ISSUE THREE

SIG CA ASH VALE KEEPS WORK MOVING AT HEATHROW TERMINAL

WORKING TOGETHER TO DELIVER A LONG-LASTING REPAIR SOLUTION FOR WESSEX WATER

SPOTLIGHT ON THE MERCHANT SUPPORT CENTRE

FORTIS

KEEN AND GREEN FOR THE MANCHESTER METROPOLITAN UNIVERSITY PROJECT
Welcome from David Henderson, Divisional Managing Director

New developments in SIG CA provide positive changes for customers.

Hello and welcome to the third edition of Fortis magazine. As we start the final quarter of 2013, it pleases me to report that there are more positive signs ahead for the remainder of the year in the UK construction market. Of particular note is the strength in the residential sector with the recent introduction of the Government’s Help to Buy scheme. There are also some great opportunities for us within infrastructure, rail and water treatment works.

SIG has rebranded its Insulation, Technical Insulation and Insulation businesses recently to give greater clarity to our customers and consistency across our branch network, reflecting our strengths in specialist markets. Construction Accessories remains unchanged, however, we continue to invest in delivering our specialisations with the following teams; Concrete Repair, Waterproofing, Geotechnical, Brickwork, Support and the Merchant Support Centre. In recent months we have developed our specification by opening a new Concrete Repair Training Centre in our Ash Vale depot in Surrey and investing in a Waterproofing training programme for our internal staff.

In other developments, I am excited to report that SIG have recently launched its first branch finder app which enables customers to quickly and easily locate their nearest branch based on the type of products they need. The app is named 1st Contact” and can be downloaded via the SIG plc UK homepage: www.sigplc.com.uk.

On the 1st of July 2013, the European Construction Products Regulation (CPR) replaced the Construction Products Directive (CPD). It is mandatory for every manufacturer and distributor to apply or supply CE Marking (Declaration of Performance) to any products covered by a harmonized European standard (hEN) or European Technical Assessment (ETA). SIG welcome this announcement which aims to ensure products are manufactured to seven basic requirements which ultimately means better products will be available to the UK market. This change also comes at a time when greater emphasis is placed by main contractors on higher vehicle safety specification levels. At SIG we have a fleet of vehicles that are compliant to Crossrail standards while also having recently secured national FORS (Fleet Operations Registration Scheme) bronze accreditation. This accreditation means our fleet operators have been recognised as being run safely, efficiently and in an environmentally sound manner. The developments taking place in SIG CA enable us to demonstrate to customers that we follow good practice and continue to put our customers at the forefront of everything we do. If you would like more information on this article and any of the products or services featured call 0600 163 2744.

Q&A with Business Development Manager, Simon McManus

Simon joined SIG CA in 2007 and is currently based at SIG CA Southampton. When he first started at the company, Simon’s sales role covered both SIG CA and SIG Insulation and involved working with a wide range of customers from groundworkers and housebuilders to major contractors and merchants. Today, as a Business Development Manager, Simon concentrates his experience and knowledge within the key divisions of Construction Accessories including Waterproofing, Brickwork, Concrete Repair and Geotechnical.

What does your day to day role involve?

Day to day work closely with national contractors and large regional contractors in the South East, supporting them on projects. Customer service is very important to me as I believe this is a great way to keep customers coming back, as well as attracting new customers, which will ultimately increase our market share. I have over 10 years experience in the industry so it’s fantastic to be able to give customers the advice they need on a project.

Why do you enjoy working for SIG?

Every day I work closely with the teams across SIG CA branches including internal and external sales teams as well as key suppliers and it’s fantastic to be able to work with such a great bunch of people. As for SIG as a company, I think we’re very forward thinking so we’re always looking for new ways to develop which is fantastic. As far as our competitions are concerned, we’re in a kind of a race to design and deliver project to the best possible standards. SIG is a market leader in specialist and innovation in the industry.

What do you dislike most?

This is a tricky one as I can’t think of anything I dislike, people might not believe me but it’s true!

What was your most challenging day at SIG?

Every day presents its own challenges but that’s part of why I love my job, there are always problems to overcome, customers to help and daily challenges keep things interesting.

What’s been your proudest day at SIG?

Probably being recognised by my peers and being nominated for a British Excellence in Sales & Marketing Awards (BESMA) award by the Institute of Sales and Marketing Management (ISMM). I’ve also recently completed my ISMM sales skills course and my Institute of Leadership and Management Level 3 in Management with the company.

Where do you see opportunities for SIG?

Within SIG CA there is a massive opportunity for working more closely with the national contractors, my help and advising them with technical information and expert advice so they are able to secure work for themselves and SIG CA and this sets us apart from the rest of our competitors.

What could you not live without?

In work probably my phone but personally my kids and my Brighton season ticket!

If you had to do your job stranded on a desert island for 3 months, what essential items would you take with you?

