of contact, someone who is familiar with you, your projects and your specific requirements, and will look after your needs accordingly. Access to a strong, stable and well-established customer service team is a good indicator of whether this is a distributor you want to deal with.

CONSISTENCY

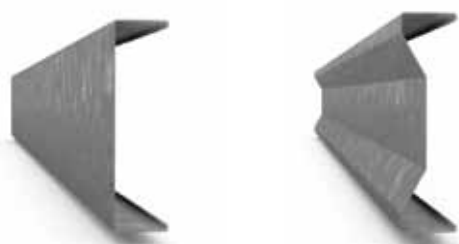
Another factor that should help you choose

an industrial distributor is their consistent approach (or otherwise) to the products they supply. If they are more likely to run with whoever is offering the cheapest deal that week, then it's time to look elsewhere. A good distributor will be very much in touch with market rates, but will also understand that offering a quality product and solution to your requirements comes first and foremost. As well as the best and most competitively priced products and being able to deliver these at speed through local branch networks, a distributor worth its salt will be able to guarantee continuity of supply.

Beware of distributors who pick up and

drop their suppliers and manufacturers at the drop of a hat. Not only can this affect the continuity of supply of your chosen products in the long term, the chances are that they are more likely to treat their customers in the same way too!

So, there you have it. Good distributors are worth their weight in gold. They deliver quality and competitively priced products with consistency of supply, and play a pivotal role in guiding you through your project, with 'hand-holding' at every stage. All you've got to do is complete the project on time. Oh, and on budget of course.



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

ENQUIRY 7



Gilt by Association

Associated Lead Mills (ALM) gives you access to the widest range of metal roofing and cladding products plus specialist metal accessories in the UK.



That's 'gilt' not 'guilt' – as in covered with gold, valuable, i.e. a good thing. While working with ALM might not shower you with the shiny stuff it's definitely a relationship worth having. Everything they do comes with the Lead Sheet Association stamp of approval and recommended by the Lead Contractors' Association, so you know you're in good hands.

ACCESS ALL AREAS

ALM is about more than just exceptional product quality and pricing. ALM partner all the leading manufacturers, including:

- VM Zinc
- Aperam
- Rheinzink
- KME
- Falzonal

So, you have unique access – not just to an incredibly broad range of metal roofing and cladding products, but thousands of specialist metal accessories such as Warmfast®, for

preventing cold bridging. Not only that, you can also buy the fast growing, easy-to-assemble range of zinc rainwater goods used by house builders such as Persimmon – they're attracting increasing interest in the valuable self-build market.

THE BEST TOOLS FOR THE JOB

Because of their unique position ALM are also the sole UK distributor for world-renowned manufacturers Freund and Jouanel. They also supply accessories from the best manufacturers in the business, such as:

- Bessey
- Dimos
- Edma
- Ardi
- Rau
- Schlebach
- Stubai
- Wuko

Whether you need a new pair of cutting shears or a specialist seaming machine, ALM can supply it.

ALL FEATURES GREAT AND SMALL

The sheer scale of projects ALM works on means you can have total confidence in the support you get. No job is too big or too small.

Projects have included some of Europe's biggest such as the new HQ of the King's Troop Royal Horse Artillery in Woolwich. That said, ALM regularly supply lead or stainless steel (now an approved substitute) to small local new build and refurb projects. In Scotland, ALM materials are supplied via its sister company Jamestown Metals.

For further information on ALM please fill in the reader response card.

ENQUIRY 8

The Making of Abbotswood Park



PRIDE AWARDS 2013 GOLD WINNER CIPFA

AND... ACTION!

Formerly the Leavesden aerodrome, the historical site was built during World War II to produce aircraft. It was then sold to Rolls Royce before being transformed into a film set in 1995 to shoot the James Bond film *Golden Eye*.

Right next door to Warner Bros studios, Bellway Homes bought the site for a mixed-use development including 425 properties, commercial sites and amenity space. The history of the site meant it was essential to work with the local planning authority to create a clear sense of identity and mixture of homes.

