

# INSIGHT

SERVING THE ROOFING INDUSTRY

FROM **SIG** ROOFING

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## TIME IS OF THE ESSENCE!



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# Time is of the essence!

We all know the saying 'time is money', and this is especially true for the construction industry. Throughout the industry we're always looking to find ways to save time, work smarter, and complete another successful project - making your life so much easier and ultimately meaning happy customers! This issue of INSIGHT is all about 'time' and how we can make the most of it.

Whether you're working on a residential or commercial project, pitched, flat or industrial roof, read on to get up to speed on everything from which time saving products are new to market, to advice on making the most of business opportunities and adapting to legislation changes.

Reducing the amount of time contractors spend on site is something the government is committed to. 'Construction 2025' is an initiative that aims to improve project delivery times by 50% in the next 10 years. It's an ambitious target, but if we all work together to achieve it, there's no doubt that faster completion rates will benefit

everyone in the industry and right across the construction supply chain. This is particularly relevant for roofing, which is vulnerable to unforeseen setbacks and their knock-on effects, all of which can lead to escalating costs. As roofers are often involved in the later stages of a project, erratic schedules earlier in the job can seriously impact on our ability to manage staff and materials efficiently. As timescales chop and change, it also makes it that much harder to manage customer expectations for any jobs lined up next.

Whether Construction 2025 has the impact the government wants remains to be seen. What is clear is that if we are to hit the target and bring about lower costs and faster project delivery, we need to try different products and embrace new ways of working.

For editorial enquiries please contact the editor at [insightmag@sigroofing.co.uk](mailto:insightmag@sigroofing.co.uk)

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## IN THIS ISSUE:

- TrustMark help you to get familiar with consumer law changes
- Heritage Roofing & Renovation Ltd - the first full re-roof covered by ONE Warranty
- SR Timber celebrate 10 years as the specialist batten supplier
- Find out why Russell's Polden concrete tile is quicker and easier to install
- Flat Roofing quick reference guide helps you to find the right solutions
- Fix roof lights & sheets safely with Filon's Fixsafe

## GET UP TO SPEED

In this issue there are some useful updates on products to help speed up work; from hook fixing for slates, to lead-free flashings from Klobber and Hambleside Danelaw's dry-fix ridge systems. And, if you're thinking it's time to find out more about what going green really means for roofing, we look at the benefits of green roofs to our health and the environment.

In our Industry News, TrustMark give advice on how the changes to The Consumer Rights Act could affect contractors. We also share the shortlisted companies and individuals for the upcoming NFRC's UK Roofing Awards - are you or someone you know shortlisted?

## WORKING TOGETHER TOWARDS WORKING SMARTER

By sharing hints and tips, we can all work together to realise the vision of a modern, forward-thinking industry focused on giving clients a better quality and quicker service. There's no time like the present, so turn the page to learn how to make the most of your time and how you can save money...

## Don't Forget...

You can flick to the back for a handy index of all our contributors and use our reader response card to make finding out more even easier.

## Our online home

Get a deeper insight into all things roofing at [www.sigroofing.co.uk/insightmag](http://www.sigroofing.co.uk/insightmag)

# Roofing news

The latest stories from the world of roofing.

## A Rapid Response from Redland

As construction deadlines tighten across the board and changes to The British Standards for Slating and Tiling, BS 5534:2014 impact our industry – manufacturers now more than ever are looking for ways to support the specialist contractor. Redland's Rapid Verge is the first dry verge system on the market to be created specifically for use with the popular Redland 49 tiles and Fenland Pantiles.

With BS 5534:2014 dry-fixing requirements now in effect, Redlands new verge system is designed to be mechanically fixed, providing a mortar-free solution and therefore meeting the criteria required under BS 5534 to be a secondary fixing.

As with other Redland products, Rapid Verge has been designed with contractors in mind:

- Dry fix for speedy installation
- Very simple and quick to install in any weather conditions
- Ambidextrous systems fit either the left or right hand verges of the roof, so you only need one verge unit type
- Supplied in packs of 10 units containing everything required for a neat and secure fixing

The dry verges are specifically designed to fit the 15x9 tile range and are available in Slate Grey or Rust to match the corresponding tile.

The Rapid Verge System is another example of how Redland is striving to help contractors save both time and money.



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

**ENQUIRY 1**

## WT Knowles Knows How to Save Time

It's the job of roofing contractors to make buildings weatherproof at pace! This means you have to work as quickly as possible to secure the building against the elements, so time is of the essence.

Contractors need to be able to access the right products for the job in good time, otherwise construction can get delayed. A true test of a quality supplier is whether or not they can deliver non-standard items as well as standard, high demand products - whenever and wherever you need them.



**WT KNOWLES & SONS LIMITED**  
CHIMNEY POT & CLAY PIPE MANUFACTURER

# in brief



Generally, sourcing stock items to meet completion dates is relatively easy. However, what do you do when the building design includes a non-standard feature, such as an ornate chimney pot? After all, the types and styles of chimney pots vary considerably depending on where you are in the country. You could be looking at a Big Bishop, Halifax Wind guard, Champion, Sankey pot... or any one of over 160 different types available.

In a leafy part of West Yorkshire, W T Knowles & Sons Ltd have been manufacturing clay chimney pots and drainage products on the same site since 1906. There is a healthy stock of standard products ready for delivery throughout the UK whenever you need it. As an independent family-run business, all of their manufacturing is done on-site, which means they can deliver bespoke chimney pots in as little as six to eight weeks. So, no more costly and untimely delays for you!

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

**ENQUIRY 2**

## Time to help the environment with Envirolead®

Envirowales has taken recycling to a new level by developing a system that recovers lead from car batteries – the only plant in the UK to do so.

As the demand for lead in construction continues to increase, Envirolead® is set to make a major contribution to the 50% of worldwide lead consumption met from recycled raw materials. The highly sophisticated recovery process, which extracts nearly 96% of the constituent parts of any battery, provides major environmental benefits – most notably the reduction of sulphur discharge, a major component of 'acid rain'.

The resulting Envirolead® is truly unique. It has all the benefits of standard rolled lead and is manufactured in the same way, but, critically, has an unprecedented chain of custody and does not rely on ore extraction. This means that architects and contractors can specify a product with the lowest possible environmental impact, without having to spend valuable time sourcing the right material.



In other words, it's the perfect solution to offer customers who want to use more environmentally friendly products. In addition the material is covered by the 50 year Lead Sheet Association warranty, as a product produced as part of the Associated Lead Mills group.



**For more information  
please fill in the  
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**ENQUIRY 3**

# Celebrating 10 years supporting charity!

From a light-hearted joke in the boardroom to £420k raised over ten years – the Roofing Racers team have come a long way in the last decade.

Now in its tenth consecutive year, Roofing Racers are once again preparing to take part in the AJ Bell London Triathlon on 6 August 2016.

Teams and individuals from all corners of the Roofing, Building Plastics and Windows industries will line up together as they test themselves in this iconic event.

Roofing Racers presents a wonderful and rare opportunity for everyone in the industry to join in the spirit of the competition. And as well as raising money for their chosen charities, Great Ormond Street Hospital and Macmillan Cancer Support, Roofing Racers and their families enjoy a day of fun, friendship and camaraderie.

## **GREAT ORMOND STREET HOSPITAL**



Funds raised by the Roofing Racers over the years have helped enable Great Ormond Street Hospital to invest in state-of-the-art equipment that falls outside of what the NHS can provide, as well as in new research projects, support workers and much more.

## **MACMILLAN CANCER SUPPORT**



There are more than 7,000 Macmillan health and social care professionals across the UK, providing essential medical, practical and emotional support to people throughout every stage of their cancer journey, from diagnosis onwards. The money raised by the Roofing Racers each year contributes to Macmillan being able to continue this vital work.

## **AN ICONIC 10 YEARS**

Starting with a 750-metre swim in the River Thames, Roofing Racers individuals and teams then undertake a cycle of 20 kilometers, followed by a 5 kilometre sprint to the finishing line. In 2015 alone the team competed over a whopping 2,111 kilometers... times that by 10 years and they will have covered the equivalent of travelling from the south coast of England to the north of Scotland over 21 times! As an industry we couldn't be more proud of the individuals involved for their efforts made and the money raised for charity.





# th year

## ROOFING RACERS IN THEIR OWN WORDS...

"I have been taking part in the event for 10 years, with one year off because my son was really ill and his life was saved by GOSH. It was after this event that we started to raise money for Macmillan and GOSH. What motivates me is the impact that the event has on people's lives. There isn't a better way to do a triathlon, you really feel part of a huge family of people that want to do well. If you could bottle it - it would be worth millions."

Russell Pagan, SIG

"Being able to take part in a triathlon for such good causes is very rewarding and

entering as a team means you can still be involved without having to make it through three different parts... after the race you want to immediately sign up for next year! It is a great event to be a part of."

Debbie Simcock NFRC

"I will be competing in the triathlon for the third time this year. Firstly and most importantly it is to support two worthwhile charities. Secondly it is a great opportunity to meet like-minded people in your field of work. There is also the added bonus of pushing yourself physically and getting fitter at the same time. In the end it is a day to enjoy yourself with friends and family and support two great charities."

Harps Janjua, MIS Analyst

For those who are not quite up to the challenge of running, swimming and cycling, there is still an opportunity to get involved. By helping to raise money, and offering support to your industry colleagues and friends that are competing, you'll be an invaluable part of the team.

