

INSIGHT

The **roofing** information service

issue 10

Re-programme your business –

And make the most of new products and services!



Weathering the storm

Keeping your business busy

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Note from the editor!



Hello – welcome to the latest edition of Insight. As you might expect, we have been looking at the downturn – but instead

of being just another voice of doom, we have looked at what we can all do about it. And the answer is, a great deal!

So if you are tired of looking at economic stormclouds, take a look at our article about surviving the downturn. It is packed with good ideas from people who steered their businesses through the last recessions. They have some answers to help you keep the work coming in – and just as important, how to make sure you get paid for it!

We've looked at some new lines of business. What you can do with insulation, guttering with Lindab, how you can make the most of flat roofing with Sealoflex, and how the growing interest in solar energy could mean a growing workload.

I hope you'll find a few things to raise a smile too. And don't miss your chance to win a new Paslode nailer - it's a great free competition you'll find on the inside of the back cover.

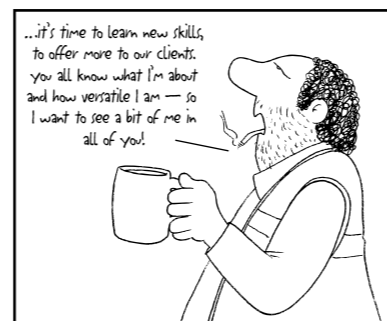
So finally, if there is anything you would like to see featured in an upcoming edition of Insight drop me an email.

R. Orchard

Rachael Orchard
Email me at: editor@insightmag.co.uk

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GOT ANY NEWS...?

Send us your ideas, comments and moans – the best contribution will receive a bottle of single malt whiskey!

Cheers!

Weathering the storm

How to keep your business busy.

With doom and gloom on every front page and every trip to the supermarket painful, it's only natural to worry about the prospects for roofing in general – and for yourself in particular.

Yes, there is a down turn and work might be slower for the next few months – but roofs are not a luxury item that most people will try and do without. Ignore the headlines (they are only there to sell papers) and you'll see things might be not as bad as they seem.

"The economy is depressed - you don't have to be!"

The fact is that the credit crunch has made mortgages harder to get, house prices have fallen – so housebuilders are postponing new builds. As a result being a roofer can be difficult right now - but there are some roofing companies who are still working as usual. So what is their secret?

We talked to a number of business experts – from banks and financial advisors to people who worked the roofs through the last downturns for some advice. Their view was that just because business is depressed, you don't have to be. There are ways to keep work coming in. Stay positive – and try some of our handy hints for succeeding despite the downturn.

Just what is the forecast?

The economy is even harder to forecast than the British Summer, and while even the Chancellor Alistair Darling admits the UK economy is slowing down, things could be worse. Some shops are even reporting increased sales, and some firms are still looking to expand.

It's easy to find pessimists. The British Chambers of Commerce's economic advisor David Kern saw a deterioration in UK prospects. "We are now facing serious risks of recession," he says.

But perhaps it is too easy to look on the dark side. Some commentators – including Ray Boulger of mortgage brokers John Charcol - have even

suggested that falling house prices will be the solution as well as the problem. Pent-up demand from first-time buyers, forced out of the market by high prices, might soon start to provide the first steps to recovery. His view? "They could help revive house sales and help get the economy moving."

Land some new customers

If your work comes from new private domestic builds, you will be slack right now. So you need to expand your customer base. Housing associations and the public sector are less likely to be hit by recession. They are still building – and they pay promptly.

Homeowners will still need repairs – and those that can't move may want extensions. But many domestic customers put off work because they don't know where to find a reliable roofer. Third party accreditation, like the government Trustmark scheme can put their minds at rest, and help you get the work. TrustMark Quality Manager Ray Ferris explains. "Homeowners, businesses and local authorities need trades people – but they will only call in someone they know they can trust. Companies who went through the last recession see our service as essential."

Where can you find extra customers?

For public sector contracts, www.Supply2.gov.uk is a government-backed service designed to give companies access to contracts worth under £100,000 from government bodies and local authorities. It is a web-based service that gives access to contracts of all kinds – including 2012 Olympic subcontracting opportunities.

Becoming Trustmark certified can also help bring in extra business - see page 23.

Don't be afraid to ask for business. Pick up the phone, call a few contacts, and remind them you are out there. Offer a priority service or a discount if you have to.

CONTINUED ON PAGE 4

Have more to offer

We all have our favourite jobs. But there is a danger of becoming too specialised – there is no point only offering slate when customers only want tiles. The more you can do, the more work you are likely to have – so it could be a good time to expand your skills.

You might not think of things like insulation and gutters as roofing, but it might make sense to offer them as part of your tender when you price up a job. After all, somebody is going to make money by climbing a ladder and taking care of them. If that somebody is you, it can make every job more profitable – vital when jobs are thinner on the ground.

Keep yourself busy

Guttering – needs maintenance as well as replacement. Offering guttering as part of your tender on a new build can help win the job.

Insulation – insulation is becoming part of roof construction – and a requirement of building regs when extensions or renovations are made to existing structures. See our article on page 7.

Roof windows – increasingly popular, many may be reaching the stage where they need servicing, repair and replacement.

Woodwork Fascias and soffit boards need painting and replacement on domestic properties. Fitting PVC replacements can also be worthwhile for you and your customer.

Solar power – There is a growing range of solar products which in times of rising energy costs can benefit the end user. They require skilled installation by someone who is trained so by getting the training you will have the opportunity to offer a valuable extra service.

Being able to work above ground level is a valuable skill. The more things you can do while you are there, the more valuable it is.

Call time on late payers

For most of us one of the biggest problems is not getting the roof finished – it is getting paid for it. If you are subcontracting, there can be a long chain of payments to be passed on before you get your cheque.

Late payment is part of the building industry - but you can't afford to subsidise people who won't settle up on time. Cash flow causes enough problems when times are good. When the economy slows, it can be the difference between survival and going to the wall.

A few tips to help you keep your cash flow on track

Run a credit check before you start supplying customers, make sure they are likely to be able to pay. Your bank may be able to help, or you can call on a credit reference agency.

Chase payment. A phone call or email can often hurry up slow payers. You can also encourage customers to pay you electronically – it means

funds are cleared on the day they're received. Remember, you can legally demand interest on a late debt.

Get paid in advance. Asking for full or part payment in advance or offering an incentive for early payment, such as a discount is worth considering.

Use an agency. A debt collection agency can be fast and effective, but they charge between 8% and 10% of the debt recovered. Check that the agency is reputable by visiting the Credit Services Association website csa-uk.com

If all else fails, you could take legal action. However, it can be expensive and you will lose any chance of business from that customer in future. Plus if they are bankrupt or in the process of liquidation, you won't get the money back even if you win.



Invoice Finance

Invoice finance – or factoring – can be an answer to cashflow problems. You simply send a copy of each invoice to your invoice finance supplier, and they will let you have a proportion of the cash right away. The disadvantage is that your supplier will charge a fee – but being paid right away instead of in months can make this worthwhile. The Asset Based Finance Association (ABFA) can provide a list of reputable suppliers. You can see them online at abfa.org.uk

Getting paid as soon as you have done a job makes your business easier to run.

Cut your costs

Cutting costs and increasing efficiency can be a big help to weather the storm. It can seem difficult at first to see where savings can come from – but if you have vehicles standing idle or premises that are not being used to the full, you might be able to make some changes.

Diesel is not getting any cheaper. A smaller vehicle could use less – or at least get the one you have tuned.

Should you make staff redundant? Not if you can help it. Good people are hard to find – you need their skills to stay competitive.

Cutting advertising cuts down costs, but it also cuts down the chances of getting new work. You need to ensure your name stays in front of potential customers.



Another way to cut costs...

The other side of cutting costs is increasing efficiency. Could new methods or new tools speed things up? For example, a new nailgun might take an investment from you – but it could pay for itself by letting you get more done in less time. Switching to dry fix instead of mortar is another way to save valuable time, and increase the quality of work too. See page 10.

Cutting costs and increasing efficiency is like training for the Olympics. It makes your business fitter – and the fitter it is, the better your results.

Turn green

Concerns about the environment have not gone away just because there are worries about the economy. Going green is essential for winning local government contracts, and businesses customers. A recent Ipsos Mori poll shows businesses have an increased chance of success if they are environmentally aware – so offering green techniques, and building your own green credentials will give you an extra edge when you compete for a contract.

Working with the environment in mind

Prepare an environmental policy – getting business from a corporate client may depend on your ability to produce a written statement of the steps your business is taking to protect the environment.

Look at new methods – innovative products can reduce your impact on the environment and help you work more efficiently.

Recycle – make sure you recycle where possible. Packaging, metal and plastics can all be recycled. The environment benefits with less landfill. You need fewer skips.

Cut waste – don't order too many materials, and you can reduce your costs as well as benefit the environment.

"Clients have started asking about our environmental credentials. It's not just government and local authorities that have to see the proof that we are a green company before they will give us the work."

Mark Dix, Marketing and Promotions Manager at Capital Roofing

Planning for recovery

The next few months will be challenging for anyone in roofing. Making sure that you are one of the survivors means hard work now. But not only will it help you keep your business, it will get it in better shape to make the most of the recovery when it comes.

So, once you have planned how you will work through the recession, you should start thinking about how you are going to make the most of the boom.

ROOM ON TOP...

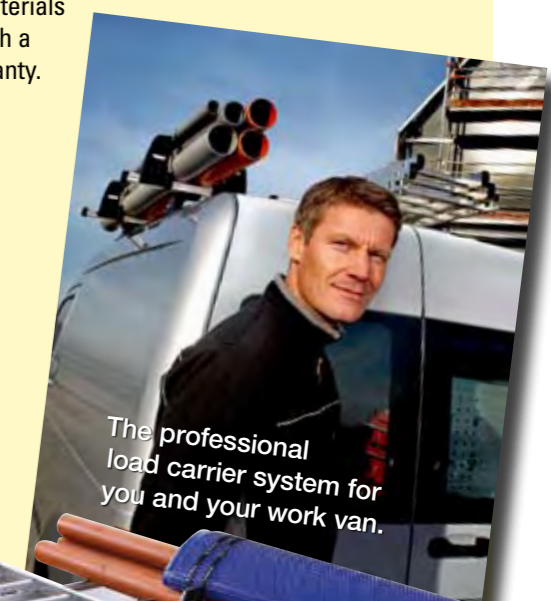
With the cost of diesel and worries about the downturn, many of us are thinking about switching to a smaller vehicle. But what about your ladders?

The new Thule Professional range has been developed to make it easier and safer to transport loads such as ladders and timber.

The basis for the system is the heavy-duty aluminium load bar with a unique three-slot design that enables fitting of multiple professional accessories, including a ladder carrier that tilts down to the side of the vehicle.

Peter Barker, Marketing Manager at Thule said, "Many of the professionals that we spoke with during development asked for accessories that would enable them to transport their work tools effortlessly. The aim of the Thule Professional Range is to offer safe and robust transport solutions that will help the user to save time as well as look good."

The Professional Range has been made using heavy-duty materials and comes with a five year warranty.



Getting the **BIG** picture

What's really going on out there? It seems that your view of the roofing business depends on where you are and what trades you specialise in.

We asked some of the trade bodies for the views of their members.

NSCC - Specialist Contractors Feel the Squeeze

The National Specialist Contractors Council (NSCC) brings together specialist trade organisations throughout the construction industry.

As spokesperson Susan Nichols explains, their latest figures show a sharp decline in enquiries and orders - although 76% of Specialist Contractors are still working at over 75% capacity.

"It looks as though the domestic sector is behind declining confidence. Some of the trades we represent don't have much exposure to the domestic side – those that do are feeling the pinch. Those that work in the commercial sector are generally ok at the moment, because they are kept busy with contracts that were set up some time ago.