Well apart from my phone, probably a pen and my car as the air con would keep me cool!

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Where do you see opportunities for SIG?
Super Site, Super Service at Tyneside

The construction industry in the North East will receive a boost later this year as SIG opens a ‘super site’ in Tyneside, incorporating all five of SIG’s business brands. Located in Gateshead, the site was formerly the distribution centre for Newcastle Federation Breweries, producers of Newcastle Brown Ale. As the site had stood empty for over eight years, a significant amount of building and renovation work was required to ensure it was ready for business, including the construction of new offices and a Trade Counter.

The new site will be a welcome addition to the region, bringing new job roles and boosting footfall to other service businesses in the area. The Tyneside super site will be the biggest of its kind within SIG Distribution with a massive 110,000 sqft of stock holding capacity for SIG Construction Accessories, SIG Insulation, SIG Interiors, SIG Technical Insulation and SIG Polings.

Jonathan Young, Branch Manager of Tyneside said, “Our customers will benefit from being able to order a diverse range of products from one site, such as specialist waterproofing, formwings and fillings right through to partitions and pipe lagging, which will be delivered to their sites on one truck.”

“Our specialist brand teams will become stronger by sharing their knowledge and expertise with each other. Although a ‘one team’ culture, we will still encourage individual performances to maintain the core specialisation of each brand. Workingly closely together will ensure customer satisfaction is the absolute top priority.

The Tyneside super site opens for business in November 2013, with extended opening times of 7:30am – 5:30pm and extra staff on site to ensure a fast turnaround. Tyneside customers can also look forward to a spectacular launch event in December to celebrate the opening of this flagship site.

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

Success Continues at SIG CA Chesterfield

SIG Construction Accessories Chesterfield is halfway through its second full year of trading and is proving to be a successful addition to the Chesterfield operation. The depot has been in its current location on the Sheepbridge Trading Estate for over 15 years and was formerly a Warman Insulation and Kitsons Thermal Supplies branch.

Today Chesterfield is a multi-brand site including SIG Insulation, SIG Technical Insulation and SIG CA, and holds a team of 25 people across the three brands. Branch Director Darren Hillingworth has over 25 years’ experience within the industry and moved to Chesterfield in 2007, after being Sales Office Manager at Sheffield Insulation and previously working for Kilims Insulation Products.

Darren said, “Initial plans were put in place in 2011 to integrate a new Construction Accessories business within our current Chesterfield operation, we felt that our location, experience and existing customer base would complement this service-oriented business perfectly.

“The Chesterfield branch has successfully utilised its existing customer base to help establish the Construction Accessories brand, three out of the top ten Construction Accessories customers have been dealing with the Chesterfield branch for a number of years.”

After a very successful 2012 running alongside the other brands, Construction Accessories required even greater emphasis and Lorrie Kelly was promoted from Area Sales Executive to Brand Manager to bring a stronger focus to the business brand. This is Lorrie’s first management role at SIG; she joined Chesterfield in 2011 as Area Sales Executive for Warman Insulation after 4 years at Sheffield Insulation in Loughborough. She commented, “Chesterfield branch has an excellent reputation for overall customer service with its existing brands, this is proving to be a key asset in growing the Construction Accessories brand”.

Chesterfield SIG CA Chesterfield covers the East Midlands, Lincolnshire and South Yorkshire. If you would like more information on this article and any of the products or services featured call 0800 183 2744.

Spotlight on the Merchant Support Centre

SIG CAs’ Merchant Support Centre in Maidstone is the ‘go to’ place for merchants in the area looking for an efficient, hassle-free service. In this issue of Fortis we take a look behind the scenes of this specialist division of SIG CA.

In 2010 SIG CA opened the doors to its Merchant Support Centre after identifying an opportunity to work more closely with merchant customers. Merchants are a specialist group of SIG CA customers who operate in a slightly different way to other customer bases. As merchants buy products to sell on rather than to use on their own projects, they often require a highly diverse range of products, backed up by expert advice.

Merchants will often sell over 40,000 different products, so it’s impossible for them to have specific expertise in what college of these products do. This is why merchants turn to experts such as the team at the Merchant Support Centre who can provide information on and source any product the merchants require. Another advantage of this dedicated service is that, unlike at many operations, merchants are able to order any volume of goods, from a single can of a waterproofing product to an entire fleet of stock. This flexible service means that whatever a merchant requires, they will receive this along with consistent sales and technical advice from the same team each time they order.

Since the Merchant Support Centre opened, it has gained a reputation as being the ‘go to’ place for builders’ merchants in the South East looking for orders of all sizes for construction chemicals and waterproofing products. This team at the Centre know all their customers by name and keep a record of their previous orders so they can provide merchants with consistent pricing and a quick and seamless service.

