

INSIGHT

ISSUE 21

SERVING THE ROOFING INDUSTRY

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SAVE TIME...
EARN MORE...
WORK SMART



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Are you working smart?

Roofers work hard, we know that. Maybe you work so hard you can't work any harder. And that's ok, no-one's asking you to. But chances are, you can work smarter.

Working smart means taking a step back now and again and asking yourself if there's a better way of doing things, a quicker, more efficient, less costly way. We all get trapped in a cycle of doing things how we've always done them. As the saying goes: if it ain't broke, don't fix it.

But what if by doing things how we've always done them, we're missing out on new and exciting innovations? Every week there seems to be a new product launch, a new technological development or changes to legislation. So, with all these new tools and techniques available, isn't it time to take a closer look at them?

This issue of INSIGHT focuses on showing you that doing things a little bit differently can save you both time and money. It's about helping you to work smarter, rather than harder. Which is good for you and good for your business.

HERE ARE THE DON'TS

Working smarter is more than just making a few changes and improvements to what you do. It's not just about swapping one process for another. Sometimes, it means stripping away processes altogether. On any job you take on you have to coordinate lots of different stages, a number of different suppliers, materials, deadlines... the list goes on. Is trying to manage all that yourself really the best use of your time? Or could your skills be better used elsewhere? There's a simple solution: stop. Stop trying to be in twenty places at once and see what your supplier network can do to help you. For example, could your distributor help? Page 32 explains more about how distributors work.

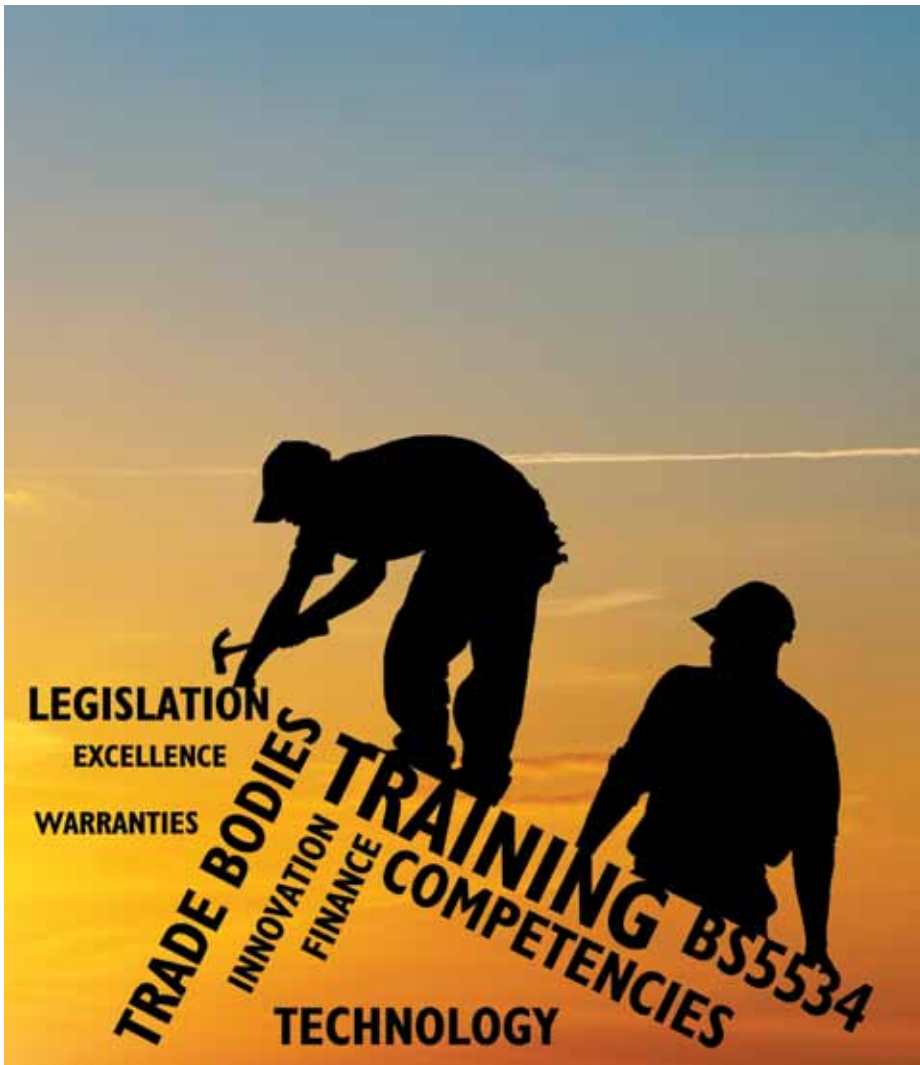
So, if you want to work smart, thinking about things you can stop doing is a good place to start.

For editorial enquiries please contact the editor at editor@insightmag.co.uk

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IN THIS ISSUE:

- The industry's leading manufacturers tell us how to get smart about BS 5534
- Roofing Racers smash target!
- How Business Finance Tools from SIG can unlock your business's potential
- RCI Show returns and it's even bigger and better
- Happy birthday SIGA! Celebrating 10 years at the top
- Forticrete's revolutionary low pitch system guarantees 10° roof window installation
- Exclusive to SIG Design Technology - a green roof that comes in one single delivery and is carbon negative



PLAYING BY THE RULES

Sometimes, you have no choice but to do things differently. In the case of the new BS 5534, the Code of Practice for Slating and Tiling, non-adherence to the revised code is simply not an option.

The new version was published on 1st March and everyone in the roofing industry has had to change how they work to meet the new standards. There are new rules relating to fixings, mortar and underlay, but the changes are good ones, and will result in fewer call backs – saving time and money in the long run. It's good news all round as it means everyone is already working smarter across the board. To remind yourself of the main changes to BS 5534, take a look at pages 8 and 9.

HERE TO HELP

It's understandable that, in this line of work, you don't always have time to think too much about how you can work smarter. You're too busy working hard just getting the job done. Fortunately, there are people working equally hard behind the scenes to help make your job easier. In this issue you'll find suggestions and innovations for all sorts of roofing issues. There's a whole host of clever inventions out there that can help you

work smarter, finish a job quicker, and even make more money. From revolutionary low pitch systems and foam adhesives to odour-free waterproofing technology and all-in-one green roofs, you'll find all this and more.

So, read on to find out how to work smarter, not harder..

Just one more thing...

Click to the back for a handy index on all our contributors with a reader response card to make getting in touch even easier.

Our online home

Get a deeper insight into all things roofing, at www.insightmag.co.uk

Roofing news

The latest stories from the world of roofing. In brief.

UK Roofing Awards 2015

The 10th UK Roofing Awards were held on 15th May at the London Hilton Metropole.

Awards were made covering 12 categories, highlighting the incredible depth of talent in UK roofing today.

The day was a great great success, with the BBC's Louise Minchin presenting the much coveted awards to:

Double-lap Slating

Bolton Roofing Contractors Ltd,
Eyre Crescent, Edinburgh

Double-lap Tiling

Karl Terry Roofing Contractors Ltd,
New Place, Banstead

Single-lap Tiling and Slating

Marley Contract Services,
Scotia Homes, Aberdeen

Heritage Roofing

Jordan Heritage Roofing Ltd, Penmaen
Cottage, Snowdonia National Park

Fully Supported Metal Roofing

Norman & Underwood Ltd,
Northumberland Observatory,
Cambridge



Roof Sheetting

KGM Roofing, Babraham Campus,
Cambridgeshire

Vertical Cladding/ Rainscreen

Lakesmere Limited, National Graphene
Institute, Manchester

Reinforced Bitumen Membrane

M&J Group Ltd, Neo-Natal Unit,
Hammersmith Hospital

Single Ply Roofing

Briggs Amasco Ltd, Joseph Black
Building, Kings Campus, Edinburgh

Liquid Roofing and Waterproofing

Icopal Ltd (with Mitie Tiley Roofing),
Terminal 3 – Heathrow Airport

Sustainable Roofs

(Shingles & Shakes)

Clarke Roofing Southern Ltd,
Wadhurst Church Spire, East Sussex

Sustainable Roofs

(Green, Vegetated Roofs)

Organic Roofs, Boathouse, Avon
Tyrrell, Hampshire

For full details of the winning projects, individuals and sponsors visit
www.nfrc.co.uk/roofing-awards-2015.