Donations can be made online via our website at [www.roofingracers.com](http://www.roofingracers.com), or by posting a cheque to: Roofing Racers, Harding Way, St Ives, Cambridgeshire, PE27 3YJ.



## Roofing Racers



BriggsAmasco  
roofing your world

FloPlast  
building the future

Forticrete



KLÖBER  
Professional roofing accessories

MarleyEternit

MASCO  
UK Window Group

NFRC  
THE NATIONAL FEDERATION OF  
ROOFING CONTRACTORS LIMITED

Redland

Sandtoft

SIG BUILDING  
PLASTICS

S R TIMBER  
TIMBER SPECIALISTS

Swish  
BUILDING PRODUCTS

ubbink

SIG ROOFING

# Time to save the date...



Following the success of this year's event, plans for the RCI Show 2017 are already well underway.

The organisers and sponsors are developing the exhibition even further, with 2017 set to bring more products, the latest technologies, learning and networking opportunities. Creating the chance for visitors to see how the latest products and technology can help them work faster and more efficiently, whilst providing a great opportunity to meet and cement relationships with people from across the industry.

With that in mind, the 2017 event will include a 125m<sup>2</sup> central lounge bar area in the middle of the exhibition hall where you can connect with other attendees. Visitors will be able to relax and discuss business in a more informal setting as well as enjoying the free drinks in the 'happy hour' between 3-4pm each day!

The 2016 show was a great success, attracting more than 2,500 visitors, with a mix of contractors, installers and specifiers descending on Coventry's Ricoh Arena, for the two-day event. Attendees had the



opportunity to learn about and test all the latest developments in the industry, network with peers and listen to experts discuss both technical and wider issues as part of the busy seminar programme.

New introductions, such as the RIBA-approved CPDs and daily debates were very well attended and feedback was very positive from the presenters, the panel involved in the debates and those who attended various sessions.

Demo zones allowed you to see up close how the latest products worked and how they could make your life that much easier and save you valuable time.

## SAVE THE DATE!

**Don't miss the RCI Show 2017 at the Ricoh Arena, Coventry, on 1-2 November 2017.**

**If you would like to discuss the 2017 show, from booking a stand to registering for tickets – please contact:**

**Tony Brown**  
01732 748 059  
tbrown@unity-media.com

**Andy Dunn**  
01732 748 065  
adunn@unity-media.com

# Everyone's a winner with own label products



With so many big brands to choose from, why buy own label?

In 2014, research group Nielsen found that supermarket own label products – think 'Tesco Finest', Sainsbury's 'Be Good to Yourself' and Waitrose's 'Essentials' ranges amongst others – accounted for 54% of total supermarket sales. That's a significant piece of the pie.

Leaving the question, why are own label products such a popular consumer choice? In the construction industry they offer a time saving solution, where someone else has done all the hard work for you. Suppliers of own label products dedicate their time and resource to identifying the best product solution and suitable manufacturer for their customers' needs.

This is done by companies working with, and listening to their customers to identify the required product solution. Once the solution is agreed, suppliers select a manufacturer that is well established, has a proven track record in the industry and exceptional technical knowledge and expertise.



It doesn't stop there, when considering an own label product you can rely on a trusted product solution that:

- Answers customers' specific needs
- Offers reliable performance
- Provides exceptional quality
- Is tried and tested
- Is based on the latest research and product developments
- Complies with legislation
- Offers robust warranties

Plus, they're readily available, so you know you can get the products you need, whenever you need them.

So, which own label products fit the bill in the roofing industry? Ranges such as TIL-R, FIX-R and FIT-R have been developed with expert manufacturers, and undergo rigorous testing before being released to the market, giving you assurance of their quality. They are also designed to fit together seamlessly, which means you don't have to waste time shopping around for complementary materials. Therefore if you want to save time by selecting quality products you can trust, they are a good choice.

An added bonus of the TIL-R, FIX-R and FIT-R ranges is that they come with warranties backed by SIG, a FTSE 250 company as standard.

Pop into SIG Roofing to view the full TIL-R, FIX-R and FIT-R ranges.

Find you local branch at [www.sigroofing.co.uk/find-a-branch](http://www.sigroofing.co.uk/find-a-branch)



**FIX-R TIL-R**  
**FIT-R**

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

**ENQUIRY 4**

# Time to get familiar with the changes in consumer law

The Consumer Rights Act 2015 came into force in October and aims to give customers more rights when dealing with poor service or goods and as contractors, we need to be aware of how this will affect us.

In practice, the changes to the legislation mean the rights your customers have in relation to the goods and services you supply remain largely the same. However what has changed are the rules relating to the supply of goods, services and digital content for contracts made from the date the law came into force. A single set of rules now applies to all contracts where goods are supplied – including work and materials contracts, sale, hire and hire-purchase.

Changes to the law mean it is now easier for your customers to understand their rights and to challenge bad practice with remedies if things go wrong. This could include things such as putting the work right, replacing poor quality goods or reducing the cost of the project.

The Consumer Rights Act 2015 also now states clear time periods during which customers can seek a repair, replacement or refund – all things you may be legally obliged to provide. There are also a number of other changes that could affect contractors, including:

- For the first time customers have a specific timeframe to reject a faulty item and get a full refund - now 30 days

- Customers can ask for a refund or price reduction after one failed attempt by the contractor to repair or replace a faulty item
- If customers don't want a refund or price reduction, they can ask for another repair or replacement at no cost to them
- No deduction can be made from a refund in the first six months after purchase
- A 'tiered' remedy system for faulty goods, digital content and services means customers' rights to a refund are clearer. Whether they're entitled to a refund depends on how long they've owned the product



It's also now easier for customers to challenge hidden fees and charges, as the key terms of a contract, including price, may be assessed for fairness unless they're prominent and transparent.

The most significant change for contractors is the increased clarity around the right to reject goods – and when that right is lost. The new presumption is that customers should not have to accept multiple attempts during the repair or replacement period. So, if you have a customer who has lost the right to reject - but who then asks for a repair or replacement, you only have one chance to get it right before their right to reject is reinstated.

For a lot of us, these changes won't really make any difference to the way we work as many contractors always complete jobs to the very highest of standards and will put right anything that goes wrong as standard practice. However the new law states that contractors must follow certain standards:

- They must provide their service with reasonable care and skill
- Be aware that the information said to the consumer is binding where the consumer relies on it
- Ensure that they carry out the service within a reasonable time and price - particularly if it is not agreed before entering into a contract

### ALTERNATIVE DISPUTE RESOLUTION (ADR)

Another consumer rights measure that came into force recently is the 2015 European Directive on Alternative Dispute Resolution. The Directive helps customers sort out problems with goods or services they have paid for, without having to resort to legal action.

This means that contractors now need to have a clear and transparent dispute resolution process in place before they enter into a contract with a customer, regardless of the monetary values of the work or service.

To ensure your business is properly set up to protect both you and your customers,

it's worth speaking to an organisation such as TrustMark. TrustMark has its own service to help members comply with the new ADR law, which could save you considerable time and money if you find yourself in a dispute.

Ultimately, these changes to the law are designed to help us and our customers operate in a fairer way. By embracing the new rules and making sure we treat our customers fairly, consumer confidence in our industry will grow stronger. And, that's good for everyone.

If you have any questions, please contact TrustMark:

Tel: 0333 555 1234

Email: [info@trustmark.org.uk](mailto:info@trustmark.org.uk)

[www.trustmark.org.uk](http://www.trustmark.org.uk)



# Time for change at CompetentRoofer

...as they welcome their new CEO, James Talman.

As he takes the helm of CompetentRoofer, the leading Competent Persons scheme for roof refurbishment in the UK, James is keen to promote and support the industry wherever possible.

James tells us: *"I am delighted to be taking on the responsibilities of leading CompetentRoofer and to meet, listen to and learn from our members. Our mission is foremost to support CompetentRoofer members to win more business and to increase the roof refurbishment industry standards."*

*A key strength of our scheme is our organisational structure. That, along with the partnerships we've developed with roofing industry bodies, provides a framework of excellence for consumers seeking services and advice.*

*At the start of this year it is pleasing to know that work levels continue to grow, and with over 500 registered contractors affiliated with the CompetentRoofer scheme and a record number of Building Regulation Compliance Certificates (BRCC) issued throughout 2015, the outlook is very encouraging. It is important that we continue to invest in our processes and procedures to support our registered companies and that the awareness of the clear benefits of using a CompetentRoofer is promoted."*



CompetentRoofer Limited is the leading Competent Persons scheme for roof refurbishment in the UK. Launched in 2010 under licence (with backing) from the Department for Communities and Local Government, CompetentRoofer has enjoyed great success in raising the profile of the quality roofing sector over the past five years.

To find out more about joining, please contact CompetentRoofer:  
Tel: 020 7448 3189  
Email: [info@competentroofer.co.uk](mailto:info@competentroofer.co.uk)



**One of the key benefits CompetentRoofer membership brings is the ability to self-certify your work on building projects. This gives you a real advantage in the market, saving you time and money and allowing you to move on to the next job. It's a dynamic organisation, which over the past five years has achieved a number of significant successes, including:**

- **Signing up over 500 new members**
- **Issuing over 30,000 job notifications**

**Saving millions of pounds in Building Regulation Compliance Certificates (BRCC) charges.**

# Recognising Great Roofing

The 2016 UK Roofing Awards winners will be announced at the Hilton Metropole, London, on 13 May.

The UK Roofing Awards are an industry-wide celebration of outstanding workmanship and safety.

