

# ROOFING TIMES

ISSUE

16



**£300 MILLION**

of sub-contractors' cash held in retention.

## CASH RETENTIONS: NFRC LEADS A RENEWED CAMPAIGN FOR CHANGE



**NFRC regularly receives feedback from Members that the practice presents a significant problem for their cashflow. NFRC's latest survey on retentions saw contractors describe the practice as 'unnecessary', 'tortuous' and even 'psychologically damaging'.**

With construction facing around 4,000 insolvencies over the last twelve months, contractors are increasingly worried that their retention monies will be swallowed by a company that ceases to trade, and that it will take so long to draw down other retention monies that they may have issues with their own cashflow.

In recent months, NFRC has embarked on a renewed push to bring the issue to the attention of the UK government, on the basis that UK SMEs should have access to the cash they have earned in order to invest in skills

and technology. The Department of Business and Trade has had some degree of awareness of the issue for an extended period of time but has failed to produce a comprehensive policy position beyond the repeated statement that it is under consideration.

This campaign was catalysed in July by the attendance of NFRC Members, as well as other construction industry representatives, at an evening reception at the UK Parliament to bring the issue directly to politicians. Andrew Lewer MBE MP, Chair of the All Party Parliamentary Group on SME Housebuilders, was the parliamentary sponsor of the event and NFRC are still working with Andrew to take this work forward. As a direct result of the event, cash retentions has now been raised in both the House of Commons and House of Lords by politicians who attended—but this is only the beginning of the task of bringing retentions back to the relevant ministers' attention.

Work to make progress is therefore ongoing. NFRC Members who are affected by retentions can:

- **sign the letter to the relevant ministers on retentions,**
- **use NFRC's template to write individually to their own MP on the issue,**
- **and complete the ongoing survey of members about retentions.**

By completing these things, it ensures that there is as much evidence to give government as possible when NFRC engages with them.



**Keep an eye on the monthly members' bulletin as your source of information about all opportunities to contribute to this push for change.**  
[bit.ly/nfrc-bulletins](https://bit.ly/nfrc-bulletins)

## PROTEUS WATERPROOFING TAKES ZIP WORLD TO NEW HEIGHTS OF DURABILITY AND RELIABILITY

In what was once the world's largest slate quarry, Penrhyn Quarry is now home to the fastest zipline in the world.

As a popular tourist destination that has already welcomed over one million visitors, a reliable roofing system that could deliver exceptional protection against harsh weather conditions was required.

PROTEUS WATERPROOFING's Cold Melt® system was the clear choice for the job, delivering a high-performance, easy-to-install solution that would last the lifetime of the building. Over 1,300 m2 of this innovative system, featuring recycled rubber-crumbs and other organically-grown products were applied by a licensed contractor,

creating an elastomeric, seamless, and cold-applied membrane.

Despite poor weather conditions, the installation process was not delayed, thanks to the ability of Cold Melt® to be installed over green concrete. Once cured, it formed an effective barrier that prevented any further moisture from affecting the project, enabling work to continue inside without interruption. A Proteus Technical Site Manager conducted regular inspections during installation to ensure the system was installed correctly and to the high standards expected by Proteus.

Not only is the system BBA-certified to last the lifetime of the building, it is also odourless and does not become brittle with age, making it the ideal choice for a waterproof roofing system that stands the test of time.

For more information on the Proteus Waterproofing range please visit [www.proteuswaterproofing.co.uk](http://www.proteuswaterproofing.co.uk).



## CROMAR DEVELOPS ANOTHER ALTERNATIVE TO LEAD

Since CROMAR launched Leadax in 2018, the product has grown to be one of the most popular lead alternatives on the market. With numerous benefits over lead, and other lead replacements, it is the obvious choice.

Leadax Original is the first lead substitute in the world that looks like lead, dresses like lead and is as malleable and pliable as lead.

And now Cromar has developed another lead-free alternative to lend itself to an ever-evolving market. Instead of Lead is a PVB-based product which is not only sustainable, but also recyclable—PVB is the plastic foil in safety glass which could not be reused, until now.