Marley Eternit launches new range of premium handmade clay plain tiles

Each tile in Marley Eternit's new Canterbury range has a unique appearance and character, thanks to the traditional hand making process used to create them. Ideal for high quality projects, sensitive refurbishments and heritage or conservation projects they are available in three rich colours with soft edges, fully formed nibs and the sandfaced texture associated with handmade tiles:

The Loxleigh

- Subtle variation in colour from red to grey to black
- Premium antique reclaimed appearance

The Burford

- Rich red-brown tone
- Adds warmth and character to roof

The Chailey

- Vibrant orange tone
- Use on the main roof or as contrast for vertical detailing

Combining all three produces a patchwork of colour often seen across the South East.



A complementary range of traditional handmade fittings and decorative accessories are also available.

in brief

Snowdonia welcomes SIGA slate

Cwrt Gloddaeth is a private residential retirement new build in Llandudno, North Wales. Situated adjacent to Snowdonia National Park, its sympathetic blending with the local environment was a crucial part of its design. Specifically, it was essential the roofscape mirrored the roof coverings used elsewhere in the area as closely as possible.



Thanks to their North Wales origins, SIGA slates were specified to replicate the original, now extinct, Ffestiniog slate, both in texture and colour. Approximately 29,000 SIGA 32 Specification slates now adorn the 1,500m² roof.

This was the second time SIGA slate has been used for a McCarthy and Stone Retirement Lifestyles Ltd. development, and it has been chosen again for another proposed development in Lancaster later this year.



Smooth touch down for Filton

Designed in the 1930s by renowned architect and club member Kit Nicholson, the London Gliding Club is one of the largest and oldest in the UK. Over the years its roof and cladding has taken a real hammering from the elements, so the club approached Filton to give it a much-needed facelift.

As it's a listed building, the local planning department insisted on preserving the original look of the club, so any replacement materials would obviously need to match the existing asbestos cement cladding. Unfortunately, the wrong kind of cladding had been used in a refurb previously. Filton had to come up with something that would perform the dual roles of wall and roof sheeting, while also satisfying the aesthetic requirements. Their solution was to modify an existing GRP roofing profile: they used Supasafe triple reinforced GRP sheeting for the roof, and double reinforced DR-30 for the walls.

The result is a very strong and durable roof to cope with the high winds on the exposed site. Roger that!



Skillbuild... the heat is on!

Regional heats for Skillbuild, the national skills competition, are taking place at local colleges across the country until July. 100 finalists will be selected to pit their wits against each other at the NEC Birmingham in November, across a number of disciplines.

The roofing category, run by the National Federation of Roofing Contractors Ltd (NFRC), comprises:

- Roof slating
- Tiling
- Roof sheeting and cladding

As the largest multi-trade competition in the country for construction trainees and apprentices, Skillbuild is a key event to help our future roofers work smart.

Look out for more news in the next edition of INSIGHT as the competition really heats up!



BS 5534 – Klober sets the record straight

Graham Copson,
Technical
Manager at
Klober explains
how changes
to BS 5534
affect both
contractors and
manufacturers.

You'd have to have been hiding under a rock to miss all the noise about the BS 5534 revisions. After all, it affects just about everyone in the industry – from contractors and manufacturers to clients themselves. It's big news. More importantly, it's good news. The changes have been made to improve our industry, to help us all work in a smarter, more efficient, more professional way.

The main thing to note is: any job started on or after 1st March 2015 **MUST** adhere to the new version of BS 5534. If you were already working on a job, that's fine; a transition period is recognized. Anything after – the rules must be followed.

SO, WHAT'S NEW WITH BS 5534?

There's quite a lot to take in but in truth it's pretty straightforward. Here are some of the most important points you need to know.

Mortar

Until recently, around two thirds of all roofing claims under the NHBC Buildmark Warranty related to mortar fixing – mainly because mortar has no tensile strength. Silo mixed mortar, in particular, has caused widespread problems. But now, thanks to the new BS 5534 standards, poor mortar fixing is no longer an issue. It's been recognized that mortar isn't enough on its own, so now it's compulsory for all ridges and hips to have mechanical support.



Dry fixing is the most reliable solution and guarantees a consistent ridge or hip every time, but if it isn't suitable for a project, a wide range of fixings is available to screw ridges through the mortar to a ridge batten.

If you need any information or advice on anything from correct material ratios to the right grades of sand to use, you can refer to BS 5534 for more detail.

Underlays

Certain underlays aren't suitable for use in some parts of the UK, due to wind exposure, so it's important that whichever underlay is used is fit for purpose. A new map, drawn up as part of the revisions to BS 5534, shows a breakdown of UK wind zones. The map is based on meteorological factors rather than geographical boundaries, so Northern Ireland, for example, is split into two zones. Even a small island like Anglesey in Wales has two different wind zones. So an underlay suitable in one town could be completely useless five miles down the road. To help make sure you're using the right one for the area, BS 5534 now insists that manufacturers label wrappers to show the zone limit for each underlay. This makes it really clear which ones can be used where, and will mean fewer problems with tiles moving and lightweight products 'ballooning' due to their unsuitability.

What's great about this new rule is that there's absolutely no risk of confusion: an underlay is either suitable for the wind zone, or it's not. If the label says it can't be used further north than Aberdeen, it can't. Simple as that.

If you're a contractor or an installer, there's no real effort involved; you just have to make sure you (a) check the map properly, and (b) check that the label on the underlay matches the wind zone. Pretty simple. Pretty smart.

The new labeling should also avoid confusion about quality. Just because an underlay has the BBA seal of approval, it doesn't mean it's right for your project. Again, always check the map!

To make things even easier, there are actually some products you can use just about anywhere. The Permo® air from



Klober can be used at a 345mm batten gauge in all zones, exceeding the new minimum wind uplift resistance. You can use Permo TR tape for Zones 4-5 instead of the additional fly batten, which you'd need otherwise. Without the Permo TR tape you can still use it up to Zone 3, which extends as far north as Aberdeen.

Fixings

One of the major changes you really do need to be aware of is the need to fix every single lap interlocking tile with either a nail or clip.

The reason for this change is that we now calculate wind speeds completely differently to how we did ten years ago, and insecure fixings can leave roofs vulnerable in extreme winds.

For many, the insistence on mechanical fixings is probably long overdue. Obviously

it means jobs may take a little bit longer, but it also means fewer problems and repairs in the long run, so it makes total sense. Like the rest of BS 5534!

Training

Twenty four manufacturers across the UK have teamed up with the National Federation of Roofing Contractors (NFRC) to provide training on the changes to BS 5534 – and what it means for you. Klober is one of six manufacturers in the Midlands alone, so you should be able to find a course you can attend in your area.

Courses are available to all contractors, and free of charge to NFRC members, who will also receive a copy of the new Standard.

KLOBER
Professional roofing accessories

Getting smart about BS 5534

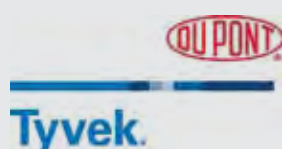
Industry leading manufacturers put the spotlight on BS 5534 and tell us how they are working with the code to help us work smarter...



CAN MARLEY ETERNIT FIX IT?

Yes, we can! **Marley Eternit** have developed **SoloFix**, an affordable high strength, high performance clip and nail solution that saves up to 30% on clipping time. It's suitable for all UK exposures, including corrosive marine environments. Good to know, now that mechanical fixing is a requirement on all tiles.

You can find more information on how SoloFix can save you time in a quick demonstration video at www.marleyeternit.co.uk/solofix.



DUPONT TELL US HOW TO BREATHE EASY

Three advanced new breather membranes from DuPont™ Tyvek® have sailed through the new wind resistance tests, meeting the criteria for all wind zones.

DuPont™ Tyvek® Supro

- Outstanding track record of protecting roofs against wind and rain
- Enhances energy efficiency

DuPont™ Tyvek® Supro Plus

- Integral adhesive lap tape designed for use in the Tyvek® 'sealed roof system'
- Increases energy performance
- Additional security against wind uplift

DuPont™ Tyvek® Enercor Roof

- Metallised version of the vapour-open roofing membrane
- Optimises thermal performance
- Leads the field for wind uplift resistance



HAMBLESIDE DANELAW SAY MORTAR, MORTAR EVERYWHERE...

But no good as a fix on its own. The **Hambleside Danelaw CON6** dry fix ridge and hip system can be discreetly positioned on a slate or tile roof and is an ideal way to introduce ventilation at the ridge.

- Compatible with all tile and slate types
- Integral seal into the screw fixing point ensures a watertight installation
- 5,000mm² free airflow to both roof slopes, more than many other systems
- Wider adhesive strips fix the roll more securely to the roof surface
- Easily trimmed for use with capped angle ridge



SR TIMBER SAY DON'T JUDGE A BATTEN BY ITS COLOUR

It should be clear by now that BS 5534 is really ringing the changes. However - and this is worth noting - some things have stayed exactly the same! One of these is the way roofing battens should be graded and marked.

