

INSIGHT

SERVING THE ROOFING INDUSTRY

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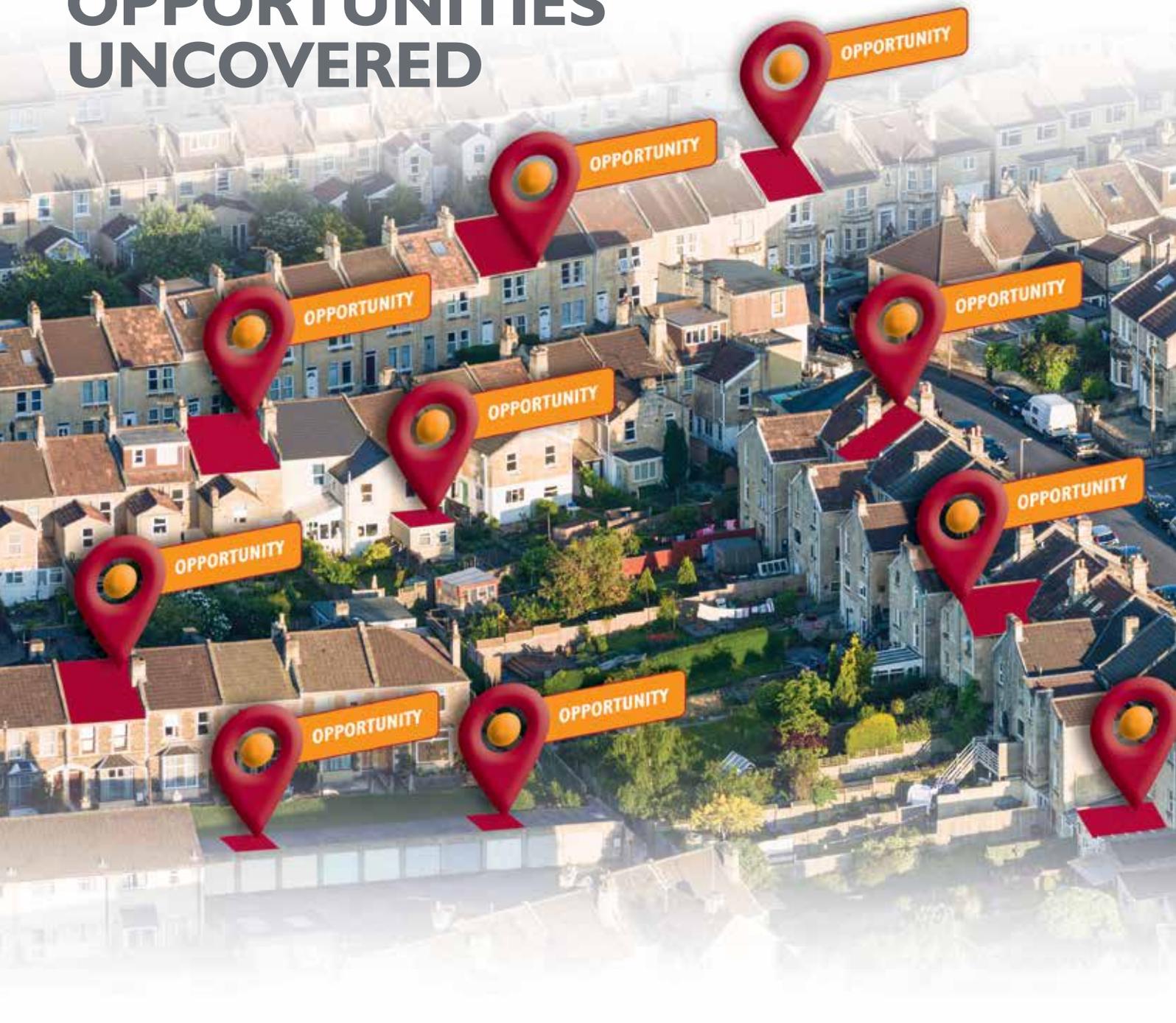
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OPPORTUNITIES UNCOVERED



Opportunities Uncovered

This issue of INSIGHT magazine focuses on how to make the most of the refurbishment, maintenance and improvement market.

How things change! Only a few years ago, the housing market was in turmoil and new builds were nowhere to be seen. Fast forward to 2015 and the tide has well and truly turned; economic recovery is underway and confidence in construction is growing.

Despite new build projects being at a high, demand still outstrips supply - which is good news for the refurbishment, maintenance and improvement sector. With the housing market so strong, roof replacements and extensions have the potential to be a rich stream of revenue, especially for the domestic roofing contractor.

MAKING LIFE EASIER

To feed such need for refurbishment, maintenance and improvement, a diverse and exciting range of products and services are regularly launched into the market. So, whether you're trying to achieve a beautiful look on a tight budget, source a match for existing materials, or are simply racing against time to finish a job, you're guaranteed to find something out there that makes your job a little easier. You just have to know where to look.

In this issue, we give you the low down on the latest products and services to help you win business, find the right materials and complete that refurbishment project on time and on budget.

PLAYING BY THE RULES

Recent changes to the BS 5534 Standard for tiles and fixings have had a big impact on many refurbishment, maintenance and improvement projects. Intended to reduce the amount of damage caused to roofs by increasingly harsh weather conditions, you'll find some more guidance on what the changes mean for you throughout this issue.

GETTING READY FOR WINTER

As nights start getting longer and the cold and rain begin to settle in, it's worth thinking about getting ready for winter. Harsh weather over the colder months inevitably takes its toll on building structures and materials, so it's often a busy period for repair and maintenance jobs. These jobs can be fairly urgent, so it's vital that roofing contractors can access the products they need, when they need them, wherever they are. This issue of INSIGHT has all the info you need to make sure you can lay your hands on the best products, materials and techniques that will help you stay on top of your game.

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- NFRC launches membership awareness campaign
- SIGnature's lifelong luxury clay tiles are hard to beat
- FIX-R share their five top tips for installing EPDM on flat roofs
- Find out why the Industrial Roofing Centre is such a valuable resource for sheets
- Repco can help you find the right tiles for your renovation
- Build your business with marketing made simple
- Fireproof your reputation with Smartply's FR OSB panels
- SIG Roofing launch ONE Warranty

Don't Forget...

You can flick 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 Racers Tri-umph again!

For the ninth year running, the undefeatable Roofing Racers have celebrated completing the gruelling London Triathlon to support two fantastic charities – Great Ormond Street Hospital & Macmillan Cancer Support.

Organised by SIG Roofing - the UK's leading roofing materials specialist - and sponsored by a variety of companies, Roofing Racers is a rare opportunity for everyone in the industry to come together and join in the spirit of the competition. It brings together members of the roofing community of all ages and backgrounds to reap the rewards of fun, friendship and camaraderie - as well as getting supremely fit!

So, on the sunny morning of Saturday 8 August, the team of over 130 donned their wetsuits and braved the choppy waters of the Thames for a challenging 750 metre swim,



before mounting their bikes for a brisk 20km ride. Finally a 5km sprint to the finish line rounded off an exhausting and exhilarating contest. The day saw amazing efforts made by all participating, from new records set to personal bests being beaten – everyone gave their all to this fantastic charity event.

Their Herculean efforts raised a whopping **£50,000**. So, to everyone who got involved – whether you actually competed on the day, cheered loudly from the sidelines, or donated your hard earned cash to these very worthy causes – a very, very big thank you to you all. Because of you, these charities can continue to make a positive difference to thousands of people's lives. Well done.

Roofing Racers would like to thank the following sponsors for their continued support: **SIG Roofing, SR Timber, NFRC, Klobber, Redland, Forticrete, ALM, Sandtoft, IKO, SIG Building Plastics, Icopal, Ubbink, Marley Eternit, Briggs Amasco and Masco UK Window Group.**

Roofing Racers will be back next year for its 10th year at the London Triathlon and we can't wait to see members of the roofing industry making us proud again! Be sure you don't miss out in 2016, if you want to participate, donate or sponsor the event just let Roofing Racers know.



Roofing Racers

For more information please fill in the reader response card

ENQUIRY I

Get **Smart**
 Get **Savvy**
 Get **NFRC**



NFRC launches membership awareness campaign.

The National Federation of Roofing Contractors (NFRC) has launched a new membership awareness campaign: **'Get Smart, Get Savvy, Get NFRC'**. Through the programme, you can find out more about the UK's largest roofing trade association, the work they do and the services and benefits membership brings.

While the NFRC represents more than 70% of the roofing industry by value, this still means large numbers of contractors aren't members. The NFRC hopes this latest initiative will encourage new contractors to sign up by showing them the value of working with a truly active and dynamic association. It also wants to help existing members take full advantage of the vastly increased membership benefits.

Ray Horwood CBE, Chief Executive of the NFRC, explains: *"We want companies to know and understand everything that the Federation stands for, and how it can seriously help their business in a whole host of ways. When businesses learn how they can benefit from joining NFRC, they quickly realise that it can be one of the best investments they'll ever make."*

NFRC membership goes way beyond roofing. It helps businesses stay on the right side of the law by providing access to free advice on employment, taxation, legal disputes, health and safety and other general business matters. For companies with limited internal resources, that's a real bonus.

For existing members, regularly tapping into the NFRC's knowledge and expertise is vital to stay at the top of their game. From workshops, technical support and newsletters, to blogs and free training sessions on changes in industry standards and roof repair techniques, they guarantee you'll always be in the know on best roofing practice. Time to get smart and get savvy.

THE NFRC BADGE OF QUALITY

The NFRC's strict code of practice and vetting procedure ensures all its members offer high standards of workmanship and sound business practice. Such is the quality of the vetting, which includes site inspections, that all NFRC members operating in the domestic sector are automatically enrolled to the Government endorsed TrustMark scheme. The Federation also offers training services, technical advice, and represents member interests to the wider construction industry and Government.

Membership allows people to see that they can completely trust your repair, maintenance and improvement credentials – vital to winning those renovation or extension projects.

For more information please fill in the reader response card

ENQUIRY 2

SIG Roofing come together under one name and one roof

What is it about some brands or logos that feels so familiar? Take Starbucks, for example. Walk into any of their coffee shops and you know just what to expect: a warm welcome, a core product range, and some free WIFI into the bargain. It's straightforward; it's hassle free; it's routine.

Simple to understand and instantly recognisable, that sense of familiarity means we trust it to deliver on its promises, and we are not disappointed.