But people are worried about the future. Many work on contracts of six or nine months. Looking that far into the future is difficult, but many believe the commercial sector may start to suffer by then."

On a positive note, despite the credit crunch and the continued increases in the cost of materials, Specialist Contractors have seen improvements in payment practices across the industry as a result of the NSCC Fair Payment Campaign. 30-day payment periods are now the norm on major Government projects.

Flat Roofing Alliance - Not too bad – at the moment

The Flat Roofing Alliance (FRA) is the recognised trade association for the flat roofing industry and supports the interests of hundreds of companies throughout the UK. The membership includes the UK's major contractors and Manufacturers, as well as smaller specialists. Spokesman Bill Jenkins feels that his members are escaping the worst of the problems.

"Things are not looking too bad for our members at the moment," he says. "It seems to be the domestic new build sector that is suffering, and that is the sector least likely to have flat roofing. Our members are getting plenty of work from the commercial and industrial sectors. There are a surprising number of domestic refurbishments going on too."

However, Bill does sound a note of caution.

"It is work on buildings that are already started that are keeping us busy. I can see there could be problems in a few months time if developers slow down and there are less starts for commercial customers."

NHBC - New Home Starts Continue to Fall – except in Greater London

The National House-Building Council sets the standards for new and newly converted homes in the UK. They work with the construction industry to raise the standards of new homes, and to provide consumer protection to new home buyers.

Imtiaz Farookhi, NHBC Chief Executive, says: *"Our latest figures show that the effects of the downturn in lending and the pressure on house prices is continuing to impact the private house-building sector."*

New home builds are 42 per cent less than on the same period a year ago..

"Regionally the biggest percentage decline in new home starts during the second quarter was seen in the North West and the West Midlands, where our figures show a year-on-year decrease of 58 and 57 per cent respectively. Greater London was the only region to experience an increase in new home starts (eight per cent) during the period, where a strong demand for new homes is keeping market confidence slightly higher."



MAKING WORK FOR YOURSELF

HOW EXTRA INSULATION CAN MEAN EXTRA MONEY FOR YOU

Broadening your skills is something we always bang on about here at Insight. We think that letting another trade do something that is a natural progression of your own means letting them have money that could be going into your pocket.

Anything that lets you maximise the returns from a job is likely to be good for your business. Besides, your customers benefit too. They save time when they have two jobs done by one contractor, and don't have to go to the trouble of finding someone else.

Installing insulation is the perfect example of how it can pay to broaden your skills. The changes to building regs mean practically every new roof will have to include insulation. Plus there are hundreds of thousands of roofs up and down the country that no longer meet modern standards.

So installing insulation could mean a very worthwhile source of extra business – which would be particularly valuable in the current downturn.

NEW TECHNOLOGY, NEW OPPORTUNITIES.

The fact is, even if you prefer to be on the roof demonstrating your skills with slate (or tile, or metal) the new part L building regulations make insulation integral to roof construction. It is becoming recognised as part of the roofing business.

Of course, insulation has come a long way recently, in response to the need to reduce global warming. There are many new technologies being introduced – and many of them represent new opportunities for you and your business. Plus there are some very old technologies too – with a new lease of life.

We've included introductions to just some of them....

MULTIFOIL INSULATION

Foil provides a new approach to insulation. While most traditional products rely on foams or particles to trap air and so hold in heat. Foils work differently, reflecting heat as well as providing an insulating blanket. It means that a much thinner product can provide the level of insulation required. Multifoil not only keeps buildings warm in the winter, but also reflects radiation in the summer, preventing the room in the roof from overheating – cutting the need for both central heating and air conditioning, and bringing energy bills down all year round. Properly installed, it can improve air tightness too.

It can also be a big advantage where space is at a premium.

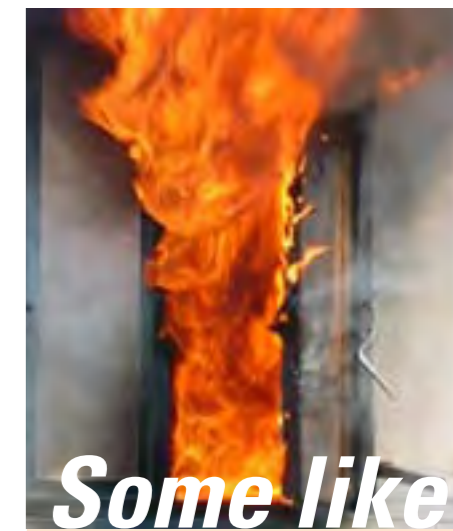
TRISO-SUPER 10

ACTIS produce Triso-Super10 multifoil insulation which combines high thermal efficiency with an extremely thin build-up, and being light and compact, is easy to transport and carry up to the roof. One standard lorry of ACTIS Triso-Super10 contains 6000m² of insulation, so pollution from haulage is reduced too.

Maximising living space

Triso-Super10 is just 30mm thick, so you can create valuable extra living space. The insulation can be installed either under rafter - for a retro fit, or over rafter - for a reroof, with the added advantage of preserving original features such as oak beams.

Phil Taylor, founder of Radbrooke Developments, used Triso-Super10 when he converted a 200 year old barn into his family home: 'We chose Triso-Super10 for its minimal waste, safety and fast low skill installation. It's cost effective in comparison with competitor products – I've used on previous projects through my company so I knew it was right for my personal use on Green Farm Barn.'



Some like it hot...

ROCKWOOL NON-COMBUSTIBLE INSULATION

Rockwool manufactures non-combustible stone wool insulation solutions for a broad range of building designs.

The company recently organised a live fire demonstration as part of its drive to inform and educate the industry on the real fire performance of different types of insulation materials. This revealed that, despite often being labelled 'fire safe', many plastic foam-based insulations are highly combustible.

The company manufactures a range of 4 in 1 stone wool insulation solutions, which offer superior thermal, fire, acoustic and sustainable performance. In terms of fire performance, Rockwool insulation has the highest CEN Fire Certification A1 rating, which means it is classed as non-combustible. It is the only insulation material that is able to withstand temperatures of more than 1,000°C.

CONTINUED ON PAGE 8

Minimising labour

Multifoil insulation is extremely quick and easy to install. Just roll it along the rafters - there's no cutting to fit and it is free from irritant fibres so no protective equipment is required.

Actis have produced a simple step-by-step installation guide, and have a dedicated technical support team who are just a phone call away for simple answers to any difficult questions.

New from KNAUF

Knauf Insulation has recently launched two new products, taking sustainability up a notch for 2008. CarbonZero and Room-in-Roof.

Green and lean

Knauf's glass mineral wool products are made using a high content of recycled bottles. These are eco-friendly in their manufacture and use and are also recyclable at the end of a building's life. In addition, Knauf SupaKube compressed packaging technology allows for more efficient and cost-effective transportation and site storage of products, reducing their carbon footprint even further.

CarbonZero

CarbonZero is a low density glass mineral wool quilt which is lightweight, flexible and offers all the qualities of glasswool, such as superb thermal performance, sound absorption and fire resistance. It is designed for use within pitched roofs at rafter level with timber joists at 400mm or 600mm centres. It can also be used to thermally insulate floors or wherever a lightweight mineral quilt is required, and has a thermal conductivity of 0.044 W/mK and has A1 fire classification.

To offset any carbon produced during the manufacture and transportation of CarbonZero, Knauf provide financial support for carbon reduction initiatives such as renewable energy and re-forestation. This commitment makes it



ideal for high profile Eco-projects that have low environmental impact objectives.

Room-in-Roof

Knauf has also launched Crown Room-in-Roof roll, a product unlike any other currently available. Crown Room-in-Roof roll insulates between the rafters of pitched roofs in both new build and existing buildings.

Quick and easy to install, Crown Room-in-Roof roll has an overlapping foil facing wider than the insulation itself, enabling it to be stapled to the rafters to create a vapour control layer - and making installation much quicker and easier than rigid foam boards. With a thermal conductivity of 0.037 or 0.032 W/mK, Crown Room-in-Roof roll ensures an excellent thermal performance and greatly improves a building's Energy Performance Certificate rating.

The manufacture of both products has a low impact on the environment and both are classified as Zero ODP and Zero GWP, meaning they are free from CFCs, HCFCs and any other material with ozone depletion properties.

Lydia Sharples, head of communications for Knauf Insulation said: "We take our position as a market leading insulation manufacturer very seriously and believe we have responsibility

to push the industry forward. Sustainability is this year's hot topic in the construction industry and rightly so. As we all try to get to grips with new topics such as the Code for Sustainable Homes, it is important that we as manufacturers develop the products that the construction industry needs to meet its targets. CarbonZero and Room-in-Roof are just two of a suite of products we will be launching this year."

Crown Room-in-Roof Roll at a glance

- For use in pitched roofs at rafter level
- Ideal for refurb and new build
- Combines the best qualities of glasswool - superb thermal performance, sound absorption and non-combustibility - with compact convenience of foil
- Overlapping foil facing acts as built in vapour control layer
- Easy to cut and install. Friction fitting allows for the rafter spacing to be completely filled, eliminating the air gap
- Fire performance - Unbeatable A1 fire classification

- Thermal performance - Room-in-Roof Roll delivers excellent U-values
- Acoustic Performance - Outstanding sound absorption reduces noise
- Lightweight and its foil facing makes it very easy to handle
- Compression packed to reduce packaging, waste and storage
- Used as a one layer solution at 200mm thickness Room-in-Roof Roll 37 achieves a 0.20 U-value.

Plus a new look at an old favourite.

Wool has been used for insulation since the first shepherd noticed that his hut was chilly in winter, while his sheep were perfectly comfortable. But despite being a traditional solution, wool insulation matches or exceeds all the requirements and thermal standards of UK and EU building regulations, as well as achieving the Greener Homes standards. It's completely non toxic and non-flammable, and not only is it formaldehyde free, it actually has the ability to absorb formaldehyde.

Unlike man-made materials, when wool absorbs moisture it actually warms up and prevents condensation.

All this makes it ideal for use in new as well as existing buildings.

Newly launched sheep's wool manufacturer, Black Mountain Insulation, has made its debut on Seddon Group's Craven Street development in Liverpool for Maritime Housing, a subsidiary of The Regenda Group.

Unveiled at the recent Ecobuild exhibition, Black Mountain is the only UK company to invest in a dedicated factory to manufacture natural wool insulation, and Seddon is the first client to take advantage of its sustainable product.

Adam Smith, Development Officer, at The Regenda Group, says: "We always strive to find sustainable and environmentally-friendly solutions to our build projects, so when Seddon proposed using Black Mountain Insulation, it was a natural progression for us.

"We are also committed to providing efficient properties that will have a direct benefit to our residents. By using Black Mountain, Seddon met this brief by creating homes that are expected to lower energy bills for our occupants."

Jonathan Seddon, Director at the Seddon Group, says: "Wool insulation will revolutionise the way we insulate buildings. We are committed to finding sustainable solutions and minimising our impact on the environment, as well as helping our customers reduce their carbon footprint, and we are therefore thrilled not only to be the first to use Black Mountain but also to take a small equity investment in the business."

Black Mountain lets Seddon offer a sustainable solution to energy usage and climate change whilst supporting a natural resource that is both biodegradable and recyclable.



