

Insight

Serving The Roofing Industry

Dec / Jan 2020
Issue 13

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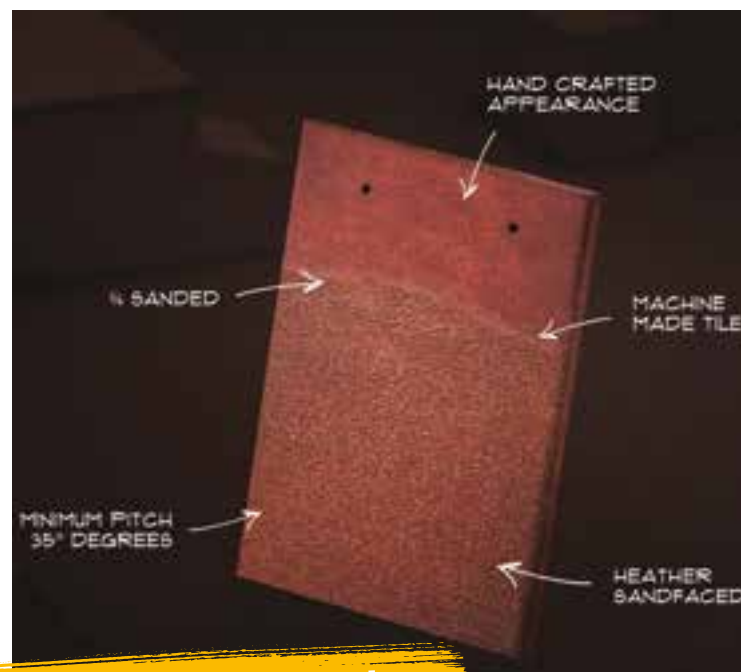
NEW SANDFACED CLAY TILE

Wienerberger has introduced the first machine-made sandfaced clay plain tile to its Sandtoft roof portfolio. The heather coloured Buckingham is the first tile created for the new Humber Sandfaced collection.

It has the rich, sanded appearance of a handcrafted tile, with the precision engineering of a machine-made product. The deep autumnal red-brown shade has a three-quarter sanded surface. Manufactured in the UK at Wienerberger's Broomfleet factory, the Buckingham is made from the finest quality alluvial clay from the flood plains of the River Humber.

Take a look at the full Sandtoft product range at

www.wienerberger.co.uk



Game on



No less than 130 lucky roofers will be watching the 'oche' action at Premier League darts events in 2020, thanks to SIG Roofing and Sandtoft.

Our winners hit the bullseye by entering a prize draw online after buying concrete tiles from Sandtoft at their local SIG Roofing branch during August. How's that for a Check-Out!

The 2020 Premier League Darts season starts in February at the new P&J Live arena in Aberdeen, ending with the play-offs at the O2 arena in London on 21 May. The 17-night tour takes in venues across the UK plus a couple in Europe. We have tickets to 13 different events, each of which will be enjoyed by 10 different winners.

Read about how they enjoyed their top evenings in the next issue of Insight.



Two-day delivery for popular products

Order selected Marley Alutec products before noon* and you can now get them delivered in only two working days.

The reduced delivery times apply to popular products including:

- Evolve gutter systems in Heritage Black and Anthracite Grey (RAL7016)
- Traditional cast iron alternative Half Round and Moulded Ogee profiles
- Alligator snap-fit classic gutter systems
- Tudor and and Flush-fit downpipes
- Elite roof outlets

Marley Alutec's extensive range of sustainable marine grade aluminium products last for 50+ years with minimal maintenance. The company's products suit a wide variety of projects, providing a light-weight and long-lasting solution that results in simpler and safer installations.

*Subject to stock availability.

For further information, please visit:

www.marleyalutec.co.uk



@SIGRoofing

For building company owner Mark Lintott winning the £1,000 prize on offer for taking part in our customer satisfaction survey could not have come at a better time. Read more on this fantastic story on @BMerchantsNews

SIG Roofing

Have a tough job on the horizon and want to see an expert for a second opinion? Pop into your local SIG Roofing branch today where we have an expert waiting to discuss all your roofing questions.