Right here in the roofing industry, SIG Roofing, the UK's largest specialist distributor and merchant of roofing related

products, is renowned for the quality and breadth of its product range. The name SIG is synonymous in our trade with reliability, with a range of specialist products always available to their customers. So, the current rebranding of their 45 specialist businesses to SIG Roofing is a pretty big deal.

A NEW NAME, A NEW STRUCTURE, BUT THE SAME EXPERT STAFF

Bringing together 45 distinct brands under one roof, unifying the SIG Roofing brand will help customers easily identify and connect with the company's comprehensive portfolio of brands, products and services.

The rebrand provides simplicity and consistency with branches offering a standard core range of products and outstanding service levels that guarantee quality and reliability.

SIG Roofing focus is on four key areas:

- Increased branch efficiency
- A clear focus on the roofing sector
- A core range of products always available
- Ensuring customers get 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.

The rebrand is currently being rolled out across all branches, literature and websites. They may not be selling coffee and cake, but – just like with Starbucks – you'll know exactly what you're getting, whichever branch you walk into.





There are over 40,000 reasons why you should choose SIG Roofing.

As the UK's largest specialist distributor and merchant of roofing related products, SIG Roofing are passionate about supporting you and your businesses.

- **Incredible choice**
 - More than 40,000 specialist products from leading manufacturers
- **Reliable delivery**
 - Next day on-site delivery service, with over 400 vehicles delivering nationwide every day!
- **Expert advice**
 - Over 1,200 expert staff to help you
- **More than 130 branches nationwide**
 - National coverage with essential products in every branch means support is always close by



For more information please fill in the reader response card

ENQUIRY 3

Roofing news

The latest stories from the world of roofing.

Feeling Flush

High spec rainwater upgrades made easy.

Good news! Marley Alutec has expanded its range of Flush-fit downpipes with a number of new sizing options.

The full range now includes:

- 63mm circular
- 76mm circular
- 102mm circular
- 72x72mm circular
- 102x76mm rectangular
- 102x102mm square

... which makes upgrading to quality and stylish systems even easier.

Popular for its seamless lines – a result of hidden internal joints – the Flush-fit range can blend stylishly into a façade or stand out to make a bold visual statement. The expanded range now gives installers a wider choice to specify and replace the right size of pipe for the flow rate of their project much more easily.

Compatible with Alutec's Evolve and Alligator aluminium guttering systems, Flush-Fit complies with all British and European Standards. A number of impressive features make the system ideal for refurbishment and improvement works that focus on modernising and upgrading a property:



- Life span of 50 years or more
- Corrosion resistant marine grade aluminium
- Low maintenance
- Lightweight for quick and easy installation
- Fully recyclable

If that wasn't enough, 21 standard colours with architectural grade polyester coating give excellent colour and gloss retention.

So, if you want to ensure maximum kerb appeal and have a long lasting advert of quality workmanship, then Flush-fit could be just right for you.



**For more information
please fill in the
reader response card**

ENQUIRY 4

High Fibre

Cembrit publish handy guide to installing fibre cement slates.

We all know that one of the vital skills all roofers must have is the ability to fix a slate perfectly. But it's not always an easy skill to master. Thankfully, the kind folks over at Cembrit have decided to share their 80-odd years of experience with the rest of us!

Published as a handy book you can carry with you on site, Cembrit's 'A Guide to Double Lap Slating with Fibre Cement Slates' is an incredibly useful resource covering everything you need to know about specifying, designing, installing and fixing fibre cement slates.

The guide couldn't have come at a better time. With fibre cement man-made slates becoming an increasingly popular roofing choice, and the introduction of the new BS 5534 Standard, contractors need to take more care than ever before to get the fixings just right. The degree of exposure, wind loads, wind uplifts, roof pitches... all these factors have to be carefully considered.

That's where the guide comes in. It provides advice on key calculations and angles for

in brief

Content



fixing a variety of slates weights and sizes, and highlights techniques for dealing with complex areas of the roof such as ridges, valleys, perimeters, chimney stacks and dormer windows. It even has a table recommending nail specifications for various applications.

For an invaluable resource that gives you the knowledge and expertise you need on specifying, designing, installing and fixing fibre cement slates pick up your copy today. It will help you work faster and smarter, complete that roofing project successfully and be recommended for other jobs.

**For more information
please fill in the
reader response card**

ENQUIRY 5

What a Bracket!

Fixing down pipe brackets to vertical tiles just got a lot easier.



The Bracket Tile is made of durable PVC and has a unique ribbed back behind a sand textured fixing face. It's available in four standard colours:

- Russet
- Heather
- Brown
- Terracotta

However Bracket Tile will do their best to accommodate requests for other colours and is also suitable for fixing waste pipes, security lights and sensors.

Fixing down pipe brackets to tile hung elevations can sometimes prove problematic, but one enterprising man has come up with a nifty solution.

Manufactured and produced solely in the UK, the Bracket Tile is fixed like a normal tile, but has three nib settings so you can set the correct gauge for the tile you are using. Its standard 25mm fixing screws mean there's no need for pre-drilling, and its fixing face sits at a 90° angle to the down pipe for easy fitting. The tile face itself is set at a standard 4.5-inch gauge.

Not only does the Bracket Tile provide a secure fixing, it will make your life easier, save you time and money and prevent unnecessary call-backs. A pretty clever solution to a longstanding issue.

BRACKETTILE

**For more information
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reader response card**

ENQUIRY 6

RCI Show 2016

The number one event for your industry.

On Wednesday 27 and Thursday 28 January 2016, leading names from across the roofing, cladding and insulation industry will come together at the RCI Show 2016.

The only UK event of its kind, the RCI Show is a must-attend for anyone wanting to find out about the latest products, services and business innovations as well as the key issues impacting our industry. For those working on renovation, maintenance and improvement projects it's a great opportunity to compare and source new products and speak directly to industry experts about the latest developments:



- 130 exhibitors, including manufacturers, suppliers, installers and leading trade associations
- 100s of the very latest products and services
- Two seminar theatres focussing on the latest issues in roofing and construction
- Two large demonstration zones
- CITB skills/apprenticeship drop-in clinic
- Competitions, prizes and much more

BREAKFAST IS INCLUDED!

Entry to the two-day show is completely **FREE**, and you'll even receive a free coffee and bacon roll. Free parking is available too.

The UK now has a dedicated, national exhibition to support the roofing, cladding and insulation sectors, so make a note in your diary to visit the RCI Show 2016 at the Ricoh Arena, Coventry, on 27-28 January.



Simply register for your free tickets at www.rcishow.co.uk now and see how the RCI Show can help you

Old world charm for natural roofs

For lifelong luxury, clay tiles are hard to beat.

Some things are worth spending a little extra on. Splashing out on a well cut suit, leaves you looking and feeling great. Invest in a good quality mattress and you'll sleep like a baby. So surely then, when it comes to our homes, we should focus on the one thing that literally keeps the roof over our heads: good-looking, long-lasting and durable roof tiles?

TURN THE ORDINARY INTO EXTRAORDINARY

Investing in a better quality roof means not only will it last longer, it will more than likely also contribute to a higher property resale value. That's very good news for customers, especially those looking to add value in a refurbishment project whose options may be restricted by local planning regulations.

While materials such as handmade clay tiles may seem like an expensive option, the

difference in quality and finish means they're well worth looking into. Aesthetically attractive, handmade tiles can be designed to perfectly match the styles and colours on other roofs in the local area, as well as on the existing roof. They're also extremely durable, so if it's lifelong luxury you're after, clay tiles are hard to beat.

The new SIGnature range of machine and handmade clay tiles, which features Village Blend, Holmbury Blend and Chartham Red, is perfect for both new build, refurbishments, maintenance and improvement projects:

- Add character and enhance the beauty of any building
- Bring together modern technology and the traditional skills of the clay tile maker
- Long lasting and durable
- Holds colour well
- Adds kerb appeal
- Low maintenance
- Warranty backed by UK's largest roofing specialists

All tiles are complimented by a full range of clay fittings, including ridge and valley tiles, bonnet hips and angles for vertical tile hanging.



Clay Tile Selector

Machine Made, Handmade & Handcrafted Roof Tiles



The SIGnature Clay Tile range is featured in SIG Roofing's Clay Tile Selector. Visit a SIG Roofing branch for help with all matters clay - from colours, to pitch and coverage. Whatever the question, their expert staff are there to help.

SIGNATURE^S
CLAY TILES

For more information please fill in the reader response card

ENQUIRY 7

Scaffold Boards

Sound advice for Roofers

How well do you know the scaffold boards you walk daily? Shaun Revill, Trading Director at SR Timber, gives us advice on treading the boards safely.

When you have all the latest high tech tools, techniques, and clever gadgets at your disposal, there are certain duty of care checks you may take for granted. However, should you be thinking about scaffold boards too?

Well, most of you trust a scaffold board pretty much every day, and probably don't give them much thought. However, did you know that not all of them are up to the job? Here are a few points on what boards you should be walking on when you're working at height and the only thing between you and the ground is an inch and half of timber.

'GRADE A' BOARDS

This type of board has been around for decades. 'Grade A' boards are made from normal sawmill production and have not passed or been tested to meet British Standards. 'Grade A' boards may have the recognised metal end band or plate on them, however they will not be stamped BS 2482, nor will they carry a recognised third party mark, such as the leading Kitemark symbol. The wording 'Grade A' does not mean it has been graded or tested to meet British Standard requirements, and

as such, you should not trust them as a safe platform to work off.

CORRECT BRITISH STANDARD SCAFFOLD BOARDS

These meet all the requirements of BS2482:2009, which specifies what a timber scaffold should be and which ones are safe to use. Both ends of a BS board must be either banded, plated or both, clearly showing the marks BS 2482, the letters MG for Machine Graded, VG for Visual Graded, and for greater confidence a third party check mark. The metal bands should extend around the edges by at least 150mm for 38mm boards and at least 100mm for a 63mm scaffold board.

INDEPENDENT THIRD PARTY MARK/STAMP

A third party mark/stamp is a symbol confirming that the manufacturer has had its grading, manufacturing and total quality systems and processes approved and certified by an independent body. A well-known third party mark or stamp which you all will know is the BSI's Kitemark symbol, which SR Timber Scaffold Boards have achieved.

It isn't mandatory for fully graded scaffold boards to have a third party mark at all.



However, well-known symbols such as the Kitemark offer you the peace of mind that the boards you walk on are correct and have been produced successfully to the BS 2482 standard.

So now you know. Steer clear of Grade A boards and make sure either the metal end band or plate shows BS 2482, MG or VG. For further assurance, a recognised third party mark such as Kitemark shows that the board meets the BS 2482 standard.