They bring together people from all corners of the industry, from specialists in the heritage sector to innovators of the latest materials and state-of-the-art technology.

Some of the projects included are easily recognisable, and very much a part of the UK landscape; others are less so. What they all have in common, however, is phenomenal standards of workmanship and safety – two elements essential for any successful project, no matter what the size or scale.

There's not long to go before the big day, and we're already looking forward to supporting all the nominees and celebrating another year of roofing successes. It promises to be an inspiring event, so let's take a look at who's in the running...



## Double-lap Slating

Bracknell Roofing Limited (Asda Supermarket)  
Apex Roofing & Maintenance (Sulters House)  
Timby Traditional Roofing (Tait Gazebo)  
J Wright Roofing Limited (Field of Dreams Cricket Pavilion)

## Liquid Roofing & Waterproofing

Sika Liquid Plastics (working with Weatherwell Roofing) (Plas Heli, Welsh National Sailing Academy)  
Centaur Technologies Ltd (working with Western Flat Roofing Company) (Exeter University, South Cloisters Kitchen Roof)  
NRA Roofing & Flooring Service Ltd (Victoria Centre, Nottingham)  
Polyroof Products Limited (working with JR Flat Roofing Limited) (Broughton and Yeamans House, Bristol)

## Single Ply Roofing

Renolit Cramlington Limited (working with Cambridge Flat Roofing Ltd) (Prayer Hall, Woodland Cemetery)  
Cefil UK Ltd (working with Imperial Contracts) (Tramways)  
Delomac Roofing (Dome Refurbishment, Center Parks, Longleat)  
Sika Sarnafil (working with Contour Roofing) (Ewart Grove)

## Fully Supported Metal

Longworth Building Services Limited (Selby Leisure Centre)  
Longworth Building Services Limited (Galashiels Transport Exchange)  
Longworth Building Services Limited (Unite the Union, Stoke)  
Cu.tech.zn.ornamental Ltd (The Pod)

## Roof Sheeting

Euroclad (working with Northern Cladding) (Hitachi Rail Europe)  
Met-Clad Contracts Limited (AMRC Factory 2050, Sheffield)  
Euroclad (working with Weatherwise) (Ardley, ERF)  
KGM Roofing (Marshgate Drive)

## Vertical Cladding

Lakesmere Group Ltd (First Street, Manchester)  
Met-Clad Contracts Limited (Friars Walk Development)  
T. A. Colbourne Limited (Land Rover Ben Ainslie Racing Team HQ)  
Lakesmere Group Ltd (University of Strathclyde Technology and Innovation Centre)

## Sustainable Roofs (Green, vegetated roofs)

BBS Green Roofing Ltd (Atlantic View Beach Cottages)  
Prater Ltd (Alder Hey Children's NHS Foundation Trust)  
Aster Limited (working with Elliotts Premier Roofing Ltd) (Centenary Quay – Phase 3)  
ABG Geosynthetics Ltd (working with FK Group) (Recycling and Energy Recovery Facility)

## Heritage Roofing

Karl Terry Roofing Contractors Ltd (The Cloth Hall)  
Mitie Tilley Roofing Ltd (Park Building)  
Richard Soan Roofing Services (Rectory Park)  
Jordan Heritage Roofing Ltd (St Michael and All Angels Church)

## Double-lap Tiling

Richard Soan Roofing Services (Ashtree Cottage)  
AST Roofing (Bournemouth) Ltd (Chadesley Gate)  
Redland (Edernish Island)  
Karl Terry Roofing Contractors Ltd (Shipley Farm)

## Single-Lap Tiling and Slating

Marley Contract Services (2565 Dubford)  
Wienerberger / Sandtoft (working with Timby Traditional Roofing) (Burgess)  
Forster Roofing Services Ltd (Cala Homes, St Mary's Garden, Perth)  
Forster Roofing Services Ltd (COPFS Ballater Street, Glasgow)

## Sustainable Roofs (Shingles and Shakes)

John Brash & Co. Ltd (working with Endeavour Roofing Contractors Ltd) (London Care Partnership, Alexandra Gardens Care Home)  
John Brash & Co. Ltd (working with DM Roofing & Roughcasting Ltd) (Culzean Castle Country Park Cottages)  
Annadale Roofing Limited (The Downs, Crematorium)  
John Brash & Co. Ltd (working with Avonside Roofing) (Pilgrims Cross C of E Aided Primary School)

## Reinforced Bitumen Membranes

Bauder Ltd (working with Mitie Tilley Roofing Ltd) (ROM Ltd, Sheffield)  
Richard Soan Roofing Services (Greenway Academy, Horsham)  
M & J Group (Construction & Roofing) (Canadian Embassy, Bucharest)  
Central Roofing & Building Services Ltd (Dungeness B Nuclear Power Station, Kent)

## Solar

Forster Roofing Services Ltd (COPFS Ballater Street, Glasgow)  
Forster Roofing Services Ltd (Bellway, Cowdenbeath)  
Longworth Building Services (working with Redsky Solar) (Florida House, Haydock)  
Bauder Ltd (working with Hodgson Sayers) (Byker Wall)

## Mastic Asphalt/ Hot Melt Roofing

IKO PLC (working with Briggs Amasco) (British Museum, London)  
Capital Roofing Co. Ltd (Douglas Building)  
IKO PLC (working with Knight Asphalt) (Westminster Cathedral, London)  
IKO PLC (working with Survey Roofing) (Guildhall Southampton)



Supported by:



# One unusual project. ONE simple warranty

Heritage Roofing & Renovation Ltd is pleased to be the first contractor to complete a full roof refurbishment under ONE Warranty.



## AN EXTREMELY CHALLENGING PROJECT...

It didn't take long for Heritage Roofing & Renovation Ltd to realise that the job they'd taken on would be no ordinary re-roof. The building was an early 20th Century detached town house in Dorking, Surrey, with a 170m<sup>2</sup> roof that comprised four Barn Hips and two Gable Ends –

highly unusual, and extremely challenging, for a building of this size.

The varying pitches meant the roof had almost no straight runs, so every single component had to be cut to the correct size, depending on the area of the roof.

The SR Timber roofing battens were therefore all individually cut and laid, as was the TIL-R underlay and SIGNature Clay Tiles. If this wasn't time and labour intensive enough, the six fibreglass dry valleys – another unusual characteristic for a roof this size – made it all the more tricky.

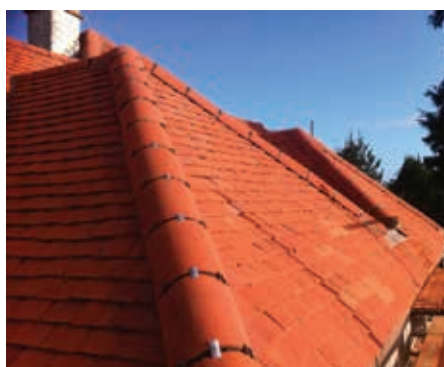
## ... REQUIRING A COMPLETE RE-ROOF

The new roof covering – comprised of approximately 9,000 SIGnature Clay Tiles, Hips and Ridges, together with TIL-R dry fix ridge kits. When installing the kits, a valley tray was required to support the weight of the materials - two new dormer and two new Velux windows were also installed.

The dormer windows were fitted on a separate flat section of the roof that also required refurbishment. It proved to be yet another tricky part of the job as two valleys, either side of the flat roof, needed additional lead work and re-rendering.

Once the roof area was refurbished, Heritage straightened the crowns of the building's chimney stacks to ensure a neat professional finish, before installing lead flashing around them and re-rendering where necessary.

Further inspection revealed rotting timbers on various parts of the eaves, fascias and soffits that needed replacing, as well as render that needed to be cleaned and repainted to ensure a professional and attractive finish. It was during this clean up that the team also discovered a purlin that was close to penetrating the frame. To avoid any future maintenance issues for the homeowner, this was also removed and replaced.



The amount of varying pitches and valleys on the pitched section, as well as the positioning of the flat roof section and its surroundings, meant this was one of the most challenging projects the company had been involved with. It's a testament to their tenacity and skill that they completed the job to the homeowner's full satisfaction, safe in the knowledge that all the products they'd used were covered by ONE Warranty.



### ONE Roof ONE Name ONE Warranty

**ONE Warranty from SIG Roofing covers all the key elements of the roof in one simple package at no extra cost to the contractor.**

**ONE Warranty is a simple to use and easy to understand, single package warranty that covers the products performance for 15 years. It means you don't have the complexity of dealing with multiple suppliers to apply for the warranty or if things were to go wrong.**

**Register for ONE Warranty and you can:**

- Add extra value at no extra cost
- Gain an edge over the competition
- Simplify your administration with one company and contact to deal with
- Give your customers confidence and peace of mind with a single warranty backed by SIG a well-established FTSE 250 company



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

**ENQUIRY 5**

# Happy 10th Birthday SR Timber!

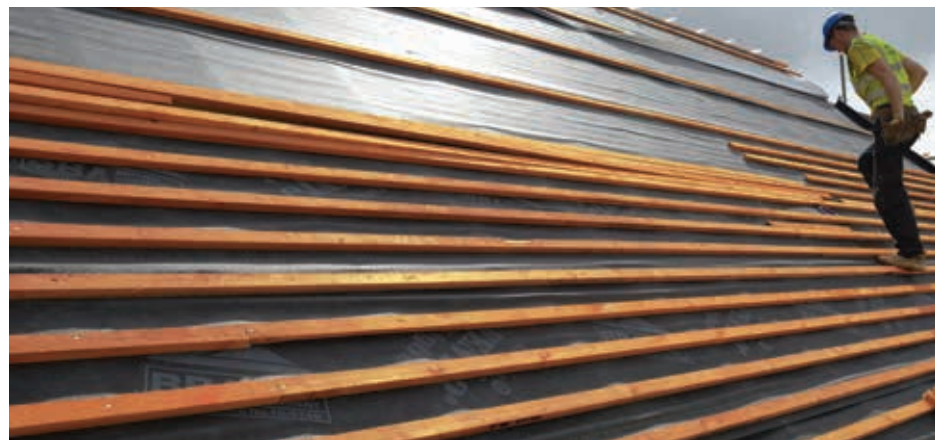
As SR Timber celebrates 10 years as a leading manufacturer and supplier of specialist roofing battens, we look at what's been key to its success.