@SIGRoofingUK

Do you need some #roofingmotivation to kickstart your morning? We've got you covered, read about how our #OneWarranty scheme gave this property owner peace of mind for 15 years <https://bit.ly/2IQcAiD>



TOP TIPS

WORKING IN WINTER

As forecasters are predicting one of the snowiest winters for decades, Marley has issued some top tips to help you prepare for extreme winter weather:

❄️ If you're working on roofs in winter, don't take any risks.

Sounds obvious, but monitoring the weather forecast and carrying out a risk assessment every day to check it's safe to work can help prevent serious injury. And it goes without saying, don't work on roofs in icy conditions.

❄️ Always install roofs to the BS 5534:2014 standard, as this helps secure roofs against extreme weather.

You can get a new fixing specification for each project at www.marley.co.uk/specifying.

❄️ Make sure any clay tiles you use have passed freeze/thaw test requirements for the UK.

All of Marley's clay tiles meet the standard BS EN 1304 when tested to BS EN 539-2 and carry the CE mark to demonstrate conformity.

❄️ Protect battens from wet weather.

Make sure battens are protected from the weather and avoid using wet battens where possible.

❄️ Use dry fix.

Avoid mortar in very cold conditions, and switch to full dry fix systems in winter. If using mortar, the NHBC states that to resist frost damage it should not be used below 2°C.



PITCH PERFECT

As we went to press, the industry was eagerly awaiting news of the winners of RCI Magazine's Pitched Roofing Awards, hosted by comedian Luke Kempner on 5 December at The Midland Hotel, Manchester.

According to the judges and organisers, the level of entries in the 15 categories for 2019 was very high.

SIG Roofing is listed as a manufacturer in several shortlisted entries including: Commercial Property Application Using Slate, Domestic Property Application Using Slate, and

Domestic and Commercial Building Application Using Rooflights. SR Timber is one of two finalists in the Best use of Cedar Shingles application.

Find out more about the winning entries at pitchedroofingawards.co.uk



SCRATCH FOR A CHANCE TO WIN

When you buy a Fix All High Tack or Crystal 6-Pack



6-PACK SCRATCH

Soudal are now offering their super strong Fix All High Tack and Fix All Crystal in a handy to pick up 6-pack. What's better is they are also giving one lucky Fix All user the chance to win a Brand New Ford Ranger Wildtrack!

Fix All is the perfect answer to all interior and exterior bonding, fillings and sealing jobs. You can use it on porous, non-porous, wet or humid surfaces, and even under water!

Pick up your Fix All 6-pack today and use the scratch card to register online for your chance to win the ultimate pick up truck! But don't hang around as this offer is for a limited time only.



NEW LOOK SIG ROOFING BRANCHES



The first wave of refurbished SIG Roofing branches is complete. Woking, Leatherhead, Eastbourne and Tunbridge Wells opened their doors after several weeks of building work and held Open Days to showcase the new look.

Roofers will benefit from more availability on leading products in store such as everyday essentials, plus new and innovative products, as well as enhanced services in branch.

The next phase of building is already well underway with nine stores in line for a makeover before the end of the year and a further 15 in 2020.

Thank you to all our customers for bearing with us during the improvement works.



Avoiding wind uplift

Tips from Hambleside Danelaw

The British weather has always been unpredictable - that's why we like to talk about it so much. However, increasingly extreme conditions, particularly in winter, mean roof performance is more important than ever.

Having said that, even winds as 'low' as 20mph can cause damage, so as contractors we need to make sure the systems we install perform in all conditions regardless of the severity.

One of the biggest issues to consider is wind uplift, where roofing membranes flex under load and 'pop' slates and tiles off the roof. Recent years of high winds mean the UK is now divided into wind uplift zones. Wherever you're working, the horizontal laps should either be held in place by a batten on the lap, or the two layers should be securely taped together. All wind loading zones should feature taped seams. Be sure to read the small print, to understand any limitations of use.