For more information
please fill in the
reader response card

ENQUIRY 8

Cut restoration costs with Marley Eternit clay tiles

Manor house owners save 30%.

Culpho Manor, near Ipswich, recently underwent a full restoration. For an early 16th century Grade II listed manor house, the cost of sourcing suitable replacement roof tiles could have easily spun out of control. However, thanks to Marley Eternit's machine-made Acme Double Camber clay plain tiles, the owners managed to slash costs by nearly a third.

The project was a challenging one: nine integrated areas, including the porch, dormer and a section of Welsh slate, had to be replaced. In total, 38,000 Marley Eternit's Acme tiles were used, alongside traditional handmade tiles.



The chosen shade, Antique, closely matched the original roof's weathered look, producing a really authentic finish. The end result is a completely new roof that retains the desired heritage appearance, yet enjoys superior technical performance and durability.

Barry Blake, site manager at GHB Roofing of Ipswich, said: "It was much quicker and easier to use the Marley Eternit Acme tiles

because they are so uniform, so there is less cutting and waste. Plus, the colour range allowed us to create the perfect blend for the historical significance of the building."

Lower cost. Easier installation. Great result. Needless to say, the owners are extremely happy with Marley Eternit's Acme tiles – and with the lasting legacy they've achieved for the Manor.

With their impressive environmental credentials, it's no surprise Acme Double Camber clay plain tiles are becoming increasingly popular in restoration and heritage projects:

- Independent carbon certification
- A+ rating in the BRE Green Guide to Specification
- Maximum credits under the BES 6001 Responsible Sourcing Standard

The longitudinal and latitudinal cambers create a highly textured roofscape, adding character and performance to any roof.

 **MarleyEternit**

For more information please fill in the reader response card

ENQUIRY 9

An airtight case...

Making a roof airtight on a reroofing project is easier than you think.

When you are working on a reroofing project, it's pretty much guaranteed that you'll need to upgrade the insulation. Chances are, you'll need to make the roof airtight while you're at it. This should be pretty straightforward – as long as you use the right product for the job.

UNDERLAYS

Before proper guidance was introduced, breathable underlays were installed into roofs with no supporting ventilation. Now, all new builds and restoration projects must have it, either at or near the ridge. The only exceptions are the two air-open underlays currently available, which can be used without ventilation. If you use Klover Permo® air as a benchmark for technical performance, and check it against whatever product has been recommended, you won't go far wrong.



CABLE OUTLETS AND FLUES

Outlets should be created in such a way that the roof remains weather tight, while allowing room for cables from satellite dishes and solar panels to pass through. These outlets should also be airtight. However, if you cut corners and simply pass cables through a cut tile, rain will be able to get in and you risk cutting the cables on a sharp edge.

For flues and other forms of pipework, a simple sealing collar – which can be fitted in minutes – provides the perfect seal for a large hole through the tile, slate and underlay. It also prevents heat loss.

TAPES AND SEALANTS

A common mistake is to think that any generic building tape and sealant will do. As always, it's important to use the right product for the job. To make a roof airtight, you need to use roofing tapes and sealants, which not only seal the joints between underlays – and any other roofing material – but also repair tears and holes and pass the initial airtightness test.

A £3.5m care home in Bournemouth was made airtight using Wallint 50 from Klover. Phil Goffin, of zero carbon home specialists Brown Smith Baker, explains: “We wanted an air barrier which met the minimum British Standard vapour resistance of 250MN/sg and Wallint 50 did this perfectly. Pipework penetrations through the roof were sealed using Solar-Line sealing collars with Pasto Sealant and Permo TR Tape at junctions. Even though the builder knew nothing about these products, he found them really easy to use once the manufacturer explained what the job needed.”

Permo TR Tape and Pasto Sealant, for example, are multifunctional and can be used with pretty much any construction material. They're easy to use and last for years. Although you may have plenty of tape and sealant lying around, it's well worth buying proper, specialist products that will make the roof properly airtight, rather than risk unnecessary problems caused by inadequate materials.

KLOBER
Professional roofing accessories

**For more information
please fill in the
reader response card**

ENQUIRY 10

Tips and tech to keep tiles on top

When the new BS 5534 Standards were introduced, the whole industry had to get to grips with the new rules for fixing tiles. Leading independent manufacturer Russell Roof Tiles has taken hundreds of calls over the past few months from contractors unsure about what the changes mean for them – clearly there's still some confusion out there.

So, to help clarify a few things, we've asked them to put together a few of their frequently asked questions. Whether you're taking on a refurbishment, maintenance or improvement project, or tackling a new build, read on to make sure you know what's what...

DOES USING RUSSELL'S DRY VERGE COUNT AS A FIXING?

YES IT DOES! It counts as one of the fixings needed at the perimeter.

IS DRY FIX BETTER, SAFER, EASIER THAN MORTAR BEDDING?

Russell's Dry Fix solutions are quicker to install than mortar bedding and comply with the BS 5534 Standards as they mechanically fix the ridge/hips tiles using unions. RussFast Ridge also allows for ventilation and is quicker than mortar bedding.

HOW DO YOUR CLIPS WORK?

Our clips fix onto the lower end of the interlock and are nailed into the batten beneath, stopping the leading edge of the tile from lifting up.



ARE CLIPS BETTER THAN NAILS?

Clips are more resistant to wind uplift than nails because of the strength and fixing position.

ARE THERE GENERIC FIXING SPECIFICATIONS?

No. All our fixing specs are site specific, based on the precise location and structural details of the building.

HOW LONG DOES IT TAKE TO GET A SPEC?

You can get a fixing spec processed instantly on our website by filling in our online form. It only takes about five minutes.

WHY DO FIXINGS OFTEN VARY ACROSS THE ROOF?

The roof is split into three main roof zones: local, general and perimeter. The new BS 5534 requires all perimeter tiles to have two fixings and every tile to have at least one mechanical fixing. Local zones are a band of tiles inside the perimeter of the roof and also around roof features, such as valleys and dormers. The fixing spec determines the extent of these zones based on the size

of the roof. These tiles generally need more fixing as they are at greater exposure to wind uplift. A full nail and clip specification across the entire roof is not normally necessary.

GET A FIXING SPEC INSTANTLY ONLINE

Russell's new interactive web-based fixing spec tool is simple to use and means you can get a fixing spec with a simple click of your mouse. The online form takes about five minutes to complete and helps ensure your specification fully complies with all the latest Standards.



For more information please fill in the reader response card

ENQUIRY II

ONE Roof. ONE Name. ONE Warranty.

SIG ROOFING launches ONE Warranty - a pitched roof product warranty to support the build-up of the roof from batten to roof coverings.

ONE Warranty covers pitched roof products performance for 15 years. With a single warranty to cover all of the key elements of the roof, it's easy to understand and even easier to use.

Extensive customer and market research by SIG Roofing has shown that up to 70% of contractors have had to replace a roofing product through a warranty claim. So, unless you're pretty lucky chances are you will have had to do the same at some point! The research also highlighted the

frustrations contractors face when dealing with multiple suppliers to make a claim and having to collate all the warranties for one project. As anyone who's done it knows, organising the different warranties for any one project is difficult and time consuming. But, thanks to SIG Roofing's ONE Warranty, those days are over.

REAL ADDED VALUE AT NO EXTRA COST

ONE Warranty covers the products' performance for 15 years under one single package warranty, at no extra charge. It's a unique offering and gives contractors, large or small the benefits of a single warranty for all of the key elements of the roof.

Coverings such as industry leading SIGA Natural Slate and SIGnature Clay Roof Tiles are included, along with a range of market leading accessories including; batten, breather membrane, fixings and ridges, to name just a few.

It gives property owners peace of mind that their roof is covered and means contractors can rest easy knowing that they are using top quality products all backed by one simple warranty. As the strapline says; ONE Roof, ONE Name, ONE Warranty!

Contractors wanting to take advantage of ONE Warranty simply register online at www.sigroofing.co.uk/onewarranty. SIG Roofing will then send contractors their membership details, including ONE Warranty marketing materials for their customers. Following purchase and installation of the relevant products, contractors simply register their project online and from then on ONE Warranty has them covered.

It's as simple as that!



To find out more, please visit
www.sigroofing.co.uk/onewarranty



ONE Warranty is backed by SIG Plc, a FTSE 250 company, and provides cover for all of the key elements of the pitched roof. The 15 year product performance warranty combines the convenience of dealing with one company throughout the whole process, with the peace of mind from working with a trusted, well-established brand.

SIMPLICITY

ONE Warranty is easy to understand and even easier to use. Enjoy simplified administration from registration to claim, with a single package warranty for all of the key elements of the roof and a full service from one company.

COST EFFECTIVE

ONE Warranty is available at no extra cost for contractors, providing the most cost effective solution to cover all of the key elements of the roof.

VALUE

ONE Warranty gives contractors a competitive edge over their competition, with a value added service that makes their offering more attractive to customers.

PEACE OF MIND

Contractors and homeowners can rest assured that they are using quality products and they are covered for 15 years by a well-established FTSE 250 company.



FIXER TILER



SIGNATURE[®]

For more information please fill in the reader response card

ENQUIRY 12

Altitude Sickness

Choose your underlay carefully or the BS 5534 altitude clause could leave you high and dry.



The revised BS 5534 highlights the importance of choosing good underlay in order to protect roofs from potentially costly damage caused by wind uplift and stormy weather. It clearly states the minimum standard, which makes deciding what types of underlay are and are not acceptable for a building much more straightforward. However, a key part of the revised standard refers to altitudes not greater than 100m, and much of the UK is higher than you think!

Certain parts of the country are well known for being pretty elevated – parts of Cumbria, Wales and Scotland, for example. But it may surprise you to know that swathes of Essex, Surrey, Nottinghamshire and several other counties also exceed the 100m altitude. Who'd have guessed that Milton Keynes is a dizzying 114m above sea level?! So, it's crucial that you use a membrane suitable for the location. If you don't, you could fall foul of the code and potentially leave yourself liable if there are any problems.



PEACE OF MIND

Of course, the easiest – and safest – solution would be to use a one-size-fits-all underlay – one that covers all buildings, and all site conditions. That way, you can rest assured that your roof will be properly protected, whether you're working on Ben Nevis or in the depths of the Fens.