Having the same unique properties as lead and zinc, without having to compromise on quality, flexibility or price, Instead of Lead offers a more lightweight and extremely strong product—plus it is equivalent to Code 4 lead.

Instead of Lead now increases Cromar's portfolio of lead-free products to three, offering customers the confidence in choice and quality.



For more information on Cromar's extensive products please telephone 01977 663133 or visit [www.cromar.uk.com](http://www.cromar.uk.com).

## NEW MANAGING DIRECTOR FOR BURTON ROOFING GROUP



York-based Burton Roofing Group has promoted Ian Leigh as the firm's new managing director.

Formerly the company's chief operating officer, Ian believes that while there are challenges to navigate in the wider economy, the future of the business looks bright.

Ian said: "Without a shadow of a doubt we operate in uncertain times, and the threat of a recession seems not too far away according to the media. While we need to pay attention to what's happening in the marketplace, companies like ours will be successful by looking to innovate and continue to deliver a service underpinned by expert knowledge that will help our customers enhance their businesses too."

Growth is certainly on the agenda for the Burton Roofing Group, which trades under the Burton Roofing Merchants, Rinus Roofing Supplies and Discount Roofing and Building Supplies brands. It currently operates 38 branches across the UK and employs 450 people, and as part of the multinational Cupa Group, it has unrivalled access to new roofing products and services.

Ian added: "We're firm believers that our growth is attributed to helping our customers' businesses flourish. We need to help them provide the best roofing solutions available, and in addition, we're very fortunate to have great people in the business that live and breathe that mantra."

"We have a dedicated team to make our business one of the leaders in its field."

For more information on Burton Roofing please visit [www.burtonroofing.co.uk](http://www.burtonroofing.co.uk)

## RYNNA-LINE SYSTEM SUPPORT—

## IT'S THE COURSE YOU CANNOT MISS



Do you work on industrial and commercial properties with curved or pitched roof structures?

Then understanding competent gutter refurbishment is integral to preventing water ingress into a commercial building, including the importance of capacity as well as capability.

CGL Systems provide a detailed training programme on:

1. INDUSTRIAL GUTTER SYSTEMS
2. RYNNA-LINE THE GUTTER REFURBISHMENT SOLUTION
3. PRACTICAL TRAINING
4. TECHNICAL SITE SUPPORT

To book this course please contact: **Mark Day**, Technical Services Manager on 07734 971008 or email [cgltraining@cglsystems.co.uk](mailto:cgltraining@cglsystems.co.uk)

# EJOT DEVELOPS NEW FASTENER SEAL TEST SOLUTION FOR 13.5-3 SINUSOIDAL SHEETS

EJOT UK has extended the capabilities of its VACUtest seal testing kit to provide installers with an easy way to maintain the highest quality standards when using self-drilling screws with the ever-popular 13.5-3 sinusoidal panel.

The development of a new suction cup for this type of panel represents the latest stage in EJOT's ongoing programme to support the industry through fastener best practice guidance and a range of practical tools and accessories.

Through its innovative design, the new VACUtest suction cup allows installers to easily perform seal testing on the fastener heads attaching sinusoidal panels, both for normal through the valley applications and for crown fastenings when used as a secondary fixing.

The cup is placed over the head of the installed screw, with a precise fit to the curves of the panel, which allows a vacuum to be created when air is withdrawn from it using the VACUtest pump.

Using the gauge on the pump, installers can easily check if the washer compression of the self-drilling screw is sufficiently airtight and take corrective action if needed.

This latest suction cup adds extra functionality to VACUtester, which already enables easy testing of fastener seals on flat surface roofing and cladding sheets through its existing cup options. These can test screws that fit within a 24 mm or 34 mm internal diameter, with a third larger cup option for special applications offering an internal diameter of 54 mm.

To find out more call EJOT UK on 07983 773375 or email [info@ejot.co.uk](mailto:info@ejot.co.uk).



## SURESPAN ANNOUNCES ACQUISITION OF SUNSQUARE

SURESPAN, global leaders of innovative access and escape solutions, is pleased to announce the successful acquisition of Sunsquare, a prominent player within the skylight industry.