INTEGRATED PIPE SOCKETS GO WITH THE FLOW

The centrifugal casting process that all Hargreaves Foundry Drainage pipes undergo gives them a number of key benefits that make them a fantastic choice for roofers:

- Ultra-reliable uniform metal thickness with no weak spots
- Arrow straight for easier installation
- Consistent surface finish for more even and efficient coating
- Hargreaves round rainwater pipes also have the socket cast on as part of the manufacturing process. Casting the socket and pipe as one piece not only ensures the integrity of the pipe, it ensures internal flow efficiency for added performance.

A separate socket fitted to the inside of the pipe significantly reduces the internal diameter from 70mm to 58mm, meaning Hargreaves pipes have 65% greater capacity.

(Calculation in accordance with EN 1206-3:2000)

Make roofing easier with the Tile Estimator

Everyone wants life to be a little easier don't they?

With Russell Roof Tiles' Tile Estimator, it can be. The free-to-use tool helps you calculate how many tiles you need for your project. It only takes a minute and is as easy as 1, 2, 3.

1. First, choose your tile.
2. Then pick a colour.
3. After that, you just need to enter the project's dimensions.

The tool then shows you how many tiles you need, as well as all ancillary items, and gives you an estimate. It's as simple as that!

You can find more information on the Russell Roof Tiles' website, which has been designed to help you find the right information in three clicks or less. Visit www.russellrooftiles.com and start using the tools today.



Refurb fit for King's

The challenge

The roofs of the magnificent historic buildings of King's College Cambridge date back over 100 years and needed renovating and re-slating. Historic roof structures can be complex, with moisture management and condensation control key factors to consider.

The re-roofing project of Bodley's Court situated alongside the river Cam was led by award-winning architectural practice Donald Insall Associates, specialists in the care, repair and adaptation of historic buildings.

The solution

Donald Insall Associates specified Roofshield, the renowned pitched roof underlay, for the roof refurbishment. While many vapour and air permeable underlays use an airtight VP film layer to achieve their performance, Roofshield is different. Its patented SMS (Spunbond Meltblown Spunbond) structure allows high levels of airflow and transport of moisture vapour, making condensation in the roof space virtually impossible. It has an extremely high degree of vapour permeability, as well as air permeability.

Now these impressive historic buildings are protected with the combination of beautiful Collyweston Slate and Roofshield membrane.

What we learned

Nigel Smith, Director of specialist roofing contractors, Claude N. Smith, comments: "Roofshield was chosen by the architects as they required materials of the highest specification for the project. It has been excellent to work with, is exceptionally strong and durable and its superior air permeability ensures comprehensive protection for the historic college buildings."





The challenge

Luxury property developer Dorchester Living required a resilient roof finish across a number of different house designs for a large construction project in the heart of Oxfordshire. Heyford Park, a new community-based venture consisting of more than 1,000 homes, is being created across a 1,200 acre site.

The solution

Eternit Rivendale fibre cement slates were specified on a number of the property styles at Heyford Park, from arts and crafts inspired homes to large, three-storey town houses. The durable and stylish slates provide the perfect material to complement the varied exterior aesthetics of a wide range of homes.

What we learned

Nathan Holcombe, Managing Surveyor at Dorchester Living said: "We specified Eternit Rivendale slates at Heyford Park as we wanted to create resilient properties that would stand the test of time.

"Choosing hard-wearing building materials which don't compromise on aesthetics, such as Eternit Rivendale slates, has been really important in helping us create an infrastructure for the community that we are confident will last."

For more information, visit www.eternit.co.uk

ETERNIT HELPS CREATE STYLISH HOMES FOR LUXURY PROPERTY DEVELOPER

Top Planning Tips for Liquid Waterproofing

As with any project, the key to working with liquids is to make sure the specification and product selection are right from the start.