SR Timber, the brainchild of Trading Director, Shaun Revill, and SM Group Managing Director and Chairman, Adrian Smekss, has grown from small beginnings back in 2005 to a thriving business a decade on. Boasting a portfolio of loyal clients and a dedicated team of staff, delivering quality customer care and advice from its Derby HQ, SR Timber continues to grow from strength to strength.

Using their vast knowledge and experience in the roofing industry, Shaun and Adrian formed a business that has become the UK's first choice for roofing battens, cedar shingles, Kitemarked scaffold boards and imported quality softwood – all delivered direct from the sawmills of Latvia to the shelves of UK roofing merchants.

We asked Shaun what has been the key to their success: *"Our success is built on honesty all the way. From people not knowing our product, we're very proud to have become the roofer's choice."*

*"It sounds so simple - be honest with your customers and they'll come back time and time again."* It makes sense; after all, we all want to deal with professionals we can



trust, who have vast industry experience and can deliver the right products for the job - SR Timber delivers on all these fronts. The company ethos of treating customers with honesty and integrity, along with its range of outstanding quality products, which combine performance and environmental credentials, makes it a popular choice for contractors.

As part of its quality control process, SR Timber, together with its Riga based production partner, Timberex, has its own sawmill - said to be the largest production mill solely for the production of factory graded roofing battens in Europe. From this mill, materials are shipped to England, and from there to more than 200 outlets nationwide. This speedy, weekly process ensures a constant supply of stock.

Having started the company trading to half a dozen customers who had known and trusted Shaun and Adrian from their many

years as master craftsmen in the roofing trade, we look forward to seeing what SR Timber will do in the next 10!

**As with all its products, SR Timber's highest grade of roofing batten, Premium Gold, is sustainably sourced from slow-grown timber, offering:**

- Distinct gold colour
- Full compliance to BS 8417:2003 and BS 5534:2014
- Approval by the NFRC & NHBC
- 60-year warranty against insect attack and wood rotting fungi



# Getting it right first time

As part of their commitment to helping raise standards and comply to BS 5534:2014, DuPont tell us why, when it comes to breather membranes, you need to think about more than just wind zones.

One of the key changes introduced by the revised BS 5534 Standards concerns underlays; now in order to be compliant in all five wind zones at a 345mm batten gauge, a membrane must meet the following test criteria:

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

Thanks in part to clearer product labelling and manufacturers' guides, it's fairly easy to choose the correct underlay based on this criteria. However, it isn't just the wind zone you need to think about. To fully comply with the new Standard, you also need to consider whether the job you're working on exceeds any of the following:

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

If the site exceeds any of these, contractors will need to perform a wind loading calculation to assess the product's wind uplift performance. However, who carries out this calculation? How much does it cost? When you simply want to get on with the job, a time consuming extra like this is something you can do without.



## FORTUNATELY, THE PEOPLE AT DUPONT CAN HELP

Both Tyvek® Supro, with a Tyvek® tape lap, or Tyvek® Supro Plus, with its integral tape, provide a Fabric First roof underlay. They both deliver Building Regulation approved construction, and exceed the requirements of BS 5534:2014.

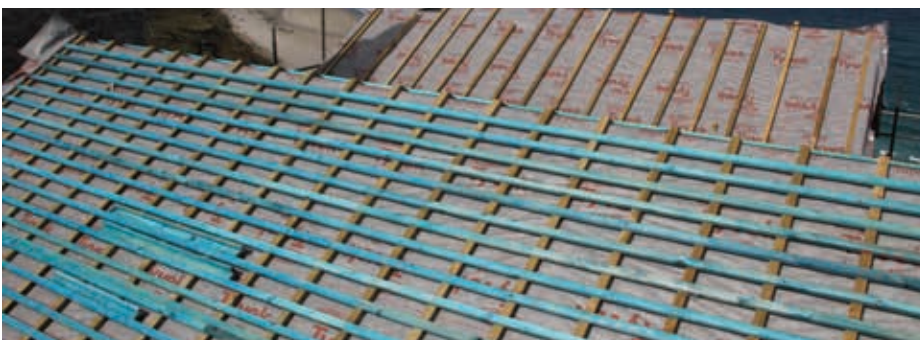
These DuPont products can be used throughout the UK, regardless of construction type, location, site topography and altitude. For added peace of mind, full BBA certification covers all Tyvek® roofing underlays. Job done.



**Tyvek.**

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

**ENQUIRY 6**



# Fixed for Time?

Good workmanship and quality fixings are key to saving time on projects.

When you're working on a job, it's easy to focus on the big things and forget about the little ones. After all, something as simple as a nail or a hook can't make that much difference to the finished product, right?

As you will well know, choosing a poor quality fixing can ruin the whole effect of a roof within just a few years, as it can rust and degrade and weaken the integrity of the roof structure.

Many roofers still use galvanised steel nails or aluminium or indeed, whatever is to hand for fixing roof slates into position, however to avoid future problems and rusting the most appropriate solution is to use copper nails instead. When you're building a roof that's going to last on average 80-100 years, you want to be sure that the fixings will last just as long. And copper - just like roofing slate, will stand the test of time.



The same applies for any other type of fixing too. The hook fixing method, which has been popular in Europe, particularly France, for the past fifty years, is being used increasingly often in the UK for both natural and fibre cement slates. The success of this method relies on using the right products, so it's important to always check the quality of steel and thickness of hook, as poorer ones will eventually rust or even break down.

## A SURE WAY TO SAVE TIME

Choosing copper nails over inexpensive galvanised steel nails or thinner, lower quality hooks will ultimately, save you from problems in the future - avoiding rust, staining and loose tiles.

Slate tiles, unlike their concrete counterparts, rely completely on nails or other fixings to stay in place, so the quality of the fixing is crucial. Investing in quality correct accessories always pays dividends in the long run, saving you time and money.



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

**ENQUIRY 7**



# Working hard...

... to make sure that you have a night on the tiles - not on the roof!

As homeowners expect to achieve more and more for their budget, and contractors need to comply with BS 5534:2014, the Polden concrete tile from Russell Roof Tiles is really coming into its own.



As the days are getting longer and we're all looking forward to enjoying brighter evenings, we don't really fancy spending those extra hours of daylight at work. Whether that's fixing things that have gone wrong or trying to finish off a time consuming job. Whilst we're all passionate about roofing, it's better to enjoy those extra hours with friends and family.

That's why it's important to use quality products that allow us to work a little bit quicker. The Polden tile from Russell Roof Tiles is one such product that's worth knowing about.

## THE TRADITIONAL LOOK OF SMALL FORMAT TILES OR SLATES WITH A RIVEN FINISH

The Polden, one of Russells' popular 'Thin Leading Edge' tiles, is a flat interlocking roof tile that looks like 16 x 8 natural slates when it's laid quarter bonded – and it's much quicker and easier to install.

Using 15% fewer raw materials than a standard flat interlocking tile, the Polden is an environmentally friendly choice of roof covering. And, with its distinct riven finish and double tile format, the resulting small slate-like look makes it an attractive option for discerning homeowners and developers as it's cost effective and easy to fix.

## POLDEN, A POPULAR CHOICE WITH THE PLANNERS

Planners at Dumfries and Galloway Council have decided that all tiles on new housing must be in keeping with the natural Scottish slate. The Polden tile, which offers a natural slate appearance at an affordable price, is the perfect solution. Satisfying both the budget of the customers and the aesthetic demands of the planning department.

Polden was also the tile of choice for the Westpoint Homes' development in Newton Mearns, where the developers wanted a cheaper, yet reliable, alternative to natural slate.



### The Polden interlocking concrete tile:

- Half the thickness of a standard concrete tile
- 50% cheaper than a natural slate roof
- Uses 15% less raw materials than a standard flat interlocking tile
- Simple to fix
- Slim profile with hidden interlocks improves the look of the roof
- Made with high performance concrete
- Natural appearance
- Has A+ rating in the BRE Green Guide to Specification
- 20% more tiles per pallet than a standard interlocking tile, so reduced packaging and transportation



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

**ENQUIRY 8**

# Feats of Clay

Add clay projects to your repertoire with the easy-to-fix Lincoln clay pantile from Marley Eternit.

The brand new Lincoln clay pantile is truly revolutionary. The first of its kind available in the UK market, the Lincoln offers a traditional pantile look in a fraction of the time. Ideal for time-pressured contractors who need to fit traditional pantiles to meet local planning regulations. Put simply, it's a game changer.