It's still a requirement to grade and mark battens correctly. It is not a requirement to colour them.

In recent years, some producers have tried to make their battens look 'official' by colouring them - and blatantly ignoring the rest of the requirements. But, just because it's coloured, it doesn't mean it's a high quality graded batten.

The idea behind colouring battens in the first place came about when SR Timber wanted to distinguish between graded and ungraded battens. So they put a dye into the preservative treatment and SR Timber's 'Gold' batten became instantly recognised as high quality.

As Shaun Revill, Trading Director at SR Timber says: 'Without wanting to state the obvious, BS 5534 graded battens need to have the number BS 5534 written on them. Any other number, BS or not, won't do! They also need the species code and must state the batten size and producer. If they are also a nice, light colour (such as SR Gold), that's a bonus. Just remember, colour alone is not enough and can be used to mask imperfections in the wood.'

The bottom line is: never assume a batten is graded just because it's a nice colour.



REDLAND REMINDER

As Matheau Woodyatt, Training Manager at Redland, says: "It's in your own interests to make sure your roofs are compliant with the new code of practice. We're finding that contractors specialising in the new build market are much more on the ball with BS 5534. They're keen to adopt the new way of doing things and are actively seeking out training on the subject. Whereas those involved with the refurbishment sector work predominantly alone and may not even be aware of the new code of practice. The risk is your work being taken down and rebuilt at your own expense. And no one wants that!"

Redland also remind us that one other key point to remember is that now all tiles have to be mechanically fixed, re-roofing and even general repair work will take a bit longer. So, you'll need to factor additional time in on jobs and think about how that will affect costs.



GET SMART WITH THE NFRC

To help you get to grips with all the changes, the NFRC (National Federation of Roofing Contractors) are running free courses across the country to bring all members and non-members affected by BS 5534 up to speed.

All attendees also receive a free copy of the new code of practice.

BOOK YOUR TRAINING COURSE NOW

To find out which sessions are planned for your area, go online to www.nfrc.co.uk/find-your-regional-manager or contact the NFRC Training Coordinator on 020 7638 7663.

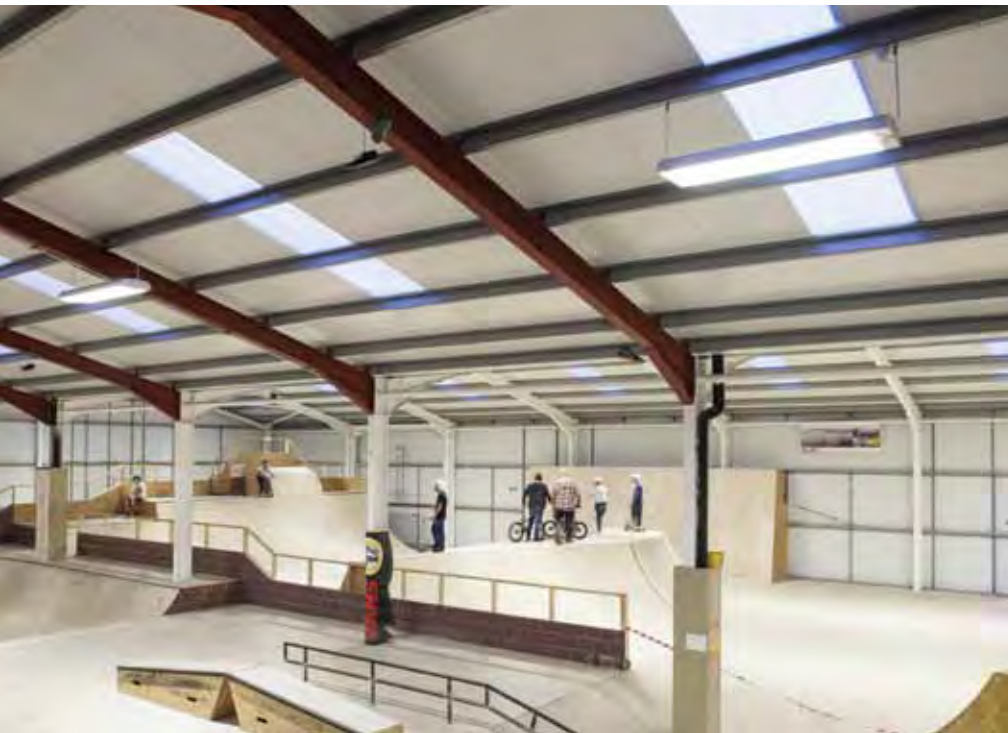


For further information on BS 5534 please fill in the reader response card.

ENQUIRY I

TX-PNSY/WPCA-BS5534-25x50-2-TFT

Steadmans highlights importance of new guidance on installing insulated roof panels.



Steadmans AS35 composite panels help you work faster and smarter for a high performance finish:

- Insulated cladding with two coated steel profiles bonded to a core of PIR insulation
- Forms roofs down to a four degree pitch

The Metal Cladding and Roofing Manufacturers Association (MCRMA) has issued new guidance on installing insulated roof panels.

The nine-page publication, A Guide to Site Installation of Insulated Roof Panels, aims to ensure jobs are completed properly and provides advice on a number of key areas:

- Handling and storage
- Preparation
- Selecting fasteners
- Sealants
- Installation sequence
- Cutting panels
- Final checks

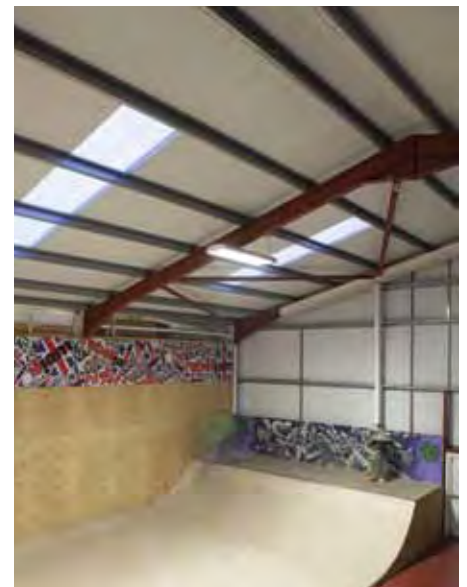
The guide also stresses that the manufacturers themselves should be your first port of call for any queries about product usage or suitability.

Ian Hodgson, Divisional Director, Steadmans, said: "The MCRMA deserves credit for the timing of this, particularly with the peak time for site work about to begin. You can never have too much of this kind of advice, no matter how experienced you are. We urge everyone installing insulated roof panels in the coming months to read it. You can get it free online and it only takes a few minutes to read." To download the guide, please visit www.mcrma.co.uk.

Steadmans are keen to help: "We've always prided ourselves on our customer care so positively welcome feedback and questions from buyers. We'd much rather take an extra few minutes to help you do the job right than have it go wrong."

Steadmans

Quality since 1911



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

ENQUIRY 2



RCI Show returns

And it's even bigger and better.

The RCI Show, the UK's only exhibition for the roofing, cladding and insulation industry, returns to the Ricoh Arena, Coventry, on Wednesday 27 and Thursday 28 January 2016.

Celebrating its second year, the event is already a key date in the industry calendar. Playing host to more than 100 exhibitors and industry experts. It is *THE* place to see the latest products and services designed to help you work smarter.

There's an extra 1,000m² of exhibition space to explore this year, so visitors can expect a host of new attractions, including:

- Larger demo areas showcasing even more products and systems
- Technical zones where visitors can "ask the experts"
- Debate area spotlighting key topical issues
- RCI Show Skills Final held on site

In addition to a comprehensive programme of speakers for both contractors and specifiers, the popular seminar theatres will also make a welcome return. The full programming schedule will be announced nearer the event.

GET BEHIND IT

With businesses keen to showcase their products and services, and customers eager to make an informed choice, the RCI Show is just what the industry needs. Stuart Base, Head of Marketing at SIG UK Exteriors, agrees: "It's so important to have an industry-specific show like this. We're really encouraging workers and companies to get behind it, either by attending or exhibiting. Where else are you going to find so many products, industry updates and solutions in the UK? You can't underestimate the value of that."

So, mark the dates in your diary to make sure you don't miss out on all the latest that's happening across the industry.



To find out more, visit
www.rcishow.co.uk.

Also look out for
updates in RCI magazine
and on Roofzine.

How low can you go?