A story full of character

It might sound like a period drama set in a stately home in leafy Hertfordshire, but this isn't *Downton Abbey* and there's nothing dated about Marley Eternit's Edgemere slates. It's the story of how Marley Eternit helped create a distinctive village feel for a mixed-use development adjacent to the Warner Bros studio in Leavesden, home to the 'Making of Harry Potter' tour.

GETTING INTO CHARACTER

Most of the 425 family and affordable homes at Abbotswood Park have been built by Bellway Homes. Using both old English Dark Red and Smooth Grey Edgemere slates, they've created a mixture of roof heights and designs.

The different roof forms, heights and designs were a key part of creating this identity. Bellway Homes chose Marley Eternit's Edgemere slates to give a contemporary, cost effective roof covering that added character to different parts of the development.

Its thin leading edge gives the appearance of natural slate, but at a more cost effective price, meant it was the ideal choice. Excellent technical support from Marley Eternit ensured an excellent end result.

Combining two Edgemere colours on different properties is very effective at creating a sense of individuality for each property and adding character and identity to different parts of the development. These thin leading edge concrete slates give a premium appearance at a much lower price. They are interlocking so very quick to install and absolutely ideal for large developments.

THE EDGE

Edgemere slates are large format concrete interlocking tiles with a thin leading edge for a slate like appearance at a more attractive price.

- Only 9.7 tiles per m²
- Quicker and easier to install than natural slate

- Single lap solution
- 40% thinner than standard concrete interlocking tiles
- Performs on pitches as low as 17.5°
- Suitable for a wide range of roof types
- Available as standard, riven and duo

Edgemere slates also offer impressive environmental credentials:

- Independent carbon certification
- A+ rating in the BRE's Green Guide to Specification
- Certification to the BES 6001 standard for Responsible Sourcing, means they can help to achieve extra material credits under one of the current UK environmental assessment methods

Come Tile With Me

Marley Eternit introduces Melodie and Maxima – two new low-pitch interlocking clay roof tiles

You talking about ME? Well, perhaps you should be, because Marley Eternit is launching two new large format interlocking clay roof tiles to the market.

The new tiles, Maxima and Melodie, offer the aesthetic qualities of clay, together with the time and cost saving benefits of interlocking tiles. Available in Natural Red, they can both be used at low minimum pitches for greater design flexibility.

MAXIMA

There are very few clay double Roman interlocking tiles on the market, so the launch of the Maxima tile gives contractors and merchants another option, particularly in areas like the South West where planners frequently specify double Roman roof tiles.

- Interlocking double roman clay tile
- Suitable for roof pitches down to 17.5 degrees
- Open gauge for easy fixing
- Doesn't require any complicated fittings
- High coverage rate of 10.1 tiles per m² saves installation time and cost

MELODIE

The Melodie is an interlocking clay pantile that has a traditional appearance and one of the lowest minimum pitches in the roofing industry at 12.5 degrees. This means specifiers and designers can achieve a clay finish where they may not have been able to before.

- Flexible gauge for easy installation and affordability
- Robust design suitable for very low pitches
- Gives designers and contractors greater flexibility
- Ideal for refurbishments or new builds

- Available in natural red
- Covering capacity of 13.8 tiles per m² at the maximum gauge
- Traditional, classic pantile appearance

Both tiles have been extensively tested for wind and driven rain and can be installed in accordance with BS 5534 and BS 8000-6-2013 for workmanship on building sites.

The new interlocking clay tile range can also be used with Marley Eternit's Universal accessories. They're completely dry fix, provide ventilation to meet the Building Regulations, British Standards and comply with the latest NHBC guidelines.



The new interlocking clay tile range can also be used with Marley Eternit's Universal accessories. They're completely dry fix, provide ventilation to meet the Building Regulations, British Standards and comply with the latest NHBC guidelines.