This strategic move solidifies the business's commitment to growth and further strengthens its position in the natural daylight industry.

By joining forces, the combined expertise, resources, and talent will pave the way for accelerated innovation and a broader range of offerings to meet customers' evolving needs within the natural daylight landscape.

Surespan Chairman, Rainer Clover, said:

*"It brings a wealth of expertise and a strong track record of success within the industry."*

*"This acquisition aligns perfectly with our growth strategy, enabling us to broaden our customer base, strengthen our market position, and drive value for our stakeholders."*

Sunsquare will continue to operate under its own brand within Surespan's corporate structure. Both companies will collaborate closely to leverage their strengths and achieve synergies to maximize the value delivered to customers and partners.

Both companies share a vision for driving innovation and transforming the skylight landscape. The acquisition brings together two organisations with complementary strengths and a shared commitment to delivering excellence, positioning them to be at the forefront of industry advancements.

During this transition, customers of Sunsquare can expect uninterrupted service and continued support throughout the integration phase. The company is committed to delivering exceptional products, services, and support to their respective customers.

For more information please visit [www.sunsquare.co.uk](http://www.sunsquare.co.uk) or call 01922 714087.



## BREEDON GENERON TILES—PANEL-FREE SOLAR POWER

BREEDON Tiles has partnered with Terran Ltd, a leading European roof tile manufacturer, to offer the UK market a solar tile roof system rather than a solar system.

A third-generation family business based in Hungary, Terran has been at the forefront of roofing product innovation since 1920, and over the past five years has successfully developed and commercialized the Generon roof tile in Eastern Europe.

Generon is manufactured in a fully-automated, world-class clean room facility in Pecs, Hungary. Working in collaboration, both parties have developed a solar roof tile that can be fully integrated with a thin edge concrete roof tile, and in accordance with UK building regulations and product performance standards.

The Generon design is centered around three key fundamentals: aesthetics, safety, and

durability. With the 4 mm solar PV surface securely attached to a base concrete roof tile, Generon roof tiles are laid in sequence with matching non-PV roof tiles.

Interconnecting cables link the Generon tiles to create an overall solar output based on the number of tiles fitted. Typically, 260 tiles are required to generate a 4 KW PV system, which is the benchmark for family homes.

Once fitted, the Generon system then simply connects to the remaining PV infrastructure to generate safe, reliable, and renewable energy for your home. This combination delivers a seamlessly integrated solar roof, without any aesthetic compromise for the homeowner. No specialist contractors are required to install this ground-breaking system any roofing contractor after basic training would be able to install.

For further details please contact Mark Morris on 07790 902867 or email: [Mark.Morris@Breedongroup.com](mailto:Mark.Morris@Breedongroup.com).



# SIG EXPANDS ITS RENEWABLE TECHNOLOGY



Building on the success of its in-line solar PV offer, including products from Marley, BMI and Wienerberger, SIG ROOFING is expanding its range of renewable technology to include a full PV package for pitched, flat and industrial roofs.

This is no longer limited to solar PV panels; SIG is offering all fixings plus electrical connections, cables, inverters, battery storage and EV charging points.

Duncan Winter, Exteriors Commercial Director, said: "There are massive opportunities for roofing contractors in the retrofit PV market."

"We've been supporting contractors with installations as part of pitched roof projects for some time, but there is no doubt that the retrofit market is growing fast, and I want to see the commercial benefits come to roofers."

Flat and industrial roof installations are very much part of the market for its customer base. SIG Design and Technology and Industrial Roofing and Cladding (IRC) will be able to include solar solutions as part of a full roof specification.

With the MCS-approved products packaged together from SIG Roofing, and online help available from a specialist team

(via [www.sigroofing.co.uk/solar/#contact](http://www.sigroofing.co.uk/solar/#contact)) it is a very user-friendly service for the contractor. In turn, this then also gives a reassuringly straightforward solution for the end customer.

The full SIG Solar PV package is now available through all SIG Roofing branches, together with specialist technical support from the SIG Roofing Solar Team. For more details, visit [www.sigroofing.co.uk/solar](http://www.sigroofing.co.uk/solar).