Revolutionary low pitch
system guarantees 10° roof
window installation.

Watch any episode of Grand Designs these days and it seems people want two main things from their home: light and space. This is even truer since the rules on building larger extensions without planning permission were relaxed last year. Suddenly, homeowners across the land are attempting to incorporate low pitch roof designs on to their extensions. Maximising living space and flooding your property with natural light is the name of the game.

For contractors, this offers a golden opportunity to tap into new demand.

There's just one problem: most roof window systems can't guarantee product performance below 15° due to the potential for water getting in. This was... until now.

FORTICRETE'S LOW PITCH ROOF WINDOW SYSTEM

Forticrete's latest innovation guarantees the installation of a roof window as low as 10°. That's lower than the pitch of most traditional roof window systems. Using the new system, roofing contractors and builders can deliver low pitch single-storey roof extensions that truly maximise living space and natural light.

During development Forticrete solved two key problem areas: stopping water getting in and the need for a simpler installation process.

KEEPING WATER OUT

At low pitches, conventional flashing kits don't allow water to run away quickly enough, so it pools and finds its way between the tiles. When this happens, the only thing stopping leaks around the roof window is the underlay.

Forticrete's new two-piece tray drainage system guarantees to keep water out. This innovative and unique system allows water to run where it wants to naturally – underneath the tiles and battens. This eliminates pooling. The drainage system then disperses it across the trays, over the fascia and into the gutter in a controlled way.

MAKING INSTALLATION EASIER

To help installers work smarter, Forticrete has also developed a much simpler and more practical installation method. They found that by fitting the roof felt from the

Forticrete's Low Pitch Roof Window System contains:

- Eaves and window tray
- Fixing kit, including a 17mm x 50mm eaves batten and an underlay support tray
- Fakro FTP-UV U3 Centre Pivot Roof Window (size 02 55 x 98 cm)
- Forticrete's Centurion® low pitch interlocking roof tiles

outset – even before the window, tray system and tiles – the roof is made watertight much earlier. So simple, but so effective.

THE LOW-PITCH SYSTEM LOWDOWN

Forticrete's Centurion® tile is fitted as standard as part of the Low Pitch Roof Window System. One of the very few tiles currently on the market capable of being laid to a pitch as low as 10°, it's ideal because it:

- Is a highly effective barrier against the elements
- Is particularly suitable for single-storey extensions with restricted height constraints, or new build projects with a low pitch design
- Is available in five different colours
- Comes with a 10-year guarantee



The Centurion® tile has a full range of dry fix fittings to suit all applications. To install these tiles, fit a tile clip over the underlock and nail it with a 50 x 3.35mm nail into the batten below. Secure all edges of the roof with a verge clip fitted over the flat central section of the tile.



Forticrete

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

ENQUIRY 3

Roofing Racers

£62,000 raised in the 2014 London Triathlon.

Great Ormond Street Hospital (GOSH) and Macmillan Cancer Support provide care and support to thousands of people every year, and they rely on public donations to fund their amazing work.

So, the Roofing Racers – a team now made up of 139 competitors from across the roofing, roofline and window industries – deserve a big pat on the back for their fundraising efforts.

In the last few years, they have raised a whopping £360,000 for the charities by taking part in the annual London Triathlon. Last year alone, they completely smashed their £50k target, raising in excess of £62k.

FUN, FRIENDSHIP, FITNESS

The Roofing Racers team is pretty unique. It brings people together from right across the roofing industry – and their friends and families too.

Each year, hoards of people turn out for the London Triathlon, cheering on their loved ones as they swim, cycle and run to raise money for good causes.

In 2014, a record number of Roofing Racers – 139 in total (49 individuals, 90 in teams) – took part in the London Triathlon.



Some were old hands, some were nervous first timers, others were simply sports enthusiasts who fancied getting involved. They all had one thing in common, though: they all gave it their absolute best. Clad in wetsuits, lycra and trainers, they threw themselves wholeheartedly into the spirit of the competition and attacked the course with gusto.

A 750m swim in the Thames followed by a 20km bike ride and a 5km sprint to the finishing line. It's no mean feat.

REAPING THE REWARDS

What makes the Herculean efforts of the athletes so worthwhile is knowing that every penny raised will go directly to charity.

A spokesperson for Macmillan Cancer Support said: **“£150,000 funds 5,555 nursing hours. So the money the Roofing Racers have raised over the years has made a huge difference.**

It was really fantastic to see firsthand the commitment, passion and determination on the day of the triathlon. Everyone was united and focused on enjoying the day, challenging themselves and showing their support.”

Great Ormond Street Hospital also commented: **“Their contribution has funded a number of different areas, including essential state-of-the-art equipment that the NHS can't provide. It's also funded bedroom facilities such as fold-out beds for parents, as well as play areas and play specialists to help the children have fun, recover and understand their illness. We would like to thank Roofing Racers on behalf of the children, parents and staff for everything they have done to raise such an amazing amount. We look forward to working with them for many years to come.”**

smash target!



Roofing Racers

THE CHALLENGE IS ON

The 2015 London Triathlon takes place on Saturday 8th August and the team is already raring to go. This year they are partnering with Tri UK, the world's largest triathlon store and the UK's No.1 triathlon mail order supplier.

Roofing Racers will join 13,000 other triathletes to swim, cycle and sprint to the finish line. With a donations target of £70,000 this year, they're hoping for even more support.

HOW YOU CAN GET INVOLVED

If you own a pair of trainers and some stretchy shorts, you can join in! It doesn't matter what your fitness levels are; you'll have a great time and know you're supporting the brilliant work carried out by our chosen charities.



Keep up-to-date with all of the Roofing Racers news at www.roofingracers.com. You can also follow on Twitter @RoofingRacers.

To take part (as an individual, as part of a team, or as a sponsor), email your details to info@roofingracers.co.uk.

Or, you can show your support with a donation:

- Online: www.uk.virginmoneygiving.com/RoofingRacers
- By post: Roofing Racers, Harding Way, St Ives, Cambridgeshire, PE27 3YJ.



**WE ARE
MACMILLAN.
CANCER SUPPORT**

And, finally, a special mention must go to this year's generous sponsors who help make the event possible.



BriggsAmasco
roofing your world

SIG ROOFING

Forticrete



KLÖBER
Professional roofing accessories

MarleyEternit

MASCO
UK WindowGroup



In association with



Redland

Sandtoft

SIG BUILDING PLASTICS

S R TIMBER
TIMBER SPECIALISTS

ubbink

Unlock the potential of your business

Business Finance Tools from SIG help you find finance when you need it most, increase returns and protect yourself against risk. It's the smart way to grow your business.

All businesses, large or small, need money in order to grow. As the saying goes, you have to speculate to accumulate. So, whether you're a large roofing organisation or a small start-up, it's really important to get good financial support in place. That way, you'll have the right funds to get your business up and running and, more importantly, grow. It can also provide a bit of a cushion if times get tough.

If traditional financing methods, such as bank loans, aren't an option, it's worth considering the financial services provided by roofing specialists such as SIG.

SIG has carefully selected independent third parties to provide a range of financial services without profiting from commission. Together, they've created **Business Finance Tools**, the first credit offering of its kind in the industry.

Endorsed by the Institute of Credit Management (ICM), services include long and short-term financial support, customer risk and cash flow management, plus online account management tools. Through it, business owners can access discounted rates of finance and enjoy business enhancing products with complete peace of mind.

HOW BUSINESS FINANCE TOOLS CAN UNLOCK YOUR BUSINESS'S POTENTIAL...

Long and short-term finance

As your business expands, you'll probably need to buy in extra stock or increase your marketing budget, so it's likely you'll need further investment. Cash flow is key. But what happens when customers are late settling the bill? Where's the money going to come from to let you pay your staff, settle your tax bill and secure that big contract?

With **Business Finance Tools**, you have the option to 'sell' invoices, effectively getting an advance on payment. You only pay for the money borrowed and for the period you need it. There are no additional charges. That means that you can manage your cash flow in a much smarter way, and gives you the option of increasing your overdraft quickly and without penalty when the need arises.

Asset financing

Running a business is expensive. Machinery, equipment, technology – they all need to be added to and improved as time goes on. Independent financial brokers who specialise in the construction industry can guide you through the best products and finance options for your situation, and advise on how to reduce risk and secure the best rates.

Managing customer risk and cash flow

How do you find the most profitable customers while minimising risk?

Business Finance Tools contains software that gives you an instant risk analysis of customers, as well as credit management tools to manage customer invoices. Ideal for SMEs.