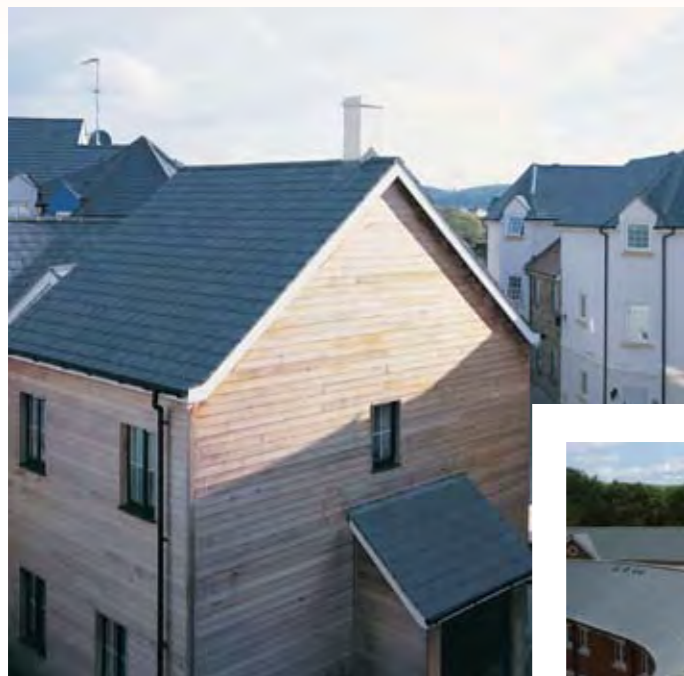
Want to know more?
www.insightmag.co.uk

Wool insulation matches or exceeds all the requirements and thermal standards of UK and EU building regulations - and it's hard to think of a greener solution!



HAMBLESIDE,

Dry-Fix v MORTAR



You can't use mortar when it is too cold, or too wet. It is time consuming to do properly, it needs well-developed skills, and it is likely to lead to unprofitable callbacks. It's hardly surprising that roofers are discovering the advantages of Dry-Fix roofing.

The durable answer

Traditional mortar bedding is still a widely used method in England and Wales. In Scotland, the climate is more challenging, and as a result over 80% of roofing is mechanically – or dry – fixed at the ridge, hip and verge, using Dry-Fix roofing systems based around glass reinforced polyester mouldings, and available from a number of manufacturers



Now, the increased number of storms throughout Britain over the last few years is prompting the switch to Dry-Fix roofing in the rest of the UK. The simple fact is that Dry-Fix can offer better resistance to wind uplift and water penetration, meaning it can still be going strong while mortar needs attention after every big gale.

Easier work

But it is not just the property owner who benefits with Dry-Fix. As a roofer, you get the advantages of faster fixing. There's none of the mess and inconvenience of mixing, carrying and using mortar. There are no delays because of bad weather – Dry-Fix can be used even in damp and frosty conditions.

As a result you can finish a Dry-Fix roof in less time – typically 1/3 that of conventional systems, and without special skills. What's more, Dry-Fix systems make it easy to achieve a high quality consistent appearance – even when workers with different levels of experience are working on the same roof.

It can all mean that Dry-Fix roofing can prove highly cost effective for owners, specifiers and contractors alike.

Into the valley

Hambleside Danelaw was one of the pioneers of Dry-Fix in the UK, and is continuing to develop new solutions. They have completed their range of Dry-Fix systems with solutions for valley troughs, providing an effective alternative for lead and other traditional techniques, and allowing virtually any pitched roof to be completed with Dry-Fix.

Wet or dry?

If traditional solutions were always best, we would all be dropping into the nearest Roofshop for a wagon load of reeds. But while most of us are happy to leave that to the specialists there are still plenty of roofers who cling to mortar, rather than Dry-Fix.

Relying on proven techniques to build a roof is understandable enough. Looking at roofs on Victorian houses suggests that mortar can stand the test of time – if we forget that it probably received attention half a dozen times in the intervening century.

Mortar will crack with movement and the action of frost and rain will rapidly expand these hairline cracks to cause failure. While it might be adequate for hundreds of years in a wall (where even then it will need repointing) mortar can't really deliver the long term performance it might seem to promise – especially with modern roof construction, which is subject to rather more movement than a solid Victorian brick structure will impose.

Of course, it's easy to think that in five or ten years time when the mortar fails, it will be someone else's problem. That is unprofessional – and points to the real problem with mortar joints – to make them properly demands a surprising amount of skill. Get the mix wrong, and you could find yourself called back in months rather than years. Apply too much, and your callback will be in days rather than months, to deal with blocked drainage.

Sales Director Chris Dalgarno explains that the valley troughs were the result of many years of development. *"There have been some attempts at making Dry-Fix solutions in the past, but when we looked at what our competitors were doing, we realised that many of them had serious shortcomings. What we have now can be depended on for durability – and its speed of application. Our valley trough solutions cut labour time by at least 2-3 hours against conventional bedded and pointed open valley systems."*

For all roof coverings

The Hambleside Danelaw dry valley range has a choice of three profiles, to suit interlocking tiles, flat and low profile tiles, and slates.

They join a system that includes Ridge and Hip Ventilators, soakers, verges and bonding gutters to provide a complete answer to all pitched roofing needs.



LOOK FOR CHOICE TO ADD VALUE

In the current market climate, being able to add value to a project gives roofers some pretty clear advantages. Not only can it generate repeat business, it can help secure new work in an increasingly competitive market.

When quoting for a job, there are many different factors which need to be considered. These may include; budget, roof lifespan and guarantee, roof design, product type, application method, roof finish and aesthetic appeal.

While budget is an important factor for most clients, the long term durability and performance of the product is often of equal or even greater importance! Almost any serious client wants to be confident that they're getting value for money, and that (despite what they might say) isn't always about getting the cheapest quote. Guarantees provide piece of mind for both contractors and clients, and can persuade the client to "trade up" to a better felt. Clients want to know they are getting the best solution for

their particular job, so contractors can help both parties by offering a choice to their client.

Recognising this, some new ranges of roofing felts are now available from Roofshops across the country. The range gives contractor and client choices to match their needs whether they're budget, product guarantee or finish.

The Roofshop felt range offers contractors options to allow them to complete projects with challenging budgets. The range includes standard products such as pour-and-roll and BS8747 Type felts, as well as a standard range of torch-on felts. All Roofshop torch-on felts come with a 10-year guarantee, so low prices don't have to mean low quality.

The FIX=R torch-on felt range provides the contractor with a wider range of finishes. The keyword is professional quality, feel & weight, at competitive budgets- backed up with a 12-year product guarantee!

Marley Waterproofing have conducted substantial research into torch-on requirements in the UK market. Such is their confidence in their felts, Marley Waterproofing's torch-on range has been enhanced with even better product guarantees- 15 years for Torchgum & Torchstik, and 18 years for their range-topper, Quikflo.

Because all of these different grades are available through Roofshop, contractors can source the right materials for any project from one point.



PINK is the new black



Any product that claims to be "fast, efficient and easy to use," is worth knowing about. We looked at what Sealoflex (Cold Temperature) can do ...

Most of us have seen flat roofing systems come in with exciting claims only to see them go out just as fast.

It's not just that sun, rain and snow reduce the toughest new material to tatters in a few years. Some systems were difficult or unpleasant to use, and offered few advantages over the tried and tested felt systems. Repairs or refurbishments might not warrant the boys with the boilers and bitumen, but on new build it has remained hard to beat.

Sealoflex CT aims to change that. It uses a combination of advanced liquid emulsions and polyester fabric reinforcing to create a flexible, tough, seamless envelope. And you don't need a boiler, years of special training or a scrub down with solvent to use it.

Easy to use

Sealoflex has been popular for around 25 years in America, Africa, the Far East and increasingly in Europe, where it is used on everything from small extensions to warehouses and railway stations.

But how easy is it to use? The answer is very – whether you are repairing an old roof or finishing a new one. The Sealoflex CT system starts with a coat of a flexible pink emulsion saturant, a layer of polyester fabric reinforcing, another coat of the pink CT and finally two coats of a UV-resistant CT top coat. Although the colour is a shock, we feel that Pink could become the new Black for roofers!

The colour is no accident. If, after the first coat you still see the substrate you need more pink – if you see white polyester fabric after the saturation coat you need more pink – and yes, you guessed it – if you still see pink after the top coat you need more grey!

Sealoflex CT can be laid in temperatures down to 0°C and cures within a few hours, making it ideal all year round. It remains flexible throughout its lifetime, and does not crack, no matter how the underlying substrate moves, and, with maintenance, it will last indefinitely.

A brush, roller or airless spray all give good results, as long as the substrate is clean and dry. It's easy to apply over plywood, plastic, brickwork, timber, metal, asbestos or felt -and a range of primers means that it can often be used without the need to strip off old coverings.

After a few hours, it cures to a durable rubber like material. Two or more coats build up into a flexible membrane, sealing details such as upstands, roof windows and ventilators.

You can complete a Sealoflex treatment in a day. There's a 10-year product warranty, subject to certain conditions. If you go back after 10 years and give it another top coat the warranty may be extended for another five years, and so on indefinitely.

Sealoflex CT is simple to lay in most weather conditions, doesn't require heat, is bonded to the substrate and is fast to lay – all of which makes it ideal for making the most of your business.



Join the *revolution!*

Solarcentury is a UK company with big plans. Their aim is to revolutionise the global energy market – and it could mean a new line of business for you.

What do you see when you get on the roof? The chances are you don't say 'a powerstation'. That could be set to change.

Rising energy prices mean householders and businesses are looking for ways to cut their energy bills and reduce their carbon footprint, while developers are looking to comply with carbon emission targets and planning regulations. Solar energy harnessed by photovoltaic (PV) cells to make electricity is one solution that is rising in popularity. Market leaders Solarcentury are helping make it possible, having delivered hundreds of energy projects including the UK's largest single solar PV cladding installation at the Manchester CIS tower.

Photovoltaic panels were large, ugly and heavy. Solarcentury have changed that, by producing the Solarcentury C21e solar electric system available in either a tile or slate format. Designed to form part of the roof covering and as easy to fit as conventional tiles or slates they are laid on standard wooden roof battens, secured with standard screw fixings or hooks and connected with simple push fit connectors.

Tiles interlock – either with each other or with regular roof tiles or slates, without the need for any flashings to form a durable, watertight roof. When all of the solar tiles or slates are installed, the leads at each end of the roof are passed through into the roof space ready for the electrician

to connect up, keeping the roofing and electrical installation separate.

It means lower electricity bills, the chance to sell excess electricity back to the grid, a reduced carbon footprint and can even increase the resale value of the property. That demand can mean more business for you and Solarcentury has a training course to give you everything you need to get started.

Martin White, C21 Product Manager at Solarcentury explains. "Roofers want to learn more about solar electric roof tiles and how they can diversify to keep pace with the demand. We want to ensure roofers are confident with installation and fully equipped to roll out solar across the UK,"

The Training

The Solarcentury training course can give you all you need to market, specify and install C21e Slates and C21e Tiles. It's designed for roofing contractors who are experienced in slating and tiling and who provide site assessment and quotations.

One day courses in venues around the country cost £375 including VAT – it's a small investment in the future of your business.

The course includes:

- Introduction to solar energy – how solar works
- Overview of the C21e systems and components

- Design considerations – compatibility, interfacing, recommended layouts, installation checklists
- Demonstrations and hands-on experience of installing the C21e systems

- Business opportunities – assessing opportunities, working with electrical contractors, marketing using Solarcentury materials

To find out when the courses are running and to book a place please email editor@insightmag.co.uk or use the reader enquiry card.





Get your kit on!

Many of us have discovered Roll-Fix as a solution for ridge and hip finishing. It is a vapour-permeable membrane that provides a water-resistant and fully windtight ridge and hip ventilation in a roll. Lightweight, safe and easy to handle, Roll-Fix is installed in one simple 'roll out' operation, saving man hours and reducing costs.