Andrew Bennett, Merchant Support Centre Sales Office Manager, leads up the team, he said, “We know that merchants demand a quick and efficient service which is what we offer at the Centre. This dedicated service has paid off as we’ve seen strong growth over the last three years with new merchant customers trading with our specialist team each month.”

As the business grew, Anthea recruited two new members of staff who further enhanced service levels for merchant customers. The team utilise the national SIG CA branch network, sourcing products from the large manufacturer stock across the UK to ensure merchants receive the right products, when they need them.

The Time is Right for Expansion

It’s an exciting time at the Merchant Support Centre as in autumn 2013 the new Merchant Centre North will open, serving merchant customers through the SIG CA Manchester Branch. This will be managed by Sarah Wilson who has worked for SIG for just over two years, initially for the Geotechnical Division, and for the past 12 months as an important part of SIG CA Manchester’s internal sales team.

SIG CA Manchester Branch Director Ian McGaum commented on this exciting new development: “The Branch has always had a strong merchant customer base, and the intention is to build on this, and the Southern Centre’s success, by further developing the potentially large merchant base in the North, not only increasing our sales but also providing the merchant branches with an invaluable service that many benefit from already. The initial target area will be our current delivery areas, the North West of England and North Wales, before over time, looking to include the North East and Yorkshire and North Midlands.”

The Merchant Support Centre team can be reached on 0871 7812929 (South) and 0800 1832728 (North).

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In autumn 2013 the new Merchant Centre North will open, serving merchant customers through the SIG CA Manchester Branch
G965 Dual Extended Underfloor Vent

The current and future requirements of Part L of the Building Regulations, along with other standards such as the Code for Sustainable Homes, have focused on the need for well insulated homes. This has led to an increase in the depth of thermal insulation used in suspended floors along with the ever growing width of wall cavities to accommodate the greater amounts of insulation placed within them.

The G965 Dual Extended Underfloor Ventilator is specifically designed to provide a clear air passage into the void beneath a suspended floor through a cavity wall detail when both are insulated to the high levels used in modern building practices.

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

Product Features

- Ventilates insulated underfloor voids
- Vertical extension of 5-8 courses
- Horizontal span of 360mm
- Reduces need for additional extensions
- Provides 8,000mm² of airflow
- Can be used with G930 airbrick
- Accommodates traditional clay airbricks
- Can be extended further if required
- Can be trimmed for shorter extensions
- Adaptor for 4” pipe connections available

Hydroduct® CF20 is installed beneath floor screeds and between concrete and blockwork walls to form an efficient drained cavity to new and existing sub-structures which isolates internal finishes from the structure.

Superior performance arises from:
- Controlled, reproducible, volumetric expansion.
- Cohesive strength maintained after volumetric expansion.
- Malleable and plastic, enabling easy application to a variety of concrete profiles.

Grace Construction Products awarded BBA Certification

Grace Construction Products have been awarded BBA certification for their hydrophilic waterbar Adcor® 510S and internal drainage system Hydroduct® CF20.

BBA certification is a large investment but Grace wanted their customers to know their products have been independently tested and that the factory would be audited by the BBA twice a year.

Keep up to date with the latest news from Grace Construction Products on Twitter @gracepreprufe

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

Grace Launch The Perm-A-Barrier®

The unique technology of Perm-A-Barrier® not only stops air leakage, but water infiltration as well — the key to protecting the long term performance and health of your structure.

If you would like to keep up to date with news from Grace Construction Products you can follow them on Twitter @gracepreprufe

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NEW: Ancon KSN Anchor Reinforcement Continuity System

The KSN Anchor system from Ancon Building Products represents a completely new approach to reinforcement continuity at slab-to-wall concrete construction joints. It was officially launched at the 2013 UK Concrete Show, where it was judged ‘Best Product in Show’, and just weeks later it was supplied by SIG Construction-Accessories on its first major UK project.

The innovative system creates high performance joints quickly and more safely than re-bend continuity boxes. The internally threaded anchors are simply cast into the wall and, during construction of the adjoining slab, accept continuation bars prepared by Ancon with a Bartec parallel-thread. Unlike re-bend systems where bar length, spacing and diameter are restricted by physical box dimensions, KSN Anchors provide total design flexibility. The KSN system easily accommodates the longer lap lengths now required by Eurocode 2 and a standard timber carrier allows multiple anchors to be installed simultaneously, at the designed spacing.

The KSN system provides fast product installation for both in-situ cast and precast concrete applications.

Explore Manufacturing, the Precast Division of the Laing O’Rourke Group, recognised the benefits immediately. The Ancon system was first detailed in standard feature wall panels on the new £167m Alder Hey Hospital in Liverpool, supplied via SIG CA.

In standard feature wall panels on the new £167m Alder Hey Hospital in Liverpool, supplied via SIG CA.

This new 51,000m² hospital development comprises a concrete structure made up of precast wall and slab panels, which are connected on site to an in-situ cast slab topping. The project will use 2,500 linear metres of KSN slab-to-wall joint across four floors.