Reducing bad debts

SIG's unique **Trade Reference Service**, an online community exclusively for SIG customers, lets you share payment experiences of customers. You can find out who's good at paying and who isn't, check negative payment history and any legal proceedings.

There's even a credit insurance facility specifically for the construction industry that protects you if you're hit with a bad debt.

Retention Monies Payment

Retention Bonds are an alternative to cash retentions put in place by contractors to ensure the work is completed to their satisfaction. The specialist contractor receives full payment (less the cost of the bond) without retentions being deducted either during the contract or the defects period. They're a great way of improving your cash flow.

Legal advice on contracts and disputes

Disputes over payment can cause serious cash flow problems. Access to expert legal advice that covers contract liabilities, dispute resolution and legal representation could save you considerable time and money should a dispute arise.



FUTURE-PROOF YOUR BUSINESS. UNLOCK YOUR POTENTIAL.

Be smart, through SIG's unique **Business Finance Tools**, you can secure additional finance, increase returns and improve your internal risk processes. Visit www.sigfinancetools.co.uk or call 0845 612 4304 to find out more about financing your full business for future growth.

For further information on Business Finance Tools please fill in the reader response card.

ENQUIRY 4

Merchants of Innovation



The close relationship between specialist roofing merchants and local roofing contractors is the key to innovation success.

Just like working smarter, innovation, by definition, involves some kind of change. Whether it's a process, product or partnership, embracing innovation means doing things differently – something local roofing contractors are ideally placed to do.

Local roofing contractors have the flexibility to embrace innovation because their decision-making processes are shorter and there are fewer people involved. They can try out new products and processes much more easily, and adopt new practices that better suit them as and when they like.

Smaller businesses, testing and reviewing new innovations, are often driving change and improvement in the industry. Thanks to them, we're all becoming better.

IT TAKES TWO

Local roofing contractors can't take sole credit, though. They rely entirely on specialist roofing merchants, who bridge the gap between manufacturers and contractors. They're the ones who advise on which products to use or which techniques to try.

Specialist roofing merchants need to have a complete understanding of the specific needs – and potential problems – of the contractor. Their job is to educate contractors on what products are worth buying and trying, so they need to have up-to-the-minute knowledge. The relationship between specialist roofing merchants and contractors, therefore, can make or break the success of new products, so it's really important that both parties trust each other completely.

For innovation in this industry to thrive and flourish, we need to work hard on building the best relationships, and make sure the right information is available to anyone who needs it. Specialist roofing merchants are key to this – a vital part of the process that allows new products to flourish.

INNOVATIVE THINKING

Innovation isn't just about new ideas or products. Sometimes, it's as simple as tweaking a process or technique to drive a better, smarter result. For example, some roofers recently decided to try HardiePlank Cladding on a job they were working on, and discovered it allowed them to work further down the facade of the building, rather than just on the roof. So thanks to the advice of their specialist roofing merchant, they're now able to expand their offering.



Warranty Wise

Making sure you're covered when things go wrong is all part of working smarter.

No matter how carefully you plan and carry out a job, there's always a chance that something could go wrong. Even if you do everything by the book, every single time, the likelihood is that at some point a faulty product will result in costly and time consuming repairs.

That's why it's a very smart idea to make sure you have warranties in place for any products you use. With a warranty, the manufacturer is responsible for repairing or replacing anything that goes wrong – provided, of course, that you installed it correctly!

READ THE SMALL PRINT

When it comes to choosing products, most of us look for which has the longest guarantee. But 'longest' doesn't always mean 'best'. Take the time to read the small print and you might find you're not as well covered as you think.

Here are some of the different types of warranty available and the key things to look out for:

Lifetime warranties

Approach these with caution. Some manufacturers define 'lifetime' to mean as little as 10 years, so it seems they're talking more cats' and dogs' lifetimes than humans!

On the other hand, some products, such as natural slate, come with warranties of up to 100 years. That's great in theory, but in practice, how many companies are actually going to be around to honour that? And, if the slate is imported, is the warranty even valid in the UK?

Lifetime warranties usually aren't endorsed by separate insurance, either. So, always read the Ts+Cs.



Extended warranties

These sound great. You're covered for longer, right? Not necessarily. Extended warranties are riddled with exclusions and fine print. They often don't cover all the components and certainly don't cover installation.

Multiple warranties

Great for when you want multiple headaches! When you're on a job and trying to keep everything together in one place, make sure you keep track of all the different warranties for all the different products, and store them within easy reach. Just in case.



Faulty products

If a product fails within six months, it's generally assumed that it was defective and the manufacturer accepts responsibility. But after six months, how it's dealt with depends on the manufacturer. If you don't have a warranty in place, it might be up to you to prove the product was faulty.

One other thing to consider is consequential damages, where more damage is caused by the product's failure than damage to the product itself. Costs can really rack up – unless you have a warranty.

Protect yourself with a reputable supplier

If you always deal with reputable companies who you know can uphold their warranties, you can relax. But, before specifying materials for a job, always double check the manufacturer's warranty so you know it's up to scratch. If you don't bother checking until you're facing a claim, you'll probably find it's too little, too late.

Your reputation guaranteed

Supplying products with a poor warranty can do serious damage to your reputation – as well as your pocket. Put your trust in reliable suppliers. That way you can rest easy that you're always covered.

TrustMark and Age UK help over 65s find trustworthy tradespeople

According to TrustMark, the Government-endorsed 'find a tradesperson' scheme, almost a quarter of those aged 65 and over feel nervous when it comes to choosing a tradesperson. As a result, one in five are either attempting to carry out home repairs and odd jobs themselves, or else leaving the work entirely.

Part of the problem is that older people don't always know where or how to search for the right person. Only 2% say they base their selection on whether or not someone has the right qualifications for the job.

NEW TRUSTMARK DIRECTORY ON AGE UK

To tackle the issue, TrustMark, together with Age UK, the country's leading charity for older people, has developed a directory of approved tradespeople. This free online service, hosted on Age UK's website (www.ageuk.org.uk) helps older people find a trustworthy business in their local area.

The directory takes all the worry out of hiring the right people, as everyone listed has to have passed stringent business and customer service checks before they're approved. They also need to have had their work checked and signed off by qualified inspectors.



Liz Male, Chairman of TrustMark said: "Frankly, I feel it's a national embarrassment that any older person is put in this position. Most older people are confident and well-equipped to deal with these situations. But if we know of a relative, friend or neighbour who's struggling to get work done, we have a responsibility to show them an independent and safe source of advice and assistance. We want people to feel safe in the knowledge they have the best of the nation's tradesmen and women working in their homes."



For further information on TrustMark & Age UK please fill in the reader response card.

ENQUIRY 5

Rainman

Tony Wereszczynski, Technical Director of Alutec, explains how to get rainwater and eaves systems right with a little forward thinking.

When you're planning a new build or renovation project, rainwater and eaves systems may not be particularly high on your list of concerns. However, the system you choose can have a big impact on the look, functionality and cost. So it's important the impact is a good one...

THINGS TO LOOK OUT FOR:

MATERIAL

There are plenty of materials to choose from, but aluminium is definitely worth considering. Its benefits include:

- Life expectancy in excess of 50 years
- Virtually maintenance free
- Doesn't corrode
- Cost effective
- Lightweight
- Easy to install
- Looks good on both new build and period properties
- Highly sustainable (estimated that 75% of all aluminium ever produced is still in use)



DESIGN

Size does matter! At least, it does when it comes to gutters. If incorrectly sized, your system might not drain the roof properly and could damage the fabric of the building. A golden rule for eaves gutters is to size them so that the calculated run-off doesn't exceed 90% of the gutter capacity.

Building Regulations demand that the roof area, geographical location and climate are all considered in detailed peak flow rate calculations to make sure you get it right.



APPEARANCE

Obviously, whichever system you choose needs to look 'at home' on the type of property. PVC would look pretty odd on a period home; cast iron systems won't work on a new-build.

The great thing about aluminium is that its appearance is extremely flexible. At Alutec we offer aluminium in 21 standard colours for our range of gutters and downpipes.

So, there's a lot to think about. That's why it's worth partnering with a specialist supplier who can offer design, installation and aftercare support. It could make all the difference.

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

ENQUIRY 6

School of Rock(wool)



Rockwool Hardrock® Multi-Fix (DD) helps keep even the most challenging roofs simple.

You've heard the saying, 'Too many cooks spoil the broth'. Well, you can apply the same idea to roofing: too many flat roofing systems on the same project can be a logistical nightmare. Wouldn't it be great if there was a one size fits all approach? A single system that you can use on every project?