With a challenging timescale for the development of the full contractor support programme, SIG Roofing is rapidly recruiting a number of BDMs and technical support roles.

For more detail on these roles, please email [solar@sigroofing.co.uk](mailto:solar@sigroofing.co.uk)

# MAPEI INTRODUCES POLYLASTIC WATER-BASED BITUMEN

MAPEI has launched a new water-based elastomeric bitumen membrane.

Polylastic is a ready-to-use coating system which can be used to waterproof a variety of substrates. Offered in six colours, the membrane is fast and easy to apply by brush, roller or trowel. It also adheres to damp surfaces, making it ideal for fast-track application in all seasons.

Part of Mapei's Polyglass Roofing Line, Polylastic can be used to waterproof concrete structures, fibre-cement, wood steel, galvanized sheet metal, sand-blasted tiles and bitumen membranes. It can also be used to repair old polymer bitumen membranes.

The water-based membrane consists of a blend of special bitumen, synthetic elastomeric resins and high-dispersion fillers; the resulting compound has a high level of adhesion which creates the waterproof coating.

Once dried, the membrane forms a highly elastic waterproof film which is UV-resistant and withstands substrate hairline cracks. After application, it can be left exposed or covered with cement mortar or coated.

Polylastic colour options include grey, brick red, bright red, blue, green, and white, each available in 5 kg and 20 kg units.

For more information please contact [info@mapei.co.uk](mailto:info@mapei.co.uk) or visit [www.mapei.co.uk](http://www.mapei.co.uk).



# THREE CHANGES AT THE TOP FOR DANOSA



From left to right: John Whittaker, Katie Pace and Ben Allen.

The first quarter of this year saw new structural changes for senior management within DANOSA UK, with Katie Pace being appointed as Managing Director, John Whittaker taking over the National Sales Manager role and Ben Allen returning to Danosa to lead Distribution Sales.

Katie, who has been with Danosa since 2018, said: "It's an incredible honour to have been promoted to Managing Director, to be able to lead this organisation, and to work alongside a talented senior leadership team."

"I am grateful to all those who have supported me throughout my career and for those I'll have the opportunity to work with, thanks to my new position."

John is a heavily experienced Sales Manager, starting his career as a Sales Representative back in 1985.

He said: "I've been working within the waterproofing industry for over 20 years, and it was very important to me that my next position was with a reputable company with good values and a great culture. Danosa ticks all those boxes."

Ben has returned to Danosa UK as the new National Distribution Manager. Previously the Area Sales Manager for south central, Ben already has an in-depth knowledge of Danosa products and is well known to Danosa customers and other industry specialists.

Danosa is excited for how these changes to the management structure will drive the business's performance throughout 2023 and onward.

For more information on Danosa please visit [www.danosa.com/en-gb/](http://www.danosa.com/en-gb/).

# GRADIENT PUTS A SLANT ON FLAT OR PITCHED ROOF DESIGN



In residential or commercial environments, properties are generally covered with a pitched or flat roof design. So which system offers the best building protection?

No roof is completely flat. Each one must contain a slope, however slight, to allow effective rainwater run-off. Flat roofs have greater prominence on commercial or publicly-funded buildings that tend to be much larger than residential settings and contain multiple levels, thus eliminating a sloped or pitched roof design.

A flat roof is more suitable for the safe, convenient placement of plant materials, such as air conditioning units, that are crucial to high-occupancy buildings.

Flat roofs are typically more cost-effective to install than a pitched roof design or pitched roof extension. This is enhanced by flat roofs requiring less maintenance to uphold performance, although twice-a-year inspection is still needed as per BS 6229:2018.

Pitched roofs offer more of a striking statement aesthetically and due to their pitch allowing water to be shed more rapidly, they are suited to areas exposed to heavy snow and rainfall.

Tapered insulation secures a flat roof's long-term performance by creating falls to provide effective water run-off. Such an outcome requires professional planning and specification of the type supplied by Gradient, the flat roof insulation experts.