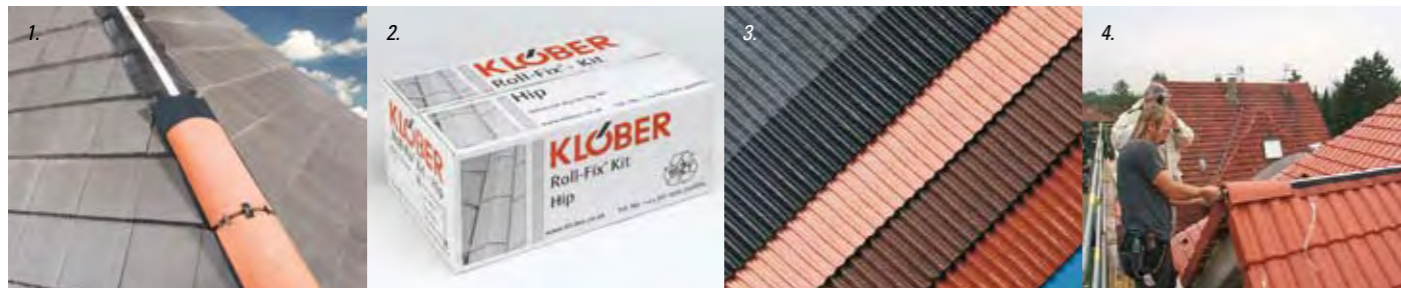
Now it has got even easier. Klober's Roll-Fix Dry-Fix Hip kits now include support trays as standard, each 5 metre pack being supplied with 11 support tray sections and newly developed universal ridge seals. Technical Manager Graham Copson commented "Roll-Fix is compatible with all commonly used hips, but this previously entailed use of different seals. The new universal seal and support trays will make installation easier, and provide greater assurance of a neat line along the hip". Clips are also provided to secure smaller sections of cut tile.

Available in Terracotta, Brown, Copper and Anthracite, Roll-Fix can be used with the deepest profile, large format tiles.

Roll-Fix kit components

Klober Roll-Fix is a highly vapour permeable membrane which provides a water-resistant and fully windtight ridge and hip ventilation system in a roll. It comes in kit form, is equally suited to deep profile or plain tiles and slates and available in a choice of finishes to match most proprietary roofing colour ranges. Used with half-round, third-round and angle ridges / hips, kits now include free support trays.

1. Roll-Fix – product in use showing hip support tray in position
2. Roll-Fix Kit Box – The Roll-Fix printed box, suitable for point of sale display
3. Choice of Roll-Fix colours
4. Roll-Fix backing being removed as product is shaped to the contour of deep profile, large format tiles



ENQUIRY 7

A SHED LOAD OF PRAISE FOR MARLEY ETERNIT



Architecture should move on but it should also learn from the past...

Fibre cement profiled sheeting may not sound like a traditional material – but as a groundbreaking build in Shetland shows, it can look as good as it performs.

Architect Mary Arnold-Forster specified Marley Eternit's fibre cement profiled sheeting for her self-build on the Isle of Skye for many reasons, not least to prove that a shed could be a beautiful thing.

A shed lover since she visited her grandmother's boat shed as a little girl, Mary compares her new home to a shed because "it has a corrugated roof and walls, sliding shed doors, it's low-lying and long – almost 20 metres – and it's thin, with a narrow span of six metres."

It is also a thoroughly modern, low-maintenance structure.

Marley Eternit's fire-resistant fibre cement sheeting on the roof and parts of the elevations complements the full-height glazing, storm shutters and larch wood from nearby Fort Augustus, and blends in with the slate-coloured waters of the sea loch in front.

The storm shutters are for practical reasons – the 'shed' gets the full force of the south-westerly winds. In those conditions even Marley Eternit's robust sheeting requires special attention to detail when installing.

"I have worked with other corrugated materials like steel and aluminium but the Marley Eternit product appealed because of its thickness, resistance to erosion, self-sealing around fixings

and its sense of solidarity in comparison," said Mary.

"It's a well established material here for agricultural buildings, and I liked a modern product with reference to traditional vernacular architecture. The charcoal colour also looks good against the faded larch."

Mary is one of many architects, like Neil Sutherland, Meredith Bowles and Walter Menteth, who see the potential of Marley Eternit's fibre cement profiled sheeting outside agriculture where its vapour permeability (which minimises condensation) and acoustic insulating qualities make it ideal for livestock buildings.

She draws inspiration from the old "black houses" of the area – small, thatched dwellings made from local materials – humble, energy-efficient homes built low and at one with the hills to withstand the elements.

"We're not designing buildings that are a pastiche of our heritage. We're understanding it and responding to it. Architecture should move on but it should also learn from the past," she said. "I wanted to prove that a shed is a beautiful thing. It's perfect but I'll probably build another. It's quite addictive."

So addictive is it proving that Mary currently has two other projects for Skye in the pipeline, one for 12 houses, and both projects will be using Marley Eternit's fibre cement profiled sheeting.

ENQUIRY 8



No specialist tools or skills are required, gutters and downpipes simply push together without the need for any sealants.

You don't have to be a specialist mate

GUTTERING COULD BRING IN EXTRA BUSINESS. WE LOOK AT WHAT YOU COULD DO WITH LINDAB...

Lindab are a Swedish company, with a presence in 28 countries around the world. The fact that they use more steel each year than those two other well-know Swedish brands Saab and Volvo gives some idea of their size. More than 20 kilometres of their Rainline guttering is produced every day.

Why is it so popular? Obviously steel has strength that plastic can never match. But what about rust? Lindab spokesman and Business Unit Manager Jonathan Fennel explains that it is simply not a problem.

"We have been producing Rainline for 50 years," he says. "Our galvanised coating so effective that there are original systems still in use. And our high build polyester paint finish never needs maintenance."

This durability makes Rainline the ideal choice for quality homes and commercial projects.

"Copper looks good, but you need a security system to protect it. Aluminium corrodes surprisingly quickly in salty atmospheres. And cast iron is heavy, difficult to fit and needs

regular painting. Rainline stays looking good and taking care of business year after year."

What do the people who work with Lindab think about it?

Homes in Tunbridge Wells

Pople Design and Construction of Tunbridge Wells are currently using Lindab Black Rainline on a design and build residential project.

Architect owner Jim Pople explains why he recommends Rainline. "It's a little more effort to fit – you have to drill outlets with a hole saw, but the results are worth it." There are advantages about working with Rainline too. "You can fit a bracket at either end when you are setting up – the gutter is rigid enough to let you use it to position the intermediate brackets, which saves time. And you can lean your ladder on it."

Worthing Homes Head office

Alan Chapman is the Director of Traditional Roofing of Sussex. Although most of their business is slate and high performance flat roofing, they also took responsibility for the guttering as part of a major project on the new head offices of Worthing Homes. Alan specified Rainline for its accurate coordination of colouring with the building's new cladding and the excellent aesthetic it

provides. But Alan goes further to give Rainline his seal of approval.

"I've got some plastic guttering on my own house at the moment," he says. "I'm going to be replacing it with Rainline."

New garden centre -Le Friquet, Guernsey.

An £11 million garden centre development in Guernsey's Le Friquet included Rainline at the suggestion of the contractor, Newsplan Building Solutions Ltd. Director Mark Murray explained that his team had been impressed with the quality of manufacture of Rainline from previous jobs.

"We recommended Rainline to our client. Our teams don't need any training, and have it in place fast. It is more durable than plastic – especially with the climate on the island."

Any colour you want

Lindab colour coating is available in a choice of 8 standard colours including metallics, as well as plain galvanised and Aluzinc-coated finishes. They can also provide custom colours for special projects.



IT'S ALL ON THE SLATE

SOME ALTERNATIVES TO SLATE FROM MARLEY ETERNIT

It's hard to beat the look of slate. It has been the finishing touch to quality buildings since time immemorial – or at least since Victorian railways made it possible to transport it from the mines of Wales to the rest of the UK

But slate does have some drawbacks. It is a natural product that takes several million years to form, and many of the most attractive deposits have been mined out.

There is cost. Not just that of the raw materials – which may come from much further afield than Wales these days – but for people with the skills to lay them. There is also the cost to the environment.

Only five per cent of all mined slate is usable. So – while customers love the look of natural slate, they are much less keen on the cost and environmental impact. Marley Eternit is one of the manufacturers offering an alternative – fibre cement slates.

John Dodd, Environmental & Technical Manager at Marley Eternit, explains how his company can provide a practical alternative. "Fibre cement and concrete alternatives to slate get round all of these issues: The quality is far more consistent, the cost is lower, they are easier to fit and come from sustainable resources, including vast quantities of recycled aggregate. Natural slates are popular for their appearance - our fibre cement slates have the natural look."

Marley Eternit made the decision to remove natural slate from its range some time ago to ensure all of its roofing materials have the highest possible industry-standard grades for environmental impact. Marley Eternit's fibre cement slates are manufactured in the UK and as a result are the only fibre cement slates that can achieve an 'A+' rating in the BRE's 'Green Guide to Specification'.

FIXING

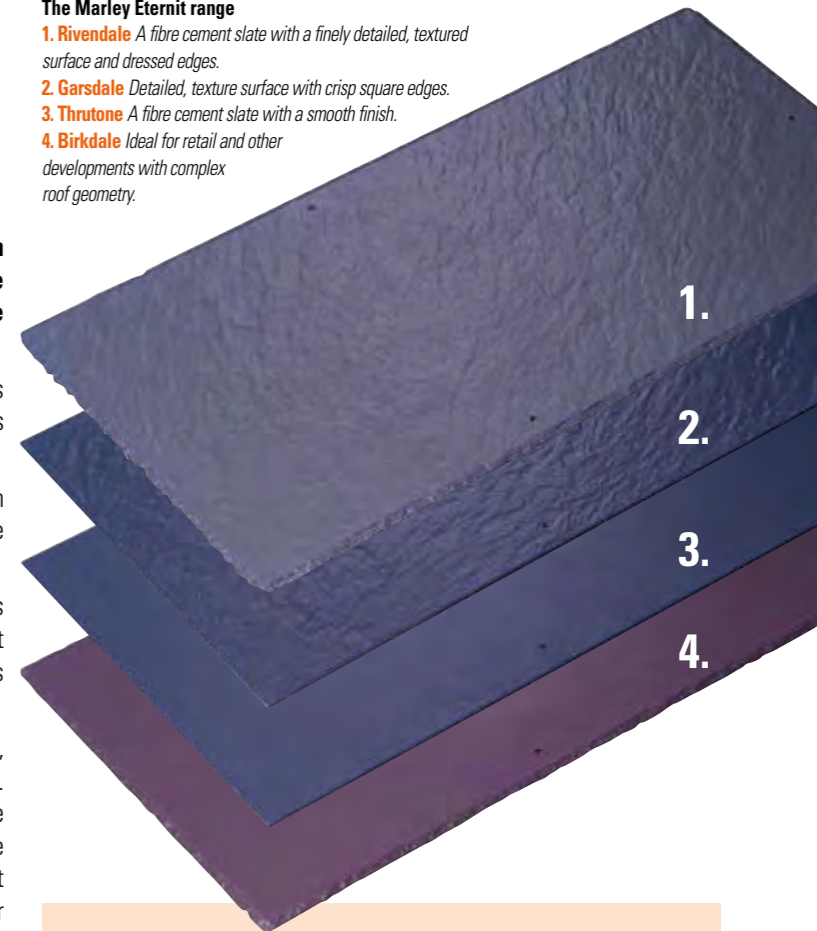
Fibre cement slates are a little less rigid than natural slates – which is why tail rivets are essential. These are slid between the lower slates and through a pre punched hole in the top slate, and the pin bent over. Slates must be cut with a saw, never an axe.

COLOURS

Fibre cement slates are available in a wide range of colours. Like natural slate they will lighten after exposure to sunlight and weathering.



- The Marley Eternit range**
- 1. Rivendale** A fibre cement slate with a finely detailed, textured surface and dressed edges.
 - 2. Garsdale** Detailed, texture surface with crisp square edges.
 - 3. Thrutone** A fibre cement slate with a smooth finish.
 - 4. Birkdale** Ideal for retail and other developments with complex roof geometry.