#### The Lincoln clay pantile benefits:

- **Open gauge has a fit first time result – saving you time**
- **Classic clay pantile s-curve profile**
- **Thin leading edge and low pitch capability – down to just 17.5° at 120mm headlap**
- **Available in natural and rustic red**
- **Comprehensive range of traditional clay fittings and accessories**
- **Suitable for new-builds, commercial projects, refurbishments, extension work and even smaller roofs**
- **Single lap, economical clay roof covering with only 15 tiles per m<sup>2</sup>**



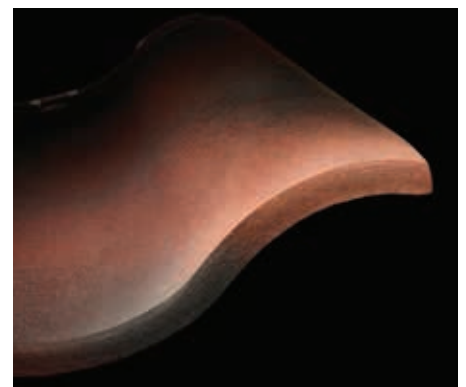
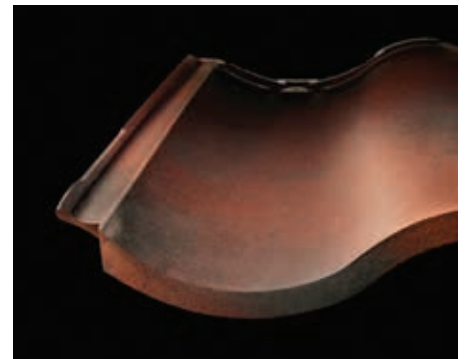
#### COMPLETELY OPEN GAUGE SPEEDS UP INSTALLATION

The Lincoln's open gauge has a 'fit first time' result, providing time-saving adjustability when fitting. Extremely easy to fit, it offers roofers - even those who may not have the specialist skills needed to work with traditional pantiles - far greater flexibility in their choice of materials. This potentially means that contractors can take on clay projects they may not otherwise have had the confidence to take on.

The Lincoln's compatible fixings mean it also meets the latest BS 5534:2014 fixing requirements and NHBC technical standards.

To achieve a completely dry fix solution, the Lincoln can be installed with both wet bedded mechanical fixing options and with Marley Eternit's Universal range of accessories. And, to speed-up installation, it can be used with Marley Eternit's one-piece tile clip, SoloFix, to save up to 30% roof clipping time compared to traditional clip fixings.

The ground-breaking Lincoln clay tile enables you to achieve the traditional rustic pantile aesthetic – required by planning departments in some parts of the country – with an easy-to-install interlocking tile. Which means less time on site and reduced labour costs. All good news!



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

**ENQUIRY 9**

# How slate is your natural time saver!

As well as giving you beauty, strength and durability, did you know slate can save a heap of time? From purchase to post installation, here's how it does it.

We all know that slate is a great material that enhances the value of any property. With a lifespan of around 80-100 years, natural slate adds timeless beauty to buildings all around the world. Having said that it's definitely worth making sure the slate you're working with is of the right quality - using an inferior product can leave you with a host of problems including pyrites, unsightly marks and unhappy customers. Fortunately, you can avoid all of that by working with SIGA Natural Slate.



Millwood Designer Homes Ltd - Orchard Gate, East Malling

## LESS SHOPPING AROUND

You can speed up the 'shopping around' process and start your project sooner by finding a reliable supply of quality roof coverings. SIGA Natural Slate provides test certificates and full traceability, confirming where each slate was sourced and how best to work with the different ranges. This allows you to make an informed decision on which slate to choose and saves you time in the process.

## LESS TIME SORTING AND GRADING ON SITE

SIGA Natural Slates are quality-checked and pre-graded, so you spend less time sorting and grading on site. Their consistency saves you project time, lowers labour costs, and reduces wastage rates.



Millwood Designer Homes Ltd - Orchard Gate, East Malling

## RELIABLE SUPPLY AND WARRANTIES

If the unexpected does occur and there's a problem, SIGA will still be there to help and save you time. Every SIGA slate can be tracked back every step of the production journey, from the quarry to the roof - and any spares needed can be sourced quickly too.

In addition, SIGA offers robust warranties of up to 75 years backed by SIG - a FTSE 250 organisation.

SIGA's procurement and quality control operation, situated in the heart of the quarry region in Spain, ensures longevity of supply into the UK - giving you reassurance that any time you use SIGA Natural Slate, you won't need to shop around. SIGA is available in over 120 SIG Roofing branches, nationwide.

With SIGA, you can be sure the slate you select is the genuine article, as well as being a natural time saver.

**SIGA**  
Natural Slate

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

**ENQUIRY 10**

# Wakaflex – your flexible friend

The time saving, lead-free flashing from Klover, with exceptional bond strength and stretchability!

In the competitive world of lead-free flashing, it's easy to assume that the products available are broadly similar. Klover's Wakaflex, however, stands out from the competition. All thanks to the reputation it has forged over the years for strength, flexibility and ease of use - offering a quick and easy solution for building owners.

## VERSATILE AND LONG LASTING

Extremely versatile, Wakaflex can be used for everything from stepped abutments and chimney flashing, to sealing solar panels, rooflights, hips, valleys, saddles and pitch transitions. It's ideal for complex detailing work, sealing of double-lapped tiles or forming over deeply profiled tiles. Wakaflex is not susceptible to thermal movement and it doesn't require any fixing clips. You can even use it for dry valley work, particularly closing off, as it provides a simple, effective and instantly weatherproof junction.

If it was any more flexible, it would be teaching yoga!



## WAKAFLEX FACTS

- BBA-certified and wind tunnel-tested
- Temperature and UV-stable it has performed in some of the world's harshest climates for over 20 years
- High strength butylon backing gives an immediate and unbreakable bond
- Particularly useful for sealing laps as the backing immediately self-welds to the facing
- Seals gas, oil and wood burner flue penetrations
- High malleability means it is stretchable by up to 50% in either direction without using a forming tool
- Available in lead grey, black, terracotta and brown

Wakaflex offers a fast, flexible and quality flashing solution that will last for years.

The new Wakaflex® Uni-Outlet has been designed for use with the lead-free flashing as a gas flue on pitches from 17.5° – 45°.

- Available in six diameters from 25mm – 125mm
- Made from durable heat, UV and shrink-resistant EPDM
- Available in lead grey, black, terracotta and brown
- Compatible with all types of clay and concrete tiles, slates and metal roofing systems

**KLOBER**  
Professional roofing accessories

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

**ENQUIRY II**

# Shoot from the hip

The Hambleside Danelaw Universal Ridge and Hip System is designed for longevity and durability, so will save you time and money long term.

On a building site, time is money. Meaning it's important to use quality products and efficient processes to avoid unnecessary delays and costly mistakes. Quick fixes can easily backfire, so even when you're under deadline pressures, it's always best to use the most appropriate product for the job – first time, every time.

## A FLEXIBLE SOLUTION FOR VENTILATION

The Hambleside Danelaw Ridge and Hip System is one of those products that combines both proven reliability and ease of use. Its patented gasket offers an adaptable solution for ventilation, while the wider butyl adhesive strip provides a greater contact area for more secure adhesion.

The only system on the market suitable for use with 'capped' angle ridge and hip tiles, it provides complete assurance of quality and suitability.



## UNIVERSAL RIDGE AND HIP SYSTEM FACTS

- Patented gasket features weatherproof continuous integrated water channels
- Self-sealing detail for the 100mm stainless steel fixing screws give improved long term reliability
- No need for additional sealing washers
- Dry Fix solution that adheres to BS 5534:2014
- Robust, versatile, stainless steel fixing clips for cut hip tiles available for a range of tile thicknesses
- Available in either 6m or 3m packs

When you're working to a tight deadline, time saving features such as these, along with confidence in your materials, can make all the difference.



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

**ENQUIRY 12**

# A Liquid Asset you can trust!

Installing warm roofs is now even quicker and easier with the Hydrostop EU AH-25 Liquid Roofing System.

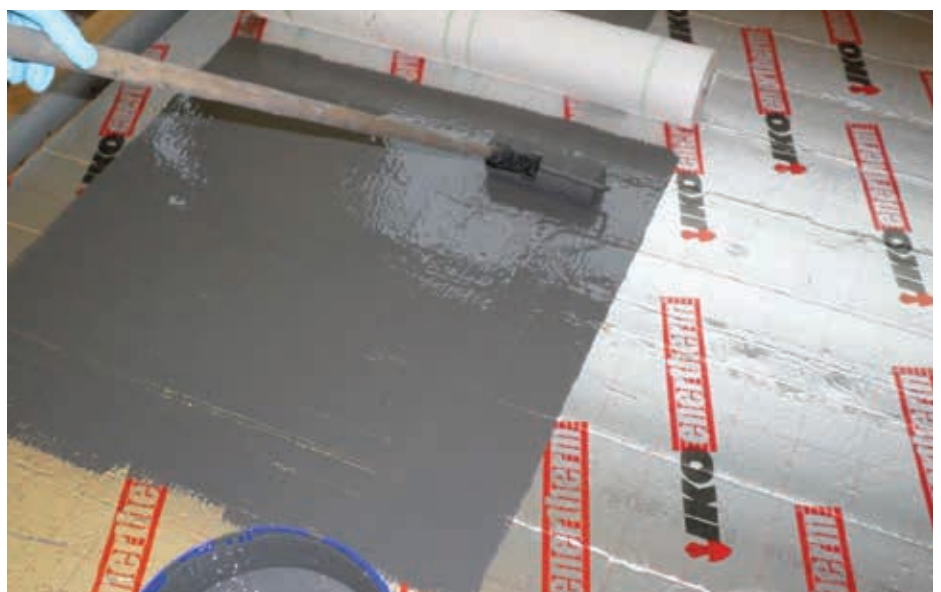
SIG Design Technology together with liquid manufacturer Hydrostop, and SIG's insulation partners Recticel Gradient, IKO and Rockwool have developed a range of warm roof systems for just about every situation – including;

- Cut-to-falls
- Flat board
- Recovery board for overlays
- Specialist acoustic applications

Fully tested, these warm roof systems have achieved a fire rating of BROOF(t4).