Fortunately, there are a number of products that fit the bill. For example, all three BBA approved underlays from DuPont™ offer unrestricted application, with no counter battens needed in any zone. Reliable and easy to install, these satisfy all the requirements of BS 5534 anywhere in the UK, with all the weathering and thermal performance expectations of an advanced breather membrane:

- DuPont™ Tyvek® Supro
- DuPont™ Tyvek® Supro Plus (with integral tape)
- DuPont™ Tyvek® Enercor

The revised BS 5534 mandates that all underlays must clearly state – in literature, certification and on roll labels – the declared wind uplift of the material. BS 5534 splits the UK into 5 zones, and to be fully compliant at a batten gauge of 345mm, the following test parameters must be met:

- 1,600 N/m² when a well-sealed ceiling is present
- 1,900 N/m² when no ceiling or no well-sealed ceiling is present
- 2,350 N/m² when no ceiling or no well-sealed ceiling is present and a permanent dominant opening is present on an external face of the building

The new standard also requires compliance with the following conditions:

- Ridge height not greater than 15m
- Roof pitch between 12.5° and 75°
- Site altitude not greater than 100m
- No significant site topography



For more information please fill in the reader response card

ENQUIRY 13

How low is that?

The Forticrete Centurion® roof tile delivers low pitch extensions down to 10 degrees.

Now that the planning rules for building extensions have been relaxed, homeowners have more opportunity than ever before to maximise their living space. In theory, one of the best ways to do this is to incorporate a low pitch roof design to make the most of the room available. In practice this hasn't always been so easy. Until now that is.

Traditionally, low pitch roof designs on extensions have been tricky as most roof tiles let in water at low pitches. This can lead to significant internal damage and costly refits. Of course, there's always the option of installing a flat roof instead, but that compromises the living space – which defeats the whole object!

AN INNOVATIVE ALTERNATIVE

To help roofers and builders deliver low pitch single-storey roof extensions effectively, Forticrete have created the Centurion® low pitch interlocking roof tile. This is one of very few tiles currently on the market capable of being laid to a rafter pitch as low as 10°.

Available in five different colours, the specialist design provides a highly effective barrier against the elements, making it ideal for low pitched roofs and single storey



To fix the Centurion®, clip all tiles by fitting a tile clip over the underlock and nailing 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.

extensions with height constraints. It's also perfect for reroofing existing properties with a low pitch design. A full range of dry fix fittings means it suits all applications, and the 60-year guarantee provides complete peace of mind.

The Centurion® gives homeowners and contractors the freedom to achieve the results they want without compromising. For the refurbishments and improvements market that can only be a good thing.

Forticrete

**For more information
please fill in the
reader response card**

ENQUIRY 14

Lead by Example

How to make sure your leadwork stays in tip-top condition.

Whether you're undertaking a simple maintenance job, or a complete refurbishment project, you want to make sure your roof looks fantastic. And not much beats lead for an attractive finish; after all, it looks great and lasts for years.

However, like any decent material, lead demands respect. If you don't treat it properly when installing it, you could find yourself facing problems – and angry customers – down the line.

Cutting corners during installation can lead to irreversible discolouration of the lead. Fortunately, there's an easy way to guarantee a beautiful finish. Premium



Roofing Products (PRP) have developed a whole raft of products to help you get the job done right, which means you won't have to worry about getting cross callbacks from cranky clients months after finishing work.

FLASHPOINT

This clean and easy-to-apply sealant, PRP Flashpoint, avoids some of the pitfalls associated with using cement mortar with lead, such as irreversible staining. It's available in grey to match the metal, or sand to match the cement.

PATINATION OIL

When installing lead, patination oil should be the number one item in your toolbox. Applied correctly, it coats and seals the lead to form a protective layer, significantly reducing the amount of maintenance required and keeping it looking in tip-top condition. Without the oil, a process of patination causes lead carbonate residue to develop on the surface of the lead, creating a milky run off. This leads to staining on roof tiles, facades and any other surface it meets, which in turn leads to customers becoming very disgruntled! A quick coat of patination oil will save you major headaches down the line, so don't forget to stock up before your next lead job.

Use patination oil to create a beautiful, durable lead finish. It's as easy as 1, 2, 3:

- 1. Apply evenly along the rolling direction of the lead.**
- 2. For flashings, the underside should also be coated.**
- 3. No need to reapply. Over the 18 months post application, the breathable patination oil coating allows lead's natural patina to form, without allowing run off. As the patination oil coating slowly recedes, the patinated surface comes through and remains for the life of the material.**



For more information please fill in the reader response card

ENQUIRY 15



Don't slate it!



The new Rivius tile from Sandtoft combines the beauty of slate with the price tag and ease of clay. What's not to like?

There is absolutely no doubt that slate is a fantastic roofing material. It's been around for generations, lasts far longer than most of us – and certainly looks a heck of a lot better. Its credentials are not in doubt. There are times, however, when it's simply not possible to use, either because the roof won't support it, or the budget's too tight. So, you have to swap slate for something shabbier. Right? Wrong.

Sandtoft has developed the groundbreaking new Rivius tile, which combines the beauty of natural slate with the cost effectiveness and easy installation of clay.

The Rivius interlocking large format clay tile

- Pressed from natural alluvial Humber clay
- Available in colour-permanent Antique Slate
- High performance weatherproof design developed through intensive wind tunnel testing
- Manufactured to Environment Management Standard ISO 14001
- Quick and easy to install, with no need for double lapping
- Large cost effective format
- Excellent colour retention
- Minimal call backs

THE TEXTURE AND DETAIL OF NATURAL SLATE... IN CLAY

Manufactured using bespoke moulds crafted from Welsh and Cumbrian slate imprints, Rivius tiles boast the texture and detail of natural slate in lightweight, cost effective clay. For the refurbishment, maintenance and improvement market in particular, this opens up a huge range of opportunities for projects that would benefit from the look of slate but are prohibited by budget.

Light and easy to install, Rivius tiles are a great retrofit option for refurbishment and

improvement projects. And, on projects where slate is too heavy, Rivius is an ideal alternative to ensure a beautiful finish that doesn't impact on the structural make up of the property.

**For more information
please fill in the
reader response card**

ENQUIRY 16

Simple ways to build your business

It's all very well doing the right thing, but how do you let people know you are doing the right thing? Here's how...

Marketing doesn't have to be a minefield. It isn't all about big television adverts, brightly coloured leaflets and fancy websites. It is about presenting a professional image, which is why marketing can be as simple as driving down the street in your van! If your vehicle's clean, tidy and has your details on it, people are more likely to trust you and know how to find you. In the end, most marketing is really just common sense, but here are a few tips to help you let people know you're doing the right thing...

MAKE A GOOD FIRST IMPRESSION

You are the most useful marketing tool you have, so how you present yourself is crucial. You're much more likely to pick up work if you present a professional image and look

like you work safely. If your kit, vehicle, business card and clothes all look like they're on their last legs, people will doubt your ability to do the job. First impressions count. Make sure you make a good one.

KEEP YOUR WORD

Remember that even though you deal with lots of quotes and jobs, as far as your customer is concerned they are the only one that counts! If you say you're going back to someone by a certain date, make sure you do. Manage their expectations properly, otherwise they'll certainly remember you, but for all the wrong reasons.

GET ONLINE

Setting up your own website is a lot easier and cheaper than you might think. Anyone considering hiring you will want to know what kind of experience you have, what services you offer, which areas you cover, and what type of reputation you have. That's all you really need; just a few simple pages to show examples of smartly finished projects and genuine testimonials. A website is a fantastic way to show people what you can do and boosts your credibility. It's also worth registering on local portals such as

Touch Local, Upmystreet and Business Link. You can also add key search terms to the content of your company website so you appear higher in the list when people are searching online.

JOIN REGULATORY BODIES

It's all very well telling people how brilliant you are at your job (and, of course, we believe you!), but getting a positive review from someone else is much more powerful.





As a member of an industry scheme, you'll get a badge of quality that people will trust.

Trade bodies like the NFRC offer a whole host of services and benefits to their members. They also actively ensure high standards of workmanship and sound business principles through a strict code of practice and vetting procedure, including site inspections.

Customers can easily check online who's a member of regulatory bodies, and the results can influence their decision, as they'll be more likely to hire someone they believe to be credible and trustworthy. So joining up

is a good move. And, obviously, make sure you let everyone know about it on your van, cards, etc!

ADVERTISE

The important thing with any kind of advertising is to think about who you are actually aiming at and how to reach them. Do you want to attract Jo Public, other contractors, architects or local authorities? Your audience affects how you present information and the kind of language, quite simply the words you use - so once you've decided, you can set out your adverts in a way that suits best.

Of course you also need to decide where to advertise. Local papers, magazines and events, plus directories such as the Yellow Pages are good places to start.

Whatever you do, make sure you do it regularly; a one-off ad in the local paper might get you some business, but it's not going to fix your name in people's heads.

And don't forget to set a budget! Big, glossy brochures are lovely, but they're expensive and might just end up in the bin!

KEEP IT SIMPLE

A small leaflet is an ideal form of advertising. You can take it into local businesses or give it to a homeowner, have it inserted with a local newspaper, or send it out with an estimate. You can also post a copy of it online. As with all marketing, always think about who is actually going to read it.

IN A NUTSHELL

Marketing your business doesn't have to be difficult, and with all the different techniques out there it's easy to forget that common sense goes a long way. Before you embark on any marketing campaign it's a good idea to take a step back and look at what you're already doing (or not doing.) Then decide who you want to reach and where they'll be looking. Make a plan including what you want to achieve and what your budget is. Once you've done that you might find it's all a lot simpler than you thought.



Set in Stone

Stay faithful to your stone roof with SIGA Heritage.



Stone is a wonderful roofing material. It looks great, lasts for ages, weathers well and helps preserve the architectural integrity of a building. It's fair to say it can give most other roofing materials a run for their money.



So what happens when the stone that currently adorns the roof you're refurbishing is no longer available? Or what if you want to extend the roof, but can't find an exact match to what's already there? What if you've searched the market and the only stone available that – sort of – matches your original stone doesn't look or feel authentic? You could find yourself between a rock and a hard place, if you'll pardon the pun.

No need to panic, help is at hand. SIGA Heritage has developed a range of quality reproduction stone roofing products that replicate the authenticity of original stone slates. They not only look great, they are constructed from Glassfibre Reinforced

Concrete (GRC) to create a strong, durable stone appearance that's extremely lightweight and can be easily cut without cracking or breaking.

SIGA's Heritage range replicates the unique, rustic beauty of the original stone slates. Handcrafted using moulds taken from the originals, slates come in a choice of three colours, making them an ideal – and authentic – alternative to discontinued stone slates:

- Hand coloured so no two slates are the same, ensuring a truly authentic roofscape
- 100% through coloured for colourfastness and longevity
- Helping to preserve Britain's heritage
- Aimed at both new build and the refurbishment, maintenance and improvement sector, so perfect for replacing existing roofs on heritage buildings.