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

ARDEX TTA Award Winner

ARDEX are delighted to be a winner at this year’s TTA Awards, with the judges acknowledging that, “ARDEX A 38 will make a real difference to the tiling industry by ensuring projects can be completed faster, reversing downtime and disruption, and allowing fast track installations by facilitating the early laying of floor tiles”.

Traditional sand/cement screeds can take months to dry, but an ARDEX A 38 screed incorporating the unique ARDEX RAPIDRY FORMULA TECHNOLOGY, can receive ceramic tiles after only 4 hours, regardless of thickness. An ARDEX A 38 screed can receive ceramic and natural stone tiles directly after only 4 hours for bonded, unbonded and floating screeds.

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

ARDEX A 38

Grace Launch The Perm-A-Barrier®

Grace was pleased to launch its Air & Vapour Barrier membranes at the Ecobuild event earlier this year.

The Perm-A-Barrier® fully bonded barrier systems provide comprehensive solutions for stopping air, water and, if needed, water vapour from penetration in every wall, corner and seam.

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SIG CA extends product offering by launching **ALTI-Range**

SIG Construction Accessories is proud to launch a new range of products developed with reinforcement and formwork specialists, which are cost-effective, easy to use and fit for purpose. The range is lightweight and compact without compromising on strength and has been designed to reduce time, money and waste on a project, making them an ideal choice for any contractor.

**ALTI-FORM**

ALTI-FORM is a compact permanent framework which maintains the strength of full-size beamform but without the bulk. The reduced size means that cutting and wastage on site is minimal. Manufactured from heavy-duty polypropylene, ALTI-FORM is the most economical and efficient method of constructing concrete ground beams and pile caps.

**Key Benefits**
- Less cutting and waste on site
- More economical
- Lighter and easier to install than full size sheet
- 100% recycled material
- Available Size – 2m x 4m

**ALTI-SPACER**

ALTI-SPACER is a welded wire spacer for supporting reinforcement of fabric. Its unique waving shape gives it a stronger structure than other types of wire spacers and it requires no tying on site, making it a reliable and cost-effective alternative to circular spacer.

**Key Benefits**
- No tying on site required
- Designed for strength
- More economical
- Easy to set up
- Various sizes available

**ALTI-MESH**

ALTI-Mesh is a type of fabric mesh, which has 200mm edge overhang, as opposed to Standard A fabrics, which have a 100mm edge overhang. As a result, ALTI-Mesh offers reduced weight and price per sheet compared to Standard A fabrics – the reduced weight however is only in the top zone and ALTI-Mesh maintains the specific weight per m² in the rest of the sheet.

**Key Benefits**
- Reduced price per sheet
- Lighter to handle
- May be used in most applications as standard fabric
- Available Sizes ALTI-A142; ALTI-A252; ALTI-A193; ALTI-A393

SIG Business Information Modelling (BIM): the facts

Fortis talks to Andrew Orriss, Head of Business Development at SIG Insulation, to find out more about Building Information Modelling (BIM) and the potential benefits it can bring to SIG CA.

Virtual in BIM:

Building Information Modelling (BIM) is a way in which the design, construction and subsequent operation of a building is managed by essentially creating an incredibly detailed 3D model of a building at the very start of a project. This level of detail dramatically streamlines projects and minimises wasted time and material caused by miscommunication, rework or even altering or ordering the wrong items for example. The benefits of BIM are particularly pertinent for the teams in SIG CA as orders on construction accessories can vary greatly and can range from one pallet or even one of 96 rolls, to huge multi-million pound orders. BIM brings a higher level of capacity to the specification of a project and minimises the element of surprise on a job site, any potential weaknesses or problems in a project can be dealt with virtually, before work even starts. BIM can help to manage the entire lifecycle of a building, from design to demolition. At the design stage, it can be used to accurately map out the ideal construction of a facility, determining the most expedient and cost-effective approach to take. During construction, the model can be useful in all those involved in the project—reducing the chance of clashes between different trades working simultaneously, and helping to deliver the building as quick and efficiently as possible. Once the building is complete and the occupant is in site, the model becomes the blueprint for ongoing management and maintenance of the property including the building’s energy efficiency and usage. This is particularly important for the teams working in SIG CA, as many of the products supplied such as waterproofing materials, chemicals and masonry support, are invisible once the project is complete so tracking their maintenance can be very difficult. For example, if there is a problem in a particular area of the building, the facility manager can identify potential causes before directing the maintenance teams to the site.

Where will BIM come into existence?

BIM has been a concept for many years, however the Government’s Construction Strategy now means that BIM will be mandatory for all publicly funded projects by 2016. This is part of a four year programme to modernise the construction industry with the aim of reducing the carbon footprint from the construction and operation of the built environment by 20%.

Has BIM been widely adopted by the construction industry so far?