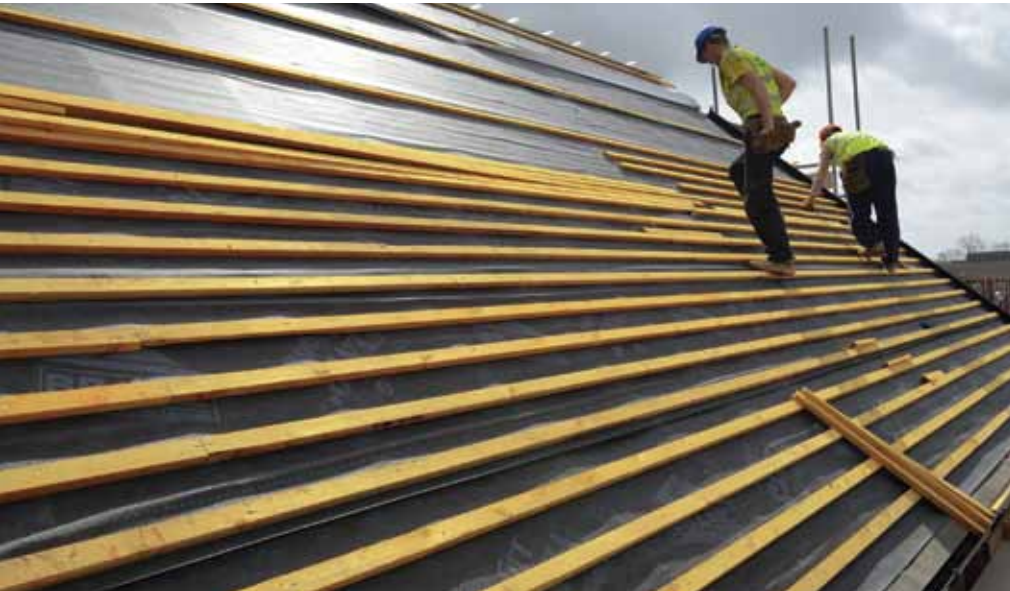
SO, YOU SEE WITH ME, IT'S ALL ABOUT YOU!



To request the latest brochure or receive a free sample of the Melodie or Maxima, please fill in the reader response card.

ENQUIRY 9

Where there's a Mill, there's a way!



Demand for SR Timber roofing battens fuels expansion



DEMAND FOR SR TIMBER ROOFING BATTENS FUELS EXPANSION

Huge growth in demand for SR Timber's market-renowned range of battens is just one of the reasons they have increased production at their new state-of-the-art sawmill in Latvia. And, with newly expanded storage facilities at its holding terminal in Goole and plans to grow its port network, continuity of batten supply is guaranteed wherever you are in the country.

SIZE MATTERS

The mill in Latvia, considered the largest in Europe, is specifically designed for the manufacture of roofing battens. Experts developed the fully integrated production process over the past two years from the inception of the plant. This rigorous process ensures no defective material gets through the system. Its market leading capacity means the mill is able to step up output to meet both demand and assure roofing contractors in the UK of consistency of supply.

RECORD BREAKERS

Shaun Revill, Trading Director of SR Timber explains: "Over the years, we have invested heavily with our partners in buildings, plant and equipment and, of course, quality control procedures at our newly-built premises in Latvia. Together with our second sawmill nearby, our current production volume is running at record rates. This now provides us with the scale to produce even larger quantities of battens whilst maintaining the very high standards of consistency in both quality and dimensional accuracy for which SR Timber is renowned."

Ensuring roofing merchants up and down the country have continual availability of stock is an ongoing challenge. Fortunately SR Timber are more than relishing the challenge. "We intend to continue investing in new facilities and technology to enable SR Timber to remain at the forefront of batten production and grading technology," says Shaun.



To find out more please complete the reader response card.

ENQUIRY 10

Klober roof products and accessories:

Just fit 'em and forget 'em

For roofing products and accessories that are totally reliable, easy to install and are great value for money... Trust Klober



**"KLOBER ROOFING PRODUCTS
SAVE ME TIME AND MONEY.
THEY'RE REALLY QUICK TO FIT,
AND THEY'RE GUARANTEED TO
LAST – EVEN IN OUR WEATHER!"**

OUTSTANDING VALUE FOR MONEY

Sometimes Klober products aren't always the lowest price on the market. However, they certainly are great value for money. What you're buying with their products is everything you need to do the job efficiently with no worries: exceptional quality, easy fitting and great technical back-up. In other words the complete package to give you total peace of mind, and reduced labour costs to save you money on site.