## **TWICE THE TIME SAVING**

These warm roof systems when used with AH-25 can make installation more time efficient in two ways. Firstly, AH-25 can be applied directly to the face of the insulation board, with no base layer needed. Secondly, the innovative reinforced self-adhesive jointing tape allows you to achieve the right level of reinforcement detail at board edges more quickly and easily.



## THREE SIMPLE STEPS FOR EASY APPLICATION

The only tools you need to work with Hydrostop EU AH-25 are: good sharp scissors, paint rollers and a paint brush. No mixing is required; simply open the drum and get started.

1. Remove the release paper from the jointing tape and apply over all insulation board joints
2. Apply a base coat of AH-25 liquid directly onto the face of the insulation and jointing tape, before embedding the AH-25 polyester reinforcing fabric into the wet liquid
3. Apply the saturation coating of the AH-25 liquid immediately over the top of the reinforcing fabric

So it's as easy as 1, 2, 3!

If any fabric shows through, simply apply a second coat. You can also refurbish any patches of degraded or damaged membrane by simply applying some reinforcing fabric and AH-25 in situ.

## WATERPROOFING, WHATEVER THE WEATHER

Hydrostop EU AH-25 can be applied wet-on-wet, which means you don't have to waste time waiting for layers to dry. It's usable even at zero degrees, meaning there's no need to down tools until the weather picks up. Also, as a single component product, AH-25 doesn't go off, so if you need to take a break, just pop the lid back on and use it again at a later date and there's no waste.



## IDEAL FOR COMPLEX ROOFS AND VIRTUALLY ODOURLESS

Hydrostop EU AH-25 is superb for tricky detailing, with it really coming into its own when you're working on complex roofs, or if you have lots of roof-mounted plant or balconies to deal with. And, because it's virtually fume-free and has a very low VOC content, buildings can remain occupied during the roof refurbishment.

## A SIMPLE SYSTEM WITH HELP AT HAND

If you're not sure which warm roof system is best suited to your project, the experts at SIG Design Technology can help you choose the right system for the job.

Your client can also be reassured by knowing their roof is guaranteed by SIG plc, and that Hydrostop EU AH-25 will perform for the lifespan of their building, is BBA Certified, Fire Tested to meet Building Regulations and accepted by NHBC.

It really is a liquid asset.



### Time for training

Get a head start on timesaving techniques by training to install Hydrostop EU AH-25. SIG Design Technology runs regular training courses at its Shepshed HQ. Just complete our readers response card for further training information.



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

**ENQUIRY 13**

# The green green grass of... roofs!

The demand for green roofs is growing.

In recent years, green roofing has blossomed into a mainstream flat roofing system. Everyone from architects and contractors, to home owners and especially local planning authorities have recognised its benefits. As a result, green roofs are sprouting up just about anywhere. If you're keen to know more about Green Roofs read on...

## ENVIRONMENTAL ADVANTAGES

It is now widely recognised that extensive planting within urban areas is a great means of improving air quality. Naturally, that means green roofs can contribute to the reduction of a number of polluting air particles - with plants reducing carbon dioxide in the atmosphere and producing oxygen. They also improve water quality by helping to prevent polluting particles entering the water system through surface run off from the roof.



## BIODIVERSITY AND WILDLIFE

Green roofs are intrinsically of greater benefit to biodiversity than more traditional roofing methods, and they provide many benefits for wildlife compared to non-green roofs. The biodiversity of green roofs can be enhanced even further by the placing of objects such as dead wood and old branches, and being designed to meet specific local biodiversity needs.

## ENERGY REDUCTION

The thermal performance and roof insulation for buildings is recognised as a huge benefit of green roof systems. A green roof not only acts as an insulation barrier, the combination of plant and soil processes reduces the amount of solar energy impacting the building. In winter root activity of plants, air layers and the effect of the entire green roof system create heat and thereby provide a natural insulation membrane.

## URBAN HEAT ISLAND EFFECT

The urban heat island effect is the difference in temperature between urban areas and the surrounding countryside - in part this is due to large areas of hard reflective surfaces and can be as much as a 5°C difference. Green roofs help to absorb heat reducing urban temperatures, and subsequent improvements in air pollution.

## NOISE AND SOUND INSULATION

Sound waves are absorbed, reflected or deflected by the combination of soil, plants and trapped layers of air within green roof systems - creating a sound insulation barrier and reducing sound compared with a conventional roof system. The

growing medium tends to block lower sound frequencies, whilst the plants block higher frequencies. The amount of sound insulation is dependent on the system used and the substrate depth.

## RECYCLED MATERIALS

Recycled materials are used in the membranes and growing mediums, making green roofs even greener! By using crushed porous brick or on-site aggregate (which is regularly taken from the original site), green roofs decrease the need for waste disposal to landfill and transportation to disposal of waste.

## RAINWATER

Green roofs are a fantastic store of rainwater with slower evaporation of water into the atmosphere. As much as 70-80% of rainfall is retained in the summer with between 25-40% in winter. Green roofs also reduce and delay run off during times of heavy and prolonged rainfall. Green roofs, therefore, reduce the impact of run off of heavy rainfall reducing the likelihood of local flooding.

## GREEN SPACE AND HEALTH

The value of green spaces to people living and working in towns and cities has been increasingly recognised in recent years. Green roofs not only help perform an ecological function, visually soften the built-up environment and support biodiversity - they also provide access to birdsong and seasonal colour changes. These are proved to aid people's mental and physical health, and are attributed to helping to reduce a person's heart rate and blood-pressure.

# Time to train...

Need to fit Flat Roofing training into your busy schedule?






With so many different flat roofing techniques, new technologies and an increasing number of product solutions – now's the time to train!

Manufacturers' training tells you all about the product, its uses, and provides clear guidance on installing the field area and managing areas of detail to get the perfect finish. So, if you're keen to find out more about some of the products that manufacturers offer training for, read on.







## ACCREDITED / APPROVED CONTRACTORS TRAINING

Accredited / approved contractors schemes offer contractors exclusive use of specific products, as well as a number of additional benefits.

PRODUCT	DESCRIPTION	
Armourplan High-quality Reinforced PVC Roof System	A polyester-reinforced PVC membrane for use on a wide range of applications, including refurbishment, new build and specialist installations like simulated metal roofs.	
Hydrostop AH-25 – Liquid Waterproofing System	An innovative one-component liquid waterproofing, offering significant advantages. It's ideal for sensitive projects in schools, hospitals and food production facilities.	
CrylicRoof GRP Premium (BBA) System	A BBA approved 'insitu' cold applied Glass Reinforced Polyester. Ideal for new builds, walkways, rooflights, green roofs and areas with foot traffic.	
RubberBond EPDM	A single ply membrane with exceptional weather resistance, providing an unmatched, superior flat roof system. Ideal for virtually any residential, commercial or industrial flat roofing project.	
Rhenofol PVC & Rhepanol PIB	A single ply system suitable for use on a wide range of roofing applications.	

## NOT AN ACCREDITED / APPROVED CONTRACTOR?

You can take advantage of regular training on the following products.

PRODUCT	DESCRIPTION	
FIX-R EPDM Membrane System	Strong, lightweight, easily installed and a great solution for renovation and new installations.	
FIX-R Liquid Waterproofing System	A hybrid polymer liquid system. Simple to use straight from the bucket and applied by brush, roller or spray. Ideal for flame-free application, new build, repair or refurbishment.	
CrylicRoof GRP Roofing System (standard)	Cold applied Glass Reinforced system, specially formulated for ease of application. For use on walkways, balconies, garages and roof structures both domestic and commercial.	
FIX-R Classic Torch on Roofing System	Torch-applied built up roofing system. Ideal for new and the repair of existing felt and asphalt roofs.	

## BESPOKE TRAINING

Manufacturers and suppliers will also offer bespoke training, tailored to your individual requirements. Email [insightmag@sigroofing.co.uk](mailto:insightmag@sigroofing.co.uk) telling us what you need and we will be happy to help.

# Your Flat Roofing quick reference guide

With so many flat roofing options available, how do you match the right product to the right job and budget?

Roofing has come a long way since using the woolly skin of a giant mammoth to keep the rain out. These days, we're spoilt for choice with the sheer number of solid and secure options available.

Flat roofing, in particular, came into its stride in the early 19th century, with the invention of liquid waterproofing. Originally a combination of natural bitumen and man-made materials – such as jute, straw and rag felt – by the mid-20th century the modern materials we see today were becoming popular. These have been continually developed and enhanced in the intervening years to create the vast array of high quality flat roofing materials we now use.

Variety is good; it means you have the opportunity to use different techniques for different jobs and requirements, and match the right product to the right job and budget. However, to make the right choices, you need to know what your options are.