Some are already using BIM, and are doing so to great effect. However, this is generally only the major contractors for the biggest publicly funded construction projects such as large healthcare or educational builds. Outside of this top tier, use of BIM remains incredibly low. In the house building sector, for example, a recent report by the NHBC Foundation suggests only 11% of those surveyed currently use BIM.

In there are opportunities for SIG’s customers to benefit from BIM?

I think the industry is missing a trick when it comes to BIM as although awareness and understanding is increasing, we’re still not seeing the widespread uptake that might have been expected by now. Of course, it needs to be recognised that there are initial cost implications attached to BIM – investment in software, training etc – however the efficiencies that can potentially be achieved are truly astonishing, vastly outweighing the initial outlay required. BIM has the potential to drive huge, across the board increases in efficiency, for example paper documentation could be cut down drastically by using BIM. BIM also makes the flow of information across the project instantaneous – users will be updating the model in real-time, with other teams able to immediately view, interpret and respond to these changes.

Where does SIG fit into all of this?

BIM requires effective collaboration and information exchange between the design, client, team, contractors and suppliers. Companies such as SIG are projects play a big role in managing this process and as such we are focused on investigating options in order to effectively respond to our customers’ BIM needs. We are also investigating our customer’s understanding of BIM, before we fully embrace ourselves. There is a great deal we can offer to customers, whether it’s supporting those encountering BIM for the first time, or in providing value-added services such as thermal modelling or commercial assessments. Ultimately, SIG will be able to take the cost and complexity out of BIM for our customers and help them take best advantage of the opportunities that it presents.

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**Strengthen, Enhance and Protect**

**Grace Construction Products**

Grace Construction Products provide a range of Waterproofing solutions including:
- Pre-applied Waterproofing Membranes
- Post-applied Waterproofing Membranes
- Gas Membrane Systems
- Liquid Waterproofing
- External Drainage
- Cavity Drain Systems
- Concrete Joint Protection
- Integrally Waterproof Concrete

For further information call: 01753 490000

www.graceconstruction.com
Keen and Green for the Manchester Metropolitan University Project

The value of establishing a good relationship with contractors was demonstrated recently when SIG Construction Accessories Manchester won a prestigious contract to work on a new campus for Manchester Metropolitan University.
A Lesson in Good Communication at Crown Place, University Of Liverpool

The University of Liverpool’s Crown Place development is a £50 million student accommodation scheme comprising a mix of studios and en-suite bedrooms in groups of 5-8 rooms and 29 larger studio apartments.

The development is made up of three main buildings of 7-11 storeys and is located on Brownlow Hill in the centre of the University’s city campus, on the site previously occupied by the veterinary school. The £50m development is on track to achieve a BREEAM Excellent status as the design includes green rooftops and a heating system which is powered by spare capacity from the university’s existing heating infrastructure.

Main contractor Oncon Construction had overall management of this project and is subcontracting out the relative packages. Initially, SIG Construction Accessories Manchester supplied groundwork and reinforcement ancillaries to the value of £40,000. Products included 17km of special 135mm heavy duty hychair wire spacer, 6km of special 150mm heavy duty hychair wire spacer, 3,500m² of Beamform and 33.8km of 350mm plastic trac spacer.

While the initial package is still ongoing, SIG CA is in the process of supplying a second package for brickwork, as awarded to PLF Brickwork. PLF had previously worked for Oncon on the Chatham Street Student Accommodation in Liverpool, which was the largest masonry package ever supplied by Ancon in the North.

Ian McCallum, Branch Director at SIG CA Manchester commented, “The established relationship between Ancon, SIG CA, PLF and Oncon has led to a strong understanding of what each party demands to be able to deliver the project successfully. This enables SIG CA to be able to provide all the expertise and products required through daily communication, unscheduled deliveries and ongoing support through the completion of this and future projects.”

Ian continued, “Although this project isn’t as large as the similar project at Chatham Street, it is still fairly substantial. We are currently supplying Visqueen Zedex DPC and ancillaries to the project as well as Ancon wall ties, channel, wind posts, and their Optima 10 masonry support system. We have brought large stocks of the ties and Optima system into stock so the site can continue to progress without any delays. As an estimate, these are between £100,000 and £150,000 of Ancon products required by PLF on the whole of the brickwork project.”

The project is scheduled for completion in August 2014.

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

SIG CA Welcomes New CE Marking Regulations

CE Marking Compliance: Masonry Fixings

SIG CA, in conjunction with stainless steel fixings specialist Ancon Building Products, is proud to offer a fully CE-marked product range for the support, restraint and reinforcement of masonry.

Ancon has completed the rigorous CE marking requirements for its full range of brick support systems, windposts, cavity wall ties, bed joint reinforcement and ties, all of which are available from SIG CA branches.