For further information and case studies, visit www.sigaslate.co.uk.

SIGA TO THE RESCUE

With limited or no stock of Collyweston, Swithland and Cotswold stone roofing slates, homeowners and builders alike found themselves in a bit of a pickle. Fortunately, SIGA's Heritage range of reproduction stone roofing products proved an ideal alternative. Their credible and quality handmade tile option, available in an almost identical colour match to the original stones, meant work could continue. Disaster averted!

For more information please fill in the reader response card

ENQUIRY 17

Can't find the right tiles for your renovation... you need Repco.

'You can't always get what you want', sang the Rolling Stones and anyone working on a refurbishment, maintenance or improvement project will no doubt empathise! After all, trying to source alternatives for discontinued or 'hard-to-find' materials can be a major headache.

Fortunately, help is now at hand from Repco Roof Tiles Ltd – a small, independent, concrete roof tile manufacturer. Rather brilliantly, they produce handmade replicas of old discontinued roof tiles, including:

- Redland Delta
- Redland 51
- Redland 52
- Redland Statesman
- Essex Duoro
- Essex Chiltern

They also manufacture concrete replicas of many discontinued clay tiles such as the old Bridgwater patterns and Spanish style 'under and over' tiles, amongst others. Their stock includes many types of reclaimed hard-to-find ones, as well as decorative ridge tiles, finials, fittings and ventilation tiles.

A VERY COST EFFECTIVE REPAIR SOLUTION

Handmade tiles inevitably cost more than mass-produced ones, but opting for these often keeps costs down in the long run. After all, who wants to pay for a whole new roof just because you can't find matching tiles?



Even though they're a fairly new company, the team is made up of seasoned roofing professionals who boast a wealth of experience. Already, they've made sure you can access their stock right across the UK by doubling their production capacity and supplying nationally through SIG Roofing. The Repco range of slate ridge tiles and capped angle ridges are also available in most SIG Roofing branches. So now you should find it very easy to get what you want, when you want it.

If you're looking for a durable and cost effective alternative to discontinued roof tiles, be sure to take a look at the Repco range.



For more information please fill in the reader response card

ENQUIRY 18

Know your dry

The industry's leading manufacturers help us

Roll with it

TIL-R pitched roofing products go from strength to strength.

Now that mortar alone isn't a suitable fix under BS 5534, a number of clever new dry-fix alternatives have been developed. The TIL-R Dry Fix Ridge Kit, for example, is a mechanically fixed solution that can be used with most conventional ridge tiles, or on hips (in conjunction with hip trays).

It's lightweight, safe and simple to install, even in damp and frosty conditions, as there's no mortar required. So if you're working on a refurbishment, maintenance or improvement project with a tight deadline and budget, you can crack on, whatever the weather!

Available in SIG Roofing branches nationwide, the TIL-R Dry Fix Ridge Kit is highly durable, requiring little ongoing maintenance, and complies to British Standards.

Other new products in the TIL-R range include Lead Free Flashing, Breathable Pitched Roof Underlays and Concrete Ridge Tiles.

Look out for more products in the range coming soon.



TIL-R DRY FIX RIDGE KIT

- High quality, low cost, mechanically fixed solution
- Secures ridge tiles at the roof apex
- Resistant to wind uplift and water penetration
- Ventilated to BS 5534 requirements
- 20-year warranty
- 6m long vapour permeable Ridge Roll, with corrugated aluminium strips down each edge
- 2.5cm butyl strip attached to the underside
- Aluminium and technical fabric glued and sewn together with threads for durability
- Flexible Ridge Union and Clip
- 100mm stainless steel Screw and Clamping Plate
- Ridge Batten Bracket – shape prior to installation



TIL-R

Am I seeing double?!

What does double mechanical fixing of perimeter tiles mean under BS 5534?

By now, we're all pretty familiar with the revised BS 5534. Yet there's still a lot of confusion about what actually constitutes a fixing for perimeter tiles. If you're not 100% clear on the new rules, read on for a quick overview...

Regardless of whether you're working on a small extension, a new build, a refurbishment or a maintenance project, every perimeter tile you hang must be twice fixed under BS 5534. Broadly speaking, there are two types of tile fixing: those that secure the head of the tile and those that secure the tail of the tile. The trick is knowing which are which.

SECURING THE HEAD OF THE TILE

Traditionally, nails were used to secure the head of roof tiles. These days, we have clever dry-fixed ridge systems – such as Redland's DryVent Ridge, Rapid Vented Ridge and Uni-Vent Rapid Ridge/Hip – to keep them in place. When laying Redlands flat tiles, their DryVent Ridge system works as a top course head fixing. Redland's Top Edge Abutment Ventilation System can provide a head fixing for the top course of roof tiles, whether profiled or flat.

SECURING THE TAIL OF THE TILE

Tile clips that hold down the tail of perimeter tiles have been around for years, in the form of verge clips, eaves clips and tile clips for top course tiles. Redland's Kro-Clip, C-Clip and Tail Clip have been specifically designed to secure small tile cuts at perimeters. The Kro-Clip, in particular, can fix securely to a

fixings...

to get to grips with dry fixings.

cut tile, as well as around a nail secured to rafters or battens.

Both of Redland's dry verge capping systems, Ambi-Dry Verge and Rapid Verge, also work as a tail fixing.

Redland's full range of dry-fix hip solutions (Dry Hip System, Rapid Hip System and Uni-Vent Rapid Ridge/Hip) enable the hip tiles to hold down the tail of cut perimeter tiles.

REDLAND'S CLOAKED VERGE SYSTEM FOR PERIMETERS

Redland's Cloaked Verge System designed for perimeters automatically satisfies the two fixing rule as it is usually head-nailed and tail-fixed via plugs that interlock the tiles together along the verge.

SIDE ABUTMENTS

When using lead, roofers have generally just used nails by themselves to fix tiles. The assumption has been that the weight of the lead means verge clips aren't necessary. While this may well be true, using a lead cover or lead-alternative flashing – such as Wakaflex Rapid Flashing – will provide some resistance to wind uplift for perimeter tiles. It's not clear yet whether these will count as a fixing or not under the new standard.

While the changes to BS 5534 are still unfamiliar it's best to speak to the manufacturers directly, or use web-based tools such as Redland's free service, FixMaster Online, if you want more guidance.



A right Royal result

Royal Britannia Crescent in Great Yarmouth chooses Hambleside Dry Fix GRP Valley Trough.

The benefits of dry fix roofing products are well known: simple, easy to install, they require fewer materials on site and are largely maintenance free. They also work between different roof sections, which makes them particularly invaluable for refurbishment, maintenance and improvement projects, as contractors working on the Royal Britannia Crescent in Great Yarmouth recently discovered...

While refurbishing the row of houses in the crescent, it became clear that only a limited number of the existing roof coverings would be reusable. Shallow hips on the outside of the roofs meant that using hip tiles would be unsightly, unreliable and inconsistent with the overall design. So the contractors decided to replace them, using Hambleside's original Dry Fix mortarless GRP Valley Trough.

The close-cut appearance of Dry Fix Valley Trough made it perfect for the hip and valley detail of the Crescent's low profile tiles. An added bonus was that it cut fixing time by up to 50%. In other words, an ideal solution.



The Hambleside Dry Fix Bonding Gutter is perfect for refurbishment, maintenance and improvement projects:

- **Creates a weather-tight joint between roof coverings**
- **Narrow profiles minimise disturbances to the adjoining roof**
- **Twin water bar design on each side of a central upstand**
- **Made of GRP**
 - **Simple to install**
 - **Holds no value for thieves**
 - **Thermal stability reduces number of joints needed**

DRY FIX BONDING GUTTER

Hambleside's Dry Fix Bonding Gutter creates a successful weather-tight joint between dissimilar roof coverings, which is especially useful when you're dealing with adjoining private and publically owned properties. The join is achieved by fitting the slates or tiles as close as possible to the central upstand, giving a clean finish to the edges of different roof materials.



For more information on dry fixings please fill in the reader response card

ENQUIRY 19

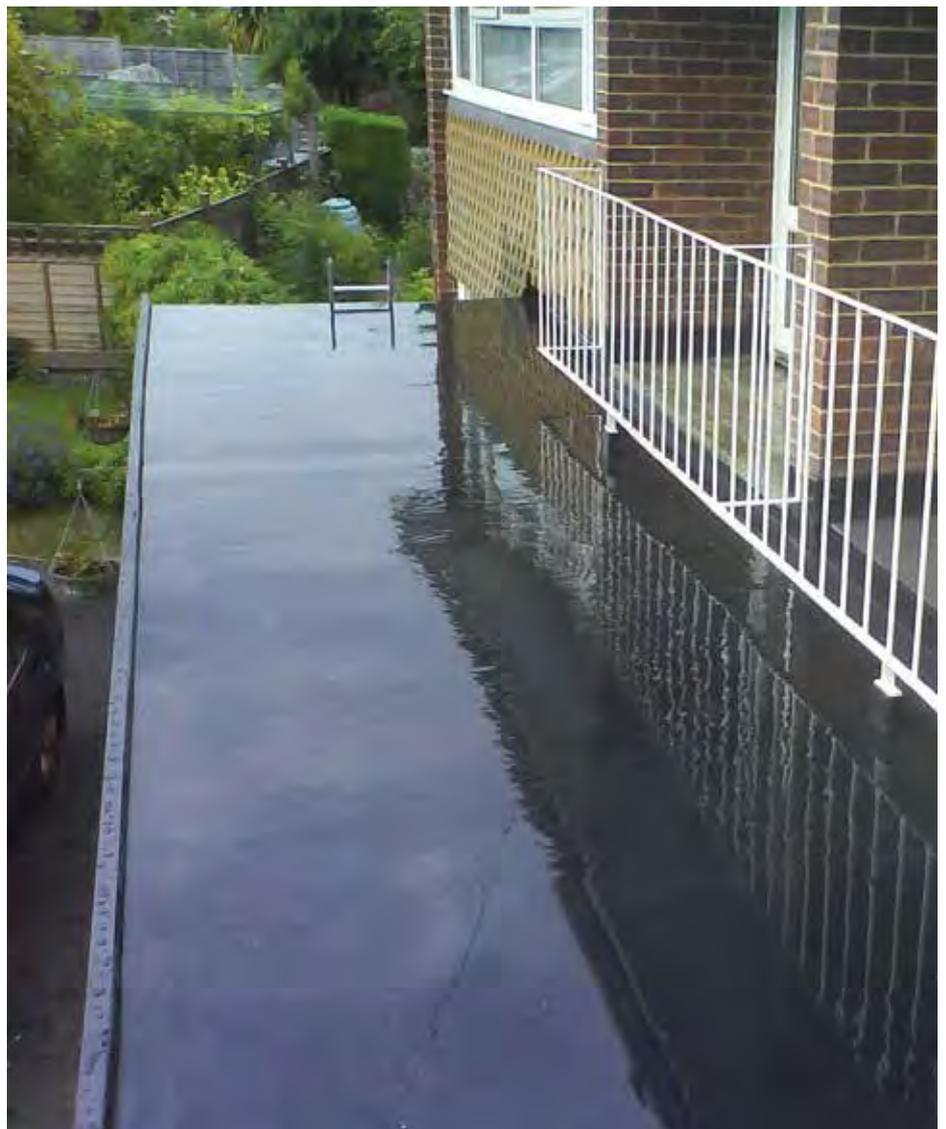
Five top tips for installing EPDM on flat roofs

FIX-R show us how to make sure your flat roof job goes smoothly.