INTERLOCKING SLATES

Interlocking slates provide the appearance of a slate roof, with the ease of construction of tiles.

Marley Eternit's Edgemere and Melborn ranges produce roofs that are indistinguishable to slate to the untrained eye.



Snap it up

AN EASIER WAY TO GET THE VENTS YOU NEED.

You realise you need a couple of roof vents. No problem – in the van and down to the merchants.

But when you get there, will they have the vents you need – to match the tiles or slates you're using and not just the colour, but the manufacturers profiles?

Klober have some new vents which mean the answer may very well be 'yes'.

PROFILE-LINE TILE VENTS

Klober has extended their range of in-line tile vents to suit the six most popular concrete interlocking tiles, with two new profiles.

The Double Roman, Double Pantile, Flat Vent and 15x9 vent are already well known.

The new Limarech vent will fit 4 tile manufacturers' tiles - Sandtoft Lindum, Eternit Ludlow, Redland Renown and Russell Cheviot. A clever snap/cut-off design feature has been built in to the product to allow it to fit perfectly with Redland Renowns.

There is currently no generic name for this profile - Klober have named Limarech using the first two letters of each of the manufacturers' tiles it is designed to fit!

Also new is the Single Pantile vent which suits the Marley Anglia Eternit, Redland Norfolk

Pantile and the Forticrete Centurion. Again, for the Forticrete Centurion there is a snap/cut off feature.

Profile-Line vents are virtually invisible from the ground and since they are available in the four most popular colours - terracotta, brown, grey and antique red they can blend in with the colour of the roof.

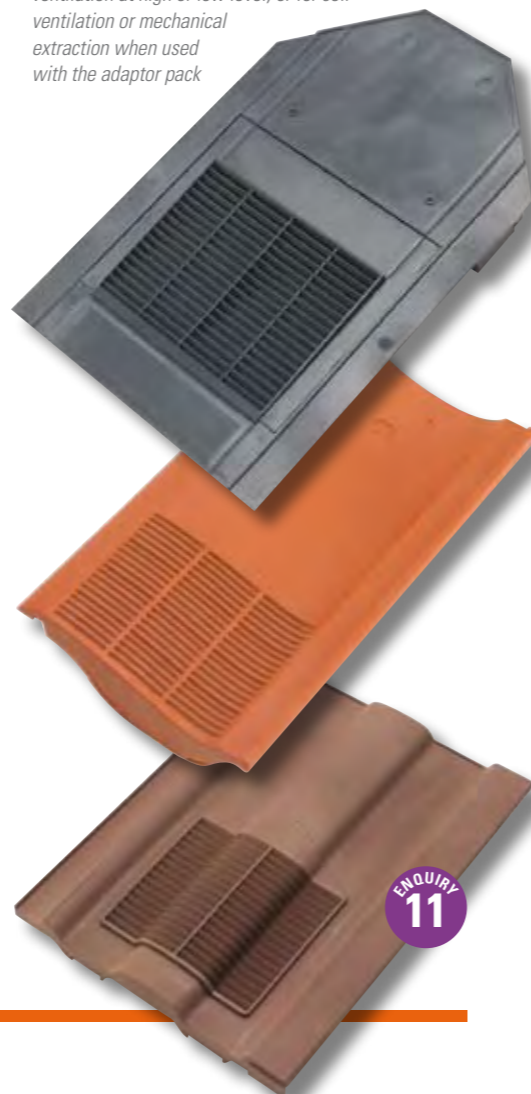
MINI UNI-LINE SLATE VENT

Uni-line Slate Vents are designed to provide the same benefits with slate roofs, and the new Mini Uni-Line Slate Vent is designed to work with natural double-lap slates. It will fit 400mm x 250mm (16 x 10") and smaller sizes, and be available in 3 colours to blend in with the roof - slate grey, slate black and slate blue.

All Klober Uni-Line Slate Vents have a built-in downpipe which allows direct ventilation to the roof space, and can be used for soil or mechanical ventilation with a suitable adaptor. Fitting is easy – just snap off the connectors if required, position in line with the slates and cut a suitable hole for the downpipe. Slate vents are fixed to the battens with nails – tile vents have fixing lugs.

Uni-line design makes the vent virtually invisible in the roof line.

Uni-line vents can be used for roof space ventilation at high or low level, or for soil ventilation or mechanical extraction when used with the adaptor pack



ENQUIRY 11

Sustainable construction made easy with Eviee

The range of sustainable building products on offer is ever increasing as the threat of climate change influences the methods and approach to the way we build, but sustainability is not an exact science. Paul Roche, Director of Sustainable Products at SIG Plc, comments that information about sustainable building products and practical advice on their application needs to be more readily accessible if they are going to be taken up on a large scale. This has led to the launch of Eviee - a distribution business, which offers a direct route for sourcing the latest proven sustainable building

products. Eviee also offers information on current legislation and developments in sustainable construction, allowing the user to make informed choices.

Information on sustainable products is often confusing and contradictory, and there is also a general perception that they cost significant amounts of money, take a long time to install and integrate into a building, all of which disrupts development programmes and business operations. As a result, this has often discouraged companies from investing in them.

The reality is, however, that

changes in the way we build are necessary. Buildings alone are responsible for almost half of the country's carbon emissions, produce around a third of landfill waste and account for a quarter of all raw materials used in the economy.

Eviee, successfully challenges the misconception that being sustainable needs to be difficult. It does not claim to provide perfect solutions to environmental problems, but it does offer realistic solutions. That is, introducing products that are leading the way in sustainability that can play an important role in helping to reduce the environmental impact

of buildings while still proving cost-effective and practical for the job in hand.

Eviee recognises that only by making the selection process, purchase and installation of sustainable buildings products more efficient, will they be adopted on a wider scale. The result of which will be that we can meet the needs of today without compromising the ability of future generations to meet theirs.

Website: www.eviee.co.uk

ENQUIRY 12

The WRONG arm of the LAW

We all know a well insulated roof is vital to reduce bills – but there's another reason why customers need to keep everything under wraps. It could prevent a police raid!

The drug squad raided a fellow police officer's home in Cambridge because of heat loss through her poorly insulated roof.

Wasting energy is not a crime (yet). The mistake happened after infra-red images taken by a passing police helicopter showed a five-bedroom, detached property in Lower Cambourne, Cambridgeshire was glowing white hot.

Cannabis factories use banks of lights to give light and heat to grow the plants. The lighting generates a bright white trace on infra-red cameras. But when embarrassed coppers searched Police Community Support Officer Mrs Zally Huseyin's house they found the glow was caused by large amounts of heat escaping through the roof.

Mrs Huseyin, who has been a PCSO since March 2007, said: "I was absolutely gobsmacked when I realised the police had come to search my house. They said if I hadn't been in they would have broken the door down to get in."

After her apologetic colleagues showed her the footage she realised why her heating bills had been so high. She was also shocked at the environmental impact of the heat gushing out of her roof.

Mrs Huseyin said: "These houses are meant to be environmentally friendly and economical but last year's gas bill was £1,000. I feel I've been ripped off!"

The builders denied the insulation was poor and said the house met all required standards.

Investigations are continuing...

REED ROOFING WINS NFRC AWARD FOR ECO-FRIENDLY CEDARWOOD SHINGLE ROOF

Reed Roofing - part of the Copal Group - has won an NFRC award for a very unusual contract in a Birmingham conservation area.

All Saints Medical Centre in King's Heath, Birmingham now sports a new roof made from Cedarwood Shingles, which are eco-friendly and come from sustainable timber and are much lighter than regular tiles but have a long life.

Nominated by John Brash & Company Ltd - who supplied the shingles - in the Wooden Shingles and Shakes Category, the job earned Reed Roofing the Best Cedar roof award. "We're thrilled to have won," said Rob Keen, Managing Director of Reed Roofing, based in Burntwood, Staffordshire.

"It's quite rare for us to get the opportunity to undertake a project of this size using Cedarwood Shingles, so it's nice to be recognised for being innovative at the same time as being eco-friendly."

Not only was this a new-build in a conservation area, but the design was such that it was massively labour intensive because it was such a complex design with roofing and tiling ranging from shallow pitches to vertical tile hanging."

Shingles are of course a traditional roofing solution, but one that has been out of favour for many years. Now, the interest in green materials is generating a new interest in the use of shingles. There are practical benefits too. The light weight and small size of the shingles make it possible for the roof construction to follow the architect's design.

They also provide a chance to showcase ability. As Rob says; "We hand-picked our most highly experienced team for the project. It was an opportunity to exercise skills and ability that are rarely seen today."



UNCLUTTER THAT GUTTER

If you are looking for an extra service to offer while you are up the ladder, you might want to offer householders a new way to avoid clogged gutters.

Removing debris from gutters can be a constant worry and the lack of regular maintenance can result in blocked gutters, down pipes and drainage systems. The unique Hedgehog Gutter Liner prevents the build up of moss, leaves, sticks, litter and dirt, saving time and money, not to mention the dangerous task of climbing ladders to unblock gutters and drains. Once you have tried Hedgehog, you will wonder how you ever managed without it.

For additional information visit

www.highndry.co.uk/hedgehog



Giggling Sausage Crowned Britain's Best Caff



There's nothing like the traditional caff. Loved by the British builder and tradesman, it's what makes the construction industry great, and helps us all face the day's work – even on the coldest morning.

Of course, with the many 'fast food' and European style coffee outlets popping up on every street corner our caffs are under threat. Roof Shop is doing its bit to put things right with a competition to find the nation's favorite caffs.

After an immense response from cafes and tradesmen nationwide, the competition culminated in March in an awards ceremony held at the Belfry, in the West Midlands where all Café finalists attended together with Roof Shop staff and suppliers.

The overall national winner 'Britain's Best Caff 2008' – was Northampton's Giggling Sausage (whose proprietor is aptly named Paul Bacon!). They were also awarded the regional title for East Anglia and received a holiday prize worth over £2,000. As a firm runner up in 2007, The Giggling Sausage was laughing all the way by scooping the top award this year, while last year's winner, JJ's Café was awarded for the 'Best Bacon Buttie' and Ossie's Café for 'Best Contribution to Local Area'.

Café customers voted for their favourite café by handing in nomination forms to their nearest Roof Shop branch. An astonishing 1,000 cafes were involved nationwide, and tens of thousands of votes were cast by loyal customers.

With great service-led expertise on hand at every branch, Roof Shop can provide everything from joists to tiles to up-to-date technical, legislative advice. More importantly every branch is able to offer 'on demand' product availability with over 40,000 lines of

pitched, flat and industrial roofing materials plus thousands of accessories.

"Roof Shop has now become recognised as a one-stop solution for all tradesmen," said Stuart Base, Marketing Manager Roofshop "with readily available stock at every branch, the Roof Shop has now become part of the tradesman's daily life, in the same way that a visit to their local café is."

Forget the 'X' Factor, this year it is all about the Sizzle Factor!

Winning 'caffs' are listed below by region and category:

Best Bacon Buttie

JJ's Café, 16 Heaton Road, Byker, Newcastle Upon Tyne, NE6 1SD

Best Contribution to Local Area

Ossie's Café, Unit 10 Copperfield Shopping Centre, Spital Street, Dartford, DA1 2DE

National Overall Winner

Giggling Sausage, 38 London Road, Far Cotton, Northampton, NN4 8AL

Regional Awards

North East

JJ's Café, 16 Heaton Road, Byker, Newcastle Upon Tyne, NE6 1SD

London

Bungalows Café, 80 Mare Street, Haunley, London, E8 3SG

East Anglia

Giggling Sausage, 38 London Road, Far Cotton, Northampton, NN4 8AL

North West

Shelly's Restaurant, 8 Bold Street, Warrington, WA1 1DR

Scotland

The Merry Kettle, 25 Duke Street, Huntly, Aberdeenshire, AB54 8DL

Wales

Caffi Morgan, 20 Terrace Road, Aberystwyth, Ceredigion, SY23 1NP

South East

The Cabin Café, Crawley Road, Faxgate, Horsham, Sussex, RH12 4SE

South West

The Coffee Bean, 12 Bridge Street, Tiverton, EX16 5LY

Midlands

George's Glorious Grub, 161a Hospital Street, New Town, Birmingham, B19 3XA



BETTER BY TRAIN...