A CE mark is now standard on Ancon’s fabricated structural components which are manufactured to the standard BS EN 1090-1, and designed to EN 1993 Eurocode 3. The mark also appears on its standard ancillary fixings for masonry such as wall ties which are manufactured to BS EN 845.

The CE marking of Ancon’s extensive product portfolio is the culmination of a major programme of independent product testing and external audits. The successful completion of this process demonstrates robust design and manufacturing operations, unrivalled by some other manufacturers who are yet to achieve externally audited welding certification for structural steelwork.

Ancon Managing Director, Stuart Maxwell said, “CE marking has been mandatory in many of our key European markets under the Construction Products Directive for some years. When it was announced that CE marking would become applicable to the UK and Ireland through the Construction Products Regulation, we already had a significant volume of independent test data and were operating first class design and manufacturing procedures, making it a simple transition process to gain full compliance with the new regulation locally.”

Expert advice on CE marking is available through SIG CA’s nationwide branch network.

The Ancon guide to CE marking is available from SIG CA or online together with the company’s Declaration of Performance portfolio and factory production control certification at: www.ancon.co.uk/CE

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

Visqueen Simplifies CE Challenges

Visqueen Building Products has launched a new Essential Guide to CE Marking for Structural Waterproofing and Gas Protection.

Drawing on Visqueen’s extensive knowledge as a leading authority on structural waterproofing and gas protection, the 8-page document has been designed to help stockists, engineers and contractors understand their obligations under the new EU Construction Products Regulation.

Cameron Yates, Product Manager at Visqueen, explains: “We want to make the process of embracing the new legislation as simple as possible for our customers and key partners.

The new Visqueen Essential Guide to CE Marking for Structural Waterproofing and Gas Protection can be downloaded from the literature section of the manufacturer’s website: www.visqueenbuilding.co.uk/literature.asp

If you would like more information on this article and any of the products or services featured call 0800 183 2744.

The construction industry is currently going through the most significant change for a decade in the way in which construction products are supplied in Europe. Since 1st July 2013, under the Construction Products Regulation 2011 (CPR), it will be mandatory for manufacturers to apply CE marking to any of their products which are covered by a harmonised European standard (hEN) or European Technical Assessment (ETA).

This is a major change as CE marking products under the provisions of the existing Construction Products Directive (CPD) was voluntary in the UK and Ireland and now any product without CE marking cannot legally be sold here. This change means that when products will be available to the UK market and SIG CA’s suppliers have already taken measures to ensure this major change is seamless.

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SIG CA Celebrates a Century of Stainless Steel

Stainless steel is integral to the construction industry and 2013 marks the 100 year anniversary since Harry Brearley, a Sheffield metallurgist working on a solution for high temperature erosion in gun barrels, discovered a super steel that was to transform the construction industry.

In August 1913, when Brearley was experimenting with steel alloys, he created what he called “Rustless Steel”, which later came to be called stainless steel to describe the non-corroding surface of the metal.

The use of stainless steel in the construction industry continues to increase as its benefits, especially those relating to sustainability, are more widely recognized. It comprises 65-90% recycled material content (limited only by the availability of scrap), offers low thermal conductivity and is 100% recyclable at the end of its life, often maintenance-free, service life Austenitic stainless steel is the most common family used for structural applications as it provides a good combination of corrosion resistance, forming and fabricating properties.

Stainless steel fabricating specialist Ancon Building Products uses stainless steel in many of its products supplied by SIG CA, including stainless steel cavity wall ties, brick support systems, masonry reinforcement, shear load connectors, balcony connectors and special fabrications.

Ancon, like SIG, is an integral part of Sheffield’s rich industrial heritage. The company has been fabricating steel in the city for over 130 years and was one of the first companies to recognize the potential for stainless steel in building applications, when it began developing its range of structural fabrications in the 1960s.

The lead architect for the new terminal is Luis Vidal Architects collaborating with Foster and Partners and Pascall and Watson. To replace the original old and outdated building, which opened in 1955, they have designed a bright and modern space, with impressive runway views from the departure lounge, making use of the natural light that pours in through the ten metre high windows and north facing skylights.

The complete terminal will cover a floor space of 185,000m², extending into the existing Terminal 1 site. The floor will take heavy traffic from the 20,000,000 passengers plus associated traffic and airport vehicles which are estimated to cross it annually.

Vetter UK, the specialist contracting arm of Laing O’Rourke, turned to SIG CA Ash Vale to deliver the Ronacrete screed required for the project as the team at Ash Vale already had a close working relationship with Vetter UK and Ronacrete.

Ryan Smith, Branch Manager at SIG CA Ash Vale commented: “We have been able to develop a strong relationship with Ronacrete and the other suppliers on this project as a result of being involved from the initial stages. During the specification process SIG CA were able to offer their expertise and knowledge through visiting the Heathrow site. It is the regular face to face contact combined with strong supplier relationships and our commitment to continued project support that is vital to delivering the customer with a high quality complete package.”