GUARANTEED TO LAST, COME RAIN OR SHINE

The last thing you need is the dreaded call-back to a roof that might even have been a pain the first time round – it stresses you out, and more importantly costs you your hard earned cash. Klober products are designed and manufactured to never let you down. They are so confident in their quality in fact, that they offer an unequivocal money back guarantee on any products that do not perform to their own exacting standards. They are all covered for 10 years

against any manufacturing defects. Rigorous quality control both in the design process and in production ensures that no matter what the good old British weather throws at it, their products always last the distance.

SIMPLE TO FIT - SAVES YOU VALUABLE TIME AND MONEY

One of the best things about Klober products is that they are designed to be as universal as possible, so they can be fitted with the widest range of manufacturers' tiles and slates. This is great news for you – installing them is both simpler and faster – saving you valuable time and money on site.

ALWAYS INNOVATING, NEVER IMITATING

Formed over 50 years ago, Klober has grown to become one of Europe's leading manufacturers of roof ventilation products and roofing accessories. They are continually researching and developing products that are designed to solve problems arising from new standards and regulations, or creating new ideas to make

things simpler, better or more efficient for you. They have been instrumental in bringing innovative products to the market, from vapour-permeable underlays and dry-fix products to the design of in-line vents, and are continuing to influence the working practices used in roof construction.

THE ONLY NAME YOU'LL EVER NEED TO KNOW

There's no need to search around – Klober have all the ventilation products and accessories you'll ever need to complete any roofing project. They produce a huge range of products and accessories, and are continually expanding their range. These include products for: House Ventilation; Roof Ventilation; Wind & Airtightness; Connection; Roof Safety; Accessories; Flat Roof; Solar and Timberframe.

ALL THE ANSWERS YOU NEED. ALL UNDER ONE ROOF

The great thing about Klober is that they can also provide the in-depth technical knowledge and support that you sometimes need on the job. A quick call to speak with them if in any doubt, can sort out any problems before they even start. They can provide you with as much help as you need – from fitting instructions and technical literature to product samples, site visits and free training courses should you need it.

KLOBER

Professional roofing accessories

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

ENQUIRY II

Don't be a "Cheapslate"

If it's too good to be true, then it probably is

Think you've got an unbelievable price for your slate? If so, then the claims about the quality may not be believable either.

There's been a big increase in the amount of questionable quality slate entering the UK market. Here's our guide on how to navigate the market and make sure you don't get burned.

THE GOOD, THE BAD AND THE UGLY

There's a bewildering choice of natural slates for today's roofer to choose from. Not a bad thing in itself but when you factor

in the influx of cheap, imported slate that at first glance looks very good and you could be buying a sub-standard product passed off as high-quality slate. Add to this the seduction of life-long warranties offered by some suppliers, and it's easy to understand why roofers continue to choose natural slate on price.

THIS IS A DEAD PARROT

With the recent collapse of the French slate market, Spanish quarries have looked to make up the volumes elsewhere. This has led to an increase in questionable slate coming into the UK market, usually via

agents operating from Spain in a desperate bid by some Spanish quarries to make up their volumes elsewhere.

As a result some rust-risk T2 slates are being passed off as T1 slate without re-badging or altering their product descriptions. Importers then sell this apparently competitive slate at cheaper prices to secure sales and maintain margins. It's a huge threat to the industry as roofers are being duped into thinking they have a genuine bargain.





There are a number of problems associated with inferior natural slate:

- Inconsistencies and imperfections
- Hidden carbon content
- High risk of rust
- Damaging micro pyrites
- Excessive water absorption
- High wastage
- Higher labour costs
- Lack of traceability or spares
- Flimsy (or even non-existent) CE markings
- Unenforceable warranties

Basically, with slate you get what you pay for, so if it seems too good to be true, it probably is.