FDT fuels the drive to boost skills

Boosting your skills can help beat the downturn – because the more services you can offer, the more work you can do. Leading single-ply roofing membrane manufacturer FDT has a groundbreaking programme of training to guarantee quality fitting of its membranes – and drive up industry standards.

Even the best roofing products in the world need the know-how and skill of a trained installer. So FDT have come up with a programme that tackles standards head on, with courses open to installers, specifiers, architects and technicians. They include:

ACCREDITATION training courses for **installers**

PRODUCT AWARENESS courses for **specifiers**

ESTIMATING course for **specifiers** and **contractors**

To make sure that every job involving an FDT single-ply membrane comes with the same badge of quality and long life, the company has created a unique two-stage accreditation scheme that monitors the quality of work on site. Course numbers are strictly limited to keep standards high.

Steve Cleminson, Technical Manager and Head of Training for FDT, says: "The flat roof industry relies on solid workmanship. It's not enough to have the right touch, you need to understand the materials you work with – their applications, the different installation techniques and of course, you need practical experience. This is exactly what our training gives."

This is how it works:

STAGE ONE: Blue Card accreditation

The installer attends a two-day course at the company's purpose-built training base in Leicestershire. Theory is backed up with hands-on practice as they learn how to fix the various FDT membranes.

Once FDT's technical experts are happy they meet the required standard they are issued with a blue card – **valid for 12 months only**. During that time they can:

- buy and install FDT products
- have access to the product warranty and technical support

STAGE TWO: Green Card accreditation

An installer can only progress to Green Card accreditation if, during the 12-month Blue Card phase he has completed three roofing projects or installed 500 sq m of FDT membrane. If the work meets the technical assessment team's quality standard, the installer is awarded Green Card status. This means:

- they have a three-year accreditation to install FDT products
- their employer can buy FDT product, and access FDT product warranty and technical support

Patrick Faramia, Trading Director explains: "Even if you have the best product in the world, it won't work without the right skills to install it. That's why we spent more than a year making sure we got our training right. It ensures that every roof is a job well done."

"The courses are designed to suit all levels of skill and ability, and all contractors come away with the skills they need to do a proper job. A two-stage system means we can make sure that anyone who needs re-training gets it. That way specifiers know that with FDT products, they can have total confidence in the installation as well as the membrane."

Training courses are available all year long at FDT training centre.

"It's keeping us busy"

Mark Greenwood of Greenwood Roofing has spent 28 years building bitumen roofs – but it is now FDT that is keeping his team busy.

"We got our Blue card accreditation a year ago," he says. "Since then we have more than tripled our targets and we're getting enquiries all the time, with domestic work and prestige projects – including the Health and Safety institution. 50% of our work is now single ply, but I'd use it every time – it's cleaner and quicker."

"We're picking up business we would have missed out on."

Mike Smith of Essex based Newgen Roofing was new to flat roofs, but when a project came along that seemed too good to pass up, he realised that FDT could provide the ideal answer. "We had to get trained in a hurry," he says. "But we were lucky enough to get on the course straight away. The training was very good; we came away confident and ready to tackle the work. Now we're picking up extra business that we would otherwise have missed out on."

"Speedwise and ease of use – you can't beat it."

John Kendal at Newmarket Roofing is using the FDT system on Travel Lodges across Southern England. Together with partner Paul Sorenson, he rates FDT training highly. "You have to go along to get the accreditation, but it is very worthwhile – certainly time well spent," he says. He also rates the FDT system itself very highly. "We are doing big roofs with FDT – 1500 and 1600 square metres. Speedwise and for ease of use, you just can't beat it."

ENQUIRY
14



Take it on trust

Anything that brings in work is worth considering right now – and if your customers include homeowners, local firms and local authorities, Trustmark could be a source of plenty of extra business.

TrustMark is the nationwide Government backed scheme to help consumers find reputable firms and tradesmen – and help you get the work instead of cowboys.

Having Trustmark status lets you prove that you have the skills and professional approach your customers need. But it is more than just a mark of approval – thanks to the Trustmark directory, it can also help bring business in.

As TrustMark Quality Manager Ray Ferris explains, TrustMark accreditation is becoming essential for small firms.

"As the credit crunch bites, we're seeing people taking extra care that they call in the best qualified trades when work is needed," he says.

"In fact, we are seeing local authorities are demanding Trustmark status before they give out work. Companies who went through the last recession see our service as essential."

"In the first six months of the scheme, 1 in 4 TrustMark registered tradesmen had already seen an increase in business."

The Trustmark directory

The Trustmark directory is online, and can be searched by trade and locality. Ongoing publicity is ensuring more and more people turn to it when they need a job done.

There's a TrustMark website and helplines that can help put customers in touch with you – and a TrustMark logo you can put on your advertising, vans and stationery.

It means you can prove the quality of your work, and it's all backed by government investment – so it means getting back something for all that tax you've paid out over the years.

Getting registered

The only way to get TrustMark registered is to be checked and accepted by an approved scheme

operator. Many roofing trade organisations have already become scheme operators, and more are coming on board.

The scheme operator will carry out some basic checks to make sure you meet TrustMark standards. These checks are likely to cover your technical ability, trading record, health and safety practices, creditworthiness, customer satisfaction and other essential areas.

There will be an onsite inspection, and a code of practice will be issued. Once you are registered with TrustMark you are entitled to use the TrustMark logo on your stationery, vans, adverts and promotional material. Some approved scheme operators may also offer you a range of additional commercial and professional benefits, including training, publications, legal advice and more.

Many roofing trade associations are approved scheme operators for TrustMark. These include;

- FENSA
- Flat Roofing Alliance
- National Federation of Roofing Contractors (NFRC)
- Lead Contractors Association
- FMB Masterbond
- Exor
- AJA registrars
- Fairtrades

"There are already around 14,000 tradespeople and firms registered with us," says Ray. "We are working to get more on board. We want to help customers find the trades they need through us. We will be linking with trading standards websites and Which Local, to ensure more people see our database and can find the people they need on it."

Find out more about Trustmark at www.trustmark.org.uk.



ENQUIRY
15

Lead away...

Lead is a marvellous material. It lasts virtually forever – providing nobody steals it for scrap. Ubiflex is a waterproof flashing material which can be used instead of lead – without the cost or the security worries.

Lead in roofing goes back a very long way – and so does the practice of stealing it. With high scrap prices making theft a real problem, as well as putting lead beyond the budgets of many projects, Ubiflex can provide the answer.

Ubiflex is an alternative lead replacement that seems to offer everything that lead can – apart from the scrap value.

Technically, it is a modified rubberised compound with aluminium mesh reinforcement. It is one-tenth the weight of lead, giving handling, structural and health and safety advantages, and it cuts with a knife which helps make it up to 50 per cent quicker to install. And it provides a complete solution to the growing problem of lead theft.

Ubiflex is compatible with all common building materials and components, such as tiles and bricks, slates, extract flues, ventilators and rooflights, and common building materials on pitched and flat roofing. It is also self-sealing if punctured, meaning that you waste no costly time repairing minor damage.

It is available in various widths from 150 -1000 mm in 12 metre rolls – and unlike lead it comes in three colours, grey, black and terracotta – and it even carries a 25 year guarantee.



Unique BBA Certification

Following testing at the British Board of Agrément, Ubiflex is the only flexible flashing on the market with a BBA Certificate.

Ubiflex is a complete system, which includes High-Tack sealant and Ubi-Seal tape for sealing down to tiles, slates and overlap joints, Ubiflex clips for easy fixing into mortar joints and Gap-Seal for filling the joints. All are included in the certification.

The Ubiflex system also received excellent results in wind tunnel tests at the Building Research Establishment.

Barry Donaghue, Marketing Manager of Ubbink UK Ltd, takes up the story: "The wind tunnel testing was not a requirement of the BBA. However we wanted to carry out the test and the BBA agreed to include it. During the test, the Ubiflex flashing and sealant compounds were subjected to very high wind speed conditions on a 2m², 30° pitch test roof that was mounted at the end of the wind tunnel."

The BRE documentation states: 'The flashing around the chimney and a section installed between two layers of flat tiles resisted the maximum wind speed of 49m/s (110mph) without visible damage.' To put that into context, the relevant British Standard states that the design wind speed to be expected on a two-storey house in the London area would be of the order of 25m/s (56mph) to 35m/s (78mph).'

All of which confirms that the Ubiflex flashing system is ideal for use in all weather conditions in the UK and can be specified with the confidence that it will give many years of waterproof protection. Which makes it attractive to the building owner, and you as an installer – but really bad news for the thief.



The **HOT** SEAT!

Insight talks to Peter Johnson



What's really going on in business?

We decided to ask someone who has first hand knowledge.

As a director of Wates Group, Peter Johnson knows the problems we are facing in the construction industry. But as Chairman of Inchcape and Rank his finger is also on the pulse of the car and leisure markets, while his role at Bunzl brings him into contact with practically every other sector. We asked him for his views about doing business in a downturn.

"I think one of the biggest problems is confidence. We've seen house prices fall, and people feel worse off as a result. The cost of petrol and food means they have less money to spend. Whatever business you are in, the next 18 months will be tough – but I don't think the situation is hopeless by any means.

Take cars for example. Plenty of private buyers are just not buying, and numbers will be down this year, from 2.5 million to 2.3 million, but that's still 2.3 million cars which will be sold. Interestingly, it is the upmarket marques which are still selling well.

I think the same will be true in the construction industry. New homes will be down, there is no doubt, but there is still building going on. People are still buying the more expensive properties. Schools, hospitals, prisons even, are needed in the public sector. Office space is letting very well, so there is potential there.

So there will still be work for roofers. Just like the rest of us, it will be a matter of working harder to get the contract or the job.

New work might walk in the door during the boom years, but it certainly will not now. The answer is to go out and get it. Some companies will find that difficult. I've been in business through downturns in the 70s and the 90s when times were difficult, and one problem I've noticed is that many people who are senior managers now have no experience of managing in hard times. They will be at a real disadvantage.

Those that have got the experience, or can adapt to deal with more challenging times can do very well. It really is a matter of going out and finding the opportunities, and making the most of them.

The other thing to be aware of – to focus on in fact – is the importance of cash. It's always essential to have a good cashflow. Maintaining it now is more important than ever. You certainly don't want to have to go cap in hand to your bank. They probably will not be able to help.

Again, it's all down to good management. Get it right and when the downturn is over, you'll come out of it sharper and more focused, and have a better business as a result."

ROOFTOP Living

BUSINESSES AND DOMESTIC CUSTOMERS ARE ASKING MORE FROM THEIR ROOFS. ARE YOU READY TO PROVIDE THE ANSWERS?

These days, a flat roof might need to be much more than just simply the top of the building. It might need to be a garden, additional seating for a bar or restaurant, even car parking if access and the strength of the roof permit. The need for more room – and ideas brought home from foreign travel – have led property owners to realise the potential of their roofs. And that means potential extra business for you.

Traditionally there have been few options for the roofer looking to improve the appearance of a flat roof or balcony. Now, with increasing demand for open air living there are a number of products that can help you provide decorative and versatile roof living areas.