THERE IS?! BRILLIANT! TELL ME MORE...

Put it this way: Hardrock® Multi-Fix combines Phil Neville's versatility with Lionel Messi's sheer brilliance. Sounds good, right? In fact, this system is so good, you can use it as a single layer, dual layer or green roof system. And it's compatible with all flat roof coverings, including liquid applied, bonded single ply and torched bitumen, so you don't need to have loads of different insulation types and fixings on site.

Rockwool have even developed a purpose built 'Rock Roller' trolley to help you get it on to the roof deck!

SOUNDS GOOD?

Well, it should do. Acoustically, Hardrock® Multi-Fix is a bit of a virtuoso. Obviously

buildings such as schools, hospitals, cinemas, airports, concert halls, stadiums and leisure and retail developments need to control noise pollution. So, they need to have pretty specific acoustic solutions in place. The type and source of noise – both internal and external – has to be factored in right from the design stage.

Hardrock® Multi-Fix roofing insulation is an ideal solution for all these projects as it meets most acoustic requirements – without the need for an additional membrane layer. It also offers additional mass where very high acoustic specifications are required. So in design terms, it's pretty perfect. It's also very practical from a contractor perspective:

- Highly cost-competitive
- Reduces material and labour costs by allowing fewer mass layers, fewer fixings and faster installation times

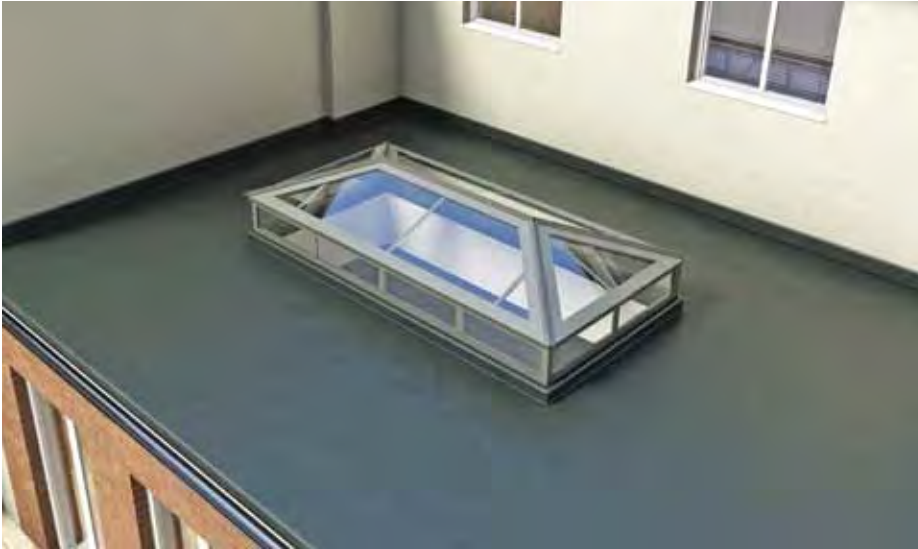
In terms of helping you keep things simple and work smarter, Hardrock® Multi-Fix really is a game changer.

ROCKWOOL®

- **8 product options**
- **Thermal conductivity: 0.039 W/mK**
- **Euroclass A1 non-combustible**
- **Dimensionally stable when tested to EN 1604**
- **LPCB (LPS 1181: Part 1 Ext A) & FM approved**

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

ENQUIRY 7



Fume-free liquid waterproofing

Odourless liquid waterproofing systems are now a reality.



Simple to use, straight from the bucket, liquid waterproofing systems are one of the most cost-effective methods for making a new or existing roof waterproof. Correctly installed and maintained, they can last more than 25 years and save up to 70% on refurbishment costs.

They're suitable for refurbishment, repair or new build projects, which means they are the go-to solution for a host of pitched and flat roofing applications. You can even lay them in damp conditions.

ALL GOOD SO FAR

The problem is... it's not unfair to say that liquid waterproofing has a bit of an odour issue. So much so that whole buildings have had to be closed down and installers

supplied with specialist breathing equipment just to get the job done. Not particularly practical... until now.

FIX-R

The FIX-R Liquid Waterproofing system has been developed as an odour-free liquid plastic over coating system. Great for all types of applications and materials, it's virtually odour free. So you no longer have to rely on a respirator simply to stop water getting in!

- Easy to use single-component liquid
- Ready to use wet-on-wet system
- Becomes water repellent on application
- Reinforced with a polyester membrane for strong adhesion, elasticity and tensile strength
- Year-round application
- Unused product can be stored and re-used

FIX-R FIXES IT

Young & Co, a Lancashire based roofing contractor, put FIX-R to the test when they needed to refurbish flat roofs in North Manchester. Now, Manchester is famous for many things, but brilliant weather isn't one of them. So it was important that the weatherproofing system lived up to its promises.

Mark Hilton, Contract Manager at Young & Co, explains why they chose FIX-R: 'As well as its ability to be applied in all weathers, it was the speed of application, effectiveness on small and large areas and the fact you don't need to recoat after bad weather that sold us on it. We'll definitely use it for other projects.'

FIX-R

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

ENQUIRY 8

Foamtastic

Safe, fast and convenient - it's no wonder new foam adhesive is becoming increasingly popular with installers.

In this business efficiency is king. The aim is to work smart, completing every job on time and in budget - highlighting the need for constant improvements in the manufacture of tools and materials. Soudal are addressing this need by developing a new foam adhesive to help you work smarter.

Although liquid polyurethane adhesives are still the most common type of cold applied adhesive, new polyurethane foam formulations that outperform their liquid counterparts are now available.



Not only are they very cost effective – the cost varies only in relation to the surface area bonded, rather than the thickness of the insulation – they are also very safe. In traditional fixing methods, small punctures are made in the roof, exposing electrics, timber and decor to moisture and potential damage. There are no such issues with adhesive. Adhesive is also a much better option on 'live' buildings, where you can't establish the path of pipework or power cables.

Other benefits of foam adhesives are:

- Non-drip
- Insulates
- Bonds onto vertical surfaces
- Can fill small imperfections in substrates and joints
- No power required

Although foam obviously expands, newer foam adhesives, such as Soudatherm 330, have low foaming formulations so they don't push boards up. This means there's no need for boards to be 'walked in' or weighed down.



EASY APPLICATION

Improvements in modern applicator tools mean that newer gun-applied adhesives are more precise, so there's less waste. Gun-applied systems are also fairly low maintenance and can usually be stored for a few weeks without cleaning.

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

ENQUIRY 9

Cedar Shingles

A quick guide to making the smart choice.

Cedar shingles – smooth sawn, tapered and random width wood tiles – are ideal as a roofing and cladding material. They're environmentally friendly, durable, lightweight and weather resistant, so offer a high level of protection and contribute significantly to the achievements of Zero Carbon Housing. They can also be fixed at a roof pitch as low as 14 degrees, providing a reliable form of roof covering as an alternative to felt or lead.

It's no surprise, then, that cedar has been a popular building material since Biblical times!

But with so many different types of cedar shingle to choose from, how do you know which is right for you? Here are a few of the best ones to look out for...



WESTERN RED CEDAR SHINGLES

Western Red Cedar, from Western Canada, is especially beautiful. Ranging initially from salmon-pink to chocolate-brown in colour, over time it turns silvery-grey from exposure to the elements.

Its main benefits are:

- Renowned for its heartwood's resistance to rot
- Low density, so serves as an extra layer of insulation
- Carbon neutral
- Chain of Custody (CoC) Certified

As Canada is renowned as a world leader for the integrity of its forestry policies, if you choose Western Red Cedar shingles you know that the wood you're buying is legally sourced and fully compliant with the European Union Timber Regulation (EUTR).

CERTIGRADE SHINGLES

'Certi' is probably the best and most reliable brand of Western Red Cedar. It comes in a range of patterns and you have the option of adding treatments, such as extra wood preservative or flame-retardancy.

'Standard' shingle, otherwise known as 'Certigrade', is the best known of this range. A guaranteed high-performance product, Certigrade is fully backed by the Cedar Shake and Shingle Bureau (CSSB), who carry out regular inspections to make sure products continue to meet their exacting quality standards.

When you use Certigrade shingles, the CSSB offers advice on how many you're likely to need for different roof pitches and walls. You're also guaranteed to get the coverage you need, without any short measure.

BLUE LABEL SHINGLES

These are the highest quality shingle available:

- 100% heartwood
- 100% clear (defect/knot-free)
- 100% 'edge grain' (cut radially for improved resistance to weathering, shrinkage and distortion)

Only the 'Certigrade' brand of Blue Label shingles carry a warranty guaranteeing all of the above. It isn't enough to buy Blue Label – you have to make sure it's Certigrade-branded.