The company works closely with clients to manufacture a tailor-made tapered insulation system to suit a wide range of flat roof applications. With its solutions comprising industry-leading insulation products, Gradient enables flat roof installations to be carried out correctly first time, every time.

For more information please contact Gradient on 01543 678777 or email: [sales@gradientuk.com](mailto:sales@gradientuk.com).



## PREFA OPENS UK ACADEMY

PREFA is pleased to announce its first purpose-built UK training facility for traditional hard metal roofing and cladding in aluminium.

With a full-time training manager employed in the UK, this facility is now open to develop the skills within the hard metal industry.

PREFA offers a full range of courses in roofing, façade, capping and rainwater detailing. Different courses are available throughout the year and cover the full spectrum, from beginners starting out in the industry through to experienced hard metal roofers looking to sharpen their knowledge and detailing skills.

Technical training courses are also available for designers, project managers and estimators.

PREFA has enjoyed success throughout Europe for over 75 years in the development, production and marketing of roof and façade systems made from aluminium.



In total, the PREFA Group employs around 700 people in 19 countries incorporating a range of over 5,000 products.

PREFA products are available in coil form for site installation, but are also pre-fabricated in a number of smaller formats ranging from shingles through to interlocking panels.

Benefits of using PREFA aluminium include:

- A1 NON-COMBUSTIBLE
- MADE FROM 87% RECYCLED ALUMINIUM
- RUST-PROOF
- 40-YEAR COLOUR GUARANTEE (P10 colour range)
- LIGHTWEIGHT-HIGH STRENGTH TO WEIGHT RATIO
- NON-TOXIC.

To book training or explore PREFA products further please call **02077 958124**, email [office.uk@prefa.com](mailto:office.uk@prefa.com) or visit [www.prefa.com](http://www.prefa.com). In addition, you can keep up with all PREFA's news on its social media channels.



## USE QANW FOR ALL YOUR IBGs

by Stuart Bowman, Client Development Manager

We insure our lives, homes, cars, pets, mobiles and in Bruce Springsteen's case, vocal chords. So it seems equally important that we insure our guarantees.

At QANW we provide Insurance Backed Guarantees (IBGs) and we have been a member of NFRC for over 22 years. IBGs are here to cover your customer in the event you were to cease trading within your guarantee period, and defects were incurred due to faulty workmanship.

This extra layer of consumer protection safeguards your legacy, increases customer confidence, strengthens your credibility and in many cases allows you to self-certify your own jobs.

The current economic climate has put extra emphasis on the importance of having the correct insurance in place as times are more uncertain than ever. More and more customers are aware of the Insurance Backed Guarantee and are asking for this vital

insurance to be provided with the contractor's guarantee—giving them that extra consumer protection and peace of mind that so many contractors now provide.

We have issued more than 2.5 million policies making us one of the largest Insurance Backed Guarantee providers. We are very proud to be based and regulated in the UK, meaning that our customers benefit from local expertise, regulation, and recourse.

Don't delay in protecting your legacy and providing your customers with the protection they want.

CALL US  
AT QANW ON  
**01292 268020**  
FOR YOUR  
QUOTE

## ONDULINE STRENGTHENS UK TEAM WITH NEW SALES APPOINTMENT

ONDULINE is pleased to announce the appointment of Paul Olley as its new Area Sales Manager for northern England and Scotland.

Paul brings with him over 20 years' sales experience working for major companies within the roofing sector.

In his new role Paul will be responsible for establishing and building a solid customer base of merchants and specialist distributors to OEMs and contractors, while further increasing awareness of Onduline's expanding product ranges.

Paul said:

“It's an exciting time to be joining Onduline. I'm really looking forward to getting out and meeting with customers, especially to talk about ISOLINE® LOW LINE, our new and unique under-roof system. This product is one of the reasons that I looked to join Onduline initially.

It's great to be part of a company that launches new and innovative products such as these and I'm excited for what the future holds.”

To find out more please visit [www.onduline.co.uk](http://www.onduline.co.uk).