Of course, there is more to arranging rooftop living than simply laying down some kind of decorative covering. The integrity of the membrane needs to be protected.

Rubber Tiles

One solution is to use rubber tiles. Rubbertech Step tiles are a rubber granulate slab made from recycled rubber, that can help protect the membranes beneath and are kind to feet.

Easy to fit and secured with polypropylene connector pins they provide quick and cost efficient installation without gluing, maintaining the integrity (and warranty) of the membrane beneath.

Their soft composition offers valuable sound insulation properties - and excellent fall impact protection making them ideal for communal areas, walkways and family balconies. made available in a range of eye catching colours

Rubber backed tiles

The Rubbertech Balconeze tile combines a rubber backing with the durability of a ceramic finish, in Slate, Terracotta and Cream coloured porcelain. Like the Step tile they can be laid directly over the waterproofing layer without the need for adhesive.

Rubbertech also have a solution if you need to use wooden decking, or cast and stone paving. A layer of Rubbertech Protect Matting can be used as a protective layer over the membrane. It ensures it can carry on keeping everything watertight – and ensures that any warranties offered by the membrane manufacturers are unaffected.

Decking

Cutting, securing and finishing traditional decking can be time consuming. Ecodeck is a unique modular lpe hardwood composite tile system. It's easy to install, with each tile backed with a weatherproof polypropylene base that simply clicks together. You can lay a whole roof sized floor in under a day – and certainly in less time than it would take to install traditional hardwood decking.

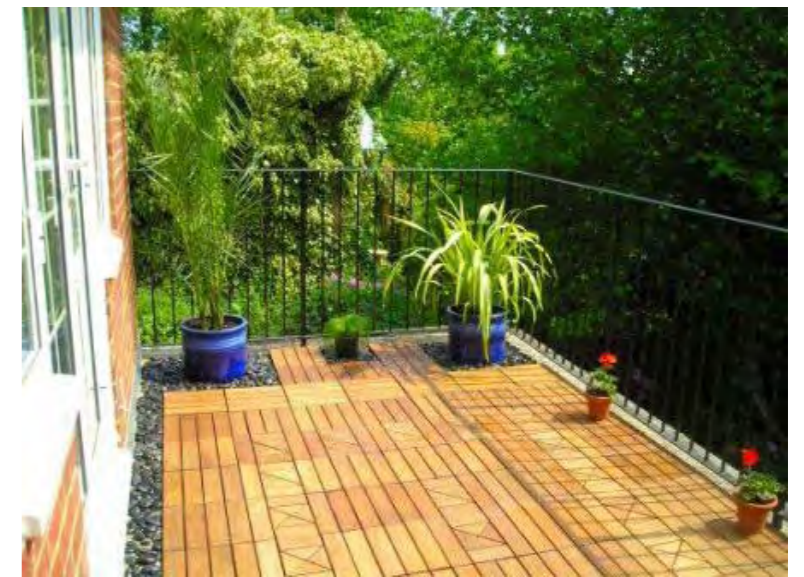
The finished effect is stylish, giving the finish of decking without the hard work. What's more, Ecodeck is environmentally friendly, being certified as being made from sustainable forests.

Cast and Natural Stone Products

Concrete tiles combine exceptional strength and durability. By mounting them on adjustable supports they can compensate for any unevenness in the roof and protect the roof membrane from the effects of the weather, whilst the void below the slabs allows a free flow of water for problem-free drainage, or even pipe and cable runs.

There is a wide choice of colours, textures and sizes available, with products that range from delicate terrazzo look-alikes to concrete slabs capable of dealing with the heaviest foot and even vehicle traffic.

So if your customer is looking for ways to make the most of their roof, you have a number of answers to give them.



ENQUIRY 17



Let the sunshine in



How solar energy can generate more profits for you

You can't ignore global warming - and it's getting hard to ignore rising energy costs too. But there is a way to ease demand for fossil fuels, reduce your carbon footprint and cut energy bills at the same time – with a bit of help from a UK Solar panel manufacturer Viridian Solar.

And it could mean plenty of extra work for you.

Solar energy has been around for years, but it could never compete with cheap fossil fuel. Now, with fossil fuels not cheap any longer, householders and business owners are looking for ways to cut energy bills.

Clearline from Viridian Solar

Viridian Solar is one of the companies that has recognised the potential for solar power and has developed a solar thermal system

- Clearline – the Viridian Solar product is suitable for integration into new roofs or retro fitting into existing roofs. But, unlike many other solar thermal systems the Clearline product has been developed to be easily fitted by competent roofing.

“Solar panel systems were designed for specialist installers, who know a little about roofing and a little bit about plumbing” says Stuart Elmes, Managing Director of Viridian Solar, ..“We wanted a system that plays to the strengths of each trade, and completely separates roofline tasks from plumbing tasks.”

Clearline solar panels form an integrated part of the roof covering, replacing tiles or slates beneath. Only 80mm thin, and in a variety of sizes to fit any roof Clearline can be flush or slightly proud of the roof covering, and blends with both slate and tiles.

You simply fit the panel on the battens, using the brackets provided. Whether you are building a tile or slate roof, flashing is a simple push-fit and the whole panel is fitted in around 15 minutes.

Pipes are just run through the membrane. No plumbing connections are made outside the building, so you can concentrate on making sure the roof is weather tight, and leave the pipework, control panel and electrical connections to the others. Integrating the panel into the roof neatly avoids the problems of keeping the connections weatherproof – and you don't need to chaperone a plumber up onto your roof!

Viridian claim their Solar Water Heating Panels can reduce a property's water heating bills by between 50% and 60%, and cut its carbon footprint. In the summer, they can supply most if not all of a home's hot water and even in winter, they warm the water so that the boiler has less to do.

There is a regulator as part of the system, ensuring that there is no danger of overheating in hot weather.

How the system works

Homes are fitted with two or three roof mounted solar panels angled to face the sun. A specially developed fluid is pumped through copper tubes around the panel where a high tech absorber collects the sun's energy and heats the pipes.

The hot fluid is pumped through a coil in the hot water cylinder, transferring the heat to the water, and is returned to the panels to be heated again. In summer, the system can provide all the hot water the average house will need. In colder months, the boiler will still have a supply of warmth from the system, so it has less work to do, and will take less energy to do it. Safety devices ensure there is no danger of overheating in summer, while the fluid in the system acts as an antifreeze even in the coldest winter.

What happens when the sun goes in?

As anyone who has been rained off the roof knows, the British climate can't be relied on – which is one of the reasons why solar power has not achieved the impact here as it has in warmer climes. But with modern technology, it's not a problem. Panels work on radiant heat from the sun, not light – so they can still go on working even on cloudy days.

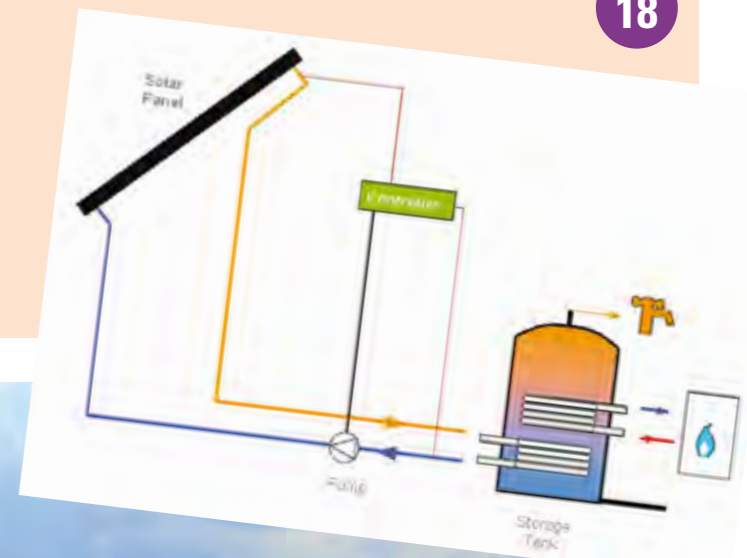
The complete service

With the growing demand for solar power systems, it isn't hard to see how customers going solar could mean extra business for you – on both new builds and refurb.

In August, Viridian Solar announced that Clearline Solar panels would also be available from Insight approved stockists detailed on the back cover. So why not hook up with a plumber, and help your customers put their roof to work?

As we have said before, if you don't do it, somebody else will – so why not see what Clearline could do for you today?

ENQUIRY 18



Train to gain

Training is valuable at any time – and especially now, when the demand for energy efficiency means a constant round of new products and techniques.

The Redland Training & Resource Centre in South Cerney, Gloucestershire has been providing training for 25 years – and has helped more than 30,000 people get the skills they need.

Now, the centre has expanded its programme with new courses to cover solar roofing installations to help meet growing demand for sustainability.

The training centre's new solar roofing course reflects Redland's launch of a new solar water heating system that integrates directly with traditional pitched roofing - just like its pioneering photovoltaic range.

The new programme of courses includes a recently introduced estimating course, which covers the topic in more depth than courses available elsewhere and is now officially classed as 'approved prior learning' towards an NVQ.

Redland training courses combine hands-on experience with theory lessons. Delegates gain practical experience of building a life-size roof, but under cover and in the warm, rather than having to go out into the wet and cold.

Manager Terry Fearfield commented: "We've helped a lot of people beginning their careers as merchants and contractors. Most are more than happy with the level of knowledge they achieve on the basic course, but others want to take further training to a higher level. Basic and product courses are free of charge, but there is a course fee for other training."

One of the centres 30,000 delegates over the years was the late TV presenter and steeplejack Fred Dibnah MBE, who wanted to compare modern working techniques with the old-fashioned ways



A CAPITAL JOB ON A CAPITAL LANDMARK

A hyperbolic parabola is not a painful roofers medical condition - it's the mathematical name for the kind of saddle roof seen on some landmark buildings from the 50s and 60s.

Now, a hyperbolic paraboloid roof has won a new lease of life thanks to waterproofing systems from building membranes specialist Icopal - and an award for Capital Roofing of Blackheath.

Capital's outstanding workmanship on the complex roof shape won the category for built-up systems at the recent annual awards held by the IMA (Intelligent Membrane Association).

The copper roof of the dance studio at Blackheath High School in south-east London was being stripped by thieves - obviously unaware that its scrap value is negligible. Capital Roofing were called in to suggest a solution. Managing director Terry Peck worked with the owners of The Girls Day School Trust to provide a solution.

Options such as liquid coatings and a plain green mineral surfaced cap sheet were considered until Terry suggested Icopal's Thermaweld Metal Face copper membrane. These specialist membranes combine durable copper or aluminium facings with a high-performance reinforced SBS modified membrane to give exceptional flexibility, durability and puncture resistance.

Capital had installed the system before, but never on a hyperbolic paraboloid roof. Their most experienced felt fixer and charge hand John Hyde was called in to meet the challenge – and won the IMA's Craftsman of the Year award for his contribution to the project. It was a challenge for John and his team, as the complex shape meant cutting the membrane into the exact size while constantly adjusting scaffolding - in vertical areas, they had to abseil.

The trust's principal building surveyor Ben Woolf said: "Capital Roofing were the first choice contractor. They have a long and successful association with the trust and have always provided a highly professional service."

Terry Peck added: "John relished the opportunity to be the lead craftsman on this contract. It was the first hyperbolic paraboloid roof he had worked on in more than 30 years of roofing".

Get your hands on the real thing

WIN

A PASLODE IMPULSE IM350 GAS NAILER



The Paslode Roofing Nail is available in both Galv Plus and the Hot Dipped Galv version, which offers superior corrosion resistance.

The Paslode Roofing Nail is the first mechanically fixed nail that performs beyond the requirements of BS 5534: 2003 - the code of practice for slating and tiling.