Since EPDM entered the flat roofing market 50-odd years ago, more than 1.4 billion m² of EPDM membranes have been installed. That's about 20,000 football pitches. It's thanks to products such as EPDM that the flat roofs we build today are low-maintenance and can enjoy a trouble-free life expectancy of up to 15 years – in some cases, even up to 50 years.

Provided the roof structure itself is sound, EPDM can overlay virtually any flat roof, making it ideal for use in refurbishment and improvement projects. Its flame-free application also makes it perfect for adding extensions to thatched properties. It's no wonder, then, that this rubber membrane is such a popular choice for both domestic and commercial flat roofing projects.

For small or large flat roofs, refurbishments or new builds, FIX-R have everything you need.





HERE ARE FIX-R'S FIVE TOP TIPS FOR INSTALLING EPDM ON FLAT ROOFS:

- 1.** Make sure the existing or new roof deck is 100% clean of dust, chippings, sharp objects or raised fixings. These can show under the membrane and stop the glue bonding properly. Ensure all decking is dry and adequately fastened.
- 2.** Unfold the EPDM membrane and lay it into position. Allow the membrane to hang over the roof edge by a minimum of 75mm (3"), and turn up walls 200mm (8") minimum. Leave to relax for at least 30 minutes to help remove creases.
- 3.** Apply the manufacturers high strength, solvent based bonding adhesive specifically designed for EPDM and approved by the EPDM supplier (or an approved WBA deck adhesive). Use an adhesive you can roller on to the substrate or, in the case of the solvent adhesive, to both the substrate and the underside of the sheet. Be sure that the membrane is in position, to size, and smooth out any creases before applying

the adhesive. Also, allow the solvent based adhesive to flash off, otherwise it can blister under the membrane.

- 4.** Roll the EPDM back onto the deck where adhesive has been applied. Work slowly and evenly to minimise wrinkles. Incorrectly attaching the EPDM to corners, walls, around drains, pipes and other areas will allow water to get in. Seal corners and penetrations with EPDM primer and pressure sensitive mouldable tapes to seal any openings.

- 5.** Ensure roof perimeter trims are of a high quality finish to compliment the durable EPDM roof. The trims can be plastic coated metal or PVCu.

Remember, it pays to source high quality, proven products such as FIX-R's range of EPDM and accessories. FIX-R EPDM allows faster installation, meaning reduced labour costs giving you a win-win solution to flat roofing.



FIX-R EPDM

- Perfect solution for flat roof renovation and new flat roof installations
- Strong, lightweight and easy to install
- Long-lasting watertight performance
- High elasticity

FIX-R EPDM PRIMER

- Solvent based primer for one-step cleaning and priming of EPDM and other suitable surfaces before applying FIX-R Pressure Sensitive (PS) accessories, such as:
 - 76mm PS Seam Tape
 - 152mm PS Cover Strip
 - 228mm PS Uncured Flashing
 - PS Pipe Seals and PS Walkway Pads
- Available in 0.5L and 1L containers

ROOF DECK ADHESIVE (WBA)

- High strength, low odour, water based acrylic adhesive
- Designed for use with FIX-R EPDM membrane on timber deck surfaces
- Available in 2.5L (7.5 – 10m² coverage), 5L (15 – 20m² coverage) and 15L pails (42 – 60m² coverage)

FIX-R BONDING ADHESIVE

- High strength, solvent based bonding adhesive
- Perfect for bonding FIX-R EPDM to horizontal and vertical surfaces, such as timber, brickwork, metal, PVCu and concrete
- Roller applied to substrate and sheet backing
- Available in 1L (1.5 – 2.4m² coverage), 2.5L (4 – 6m² coverage) and 5L (8 – 12m² coverage)

FIX-R

For more information
please fill in the
reader response card

ENQUIRY 20

Fireproof your Reputation

Choosing the right fire retardant specification is crucial to a healthy reputation and a healthy profit line.

When you're working on a project that requires treated timber or a wood based product, it's crucial that the fire retardant you choose delivers predictable long-term performance, and is backed by independent verification. But how do you choose between the myriad of products on the market? And how do you make sense of all the regulatory jargon to make sure the one you opt for fits the bill?

It's fair to assume that if something is labelled as Fire Retardant (FR), it's up to the job - however not all of these products are equal. So here's a quick overview of what's hot and what's not.

POST TREATED PRODUCTS

Unfortunately, products that have flame retardant added after manufacture are not always tested and certified for their end use applications. The post manufacturing treatment of wood panels can cause them to

turn brittle and lose strength, which means you can't be sure of their structural integrity. Bad news if sparks begin to fly. What this means, in a nutshell, is that unless they're re-tested after treatment and supplied with a Declaration of Performance (DoP), all the quoted structural properties of post treated products are null and void.

SMARTPLY FR OSB MAKES A FIREPROOF CASE

You can avoid problems and potentially costly claims simply by choosing the right product in the first place. In response to the Structural Timber Association's '*Design guide to separating distances during construction*' and the growing market requirement for FR OSB that meet the European Fire Classification Standards, Coillte have recently introduced SmartPly FR OSB3.

Ideal for roof decking, flooring, and wall sheathing applications in both new builds and renovation projects, what makes SmartPly FR OSB3 different is that the fire retardant is added as part of the manufacturing process, not as an afterthought.

Zeroignition Solution – a water based, eco-friendly fire retardant – penetrates the wood strands, ensuring optimum performance, whilst fully maintaining structural integrity. Adding Zeroignition Solution during the

manufacturing process ensures that the SmartPly FR OSB panels have the same quality and structural strength as all OSB3 panels manufactured by SmartPly, meeting the rigorous criteria of European Standard EN300.



A UNIQUE SOLUTION

SmartPly FR OSB3, CE marked with the relevant Fire Classification and Declaration of Performance, provides a high performance, flame retardant solution that's ideal for use in structural applications. Unique in the marketplace, it gives you complete peace of mind that you're using a product that meets building regulations, EU Fire Regulations and Health and Safety legislation. And that is priceless.



SMARTPLY FR OSB PANELS

- Ideal for both new builds and renovation projects
- Zeroignition Solution fire retardant added as part of the manufacturing process
- Best in class fire performance with full structural integrity
- Meets European Standard EN300
- CE marked ex-works with the relevant Fire Classification and Declaration of Performance



SmartPly[®]

The Smart Answer  for Roofing

**For more information
please fill in the
reader response card**

ENQUIRY 21

Liquid Assets

Six scenarios where liquid waterproofing is the best option.

Liquid waterproofing systems are one of the most cost effective ways of making a new or existing roof waterproof. They last ages, 25 years or longer in some cases, and can save up to 70% on roof replacement costs in refurbishment projects.*



However with all the different options out there, how do you know when to choose liquid waterproofing over, say, single ply membrane or hot melt? Here are six scenarios to consider:

1. Refurbishment – when a roof is coming to the end of its life, liquid waterproofing offers a seamless solution that fully bonds to the substrate. It's ideal for use over existing roofing – including single ply, profiled metal or fibre cement.
2. Repair – where an existing roofing material has failed, liquid waterproofing's bonding characteristics make it a reliable, cost effective waterproofing overlay.
3. Limited access or power – whether you're repairing or refurbishing, you only need to bring liquid waterproofing materials to site as required. No need for noisy generators or cabling.
4. Complex roofs, including new builds – cold applied liquid waterproofing is perfect for complex detailing, such as roof-mounted plant, or on balconies, which are difficult to detail neatly.
5. Inverted roofs – where the membrane is laid under the insulation and ballast (e.g. roof gardens), AH-25 liquid waterproofing works brilliantly. Root resistant and FLL approved, it's ideal for green roofs.
6. Pitched and flat roof combinations – cold applied liquids can be installed above pitches of 15° and below 5°.

[*Source: The Liquid Roofing and Waterproofing Association]



AH-25 IS THE POPULAR CHOICE

Fast curing, easy-to-apply liquid waterproofing delivers superior results

Roofers love AH-25, a single liquid product with minimum waste and no fumes - it's incredibly convenient. There's no need to hang around waiting for it to dry, or keep returning to site, and it's much safer and nicer to work with.