To help with this you can get standard specification documents from most suppliers and manufacturers either as a National Building Specification (NBS) document or sometimes a descriptive specification. These will show the different parts needed in a roof build-up, but they won't give the specific details you need.

Here are five key things to consider before every liquid waterproofing job:

1

New build or refurb? On refurb projects always do a site visit to check the existing substrate before starting work essential to understand the preparation needed for the topcoat and to select the correct primer. Treatments to the substrate can range from minor blister repairs, sealing splits or gaps, or a full overlay with a recovery board. How will this affect the budget? The condition of the surface may take longer to treat and need extra primer.

2

Is the building in use during the work, for example a school during term time? For these projects you won't be able to use liquids which have a strong smell or contain certain chemicals.

3

On new build projects plan properly and understand the design. To avoid surprises or mistakes consider every component in the build-up. Is a primer required on an insulation board? How will different materials join? What complicated interfaces are on the roof?

4

Having an NBS or a 'wordy' specification is useful, but won't tell you everything you need to complete the job properly and within budget. SIG Design & Technology recommend checking the details and creating a new specification for every project to avoid complications.

5

Training! Liquid waterproofing systems are only successful if you choose and install the product correctly. SIG Design & Technology run training courses in both membrane and liquid applications at their training academy in Shephed and Huddersfield.

SIG Design & Technology offer a wide range of roofing products, including the new and improved Hydrostop AH+ liquid waterproofing, with warranties available from 10 to 25 years.

Technical helpline 0844 443 4778

www.singleply.co.uk

LIQUID Entertainment

The challenge

Picturehouse Central cinema is located in part of the iconic Trocadero building at Piccadilly Circus in Central London. Its 1,000m² flat roof was leaking and in very poor condition. It needed a total clean up and repair of all cracks before any waterproofing could be applied to the existing roof coverings.

The solution

Contractors Aspect Roofing contacted SIG Roofing's Central Sales Office for guidance on the best system to use and, after a site inspection, were advised that FIX-R Liquid Waterproofing was the most value engineered solution for the job. This system is wet-on-wet moisture curing cold applied liquid waterproofing with fabric fleece reinforcements between the two coatings. SIG Roofing created specifications for the project and the materials shopping list. The materials were supplied by the Croydon branch.

As it was the first time Aspect Roofing had used FIX-R Liquid Waterproofing, they were given on-site training from BMI to ensure the whole installation was carried out correctly.