SIG CA Ash Vale has supplied a number of different products to the project including PlacoScreen®/Wall Drying Fast Drying Screen which was specified for its fast drying properties and the fact that it could be mixed at ground level and then pumped up the three storeys to the point of application, saving time and cost. As the product is fast drying it meant that access by following suppliers and products wasn’t delayed, further streamlining the project.

The delivery team at SIG CA Ash Vale have to take into account the high security at the Airport and because of this every delivery has to be precision timed, Ryan said, “We always ensure deliveries arrive at the allotted time whether they come from us or from one of our suppliers. We are in constant contact with the site to ensure everything is communicated correctly and the deliveries run smoothly.”

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The Centre is the only major retail scheme to be recently built in the UK so SIG CA was delighted to be part of the project. As a cost of £350m the development is made up of two parts; the new build Trinity East which stands on the former Trinity and Burton Arcades and the redeveloped Trinity West, the former Leeds Shopping Plaza, a 1970s concrete-framed shopping centre.

Land Securities, the owners of the Trinity Leeds Centre appointed Laing O’Rourke to be responsible for the design and build of the development, including the demolition of the existing structures.

The initial construction of Trinity East began in August 2010 and included the construction of two basement levels, three retail floors and the signature glass dome roof. This section of the project was completed in December 2012. Redevelopment of Trinity West also started in August 2010 which involved transforming the former Leeds Shopping Plaza interior and exterior by encompassing demolition works, structural alterations, facade started in August 2010 which involved transforming the former Leeds Shopping Plaza interior and exterior by encompassing demolition works, structural alterations, façade was encouraged to achieve the best solution. The supply chain partnership and long established relationship between Laing O’Rourke and SIG meant that SIG CA engaged at an early stage; working closely with Laing O’Rourke’s design and procurement teams.

Laing O’Rourke kept SIG CA involved throughout with Laing O’Rourke’s in house teams Vetter and Expanded asking SIG CA Bradford to deliver an extensive range of products including cut to size Polystyrene Void Formers, SBR additives and Adhesive line adhesives.

The brickwork contract for the development was awarded to Keith Walton who were chosen for their specialism in brickwork. SIG CA Bradford supplied Keith Walton with Brick Ties, DPCs, Bekoart Bedjoint Reinforcement which provides additional strength to the brickwork, Joint Fillers and Brick Ties. In addition Mayplas MP556 Pintop was used in the cavities to ensure the necessary fire rating was achieved.

Alan Pickard, Regional Sales Manager at SIG CA Bradford said: “The site proved to be exceptionally difficult to deliver to as it was in the middle of one of the busiest city centres in the UK with height and waiting restrictions. Site storage was also minimal so timed early morning and evening deliveries were required. The reliability of SIG CA’s distribution fleet was essential to this project as deliveries were many and frequent.”

Throughout the project input and technical expertise from suppliers and contractors was encouraged to achieve the best solution. The supply chain partnership and long established relationship between Laing O’Rourke and SIG meant that SIG CA engaged at an early stage; working closely with Laing O’Rourke’s design and procurement teams.

SIG CA’s’ Expertise Ensures a Successful Project at St Mary’s Catholic College, Blackpool

St. Mary’s Catholic College in Blackpool dates back to 1871 and has recently been developed as part of the Building Schools for the Future scheme. Work began on the project in 2011 and the new school building, designed by Nightingale Associates, aims to achieve a BREEAM ‘Very Good’ rating through the specification of materials with low embodied energy and high thermal mass, such as brick cladding, and the use of natural ventilation and renewable energy sources. The school aims to showcase sustainable building design.

The school aims to showcase sustainable building design. For example, we kept large stocks of the required wall coating, following a site take-off by Ancon so the site never had any delay with supply. The project was also good news for SIG Insulation Liverpool branch. “This project has been a great success for us as a combination of forward planning and our team’s specialist knowledge meant that we were able to offer next day delivery to site, keeping PLF and Eric Wright happy. Further to this, we also worked closely with our suppliers to ensure the customer received an unrivalled service. For example, we kept large stocks of the required wall ties, following a site take-off by Ancon so the site never had any delay with supply. The project was also good news for SIG Insulation as Lyndsay secured a substantial order of Kingspan TW50 60mm cavity insulation for the SIG Insulation Liverpool branch.”

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Project Spotlight: Working Together to Deliver a Long-Lasting Repair Solution for Wessex Water

In the last edition, Fortis reported on the work SIG Construction Accessories Maidstone had been involved in on the new reservoir for South East Water in Aylesford. This edition takes a look at how SIG CA Bristol used their storage capacity and delivery flexibility to ensure that work with another high profile water company, Wessex Water, went to plan.

Wessex Water supplies 1.3 million people in the South West of England with around 264 million litres of water daily. It is recognised by water industry regulator Ofwat as one of the most efficient water and sewerage companies in England and Wales.