Historically, the only type of fastener specified in BS 5534 for tile batten fixing was a 65 x 3.35mm loose nail. Paslode, as a leading name in power tools has been eager to remedy that, and has worked with leading roofing contractors to develop a nail designed to meet the requirements of the Roofing Industry Standards.

Now, tests by the Timber Research And Development Association (TRADA) have confirmed that the Paslode 63 x 3.1mm collated nail actually exceeds the performance requirements. This is a result of the Ring Shank on the nail and the modified specification of the wire used during manufacture, which together provide extra hold once driven into the timber.

What's the advantage to you? Using the Paslode systems removes the need to spend all day swinging a hammer. So you can get more done – and without your elbow and shoulder telling you they have had enough for the day by lunchtime. Paslode claim that by using the Roofing Nail with the Paslode IM350 gas nailer, you could save over 3 hours a day over the traditional hammer and nail methods.

So not only do you save yourself pain and fatigue – you save valuable time, and increase both the quality of work and your productivity. Doing more in less time is one of the things we in the Insight team are keen on for getting our readers through the downturn!

Make sure it's the real thing

Only Paslode consumables have been fully tested for performance and safety with Paslode technology - use any poor imitations and it's just a false economy that could put you at risk. By using only Paslode branded consumables users will also comply with British and European Standard BS EN792-13 for hand held non-electric power tools - which stipulates only those fasteners, combustible gas dispensers and lubricates listed in the operating instructions should be used.

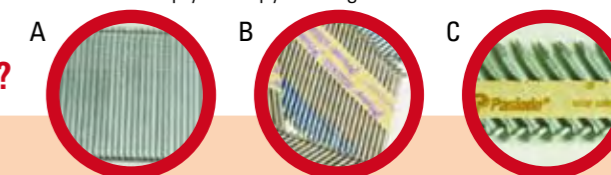
Win your gas nailer free.

Paslode is giving away a Paslode Impulse IM350 Gas Nailer and a Paslode Roofing Nail fuel pack, to one lucky reader. Just take a look at the photograph below and answer one simple question for your chance to win.

How to enter

Complete your details below and post it to Paslode Competition, Unit 54, Hillgrove Business Park, Nazeing, EN9 2HB. Use a postcard if you don't want to cut up your copy of Insight!

Which of these meets BS 5534 for tile batten fixing?



Paslode nailgun competition

Name Company

Address

Phone Mobile

Which of these meets BS 5534 for tile batten fixing? A B C

Tiebreaker – complete in 12 words or less: I want a Paslode Impulse IM350 Gas Nailer because

Rules Entry is free and open to any reader of Insight aged 18 or over. Only one entry per person. The judges decision is final. No correspondence will be entered into. The prize is as stated with no cash alternative. The winner will be informed by <date>. The winners name will be included in the next edition of Insight.

Where can you find an Insight approved stockist?

Network Selector

Anglia		
Lee & Son Roofing Merchants	Bedford	01234 325283
Asphaltic Roofing Supplies	Cambridge	01223 245262
Asphaltic Roofing Supplies	Colchester	01206 791242
Regional Roofing Merchanting	Ipswich	01473 749621
Asphaltic Roofing Supplies	Luton	01582 456177
Asphaltic Roofing Supplies	Northampton	01604 765684
Wedge Roofing Centre	Northampton	01604 250261
Asphaltic Roofing Supplies	Norwich	01603 487860
Lee & Son Roofing Merchants	Peterborough	01733 345004
Asphaltic Roofing Supplies	St Ives	01480 467776

London		
Asphaltic Roofing Supplies	Belvedere	02083 208666
Asphaltic Roofing Supplies	Cheam	02083 379455
Asphaltic Roofing Supplies	Croydon	02086 866911
Roberts & Burling	Croydon	02086 890481
Asphaltic Roofing Supplies	Hounslow	02085 696956
Asphaltic Roofing Supplies	Kentish Town	02074 855550
Proos Roofing Supplies	Kentish Town	02074 851791
Wedge Roofing Centre	Ladbroke Grove	02089 690022
Asphaltic Roofing Supplies	New Cross	02073 580085
Wedge Roofing Centre	Rainham	01708 555213
Asphaltic Roofing Supplies	Romford	01708 754022
Asphaltic Roofing Supplies	Sidcup	02083 025451
Asphaltic Roofing Supplies	Slough	01753 570526
Asphaltic Roofing Supplies	Southend	01702 511158
Asphaltic Roofing Supplies	Stratford	02085 194805
Asphaltic Roofing Supplies	Tottenham	02088 080459
Wedge Roofing Centre	Tottenham	02088 086816
Wedge Roofing Centre	Waltham Cross	01992 624938

Scotland		
Asphaltic Roofing Supplies	Aberdeen	01224 692000
Asphaltic Roofing Supplies	Broxburn	01506 857613
Asphaltic Roofing Supplies	Dundee	01382 833011
Asphaltic Roofing Supplies	Dunfirmline	01383 621210
Asphaltic Roofing Supplies	Edinburgh	01315 542554
Asphaltic Roofing Supplies	Glasgow	01415 565200
Proos Roofing Supplies	Glasgow	01698 817428
Proos Roofing Supplies	Inverness	01463 250318
Asphaltic Roofing Supplies	Kirkcaldy	01592 654913
Border Slate Supplies	Melrose	01835 823640
Proos Roofing Supplies	Paisley	01505 321122

North West		
Proos Roofing Supplies	Birkenhead	0151 6452450
Asphaltic Roofing Supplies	Haydock	01925 229309
Clydesdale Roofing Supplies	Liverpool	0151 5212100
Clydesdale Roofing Supplies	St Helens	01744 611471
Proos Roofing Supplies	Blackburn	01254 686130
Clydesdale Roofing Supplies	Blackpool	01253 398376
Proos Roofing Supplies	Bolton	01204 523336
Clydesdale Roofing Supplies	Leigh	01942 677888
Clydesdale Roofing Supplies	Leyland	01772 453939

Asphaltic Roofing Supplies	Manchester	01612 307712
Clydesdale Roofing Supplies	Manchester	0161 3203456
Asphaltic Roofing Supplies	Middleton	01617 955111
Clydesdale Roofing Supplies	Wigan	01942 615030

Yorkshire		
Proos Roofing Supplies	Bradford	01274 392433
Clydesdale Roofing Supplies	Chesterfield	01246 454407
Proos Roofing Supplies	Grimsby	01472 245667
William Smith And Sons	Huddersfield	01484 653373
Kesteven Roofing Centre	Hull	01482 574577
Asphaltic Roofing Supplies	Leeds	01132 631263
Kesteven Roofing Centre	Leeds	0113 2351441
Kesteven Roofing Centre	Rotherham	01709 835500
Proos Roofing Supplies	Scunthorpe	01724 854444
Clydesdale Roofing Supplies	Sheffield	0114 2434188
Proos Roofing Supplies	Sheffield	01142 750117
Kesteven Roofing Centre	York	01904 476319

South Coast		
Asphaltic Roofing Supplies	Bishops Waltham	01489 896544
Asphaltic Roofing Supplies	Bournemouth	01202 731867
Proos Roofing Supplies	Poole	01202 682491
Asphaltic Roofing Supplies	Portsmouth	02392 671521
Coleman Roofing Supplies	Portsmouth	02392 690214
Formerton Roofing	Southampton	02380 365555
Asphaltic Roofing Supplies	Waterlooville	02392 258344
Formerton Roofing	Winchester	01962 810203

South East		
South Coast Roofing Supplies	Bexhill	01424 219999
Asphaltic Roofing Supplies	Brighton	01273 430444
Roofing Centre Group	Crawley	01293 535122
Asphaltic Roofing Supplies	Eastbourne	01323 500458
South Coast Roofing Supplies	Hastings	01424 853099
Asphaltic Roofing Supplies	Horsham	01403 270640
South Coast Roofing Supplies	Hove	01273 328640
Coleman Roofing Supplies	Leatherhead	01372 361600
South Coast Roofing Supplies	Lewes	01273 488888
Coleman Roofing Supplies	Milford	01483 425828
The Roofing Warehouse	Worthing	01903 201013
South Coast Roofing Supplies	Folkestone	01303 226888
Accurate Roofing Supplies	Gravesend	01474 532999
Roofing Centre Group	Canterbury	01227 452290
Roofing Centre Group	Maidstone	01622 843399
Roofing Centre Group	Ramsgate	01843 592772
Roofing Centre Group	Sittingbourne	01795 843967
Roofing Centre Group	Tunbridge Wells	01892 515599

Tyne and Tees		
Cleveland Roofing Centre	Gateshead	01914 779474
Proos Roofing Supplies	Killingworth	0191 2686627
Cleveland Roofing Centre	Middlesbrough	01642 242753
Asphaltic Roofing Supplies	Newcastle	01914 920522
Cleveland Roofing Centre	Stockton	01642 677772

South West		
Asphaltic Roofing Supplies	Exeter	01392 250323
South West Roofing Supplies	Exeter	01392 446001
Asphaltic Roofing Supplies	Newquay	01637 852680
Asphaltic Roofing Supplies	Plymouth	01752 509538
South West Roofing Supplies	Plymouth	01752 263100
South West Roofing Supplies	Plympton	01752 344844
Aaron Roofing Supplies	Taunton	01823 323888
Asphaltic Roofing Supplies	Torquay	01803 299233
South West Roofing Supplies	Torquay	01803 613212

West		
Aaron Roofing Supplies	Bath	01225 483828
Aaron Roofing Supplies	Bristol	01179 710085
Asphaltic Roofing Supplies	Bristol	01179 412412
Universal Roofing Supplies	Bristol	01179 663072
Coleman Roofing Supplies	Finchampstead	01189 733788
Aaron Roofing Supplies	Gloucester	01452 521347
Harris Roofing Supplies	Gloucester	01242 575900
Thomas Smith & Son	Hereford	01432 370132
Harris Roofing Supplies	Newbury	01635 521210
Asphaltic Roofing Supplies	Oxford	01865 790303
Asphaltic Roofing Supplies	Swindon	01793 613339
Swindon Roofing Centre	Swindon	01159 851400

Wales		
Asphaltic Roofing Supplies	Cardiff	02920 483939
Ryan Roofing Supplies	Cardiff	0292 037 8911
Clydesdale Roofing Supplies	Colwyn Bay	01492 536644
Proos Roofing Supplies	Llanelli	01554 775544
Proos Roofing Supplies	Porth	01443 681004
John Hughes Roofing Supplies	Rhuddlan	01745 591515
Asphaltic Roofing Supplies	Swansea	01792 790272

Midlands		
Asphaltic Roofing Supplies	Birmingham	01213 273071
Proos Roofing Supplies	Birmingham	01215 239143
Direct Roofing Supplies	Birmingham	01217 081515
Proos Roofing Supplies	Coventry	02476 688754
Wedge Roofing Centre	Coventry	02476 220755
Asphaltic Roofing Supplies	Derby	01332 349155
SIG Roofing Supplies	Dudley	01384 472420
Wedge Roofing Centre	Halesowen	01215 502729
Asphaltic Roofing Supplies	Leicester	01162 785262
Footitts Roofing Supplies	Leicester	0116 2778676
Wedge Roofing Centre	Loughborough	01509 211119
Proos Roofing Supplies	Newark	01636 611880
Asphaltic Roofing Supplies	Nottingham	01159 861851
Stephens Roofing Centre	Nottingham	01159 851400
Wedge Roofing Centre	Nottingham	01159 285999
Shropshire Roofing Supplies	Oswestry	01691 654551
Asphaltic Roofing Supplies	Stoke	01782 280567
Proos Roofing Supplies	Stoke	01782 577330
Shropshire Roofing Supplies	Telford	01952 641161
Keydeck Roofing	Willenhall	01902 637111

For further information visit www.roofshop.co.uk