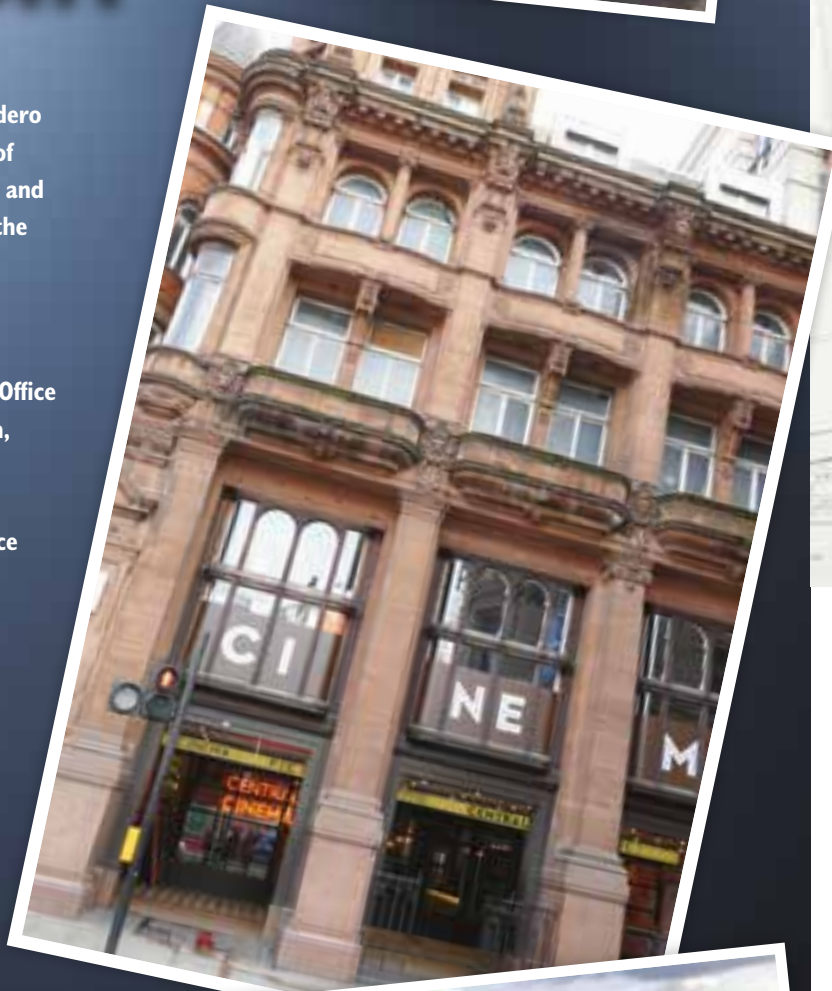
What we learned

Despite their unfamiliarity with FIX-R Liquid Waterproofing, Aspect Roofing were confident that on-site training would equip them with the knowledge and skills to help them deliver the work on time and to a very high standard.

Paul Gasson of Aspect Roofing commented:

"All the technical assistance and specifications, together with material take-offs received from Jitendra Tailor, material quotations prepared by Debbie Flavell and training from Ian Farnham on site were instrumental in the project's success. The finished installation looks very good and the clients are very happy."

Aspect Roofing are using FIX-R Liquid Waterproofing on other similar projects.



REGISTER NOW

You'll receive a welcome pack and membership number confirming your status as a registered ONE Warranty contractor.

At the same time, you'll also receive a sample certificate and marketing material such as Property Owner leaflets that you can show to your prospective customers.

Visit sigroofing.co.uk/onewarranty to register.

**Give yourself
an advantage
when quoting
for jobs**

ONE ROOF
ONE PARTNER
ONE
WARRANTY
Quality, choice and support in one single package

ONE WARRANTY - YOUR TICKET TO CUSTOMER REASSURANCE

If you'd like a simple way to provide a warranty in a single package, SIG Roofing's ONE Warranty is tailor made for busy roofing contractors. It's free to register for the scheme and quick and easy to apply for warranties on your projects when they're complete.

CHOICE, QUALITY AND PROTECTION

ONE Warranty is an effective means of adding a further level of reassurance when quoting for business. It's a service that speaks volumes about your business and its reliability. Incorporating leading manufacturer brands, our popular ONE Warranty product offers choice, quality and protection.

FLAT AND PITCHED

Now available for flat roofing products as well as pitched, ONE Warranty provides all-round 15-year cover in one place. All of the products you use in the build up of the roof, from batten to roof coverings, can be covered with a single warranty from one supplier. It's the ultimate peace of mind for you and for your customers.

As a registered contractor, you will be able to give your customers confidence that their investment is protected by SIG plc, a FTSE 250 company.

WELL COVERED

The comprehensive product range for both flat and pitched roof solutions comprises a variety of well-known roofing brands e.g. FIX-R Torch On Felts and EPDM membranes, SIGA Natural Slate and SIGnature Clay Roof Tiles.

APPLYING FOR A WARRANTY

As a registered ONE Warranty contractor, once you've secured a job, simply buy qualifying materials through your local SIG Roofing branch.

When your project is complete, apply online for the warranty. SIG Roofing will verify your purchases and send you and your customer a certificate.