EMERGENCY CPR

1st July 2014 saw the birth of the Construction Products Regulations (CPR). The CPR harmonises the methods of test and publication of product performance. It also establishes the minimum safe performance standards for several kinds of construction products.

In the case of natural slate, the CPR declared that the correct marking of natural slate is now a legal requirement and will be monitored by Trading Standards. Not only that, the CPR has introduced new Declarations of Performance (DoP) by the manufacturer or importer, replacing the Declarations of Conformity. These serve to indicate that the slate's CE Marking is consistent with its declaration. By making a DoP, the manufacturer, importer or distributor assumes legal responsibility for the conformity of the slate with its declared performance and must put their name to it with their signature.

Since 2009, the NHBC declared a ruling that all natural slate used on new build projects should be AITISI compliant. LABC and NHBC inspectors already visit sites to verify that only CE-marked products are being used. If not then they are perfectly within their rights to demand the slates are stripped off the roof - potentially at your expense. Don't worry about slates produced or imported pre-July 2013 though.

SIGA
Natural Slate



NO BS!

As well as the new DoPS, if it hasn't got a copy of the BS EN12326-1:2004 to go with it then don't buy it. All slates sold in the UK, wherever they come from, should be tested to this standard, come with test results and carry the CE mark. But, remember, CE marking doesn't show the quality of a slate – only that it has been tested.

Don't wait until complaints start coming in to check your slate has both!

PROMISES, PROMISES

Of course it's not just the slate that can be dodgy. Your reputation matters. The level of trust and confidence your customers place in you is (or should be!) a key reason why they choose you in the first place. You need to do the same with your suppliers.

A bad reputation is contagious. Work with disreputable suppliers (even if you don't know it) for long enough and sooner or later you'll get infected. When the chips are down and there's a problem, will the company supplying you also be there to look after you? If they're not you could be in trouble.

Just take a look at warranties. Whether they are for one or 100 years, if the company goes bust or re-registers, any warranty they provided might not be worth the paper it's written on.

Guarding against this is pretty easy. Quite simply, when making your product selection consider the reputation and credibility of your supplier. This is the barometer of confidence in your purchase. Reputation and integrity count for everything, and if problems surface

further down the line, and you need support, this will far outweigh any savings made sourcing cheaper products. Pick a supplier that is in it for the long term, who is financially sound, and even better, one who has a plc. status.

Despite sourcing some products from abroad, leading natural slate providers such as SIG Roofing offer robust warranties and case histories. They have invested in their suppliers and supply chain – and are in it for the long term. More importantly, when you buy premium branded slate such as SIGA - now celebrating 10 years of supply - all warranties will be honoured, even if the slate quarry that supplies the slate goes into liquidation.





DO'S AND DON'T'S

DO...

- Always insist on best value, not just the best price
- Select from a reputable source
- Always get a copy of BS EN 12326 certification (it also helps compare key physical properties to ensure the best fit for the project)
- Trust suppliers that source direct from quarries with longevity of supply – vital, as you may need spares or extras as the project develops

DON'T...

- Cut corners!
- Wait for complaints before checking your slate
- Be fooled by 'lifetime' guarantees

Supplying inferior slates not only damages your pocket, it can seriously harm your reputation. Don't be a cheapslate. Put your trust in a reputable supplier and you won't go far wrong.

For more information on SIGA slate please complete the reader response card.

SIGA
Natural Slate

ENQUIRY 12

Cassius Clay



The new, improved thin leading edge, interlocking clay tile from Sandtoft. It's the **GREATEST!**

The new Cassius clay tile does indeed float like a butterfly, due to its lighter weight. Whether it stings like a bee remains to be seen. There's no doubt, however, that it dramatically cuts the cost of a natural roof.

DESIGNED IN COLLABORATION

Sandtoft listened to feedback from customers and worked with the UK's leading contractors to develop the new Cassius tile. The product is the result of more than four years of rigorous research, development and testing. As part of Sandtoft's New Generation range, it recreates the appearance of slate, providing a highly affordable natural roof covering. The 10% larger design and open gauge offer savings in material, labour, weight and completion times, reducing build cost by 5%.