Here's a quick overview of the products available and their main uses:

## **REINFORCED BITUMINOUS MEMBRANES**

A variety of bituminous membranes offering varied application advantages:

- APP is tough and easy to apply in a range of temperatures
- SBS deals better with weather stresses and temperature fluctuations
- Pour and roll - requires bitumen heated to over 200°C
- Torch-on - underside treated with thermofusible bitumen, heated with a propane torch then rolled and applied hot, so no bonding bitumen is required
- Self-adhesive - needs no heating as backing strips away

## **LIQUID WATERPROOFING SYSTEMS**

Ready to use, single liquid component, with strong adhesion to most conventional substrates:

- Cost effective wet-on-wet application and water repellent on application
- Can be applied all year round above 0°C
- No shrinkage – 100% solids
- Virtually odourless and extremely low VOCs
- Minimum wastage – unused product can be stored and reused
- Can be recoated

## **GRP (GLASS REINFORCED PLASTICS) ROOFING SYSTEMS**

Extremely strong high performance system, forming to any shape:

- Cold applied - quick and easy to apply by both roller and brush for tack free finish
- Cures to a hard, very attractive, seamless finish
- Colour change system shows when catalyst is added to resin
- Isophthalic topcoat gives superior performance in finish, long-term UV protection and weathering
- Can be applied to concrete surfaces and metals when using G4 Primer
- Remains watertight and maintenance free for many years

## **EPDM (ETHYLENE PROPYLENE DIENE MONOMER)**

Easily installed, strong and lightweight membrane:

- Economical
- Highly flexible
- Faster installation reduces labour costs
- Pressure Sensitive accessories available for virtually any penetration or detail
- Unmatched weatherability – resistance to ozone, UV radiation and extremes of temperature
- Little or no maintenance

## SINGLE PLY

Advanced stylish membrane:

- Quick and clean installation, perfect for covering large areas
- Cold applied
- Highly flexible and elastic with little or no maintenance
- Overlays existing roofs saving money and the environment
- Can be fitted in most weather conditions
- Finish gives a clean and attractive look

## ASPHALT

Traditional material that is smooth, seamless and durable:






























- Proven technology tested over many years
- Quick and easy to install
- Flexible so suitable for moulding around irregular shapes
- Combines with thermal insulation to achieve a required U-value
- Can be suitable for foot traffic, increase solar reflectivity and give a more decorative finish

## PAINTS AND SOLUTIONS

Ideal for maintenance or emergency repairs:

- Cost-effective, giving exceptional value for money
- Suitable for wet weather application
- Unaffected by temperature change
- Gives outstanding adhesion
- Ready-to-use for instant waterproof protection
- Provide maximum solar reflectivity if solar reflective paint is used
- Forms an incredibly tough, fibre reinforced, seamless, flexible membrane

## FLAT ROOFING SYSTEMS QUICK REFERENCE

Product Category	Materials Cost → Low - High →	Accessories Cost → Low - High →	Installation Speed → Fast - Slow →	Required Components
GRP Roofing Systems	→ → →	→ → →	→ → →	   
Liquid Coatings	→ → →	→ →	→ →	 
Single Ply	→ → →	→ →	→ →	 
EPDM	→ →	→ →	→ →	
Reinforced Bituminous Membranes	→ → → → → → → → → → →	→ → → → → → → → →	→ → → → → → → → → → → →	       
Asphalt	→ → → → → → → → →	→ → → → → →	→ → → → → → → → →	        
Paints & Solutions	→ → → → → →	→ → → → → →	→ → → → → →	  

 = Gas & Gas Torch    = Sheathing Felt    = Keg Bitumen    = OSB3    = Hot Air Welder    = Application Kit    = Gas Cylinder



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

**ENQUIRY 14**

# Take control with training

With multiple parties involved in construction projects large or small, it's important to stay in control if you want to keep things on track and a well trained workforce can help you do just that.

On industrial jobs, there's always a risk of things not going to plan, due to the sheer scale of the projects and the potential number of different people working on them. Incorrect PPE, the wrong tools for the job, or simply not having the right skills to do the job safely and competently could call a halt to the whole project, or worse still lead to a serious injury.

However, it doesn't have to be that way and having a team with the right skills for the job is the best way to keep control over schedules, minimise delays, risks and keep projects on track. With a properly trained workforce you're less likely to experience mistakes that cost time and money, so you can deliver real value to your customers.

## FIND THE RIGHT TRAINING

In an ideal world, all contractors would be able to offer a comprehensive and ongoing training programme for themselves and their staff, however the cost and time required alone can make it unfeasible. Instead, why not take advantage of manufacturers' installer training programmes, such as the new Kingspan Academy initiative? Kingspan has partnered with the Construction Industry Training Board (CITB) to offer an expanded professional installer training programme at their colleges across

the country. Kingspan is also investing more in technical support services, so it's even easier for you to get help and advice.

Regular training and keeping up-to-date with the latest information about products, technology and installation techniques helps keep you at the top of your profession – giving you a competitive edge and ensuring you're offering the best levels of service to your customers.

## THE RIGHT MATERIALS

Of course, even the most well trained workers need the right products to ensure the job progresses without a hitch. Product selection has a massive impact on getting the job done quickly and products such as Kingspan's composite panel systems have been cleverly designed to save you time on site. You can assemble them far more rapidly than any built-up system, and you only need a small team to install them which helps keep labour costs down.

## GET THE RIGHT GUARANTEES

With better training and the right system selection, it's possible to reduce time on site and potential delays. However it's still important to use systems that are covered by extensive, single-source guarantees – meaning if you're called back to site to resolve an issue you can feel assured that you will be able to resolve any issues quickly.

So if you're wanting to deliver additional value to your industrial customers and unlock even more opportunities to succeed, be sure to take control with training.



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

**ENQUIRY 15**

# Just in time deliveries

With so many elements to co-ordinate, industrial projects can seem a logistical minefield. Thankfully, the SIG Industrial Roofing Centre is on hand to help, every step of the way.

The old adage, 'time is money', is never truer than in a fiercely competitive market such as industrial roofing. When you're working on a commercial project to a strict budget and timeline, every moment counts and it pays to give yourself whatever edge you can.

Managing an industrial project is a tough job, after all; you have to quote accurately and competitively, arrange logistics for deliveries, ensure you have the right products for the project... the list goes on. Add to that having to organise a skilled workforce to be on-site when all the materials are supposed to be there, and you really do have your work cut out for you. A delay here, a mistake there, and your service levels can really suffer.

It's crucial, then, to be as organised as possible to minimise the risk of errors occurring. However, with so much to think about where do you start?

## THE SIG INDUSTRIAL ROOFING CENTRE KEEP YOU ON TRACK

It would be pretty good if someone else took on all the logistical stress for you, wouldn't it? Well, the team at the Industrial Roofing Centre can do just that. Their national logistics network means you get local supply nationwide of the products and services you need quickly, easily and cost effectively. They'll help you source all the various materials you need, calculate the right quantities for the job, co-ordinate all the different deliveries for your project and liaise with the suppliers to make sure you have everything you need, when you need it.

Their streamlined approach simplifies the buying process and keeps track of when your orders are due, so you have advance notice and coordination of site deliveries - including any specific off-load requirements. It saves you time and allows your workforce to get on with the installation.

With managed material call-offs and just in time deliveries it also reduces your need for large amounts of on-site storage, securing the materials and the potential for damage which can occur during long-term site storage. It also reduces the need to move materials around a project as it develops, with the risk of additional material damage and harm to your workforce.

The SIG Industrial Roofing Center can help you value engineer your project, identifying the most cost effective solutions at each step. You'll have a consistent point of contact that will give you back precious time to focus on the job in hand, plus a host of other logistical benefits, including:

- Improved on-site efficiency and resource management
- Increased productivity
- Reliable supply
- Better stock management
- Improved storage and security
- Simplified buying process
- Agile co-ordinated deliveries
- Reduced site congestion
- Lower carbon footprint
- Improved cash flow

So, if you're looking to streamline your supply chain, the SIG Industrial Roofing Centre know how to deliver!

Please contact us and one of our sales team we will be more than happy to help:

Tel: 0870 264 7766

Email: [ircsalesteam@sigroofing.co.uk](mailto:ircsalesteam@sigroofing.co.uk)



# Fix it safely with Filon's Fixsafe

Replacing roof lights and sheets on fragile roofs is quicker, cheaper and safer with Fixsafe.

Even the most experienced roofers sometimes baulk at working on a fragile roof. When you're dealing with worn membranes, loose tiles and rusty fixings, it's understandable!

Well, now there's a safer solution. Fixsafe from Filon allows you to work inside the building to replace roof lights and sheets from *underneath* the roof, rather than the riskier and more time consuming conventional method of having to access dangerous, fragile roof areas.

Traditionally, replacing roof lights and broken sheets has required roofers to construct edge protection scaffold in order to prevent falls from the roof, crawler boards to create safe walking surfaces across the roof area, and safety netting strung beneath the roof in case of falls. All of this is time consuming and labour intensive.

## A SIMPLER PROCESS WITH LESS DISRUPTION

With Fixsafe, however, you don't need any of this. No more delays, disruptions and additional costs caused by scaffolders and netting contractors installing and then removing their equipment.

- Minimises on-site management time and cost of sub-contractors and access equipment suppliers
- Reduces personnel on site and potential of associated incidents
- Increases client confidence in the management and execution of the project

Fixsafe is supplied with full installation instructions. The only equipment you need is something that allows you underneath access to the sheet or roof light you need to replace, i.e. a cherry picker or similar.