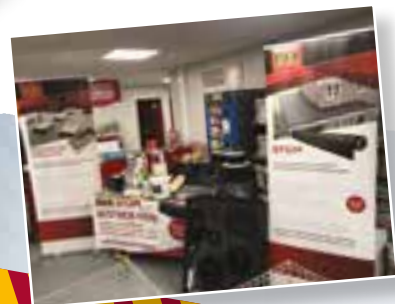




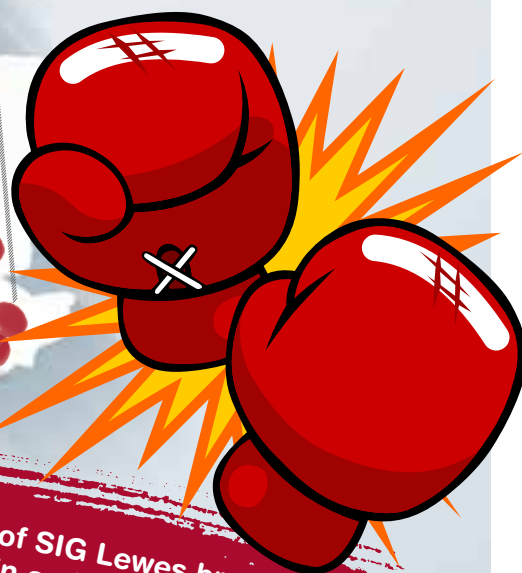
Eek! A Spooktacular time was had by customers and team members at Crewe branch on Hallowe'en, with £140 raised for Mind, the mental health charity.



Swansea's recent raffle with Permavent raised £166 for Cancer Research and £166 for Mind, plus matched funds from head office. Winner Jonathan Griffiths receives his signed Welsh Rugby shirt from Manager Jason Jones.



CUSTOMERS ENJOYED SEEING THE NEW LOOK BRANCHES - AND SAMPLING A BACON BUTTIE - AT THE POST-REFURBISHMENT OPEN DAYS IN WOKING, EASTBOURNE, TUNBRIDGE WELLS AND LEATHERHEAD.



Sam Wilson of SIG Lewes branch is squaring off in an Ultra White Collar Boxing event in Brighton to raise funds for Cancer Research. Donations welcome at justgiving.com/fundraising/sam-wilson89

Customers enjoyed visiting our newly refurbished Milford branch on Wednesday 11th December

SCOTLAND

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	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

Blackpool	FY3 7UN	01253 398376
Bolton	BL3 2NH	01204 523336
Crewe	CW2 8UY	01270 251 000
Leyland	PR26 7QL	01772 453939
Liverpool	L9 7ET	0151 5212100
Manchester	M34 5LR	0161 3203456
Warrington	WA4 4EZ	01928 796 100
Wigan	WN3 4BT	01942 615030

TYNE AND TEES

Gateshead	NE8 3AD	01914 779474
Middlesbrough	TS2 1DF	01642 242753

YORKSHIRE

Bradford	BD3 9HB	01274 392433
Grimsby	DN31 2SG	01472 245667
Hull	HU4 6PA	01482 574577
Leeds	LS12 6AB	0113 2631263
Leeds	LS9 0PF	0113 2351441
Rotherham	S60 1DA	01709 835500
Scunthorpe	DN16 1DQ	01724 854444
York	YO30 4UU	01904 476319

MIDLANDS

Birmingham	B11 2FE	01217 081515
Birmingham	B19 1ED	01215 239143
Coventry	CV6 6FG	02476 688754
Derby	DE24 8HL	01332 349155
Dudley	DY2 0RL	01384 472420
Leicester	LE18 4TA	01162 785262
Newark	NG24 2EQ	01636 611880
Nottingham	NG7 2NN	01159 851400
Stoke	ST4 2NL	01782 280567
Telford	TF1 5ST	01952 641161

WEST

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
Reading	RG30 4BJ	01189 455454
Swindon	SN2 8XA	01793 613339