# LODGE ROOFING LTD AND HAMBLESIDE DANELAW

## THE PERFECT PARTNERSHIP

NFRC Trade Member, Lodge Roofing Limited, was formed in March 1991 by Phil Lodge and John Sweeney, and following many successful years of trading John retired in December 2015.

Family members Tom and Sam joined the company in 2013 and 2019 respectively. A true family set-up, the boys now work alongside Phil, bringing new ideas and young blood to a thriving business.

Based in Attleborough, Norfolk, Lodge Roofing has excellent access to areas within East Anglia. It has been a customer of Hambleside Danelaw for over 20 years, installing its products and fostering a great relationship.



Hambleside Danelaw's Area Sales Manager for the east Midlands and eastern England, Kris Brentnall, said:

“When I joined Hambleside Danelaw, I hadn't dealt with Lodge Roofing. I met Phil and Tom, and we developed a good working relationship built on trust and respect.

Lodge is a valued customer to Hambleside and I look forward to continuing this relationship as its business goes from strength to strength.”

Phil Lodge said:

“It's always a pleasure to have the company and knowledge of Kris and Alan from Hambleside Danelaw when they join us at our office to go through existing products and new innovations being launched within the industry.

We look forward to maintaining our long-standing relationship into the future as the family business evolves.”



For more information on the Hambleside Danelaw products please visit: [www.hambleside-danelaw.co.uk](http://www.hambleside-danelaw.co.uk)



## KNOW YOUR PAYMENT TERMS

by Tom Blake, PGM Solicitors

Sub-contractors may not realise that their agreement/contract with the main contractor constitutes a construction contract for the purposes of the Housing Grants Construction and Regeneration Act 1996 (the 'Construction Act').

A majority of sub-contracts will constitute such a contract, the main exceptions being contracts for residential occupiers and contracts lasting less than 45 days.

The Construction Act requires that certain provisions are included within all construction contracts as defined by the Act. The most talked-about provisions are those related to payment terms.

The Construction Act provides parties to a construction contract with a right to periodic payments throughout the works. If the contract is silent on payment provisions or in the event that the contract provides

inadequate, incomplete or non-compliant payment terms, the scheme set out in The Scheme for Construction Contracts (England and Wales) Regulations 1998 will apply.

Some of the core features of the Scheme are that staged payments are implied into the contract for the 'relevant period'. If the contract is silent on the relevant period, then it is to be 28 days. Furthermore, an interim payment will fall due on the later of the date of claim by the payee or seven days after the end of the relevant period.

Final payment is then due no later than 30 days after work is completed or upon application for remittance if this date is later. The last date for payment to be made in time is 17 days from the due date.

For further advice please contact our specialist team on 01792 468684 or email [enquiries@pgmsolicitors.co.uk](mailto:enquiries@pgmsolicitors.co.uk)

## DON & LOW ANNOUNCES NEW DISTRIBUTION STRATEGY FOR INDUSTRY-LEADING ROOFING MEMBRANE ROOFSHIELD®

Forfar-based Don & Low, a pioneer in manufacturing innovative synthetic roofing and walling membranes, is to launch a new distribution strategy of the industry leading roofing and walling membranes Roofshield®, Reflectashield® and Frameshield® directly into the UK and Irish markets.

This follows a 20-year exclusive partnership with A Proctor Group.

As Colin Johnson, Don & Low Managing Director, says: "The decision to transition to direct supply comes as a response to the evolving needs of our customers for a leaner supply chain and reflects the company's commitment to adapting to the dynamic changes in the market.

"Don & Low has always been committed to delivering high-quality solutions and our technical proficiency enables us to take this step and provide even greater flexibility, efficiency, and customer satisfaction.

"By directly supplying Roofshield® from 16 November 2023, Don & Low aims to strengthen its market presence and ensure a seamless customer journey. The transition finds Don & Low fully equipped with sales and technical experts that validate the success of the new approach.

"The distribution partnership with A Proctor Group has yielded fruitful results, and Don & Low expresses its thanks for the mutual success achieved during the partnership."



For more information please visit [www.donlow.co.uk](http://www.donlow.co.uk)