Environmentally friendly, attractive and durable – cedar shingle is an excellent choice.



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

ENQUIRY 10

Happy birthday

SIGA!
Natural Slate

Celebrating
10 years at the top.



Ask anyone in the roofing industry what words best describe SIGA, and the same ones crop up time and time again: integrity, quality, reliability. Through these values, SIGA has brought confidence and clarity to what was a pretty complicated market.

SIGA understands the natural slate market, and how to thrive in it. They've made it

their mission always to exceed industry standards, and have helped shape the market with key changes and improvements since their inception 10 years ago. They know what makes them unique and strong, and communicate that with unwavering clarity. They've made choosing natural slate simple and worry-free – just as it should be.

This success isn't just down to luck. SIGA has built up an enviable reputation over the last decade through hard graft, tenacity, smart working and great customer service. They have a pretty simple and straightforward ethos: make sure you understand what your customer wants, and deliver on your promises. It's no wonder they've become so successful.

CUSTOMER SATISFACTION

SIGA's focus on supporting the contractor and the architectural community is one of their greatest assets. Their commitment to providing absolute clarity at all stages of the manufacturing, design and installation process means customers are kept fully informed throughout. For each project, SIGA:

- Explain where their slate comes from, and how to work with it
- Identify different ranges through colour coding
- Notify contractors and architects on changes in legislation
- Provide test certificates for contractors and architects

Customers also have access to SIGA's nationwide network of SIG Roofing branches and Slate Business Development Managers for advice on supply, design and construction.

It's no surprise they've become renowned for building and nurturing long lasting relationships with their customers.

CONTINUOUS GROWTH

Another reason SIGA are so successful is that they're always looking for opportunities to add value. In their quest for continuous improvement, they're willing to push boundaries – even geographical ones. Their slate procurement and quality control operation in the most renowned quarry region in Spain gives them access to a vast amount of expertise and experience in the European market. This new venture gives SIGA a much greater understanding of the quarries and stone, as well as incredible scope in terms of accessing other worldwide suppliers. It's good news for customers, too, as they enjoy greater choice, variety, breadth and depth of product, not to mention peace of mind from the guarantee of continuous supply to the UK.

Four years ago, SIGA identified a market need for a like-for-like substitution to discontinued stone. They came up with a practical solution and launched their Heritage Reproduction Stone range. Endorsed and accepted by planning and local authorities, contractors and architects are now able to fulfil all their requirements.



THE SIGA OFFERING

SIGA offers four distinct product ranges. These can be modified to suit any given project, skill, budget, warranty requirement and regional preference. Warranties range between 30-75 years and are fully backed by a FTSE250 organisation, so customers can be confident that their orders will always be honoured, even if the quarry that supplies the slate ceases trading.

ANOTHER 10 YEARS

No one knows what the natural slate market will look like ten years from now. One thing's for sure, though: quality, reliability, reputation and integrity will still count for everything. And if the last ten years are anything to go by, the SIGA brand – through continuous improvement, without compromising on quality – can look forward to celebrating their 20th year at the top.



SIGA
HERITAGE
REPRODUCTION STONE

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

ENQUIRY II

It's Rully, Rully good

The Terreal Rully – now guaranteed to a minimum pitch of 15°.



When you need to fix tiles at a low pitch quickly and inexpensively, you can't go far wrong with the Rully.

Developed by the world's leading plain clay tile manufacturer, Terreal, the Rully offers streamlined fittings, meaning you can take on even complex roof designs with confidence.

Enjoying a speed of laying usually found with large format concrete or clay tiles, the Rully is very economical compared with plain tiles and slates, at 20 tiles per m². It's also very good looking, giving off a warmth you only get with clay and thin leading edge tiles.

Big names such as Berkeley, Bewley and Barratt Homes are already using the Rully, and it's not hard to see why:

- Guaranteed to a minimum pitch of 15°
- Meets all UK and European standards
- Colour range to suit all UK regions
- Thin leading edge meets all planning requirements
- Horizontal design minimizes the need for half tiles



- 25% cost saving compared to plain tiles and slates
- Interlocking ridge excludes need for plastic dry fix components
- Readily available through a growing network of distributors

Aesthetically pleasing, cost effective and quick – just a few ways the Rully can help you work smarter.


TERREAL
Building Beauty

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

ENQUIRY 12

The Lothian interlocking tile

It's cost effective, quick to use, compact and good looking.



Russell Roof Tiles is celebrating a milestone birthday. Now 50 years old, it has been at the forefront of roof tile innovation since the first Double Roman tiles came off the production line in Lochmaben, Scotland, back in 1965.

Since then, it's become one of the country's leading independent manufacturers and now supplies tiles for some of the UK's top house builders, as well as high profile social housing and commercial projects.

BY ROOFERS, FOR ROOFERS

Perhaps because the company was started by a roofer himself, Russell Roof Tiles has always prioritised ease of installation and fixing. It was one of the first British manufacturers to launch a thin leading edge interlocking tile: the Lothian.

Combining the traditional good looks of small format tiles and slates with speedy installation and cost effectiveness, the Lothian quickly became Russell's best selling tile.

THE LOTHIAN IN A NUTSHELL:

The Lothian saves you money because it's cheaper to manufacture, uses fewer tiles per m², and is easier and quicker to install.

- Top selling thin leading interlocking tile
- Fewer tiles required per m² for each roof
- Approx. half the thickness of standard concrete tiles
- Thinness appeals to local authority planners
- Costs 50% less than most slate roof tiles
- Double tile format quicker and easier to lay than traditional tiles
- Mock bond line can be fixed with an extended head lap to give the appearance of a smaller format tile
- Available in seven shades
- A+ rating in the BRE Green Guide
- Uses 15% fewer raw materials than a standard flat interlocking tile
- Guaranteed for 60 years

When choosing interlocking tiles, it's all a bit of a no-brainer! The fact it looks great and is essentially an environmental poster boy is an added bonus.



STILL ON TOP

Even after fifty years, Russell Roof Tiles is still looking for new opportunities to grow and innovate. It's recently announced a partnership with solar manufacturer Romag to market demands for green options, such as in-roof photovoltaic systems.

Watch this (roof)space to see how they get on.



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

ENQUIRY 13

THE SIGNATURE^S of approval

Highly effective and extremely durable, built up bitumen membranes are an ideal waterproofing option.



The SIGNature Torch On System Range, exclusive to SIG Roofing, is a range of bitumen membranes that can be tailored to suit each client's needs,

Aimed at the self-specifying contractor who needs a cost-effective system with guaranteed longevity, it is – to put it simply – a quality product for quality contractors.

Available only to members of the Competent Roofer Scheme (or the NFRC in Scotland), each membrane automatically comes with a ten-year insolvency guarantee. This is in addition to a 20 or 25-year warranty provided by the SIGNature System.

In other words, peace of mind for you, peace of mind for your clients.

Each membrane option comes with an EXT.FAA fire rated cap sheet as standard, and a choice of two different underlays determines the warranty period. A cold applied self-adhesive underlay is also available. An option of either torch applied or self-adhesive aluminium lined vapour control layers ensures a complete system:

SIGNATURE UNDERLAY25

- Polyester carrier
- 25 year guarantee

SIGNATURE UNDERLAY SA

- Polyester carrier
- 25 year guarantee
- Self-adhesive

SIGNATURE UNDERLAY20

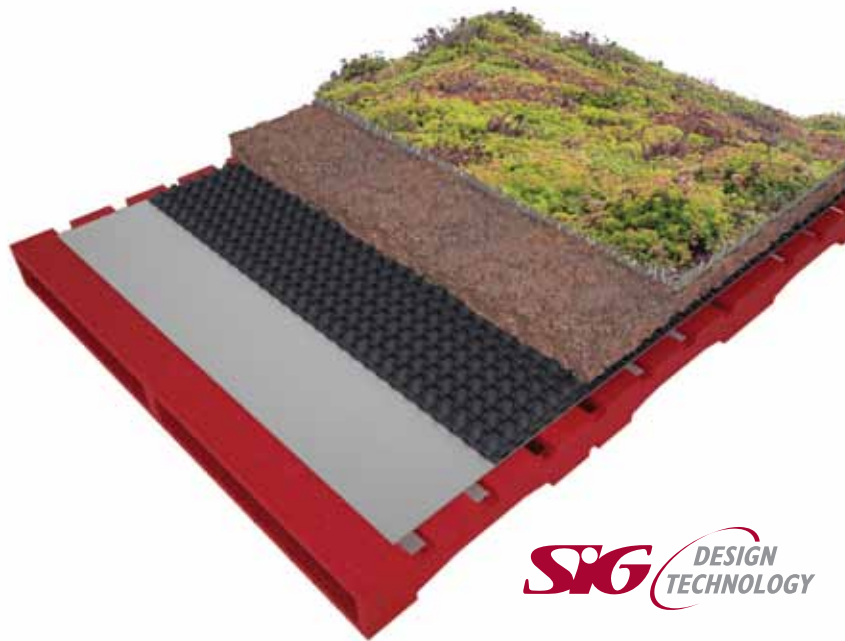
- Glass tissue carrier
- 20 year guarantee

So, if you appreciate excellence and are looking for a range of top quality products, backed by a sturdy product guarantee, then the SIGNature Torch On System Range is for you.