WALES

Cardiff	CF24 5HB	02920 483939
Swansea	SA5 7LF	01792 790272

ANGLIA

Bedford	MK41 9QG	01234 325283
Cambridge	CB22 7QP	01223 872260
Colchester	CO2 8JX	01206 877460
Great Yarmouth	NR31 0LY	01493 659991
High Wycombe	HP12 3RJ	01494 450079
Ipswich	IP1 5LU	01473 749621
Kings Langley	WD4 8JU	01923 269983
Kings Lynn	PE34 3AJ	01553 764202
Northampton	NN5 5JF	01604 765684
Norwich	NR3 3ST	01603 487860
Peterborough	PE1 5YB	01733 345004
Rayleigh	SS6 7XF	01268 798 999
Southend	SS2 5QW	01702 613 181
St Ives	PE27 3YJ	01480 467776
Waltham Cross	EN8 7DZ	01992 624938

LONDON

Cheam	SM3 9AG	020 8337 9455
Chingford	E4 7HZ	020 8559 4334
Croydon	CR0 2BD	020 8686 6911
Croydon	CR0 4YZ	020 8689 0481
Kentish Town	NW5 3EW	020 7485 5550
Park Royal	NW10 7UL	020 8507 4380
Romford	RM7 0HL	01708 754022
Romford	RM3 8TS	01708 377666
Slough	SL1 4BG	01753 570526
Stratford	E15 2RW	020 8536 5400
Tottenham	N17 8HJ	020 8808 6816

SOUTH EAST

Finchampstead	RG40 4RB	01189 733788
Folkestone	CT19 5EY	01303 226888
Gravesend	DA12 2PS	01474 532999
Hanwell	W7 2QD	020 8571 6555
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	ME15 9NL	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
Weybridge	KT15 2SD	01932 850500
Woking	GU21 3BA	01483 215100
Worthing	BN14 8NW	01903 201013

SOUTH COAST

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
Southampton	SO15 0LG	02380 365555
Waterlooville	PO7 6QX	02392 258344

SOUTH WEST

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

OVER 100 BRANCHES NATIONWIDE OFFERING

- Over 40,000 roofing products
- Supply of leading brands
- Delivering the products you need, when you need them - nationwide
- Dedicated Industrial Roofing team
- Accredited contractor scheme for flat roofing

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Join our club



TRADE CLUB JOIN US TODAY EARN REWARDS FROM TOMORROW

Earn points with every purchase from
your local SIG Roofing branch.

REGISTER
TODAY

Why Trade Club?

- Register to become a **TRADE CLUB** member
- We'll set up your membership
- Purchase from your local branch
- Earn points every month
- Double points on selected items

“I've been a **TRADE CLUB** member for about three years. It's a great bonus to have a voucher come through at the start of the month and to regularly get money back for being an **SIG Roofing** customer.”

Josh Shepherd, Absolute Roof Windows Ltd

Trade Club is a way for you to receive something back for choosing to buy your roofing products from SIG Roofing.

As a member of Trade Club you earn points every time you spend at any SIG Roofing branch. Those points are turned into vouchers for you to spend the following month in branch*.

Trade Club rewards you for cash purchases. So every time you buy and collect supplies in branch, simply present your membership card and points are added to your Trade Club account.

POUNDS AND POINTS

For every £1 you spend, you collect a point - with one point being worth 10p. We'll keep track of your purchases and points, so you don't have to and we'll send you monthly updates.

You'll be able to find everything roof-related in our branches, plus advice from knowledgeable staff on our 40,000+ products. And, you'll be pleasantly surprised how much you can earn back by joining.



As an extra thank you every month, you can earn double points when you buy one of our quality own label products - from **FIX-R**, **TIL-R**, **SIGnature** and **SIGA**. The product on special offer changes each month and we email you to let you know what it is.

These offers are only available to **TRADE CLUB** members, so join up today and earn rewards just through purchasing your roofing materials at your local SIG Roofing branch.

To register now, go
online at www.sigroofing.co.uk/tradeclub

(You'll need to know your
SIG Roofing Customer/Account
number for the registration
to be valid.)

*on purchases of £250 (+VAT) or more