This high-quality, modern interlocking tile gives contractors a number of benefits:

- Manufactured from high quality, natural clay with a premium long lasting finish
- Potential for good mark-ups on projects
- High-performance weatherproof design developed through intensive wind tunnel testing
- Conforms with all current UK and European standards and fixing requirements
- Pressed from natural alluvial Humber clay
- Antique slate colour option provides a labour saving natural alternative to slate



All of which gives contractors increased profitability and fewer callbacks. The new Cassius gives you the ability to offer your clients something more than your competitors. The tile's size, design and finish mean it's both practical and aesthetically pleasing.

And, as it's a new and improved version of an already award winning product* the sky really is the limit.

For more information about the new Cassius tile, visit www.sandtoft.com

* Previous model was awarded the Homebuilding and Renovating Product Excellence Awards' 'Best Roof Covering' in 2011.

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

ENQUIRY 13

By the Power of Hambleside

The new Interlocking Dry Verge from Hambleside Danelaw. A Superhero in the making.

What does it take to be a Superhero? From Batman and Spiderman, to Captain America and Wonder Woman, superheroes share some common characteristics: they have a distinctive, attractive look, possess extraordinary powers and abilities, and fight a recurring cast of baddies.

So, with those criteria in mind, the new Interlocking Dry Verge from Hambleside Danelaw definitely qualifies for superhero status – it looks great, performs incredible feats, and fights those age-old problems of water and wind. It might not wear tights or be allergic to Kryptonite, but when it comes to keeping your roof dry it's the only hero in town.



KEEPING THE ELEMENTS AT BAY

A more curved design gives continuity to the finished look, while the tapered base edge creates a visual straight-line effect for a neat finish. Plus, the shaping of the unit minimises water run-off, routing rainwater to drip off rather than run down the gable end, reducing water staining.

The batten gauge of the dry verge system can cope with anything from 260mm to 355mm – the largest range variation in the market.

SUPER POWERS

The clip-on system is super quick and easy to install. The starter unit has a cut out section to allow for guttering whilst closing off the verge to prevent small animals hiding in the roof. The starter units and batten end clips also give greater fixing security and no extra pieces are needed to finish the end cap detail. Being dry fix, it avoids the use of an undercloak and all of the problems associated with mortar use – plus you can fit it whatever the weather.

- Stylish new design to complement both flat and profiled tiles
- UV stabilised for long-term performance
- Simple to fit on new build or refurbishment projects of any roof pitch
- Clip over design for a fast dry fix solution
- Designed to minimise water run-off to prevent staining on verge units and gable walls
- Universal eaves starter unit designed to avoid gutter interference
- Secure single nail fixing when used with batten end clip
- Angular adjustment to accommodate roof sprockets
- Maintenance free weatherproofing to roof verge

PROTECTING EVERYONE

You can use the system with all large format interlocking concrete tiles. It also suits thin leading edge concrete interlocking tiles, providing cost effective robust weatherproofing to the roof verge. Four colour options are available: slate grey, dark brown, antique red and terracotta.



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

ENQUIRY 14

Put that in your downpipe and... ... use it for your rainwater system!

Alutec's Tudor Downpipe is the ideal choice for specifiers and installers.

Choosing the right rainwater system for a project is vital. But it can be easier said than done. Is it how it looks, how it performs, how much it costs or how easy it is to install that's more important? Or a combination of all these?

Getting it wrong can be a nightmare for the project both for installation and ongoing maintenance. So, which system to choose? There are pros and cons wherever you look. Take cast iron and PVC systems:

CAST IRON

- Complements traditional or heritage style
- Weight requires extra care during installation
- Can need regular maintenance

PVC

- Cost savings mean it's often chosen for more modern buildings
- Potential need for maintenance over time

Alutec manufacture all their products using high quality marine grade aluminium. Designed to look fantastic they're easy to

install, give great lifetime value and, perhaps most importantly of all, total peace of mind to specifiers, installers and customers alike. This material has been a popular choice for rainwater systems for a while now and with good reason.