SIG CA Bristol worked together with concrete repair manufacturer Flexcrete Technologies Limited and specialist coatings system contractor Ultimate Coatings Limited to deliver a highly successful Rehabilitation solution at Ashford Water Treatment Works (WTTW), near Carlingford in Somerset. Ashford WTW is one of Wessex Water’s showcase facilities and handles around 10 million litres of water daily. It is recognised by water industry regulator Ofwat as one of the most efficient water and sewerage companies in England and Wales.

The concrete water tanks at Ashford WTW had deteriorated over time due to persistent chemical attack from the treatment process. The reinforced concrete substrate was showing extensive signs of erosion, resulting in 20mm losses of concrete in some areas. A well proven concrete repair and protection solution was sought and SIG CA, Flexcrete and specialist coatings system contractor Ultimate Coatings Limited to deliver a comprehensive solution for the Ashford WTW asset. The project required a number of specialist materials including Flexcrete Monolevel RM which was used to resurface the degraded concrete back to its original thickness and surface profile. Once this was complete the whole surface was overcoated with Flexcrete Cementitious Coating 851, a highly advanced, two component, waterborne cementitious modified polymer coating which provides an effective barrier against the effects of aggressive acid gases, moisture and chlorides, and also has greatly enhanced chemical resistance. The application of Cementitious Coating 851 at Ashford WTW will prevent further chemical attack to the concrete.

When SIG CA Bristol was brought in to deliver the product, flexibility was a key requirement from the supplier and the customer as only small quantities of the project could be delivered to site at any one time to accommodate the contractors work schedule. Jonathan Young, SIG CA Bristol Branch Manager at the time commented, “SIG CA Bristol’s branch storage capabilities and ability to deliver small ‘on-demand’ batches was critical in this project as we were able to bulk stock the materials needed for this project and deliver these in little-side chunks. This was ideal for everyone onsite as it meant valuable space was not taken up with unnecessary amounts of products and SIG CA’s renowned reliability meant that the site staff could trust that what they needed would be delivered exactly when they needed it.”

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Headed up by Frank Rowe, UK Group Training Manager, this training programme is the first of its kind in the industry to be accredited by the ISMMA the leading professional body for the sales industry. As well as certifying that SIG’s training programmes meet industry performance standards, the accreditation means that SIG plc is now a recognised ISMMA Centre, offering Level 3, 4 and 5 QCF (Qualifications and Credit Framework) qualifications. This means participants graduating from the SIG Sales Academy will have nationally recognised qualifications, equivalent to a diploma.

Career Development

The Training Academy also provides a robust and clear platform on which new and existing employees can begin and develop their career. This includes the SIG Training Passport – a personal development plan which enables our Sales Executives to offer sound advice to our customers, satisfying their requirements and hopefully gaining their repeat business.

SIG’s Training Academy not only provides classroom based training but also one-to-one sessions and a full e-learning programme to complement the courses. The Sales Performance team has produced over 35 standard courses and a further 10 bespoke courses to fit specific business requirements and full details of these courses are available in the SIG Training Prospectus.

SIG’s Training Academy not only provides a holistic solution for its sales personnel to enhance their learning and development, it also reinforces the company’s commitment to being a true supply chain partner which adds value to its customers’ businesses.

Laying the Foundations of Success with SIG’s Training Academy

SIG’s Training Academy has the key aim of making SIG plc a true centre of excellence for salespeople in the construction industry, enabling sales staff to reach their training and career goals within the company. A highly trained team is beneficial for customers too, as the greater the knowledge and expertise of staff, the more effectively they can help deliver customer projects.

Career Development

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The training utilises the knowledge of suppliers and the skills of SIG CA’s specialist Waterproofing team with the aim to bring this expertise to all SIG CA staff, reducing the reliance on a knowledgeable few and giving staff the confidence to deal with customer queries.

The training demonstrates how the Waterproofing systems are assembled and what each element provides, which allows the team to give customers vital information and also enhance an order from a basic enquiry. The practical aspects of the training allow a true world understanding of the systems so staff can experience what customers see and do and the issues they come across.

The Waterproofing training programme is supported by Nick Smith, Business Development Manager for Waterproofing, he said, “When I joined SIG CA part of my remit in conjunction with Trevor Smith and Jo Hickey was to put together a Waterproofing Training Module for the SIG CA Branches. We invited our top four Waterproofing suppliers to put together a practical and theory based presentation which enables our internal and external sales staff to discuss Waterproofing products impartially with customers.”

Trevor Smith, Category Manager, concluded: “This Training is designed to instil the expertise and confidence that enables our Sales Executives to offer sound advice to our customers, satisfying their requirements and hopefully gaining their repeat business.”

If you would like more information on this article and any of the products or services featured call (0800) 183 2744.
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