Exclusive to SIG Design Technology, AH-25 has significant advantages over conventional liquid roofing systems:

- Wet-on-wet, cold applied system
- Fully reinforced with a polyester fabric
- Very low VOC content makes it fume free and virtually odourless
- Provides a non-hazardous liquid waterproofing solution, ideal for projects sensitive to hazardous chemicals
- Available in any colour, so great alternative to coloured single ply membrane
- Further coats can extend the warranty after the initial guarantee period has expired, so Hydrostop AH-25 can perform for the lifespan of the building (subject to conditions and surface preparation)

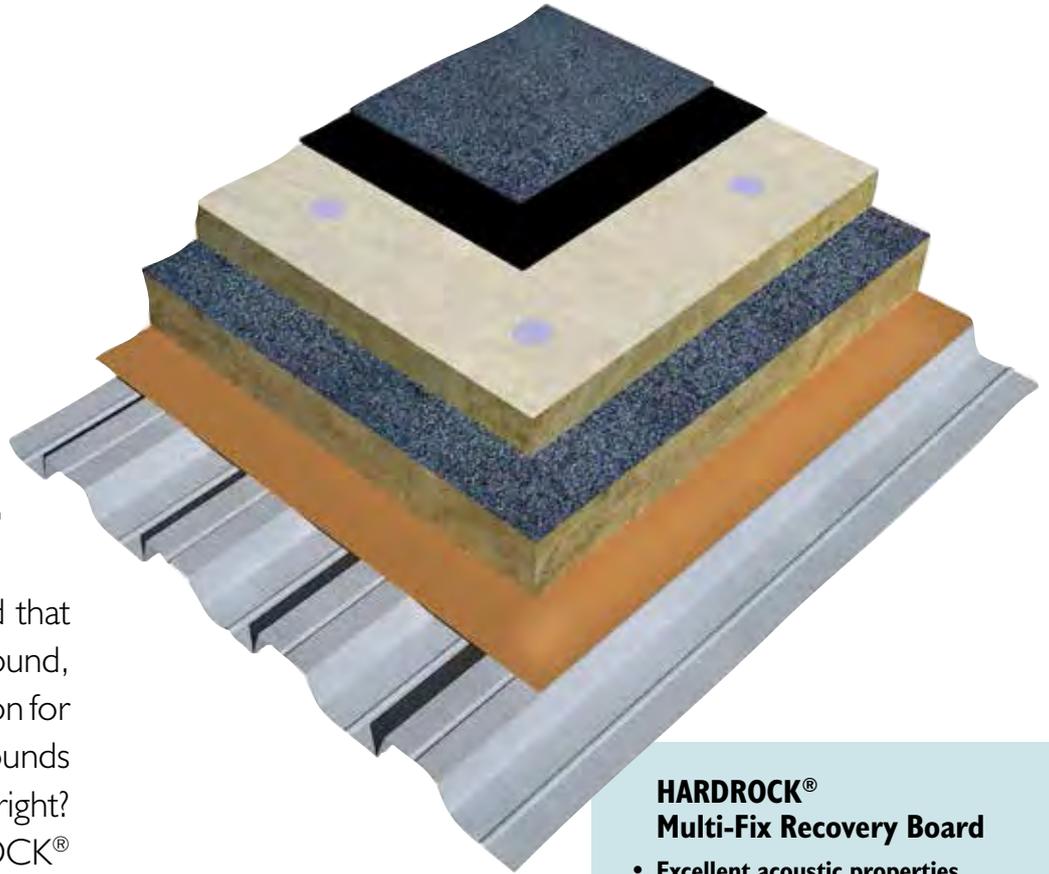
It's also BBA Certified, fire tested to meet building regulations and accepted by NHBC.

For more information please fill in the reader response card

ENQUIRY 22

For those about to ROCK... we REFURB you!

ROCKWOOL launches single recovery board solution for flat roof refurbishments.



A multi-fix recovery board that delivers an all-in-one sound, thermal and fire safe solution for flat roof refurbishments. Sounds too good to be true, right? Not anymore. HARDROCK® from ROCKWOOL is quick and easy to fit, provides excellent acoustic and thermal insulation, and is totally fire resistant, making it ideal for torch applied bitumen systems, as well as single-ply and EPDM.

Specifically developed for use on flat roof refurbishment projects, HARDROCK® is compatible with all commonly used flat roof membranes, and can be placed directly over the existing one.

HARDROCK® – HARD TO BEAT

Suitable for use on commercial as well as domestic refurbishment projects – including schools, hospitals, offices, leisure facilities and hotels – HARDROCK® can help you deliver a sound, thermal and fire safe

solution for some potentially lucrative new markets. It's extremely quick and easy to install – using either adhesive or mechanical fixings – which means you can finish up one job and move on to the next that much quicker, saving you time and money.

- Integral mineral coated glass fibre fleece provides a strong bond between membrane and insulation
- Easily handles any minor imperfections on the existing external finish
- Available in 30mm and 40mm thicknesses

If you have any questions about how to get the most value from HARDROCK®, ROCKWOOL's Technical Solutions team are on hand to provide advice and support. So, if you're looking for a smarter, faster and more cost effective solution for flat roof refurbishments, HARDROCK® is pretty hard to beat!

HARDROCK® Multi-Fix Recovery Board

- Excellent acoustic properties improve sound insulation performance of existing flat roofs
- Thermal conductivity of 0.039 W/mK over the lifetime of the building
- Non-combustible and completely fire safe with an A1 Euroclass Fire Classification rating
- CE marked and BS EN 13162 compliant

ROCKWOOL®

For more information
please fill in the
reader response card

ENQUIRY 23

“Help! I need to get some sheets...but I don't know which ones!”

“I hope you can help me?” is the opening gambit of most roofers calling the SIG Industrial Roofing Centre. They know they need something; they're just not sure what it is!

The SIG Industrial Roofing Centre provides impartial advice to help you identify and source the industrial cladding materials you need to make your project a success. Their experts can help you save time and money by making sure you've got the right product for the job. Here are just some of the many ways they can help you...

SHEET IDENTIFICATION

Identifying the correct manufacturer for the sheet you need to source and fit can be difficult, especially when manufacturers aren't always familiar with sheets that are not their own. That's why the SIG Industrial Roofing Centre is such a valuable resource. The Centre sources all the leading profiles and accessories, which means they can help you identify the right sheet manufacturer for your job, give you a price and organise all the materials and deliveries. All you have to do is lay the roof! They'll save you money, time and inconvenience and, by dealing with a distributor, you'll have peace of mind that you're getting impartial, independent advice.

DISCONTINUED PROFILES

With approximately 800 discontinued profiles, many of us working on repair and maintenance projects will know the difficulty



of finding a replacement for a product that's no longer available. But, if there is a problem you're having then don't panic! Give the Industrial Roofing Centre a call and they can identify the original profile and have it specially manufactured for you in coated steel, GRP or aluminium.

REPLACING DAMAGED OR FAILED SHEETS

Unfortunately, you sometimes have to rectify problems caused by previous work on a roof. Discovering damaged or failed profile sheets is all too common in repair and maintenance projects, and it's often because people have tried to cut corners – and costs – by using substandard materials. What seems like a cost effective solution at the time can wreak havoc in the long run – on reputation as well as on the inevitably expensive reworking costs!

The SIG Industrial Roofing Centre only uses suppliers who carefully audit their materials

within tight tolerances and coating standards, and who comply with CE legislation. So you can be confident that the sheets you're using are up to scratch.

So, the next time you call the SIG Industrial Roofing Centre and aren't quite sure what you're looking for, rest assured they will.

“I hope you can help me...?” Of course they can!



**For more information
please fill in the
reader response card**

ENQUIRY 24

Between the Sheets

Filon provided the perfect match to help refurbish the Grade 2 Listed Byker Wall Estate in Newcastle upon Tyne.

Anyone who has worked on a listed building knows just how important it is to preserve the integrity of the original structure. That's why finding the right materials for the job is so crucial. Matching the colour and profile isn't just a 'nice to have'; it's a vital part of the job. Get it wrong and you'll soon be hearing from the listed building people!

Having undergone a number of renovations over the years, the Byker Wall Estate in Newcastle upon Tyne was a patchwork of colours, styles and quality. The contractors who took on the challenge of painstakingly restoring it to its original glory in its latest refurbishment, realised that sourcing the right profile and colour match would be key. Their aim was to replicate the original features and colour schemes – using modernised materials where possible – to restore and preserve the look and feel of the 1970s design.

IN FILON'S SUPASAFE HANDS

Special profiled GRP sheets were needed for the estate's access decks, as well as for canopies on doorways and covered walkways. English Heritage insisted that the replacement material must match the original sheet specification as closely as possible, with as robust a solution as the buildings' listed status would allow.



Filon was chosen to supply the sheeting, and Technical Sales Director Steve Vickers was asked to recommend the most suitable products to replace the translucent GRP and coloured door canopies. Filon was then able to cost effectively match the original profile using their Filon Supasafe triple reinforced sheeting, which has a Class 1 Fire Rating.

For the unusual canopies above the doors, Filon designed a bespoke profile that not only reduced material costs, but also simplified installation. They provided a close profile match using opaque coloured Supasafe with a Class 3 Fire Rating.

Using Filon's experience in the refurbishment sector for this project has paid dividends for the contractors. Today the 200-acre Grade 2 Listed site is widely recognised as a successful example of urban regeneration and has won many architectural awards.

FILON SUPASAFE ROOF SHEETS AND ROOFLIGHTS

- Cost effective GRP solution
- Quick and easy to install
- Available in three fire resistant grades
- Available in almost any colour to match most current and obsolete roofing and cladding profiles

FILON®

For more information
please fill in the
reader response card

ENQUIRY 25

Steady as she goes

Steadmans believes new regulations will significantly reduce fatalities on smaller projects, including repair and maintenance work.



Leading building products manufacturer Steadmans has welcomed the initial impact of new regulations that oversee construction health, safety and welfare.

The Construction Design and Management Regulations 2015 (CDM), implemented six months ago, particularly affect roofers working as sole contractors on smaller projects, such as repair and maintenance work. The new rules impose duties on operators they define as principal designers,

designers, principal contractors, contractors, workers, commercial clients and domestic clients.

The CDM Regulations apply to all building and construction activity, from concept to completion, including:

- New build
- Demolition
- Refurbishment
- Extensions/conversions
- Repair and maintenance

Ian Hodgson, Divisional Director at Steadmans said: *“The rules particularly interest us as we supply many roofers working as sole contractors on smaller projects. These operators now have to act as principal designers and principal contractors, so must consider health and safety in designs and produce site safety plans, for example.*

When the new regulations were introduced, some saw it as more unnecessary bureaucracy, but there’s every reason from their initial period to believe they’ll reduce on-site fatalities.

The regulations show how the emphasis in policing is shifting to smaller projects – now the main problem area – as 75% of the 42 people killed in construction last year were working on this kind of job.”