Here's why marine grade aluminium is so good:

- Up to 65% lighter than more traditional materials
- Very easy to install and safe to handle on site
- Impressive whole life costs
- Almost completely impervious to corrosion
- Virtually no maintenance
- Life span of 50 years or more
- One of the most sustainable building materials
- Can be repeatedly recycled
- Approx. 75% of all aluminium ever produced is still in use today
- Suitable for all types of building, modern, heritage, residential or commercial



- Comes in a wide range of shapes
- Doesn't need paint for protection but can be powder coated in any colour or finish

But, you've got to be sure it's good quality aluminium first. If it's inferior quality it won't have the same life expectancy, especially in coastal or heavily polluted regions.



ALUTEC'S TUDOR DOWNPIPE RANGE

Manufactured to British standards including BS 8530:2010. It means traditional buildings can benefit from all the advantages of modern building materials, whilst also providing better value for money.

- Available in 21 standard colours
- Uniquely textured Heritage Black polyester powder coating delivers a classic look without the associated maintenance and installation costs
 - Compatible with Alutec's traditional range of aluminium gutter systems, which accurately replicate the popular British Standard cast iron gutters

ALUTEC
ALUMINIUM RAINWATER SYSTEMS

For more information
please fill in the reader
response card.

ENQUIRY 15

Go with the Flo



When it comes to Fascias and Soffits, FloPlast is your man.



FloPlast's comprehensive fascia and soffit range is the benchmark when it comes to quality and long-lasting guarantees.

Their impressive product selection allows you to complete any project, new build or refurbishment with precision and ease. Boards come in a range of colours to suit all tastes: white, golden oak, rosewood and black ash.

They are also available in a selection of styles:

- Universal
- Ogee
- Mammoth
- Ogee Mammoth
- Hockey
- Multi-Purpose
- Mammoth Bullnose

And, when you include their vented and double-vented hollow soffit, you can find the right style for any installation.

With Floplast you can be sure of a number of key benefits:

- **LOW MAINTENANCE** - easy to clean with no painting required
- **WEATHER RESISTANT** - impermeable outer skin provides year round protection against both weather and insect infestation
- **FIRE RESISTANT** – materials are not easily ignitable and have a Class 1 fire rating in accordance with BS476: Part 7 1997
- **DURABLE** – co-extruded PVC-U outer skin, ideal for all conditions
- **THERMAL/ECO EFFICIENCY** – quality boards provide good all round insulation, reducing heating bills
- **COMPATIBLE** – suitable for use with all common building materials – no chemical reactions will occur
- **SUPREME FINISH** – high gloss and blemish free surface
- **GUARANTEED** – 20 years on white and 10 years on woodgrain products. Simply register your installation online at www.floplast.co.uk

The Floplast range meets all the latest standards and accreditations, including:

- BS EN ISO 9001:2008
- Certificate No. FM 501414
- BS EN ISO 14001:2004
- Certificate No. EMS 538445
- BS EN OHSAS 18001:2007
- Certificate number EMS 593622

Both roof trim and cladding systems have been assessed by BS476-7: 1997 fire test for building materials and structures (method of testing to determine classification of the surface spread of products) and BS EN 13245-2 Attestation Level 4 – Cladding Systems.



FloPlast

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

ENQUIRY 16



Demelza
Hospice Care for Children
Registered charity no.1039651

FloPlast is delighted to be the chosen supplier for the Demelza Hospice Care for Children in Sittingbourne. The hospice supports families across Kent, South East London and East Sussex. They were delighted with the white roofline and window systems Floplast supplied and loved the completed work. A great example of choosing the right product for the job – one that will stand the test of time.

Cast Iron Guarantee



When it comes to bespoke casting for specialist custom drainage, no one's better than Hargreaves.

Sitting in the west of Yorkshire, Halifax is famous for its woollen manufacture and its Mackintosh chocolate and toffee. It also has one of the most historic rugby league clubs in the game, formed over a century ago. Notable Haligonians include man mountain 'Big Daddy', Percy Shaw, inventor of 'cat's eyes' and John 'Get down, Shep!' Noakes.