This simple, yet ingenious, method of safe replacement was developed following discussions with the Health and Safety Executive and meets the first level of 'The Working at Height Hierarchy of Control Measures'.

Quick, simple sheet replacement in six simple steps:

1. Remove hook bolts
2. Extract existing sheet
3. Drill new Fixsafe sheet using old sheet as template
4. Install Fixsafe fixings
5. Locate new Fixsafe sheet
6. Secure Fixsafe fixings

Be safe. Be cost effective. Be time efficient. Use Filon Fixsafe for roof light and roof sheet replacement work.



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

**ENQUIRY 16**



# Keep things simple to save time and money

Like many of us, we're sure that you deal with multiple companies to run your business...

Steadmans, major supplier to the construction and agricultural industries, give us their views on how can you can dramatically save time and improve your company's competitive edge by switching to a single supplier.

Anyone who wants to run a successful business needs to continually seek opportunities to cut costs, reduce waste and simplify processes. Contractors, especially those working on industrial roofing projects, often involve multiple operational and supply considerations. Meaning time and money saving exercises like these are even more important, and one of the best ways is to minimise the number of parties involved.



By streamlining your processes and reducing the amount of time you spend dealing with various different companies, you can free up more time and budget, to focus on other aspects of your business.

The benefits of streamlining your business suppliers are potentially huge:

- Saves on the overall administration and operational costs
- Reduces the number of variables, which limits the risk of time-consuming mistakes or misunderstandings
- Removes questions over compatibility and discrepancies over other issues, from colours to textures
- Site deliveries are more efficient and more environmentally friendly, due to one large vehicle on the road, rather than eight smaller vehicles.

- Increases certainty around when materials will be delivered
- Feeds into a more streamlined dispatch process and delivery timetable
- No need to change in line with restricted materials offerings
- Single point of contact

You can reinvest the time you save into other parts of your business, which will help reduce overall project costs and enable you to get other jobs off the ground faster. All in all, it's a much smarter way of working.

All these things together can have a direct impact on your peace of mind, which is always a good thing!



**Steadmans**

*Quality since 1911*

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## PITCHED ROOFING

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## FLAT ROOFING

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## INDUSTRIAL ROOFING

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# 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!

Closing date to receive entries is 2nd June 2016.

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

#### 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 21st April 2016 until 2nd June 2016. 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.

## ANGLIA

### SIG ROOFING

Bedford	MK41 9QG	01234 325283
Cambridge	CB1 3EW	01223 245262
Colchester	CO2 8JX	01206 877460
Great Yarmouth	NR31 0LY	01493 659991
Ipswich	IP1 5LU	01473 749621
Kings Lynn	PE34 3AJ	01553 764202
Luton	LU1 3XL	01582 456177
Northampton	NN5 5JF	01604 765684
Norwich	NR3 3ST	01603 487860
Peterborough	PE1 5YB	01733 345004
Southend	SS9 5PR	01702 511158
St Ives	PE27 3YJ	01480 467776
Waltham Cross	EN8 7DZ	01992 624938

### BOWLLER ROOFING SUPPLIES

Cambridge	CB22 7QP	01223 872260
High Wycombe	HP12 3RJ	01494 450079
Kings Langley	WD4 8JU	01923 269983

### UNDERCOVER ROOFING SUPPLIES

Colchester	CO2 9JT	01206 840 230
Southend	SS2 5QW	01702 613 181

## LONDON

### SIG ROOFING

Cheam	SM3 9AG	020 8337 9455
Croydon	CR0 2BD	020 8686 6911
Croydon	CR0 4YZ	020 8689 0481
Kentish Town	NW5 3EW	020 7485 5550
Kentish Town	NW5 2DS	020 7485 1791
Ladbroke Grove	NW10 5BT	020 8969 0022
New Cross	SE14 5BL	020 7358 0085
Romford	RM7 0HL	01708 754022
Romford	RM3 8TS	01708 377666
Slough	SL1 4BG	01753 570526
Stratford	E15 2RW	020 8536 5400
Tottenham	N15 4PG	020 8808 0459
Tottenham Branch	N17 8HJ	020 8808 6816

### UNITED TRADING COMPANY

Chingford	E4 7HZ	020 8559 4334
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### UNDERCOVER ROOFING SUPPLIES

Rayleigh	SS6 7XF	01268 798 999
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### BOWLLER ROOFING SUPPLIES

South Harrow	HA2 8AX	0208 426 8838
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## SCOTLAND

### SIG ROOFING

Aberdeen	AB16 5UU	01224 692000
Ayr	KA8 8BL	01292 262885
Broxburn	EH52 5NN	01506 857613
Dundee	DD2 3QQ	01382 833011
Edinburgh	EH6 7LF	01315 542554
Glasgow	G31 4DX	01415 565200
Glasgow	G71 6LL	01698 817428
Inverness	IV1 1SY	01463 250318
Kirkcaldy	KY1 2YX	01592 654913
Linwood	PA3 3BQ	01505 321122
Melrose	TD6 ORS	01835 823640

## NORTH WEST

### SIG ROOFING

Blackpool	FY3 7UN	01253 398376
Bolton	BL3 2NH	01204 523336
Leyland	PR26 7QL	01772 453939
Liverpool	L9 7ET	0151 5212100
Manchester	M11 1BR	01612 307712
Manchester	M34 5LR	0161 3203456
St Helens	WA9 3AP	01744 611471
Wigan	WN3 4BT	01942 615030

### CHESHIRE ROOFING SUPPLIES

Crewe	CW2 8UY	01270 251 000
Warrington	WA4 4EZ	01928 796 100

## YORKSHIRE

### SIG ROOFING

Bradford	BD3 9HB	01274 392433
Grimsby	DN31 2SG	01472 245667
Huddersfield	HD3 4JW	01484 653373
Hull	HU4 6PA	01482 574577
Leeds	LS12 6AB	01132 631263
Leeds	LS9 0PF	0113 2351441
Rotherham	S60 1DA	01709 835500
Scunthorpe	DN16 1DQ	01724 854444
Sheffield	S9 1TL	0114 2434188
York	YO30 4UU	01904 476319

### ROOFCARE NORTHERN

Scarborough	YO12 4HA	01723 375 851
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## SOUTH COAST

### SIG ROOFING

Bishops Waltham	S032 1BH	01489 896544
Bournemouth	BH12 4BJ	01202 731867
Eastbourne	BN23 6QN	01323 500458
Poole	BH15 4BN	01202 682491
Portsmouth	PO3 5AY	02392 690214
Portsmouth	PO3 5NX	02392 671521
Southampton	SO15 0LG	02380 365555
Waterlooville	PO7 5LT	02392 258344

## SOUTH EAST

### SIG ROOFING

Brighton	BN41 1WF	01273 430444
Finchampstead	RG40 4RB	01189 733788
Folkestone	CT19 5EY	01303 226888
Gravesend	DA12 2PS	01474 532999
Hastings	TN38 9ST	01424 853099
Horsham	RH12 2NW	01403 270640
Hove	BN3 7ES	01273 328640
Leatherhead	KT22 7LF	01372 361600
Lewes	BN7 2BQ	01273 488888
Maidstone	ME17 3JN	01622 843399
Milford	GU8 5BB	01483 425828
Ramsgate	CT11 7QE	01843 592772
Sidcup	DA14 6QF	0208 302 5451
Sittingbourne	ME9 7NU	01795 843967
Tunbridge Wells	TN2 3DY	01892 515599
Worthing	BN14 8NW	01903 201013

## TYNE AND TEES

### SIG ROOFING

Gateshead	NE8 3AD	01914 779474
Killingworth	NE12 6QQ	0191 2686627
Middlesbrough	TS2 1DF	01642 242753
Stockton	TS18 2PH	01642 677772

## SOUTH WEST

### SIG ROOFING

Exeter	EX2 8PY	01392 250323
Exeter	EX2 7JS	01392 446001
Newquay	TR7 2SX	01637 852660
Plymouth	PL1 4LL	01752 509538
Taunton	TA1 5LY	01823 323888
Torquay	TQ2 7BD	01803 613212

## WEST

### SIG ROOFING

Bath	BA1 3EN	01225 483828
Bristol	BS2 0UZ	01179 710085
Bristol	BS5 9RD	01179 412412
Bristol	BS3 2TN	01179 663072
Gloucester	GL4 3SJ	01452 521 347
Hereford	HR2 6JT	01432 273084
Oxford	OX2 0ES	01865 790303
Swindon	SN2 8XA	01793 613339

### BOWLLER ROOFING SUPPLIES

Reading	RG30 4BJ	01189 455454
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## WALES

### SIG ROOFING

Cardiff	CF24 5HB	02920 483939
Porth	CF39 9SJ	01443 681004
Swansea	SA5 7LF	01792 790272

## MIDLANDS

### SIG ROOFING

Birmingham	B11 2DX	01217 081515
Birmingham	B19 1ED	01215 239143
Birmingham	B24 8LD	01213 273071
Coventry	CV6 6FG	02476 688754
Derby	DE24 8HL	01332 349155
Dudley	DY2 0RL	01384 472420
Leicester	LE18 4TA	01162 785262
Leicester	LE18 2QD	0116 2778676
Newark	NG24 2EQ	01636 611880
Nottingham	NG7 2NN	01159 851400
Nottingham	NG8 1PQ	01159 285999
Oswestry	SY10 8NN	01691 654551
Stoke	ST4 2NL	01782 280567
Stoke	ST6 2DU	01782 577330
Telford	TF1 5ST	01952 641161