THE
SIGNATURE^S
TORCH ON SYSTEM RANGE

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

ENQUIRY I4



WHY CHOOSE GREEN ROOFING?

- Good use of space
- Practical and easy to install
- Improves air quality
- Provides additional green space
- Extends the life of the roof's waterproofing membrane
- Improves energy efficiency
- Improving sound insulation (by as much as 8dB)
- Reduces rain water runoff
- Reduces heat build-up in urban areas
- Reduces the carbon footprint of your building
- Looks great!

A whole in one!

A green roof that comes in one single delivery and is carbon negative



The growing popularity of green roofs should make them an attractive proposition for contractors. After all, they look great, are environmentally friendly, and customers love them.

The problem is, while in theory they're a great idea, in reality they can be fiddly to sort out. Green roofs require different elements from different sources, which takes time and money to organise. Not great for contractors who want to crack on with the job, until the introduction of VerdiRoof.

THE GRASS IS DEFINITELY GREENER

Exclusive to SIG Design Technology, VerdiRoof by Verdico is entirely UK sourced. From the grower's depot in Kent, the entire system can be supplied in one go, rather than arriving in 'odds and sods' from various sites. So, the process of installing green roofs just got a lot easier. Great news for contractors.

Now, if your client wants a simple 10-15m² 'Green Roof on a Pallet', or even a major area of planting, you can save time and money thanks to the single delivery system. And that's very good for business.

THE VERDIROOF PACKAGE

VerdiRoof Green Roofs are available in:

1. Extensive – either sedum or wild flower
2. Biodiverse – brown roof or plug planted
3. Intensive – can provide a roof garden or terrace

An innovative drainage board, Verdi-Drain25, also helps protect roots and the rhizome resistant waterproofing while ensuring adequate drainage.



NOW FOR THE SCIENCE...

Tests carried out by the University of Greenwich show that the growing medium for green roofs, which is a mixture of pumice, bark compost and a unique carbon capture pellet (a by-product of the UK aggregate and waste industry) is actually carbon negative. The large volumes of CO₂ captured in the pellet production give each cubic metre of extensive substrate a CO₂ footprint of minus 7kg. Basically, if it was any greener it'd be made of kryptonite.

No other system comes anywhere close. Add to that the fact it's all UK sourced, and you can see it's a great environmentally friendly option. For specifiers who want to reduce the carbon footprint of their developments, it simply does not get any better than this.



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

ENQUIRY 15

Time is money



Images courtesy of Kingspan Insulated Panels

Pre-engineered roof decks and an established distributor make industrial roofing simple.

Industrial roofing projects can be vast; we all know that. Multi-sourcing materials and coordinating deliveries from a number of different suppliers is a major headache, even for experienced contractors. And, when you combine this with complex roof structures requiring several different components, that headache can quickly turn into a migraine!

If you're used to working primarily on domestic projects, it can be easy to fall into the trap of trying to coordinate everything on an industrial roof yourselves.

'What can possibly go wrong?' you say. 'I do this sort of thing all the time!'. Well, actually, you don't.

Working on an industrial roof is a different beast entirely. There's a whole host of things that could trip you up if you're not careful:

- Material colour shade variations

- Mismatched rooflights, sheets and fillers from different suppliers
- Fixings or mastic unsuitable for application
- Missing manufacturer deadlines
- Multiple delivery vehicles on site
- Site access problems
- Delivery time frames

... the list goes on! Fortunately, it doesn't have to be that way. Here's a few suggestions to help you work smarter...



Images courtesy of Kingspan Insulated Panels

WORK WITH AN ESTABLISHED DISTRIBUTOR

A good distributor minimises issues and maximises benefits. Partnering with a reputable distributor means you can draw on a wider and more extensive product range. It gives you access to a mature logistics network, as well as impartial and informed technical support. Larger distributors can also pass their cost savings back down to you, the contractor, so you could even find it more cost effective than trying to do it all on your own.

Working with a distributor means you have one point of contact for your materials, one point of invoice and one credit facility to manage. Which all means you have more time to concentrate on the job in hand.

Whatever challenges or opportunities your project throws at you, your distributor should have the breadth of range and agility of service to deliver what you need when you need it – absolutely priceless when you're trying to get on with a job.

So, if you haven't considered working with an industrial roofing distributor before, now's the time to do so.

KINGSPAN TOPDEK – SIMPLE, CLEAN, SMART

Choosing the right materials for your project can make all the difference between working smartly, or falling at the first hurdle. The aim on every job is to get it done quickly, efficiently and effectively, so you can finish up and move on to the next one. So

it's a good idea to use products that simplify and streamline critical processes.

On industrial projects, a pre-engineered roof deck like Kingspan's TopDek is ideal, as it allows you to apply the structural roof deck, insulation and waterproofing in a single fix. So you not only save time and labour on the roof, you can also start internal work sooner as the building is made weather tight very quickly.

KS1000 TD:

Kingspan KS1000 TD is a single component factory pre-engineered roof deck. It combines a trapezoidal steel structural deck with high performance PIR insulation and a single ply PVC/TPE membrane, all in a single component.

- Unique self-coring, one-step fix fastener solution for speed and ease
- Single component, factory pre-engineered roof deck
- Combines trapezoidal steel structural deck with high performance PIR insulation and a single-ply PVC / TPE membrane, in a single component
- Range of accessories available including a standing seam aesthetic
- Suitable for both new build and renovation projects.
- Suitable for flat roofs, pitched roofs above 1:80 (0.72 degrees) and curved roofs with radii over 45 meters
- Insurer approved by the Loss Prevention Certification Board (LPCB) and Factory Mutual (FM)

The Kingspan Topdeck range now includes Kingspan Day-Lite Vault, a translucent polycarbonate barrel vault rooflight, offering a standard U-value of 1.1 W/m²K. Also comes in a range of core thicknesses from 34mm up to and including 120mm.

- Insulation continuity across the roof with thermal performance as low as 0.15 W/m²K

Combining quality products with a specialist industrial distributor who has in-depth knowledge and insight is a recipe for success, helping you work smarter and minimise delays. As the old saying goes 'time is money'!



Images courtesy of Kingspan Insulated Panels



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

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ROOFING

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INDUSTRIAL ROOFING

Page 10 **Insulated roof panels**



Page 32 **Time is money**



Summer is here!

In this issue of INSIGHT, we're giving you the chance to **WIN a MarcO-Grill BBQ, worth £100.**



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 15th July 2015.

Terms & Conditions

Entry to the competitions is restricted to one entry per person. Multiple entries will be disqualified. Competitions are open to UK residents only unless otherwise stated. Prizes can only be sent to a valid UK address unless otherwise stated. Winners will be chosen at random from all valid entries. Winners will be contacted via email. The competition will run from 1st June 2015 until 15th July 2015. INSIGHT Magazine from SIG Roofing is compliant with the data protection act. Our policy is such that we will not pass on your details to any third party without consent.

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

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 877460
Asphaltic Roofing Supplies	Great Yarmouth 01493 659991
Omnico Plastics	Great Yarmouth 01493 659991
Omnico Plastics	Ipswich 01473 461461
Regional Roofing Merchants	Ipswich 01473 749621
Essex Roofing	Kings Lynn 01553 764 202
Asphaltic Roofing Supplies	Luton 01582 456177
Omnico Plastics	Luton 01582 733434
Asphaltic Roofing Supplies	Northampton 01604 765684
Omnico Plastics	Northampton 01604 765684
Wedge Roofing Centre	Northampton 01604 765684
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
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
Cladding & Fascia Supplies	Liverpool 0151 2636737
Clydesdale Roofing Supplies	Liverpool 0151 5212100

NORTH WEST CONTINUED

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