Mr Hodgson said any roofers with queries about installing Steadmans’ products, or wanting clarity on health and safety issues, are welcome to contact the company. He said: *“One of the things we pride ourselves on is customer care, including after-sales service. We’d much rather spend a few minutes advising a customer on doing a job safely than have our name associated with a project which includes someone being injured or worse.”*



Covering jobs for domestic and commercial clients, the Construction Design and Management Regulations 2015 (CDM) state:

- All projects must have written construction phase plans
- Projects lasting longer than 500 person days or 30 working days, with more than 20 people working on them at the same time, must be notified to the Health & Safety Executive (HSE)
- Projects of the above duration will likely need more detailed construction phase plans
- Everyone performing tasks must have the right skills, knowledge, training and experience
- Young or inexperienced personnel, like apprentices, must be supervised
- Principal designers and principal contractors must be appointed on projects with more than one contractor
- Principal designers have to co-ordinate all health and safety matters
- Principal contractors are ultimately responsible for operational site safety, including planning and monitoring pre-construction phases

Steadmans

Quality since 1911

For more information please fill in the reader response card

ENQUIRY 26

INDUSTRY NEWS

Page 4 **Roofing Racers Tri-umph again!** 

Page 5 **Get Smart, Get Savvy, Get NFRC** 

Page 6 **SIG Roofing, one name, one roof** 

Page 8 **Roofing news in brief**   

Page 10 **RCI Show 2016** 

ROOFING

Page 11 **Old world charm for natural roofs** 

Page 12 **Scaffold Boards** 

Page 13 **Cut restoration costs** 

Page 14 **An airtight case** 

Page 15 **Tips and tech to keep tiles on top** 

Page 16 **ONE Roof. ONE Name. ONE Warranty.** 

Page 18 **Altitude Sickness** 

Page 19 **How low is that?** 

Page 20 **Lead by Example**  

Page 21 **Don't slate it!** 

Page 24 **Set in Stone** 

Page 25 **Repeco tiles** 

Page 26 **Know your dry fixings...**   

FLAT ROOFING

Page 28 **Five top tips for installing EPDM** 

Page 30 **Fireproof your Reputation** 

Page 32 **Liquid Assets** 

Page 33 **Flat roof refurbishments** 

INDUSTRIAL ROOFING

Page 34 **Help! With Sheet Materials** 

Page 35 **Between the Sheets** 

Page 36 **Steady as she goes** 

(Correction: In issue 21 of Insight magazine the article titled 'Snowdonia welcomes SIGA slate' contains the following error. It reports that 'thanks to their North Wales origins, SIGA slates were specified...' whilst we have SIGA slates that originate from North Wales the slate used on the Cwrt Gloddaeth private residential retirement new build in Llandudno is SIGA 32 from the La Bana region of Spain.)

Smart Toolbox Prize

In this issue of INSIGHT, we're giving you the chance to **WIN a Durafix Driver, 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 red box on the reader response card and post it back to us.

Good luck!

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

Closing date to receive entries is 15th November 2015.

Terms & Conditions

Entry to the competition 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 October 2015 until 15th November 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.

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

WHERE CAN YOU FIND AN INSIGHT APPROVED STOCKIST?

ANGLIA

Lee & Son Roofing Merchants	Bedford 01234 325283
Asphaltic Roofing Supplies	Cambridge 01223 245262
Bowler Roofing Supplies	Cambridge 01223 872260
Asphaltic Roofing Supplies	Colchester 01206 877460
Undercover Roofing Supplies	Colchester 01206 840230
Asphaltic Roofing Supplies	Great Yarmouth 01493 659991
Bowler Roofing Supplies	High Wycombe 01494 450079
Regional Roofing Merchandising	Ipswich 01473 749621
Bowler Roofing Supplies	Kings Langley 01923 269983
Essex Roofing Supplies	Kings Lynn 01553 764202
Asphaltic Roofing Supplies	Luton 01582 456177
Asphaltic Roofing Supplies	Northampton 01604 765684
Asphaltic Roofing Supplies	Norwich 01603 487860
Lee & Son Roofing Merchants	Peterborough 01733 345004

LONDON

Asphaltic Roofing Supplies	Cheam 020 8337 9455
United Trading Company	Chingford 020 8559 4334
Asphaltic Roofing Supplies	Croydon 020 8686 6911
Roberts & Burling	Croydon 020 8689 0481
Asphaltic Roofing Supplies	Kentish Town 020 7485 5550
Proos Roofing Supplies	Kentish Town 020 7485 1791
Wedge Roofing Centre	Ladbroke Grove 020 8969 0022
Asphaltic Roofing Supplies	New Cross 020 7358 0085
Wedge Roofing Centre	Rainham 01708 555213
Undercover Roofing Supplies	Rayleigh 01268 798 999
Asphaltic Roofing Supplies	Romford 01708 754022
Roof Warehouse	Romford 01708 377666
Asphaltic Roofing Supplies	Slough 01753 570526
Asphaltic Roofing Supplies	Southend 01702 511158
Undercover Roofing Supplies	Southend 01702 613 181
Bowler Roofing Supplies	South Harrow 0208 426 8838
Asphaltic Roofing Supplies	Stratford 020 8536 5400
Asphaltic Roofing Supplies	Tottenham 020 8808 0459
Wedge Roofing Centre	Tottenham 020 8808 6816
Wedge Roofing Centre	Waltham Cross 01992 624938

SCOTLAND

Asphaltic Roofing Supplies	Aberdeen 01224 692000
Asphaltic Roofing Supplies	Broxburn 01506 857613
Asphaltic Roofing Supplies	Dundee 01382 833011
Asphaltic Roofing Supplies	Edinburgh 01315 542554
Asphaltic Roofing Supplies	Glasgow 01415 565200
Proos Roofing Supplies	Glasgow 01698 817428
Proos Roofing Supplies	Inverness 01463 250318
Asphaltic Roofing Supplies	Kirkcaldy 01592 654913
Proos Roofing Supplies	Linwood 01505 321122
Border Slate Supplies	Melrose 01835 823640

NORTH WEST

Clydesdale Roofing Supplies	Blackpool 01253 398376
Proos Roofing Supplies	Bolton 01204 523336
Cheshire Roofing Supplies	Crewe 01270 251 000
Clydesdale Roofing Supplies	Leyland 01772 453939
Clydesdale Roofing Supplies	Liverpool 0151 5212100
Asphaltic Roofing Supplies	Manchester 01612 307712
Clydesdale Roofing Supplies	Manchester 0161 3203456
Clydesdale Roofing Supplies	St Helens 01744 611471
Cheshire Roofing Supplies	Warrington 01928 796 100
Clydesdale Roofing Supplies	Wigan 01942 615030

YORKSHIRE

Proos Roofing Supplies	Bradford 01274 392433
Proos Roofing Supplies	Grimsby 01472 245667
William Smith & Sons	Huddersfield 01484 653373
Kesteven Roofing Centre	Hull 01482 574577
Asphaltic Roofing Supplies	Leeds 01132 631263
Kesteven Roofing Centre	Leeds 0113 2351441
Kesteven Roofing Centre	Rotherham 01709 835500
Roofcare Northern	Scarborough 01723 375 851
Proos Roofing Supplies	Scunthorpe 01724 854444
Clydesdale Roofing Supplies	Sheffield 0114 2434188
Kesteven Roofing Centre	York 01904 476319

SOUTH COAST

Asphaltic Roofing Supplies	Bishops Waltham 01489 896544
Asphaltic Roofing Supplies	Bournemouth 01202 731867
Asphaltic Roofing Supplies	Eastbourne 01323 500458
Proos Roofing Supplies	Poole 01202 682491
Asphaltic Roofing Supplies	Portsmouth 02392 671521
Coleman Roofing Supplies	Portsmouth 02392 690214
Formerton Roofing Merchant	Southampton 02380 365555
Asphaltic Roofing Supplies	Waterlooville 02392 258344

SOUTH EAST

Asphaltic Roofing Supplies	Brighton 01273 430444
Coleman Roofing Supplies	Finchampstead 01189 733788
South Coast Roofing Supplies	Folkestone 01303 226888
Accurate Roofing Supplies	Gravesend 01474 532999
South Coast Roofing Supplies	Hastings 01424 853099
Asphaltic Roofing Supplies	Horsham 01403 270640
South Coast Roofing Supplies	Hove 01273 328640
Coleman Roofing Supplies	Leatherhead 01372 361600
South Coast Roofing Supplies	Lewes 01273 488888
Roofing Centre Group	Maidstone 01622 843399
Coleman Roofing Supplies	Milford 01483 425828
Roofing Centre Group	Ramsgate 01843 592772
Asphaltic Roofing Supplies	Sidcup 0208 302 5451
Roofing Centre Group	Sittingbourne 01795 843967
Roofing Centre Group	Tunbridge Wells 01892 515599
The Roofing Warehouse	Worthing 01903 201013

TYNE AND TEES

Cleveland Roofing Centre	Gateshead 01914 779474
Proos Roofing Supplies	Killingworth 0191 2686627
Cleveland Roofing Centre	Middlesbrough 01642 242753
Cleveland Roofing Centre	Stockton 01642 677772

SOUTH WEST

Asphaltic Roofing Supplies	Exeter 01392 250323
South West Roofing	Exeter 01392 446001
Asphaltic Roofing Supplies	Newquay 01637 852660
Asphaltic Roofing Supplies	Plymouth 01752 509538
Aaron Roofing Supplies	Taunton 01823 323888
South West Roofing	Torquay 01803 613212

WEST

Aaron Roofing Supplies	Bath 01225 483828
Aaron Roofing Supplies	Bristol 01179 710085
Asphaltic Roofing Supplies	Bristol 01179 412412
Universal Roofing Supplies	Bristol 01179 663072
Aaron Roofing Supplies	Gloucester 01452 521 347
Thomas Smith Roofing Centres	Hereford 01432 273084
Harris Roofing Supplies	Newbury 01635 521210
Asphaltic Roofing Supplies	Oxford 01865 790303
Bowler Roofing Supplies	Reading 01189 455454
Asphaltic Roofing Supplies	Swindon 01793 613339

WALES

Asphaltic Roofing Supplies	Cardiff 02920 483939
Harris Roofing Supplies	Machynlleth 01654 702 930
Proos Roofing Supplies	Porth 01443 681004
Asphaltic Roofing Supplies	Swansea 01792 790272

MIDLANDS

Asphaltic Roofing Supplies	Birmingham 01213 273071
Direct Roofing Supplies	Birmingham 01217 081515
Proos Roofing Supplies	Birmingham 01215 239143
Warwickshire Roofing Centre	Coventry 02476 688754
Asphaltic Roofing Supplies	Derby 01332 349155
Wedge Roofing Centre	Dudley 01384 472420
Asphaltic Roofing Supplies	Leicester 01162 785262
Footitts Roofing Supplies	Leicester 0116 2778676
Proos Roofing Supplies	Newark 01636 611880
Stephens Roofing Centre	Nottingham 01159 851400
Wedge Roofing Centre	Nottingham 01159 285999
Shropshire Roofing Supplies	Oswestry 01691 654551
Asphaltic Roofing Supplies	St Ives 01480 467776
Asphaltic Roofing Supplies	Stoke 01782 280567
Proos Roofing Supplies	Stoke 01782 577330
Shropshire Roofing Supplies	Telford 01952 641161