But besides woolies and sweets there's another very good reason for having Halifax

do things for long to realise it's a reputation well deserved.

A dedicated team of regional sales managers, technical support personnel and customer services manage your order through each stage of the process. It's this unwavering attention to detail that ensures selection of the most cost-effective production options – quality standards and delivery deadlines being met in full.

A CAST OF THOUSANDS

With over 3000 rainwater, soil and drainage products, Hargreaves have the widest offering of cast iron in the UK construction industry. So, chances are you can probably find what you're looking for.

And if they haven't got it, they'll make it for you.

Hargreaves is actually made up of two sister companies: Hargreaves Drainage and Hargreaves Foundry. It's by combining their product knowledge and manufacturing skills that the company has such a unique offering. With shared facilities of a pattern making shop, foundry and fabrication with a 55,000 sq. ft. distribution centre (carrying over £2m stock at any given time), the



company provides custom solutions for specialist cast iron drainage contracts.

TAILOR MADE

For the drainage of a building to perform properly it's essential the systems used fit the specific requirements of individual structures. Hargreaves has created unique drainage castings for many prestigious projects, including:

- Royal Military Academy Sandhurst
- Princethorpe College in Rugby



on your radar. Since 2012 Hargreaves Drainage have experienced a 22% increase in demand for bespoke cast iron rainwater, soil and drainage products since 2012. The company, based in Halifax have gained a reputation as the industry experts for supply of made-to-order cast iron products. You don't need to look at the way Hargreaves

- The historic Iona church in New Zealand

The company is particularly strong when it comes to bespoke castings in the conservation of rainwater and soil systems on heritage or listed properties. Hargreaves can work with an existing sample casting which may be hundreds of years old, reproducing castings that retain the aesthetic appeal of the traditional architecture and restore the functionality of the system.

It's the experience of the craftsmen at Hargreaves and the versatility of cast iron that gives it its varied design potential for bespoke castings with new and exciting designs. Technical drawings can be used to produce pattern equipment to manufacture new commissions such as convex or concave gutters made to a specific radius to fit a curved building. Standard products can also be customised to include embellishments such as dates on ornamental hopper heads.

Halifax's tradition of hard work, quality and craftsmanship lives on.



Richard Threlfall, Partner and UK Head, Infrastructure, Building and Construction at KPMG LLP recently updated a rainwater system with a combination of standard products and bespoke castings made by Hargreaves Drainage. He was so pleased with the products and service that he took the time to write, *"I completed fitting the gutters and downpipes... and wanted to say thank you for all your help. The result is exactly as I wanted. The quality of the castings is outstanding ([We] were astonished at the weight). Everything has fitted together perfectly. We will be entering the property for a Civic Society Award later this year and will make a point of mentioning your craftsmanship in matching (arguably bettering) the originals."*



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

ENQUIRY 17

INDUSTRY NEWS

Page 4 **Roofing Racers**



Page 6 **And the winner is . . .**



Page 8 **Roof Academy 2 . . .**



Page 10 **New SIG roofing brand flies the flag for roofing**



Page 11 **BS 5534 changes**



Page 12 **Back of the net!**



FLAT ROOFING

Page 13 **Breath of Fresh Air**



Page 14 **Get The Knowledge**



Page 15 **FIX-R. Reliable. Flexible.**



ROOFING

Page 19 **Gilt by Association**



Page 21 **Come Tile With Me**



Page 22 **Where there's a Mill, there's a way!**



Page 23 **Just fit 'em and forget 'em**



Page 24 **Don't be a "Cheapslate"**



Page 28 **Cassius Clay**



Page 29 **By the Power of Hambleside**



ROOFLINE & RAINWATER

Page 30 **Put that in your downpipe**



Page 31 **Go with the Flo**



Page 32 **Cast Iron Guarantee**



Stay Sharp

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 redbox 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 2nd January 2015.

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

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
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 Cleeve 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