

FILON[®] roofscape

Your regular update from the leader in GRP building products



REASONS GIVEN FOR SPECIFYING
Filon's
TOP
5
FILON PRODUCTS

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Welcome to roofscape

It was great to meet so many of you at our Fixsafe Roadshows during 2013.

It's extremely gratifying that the Fixsafe system is now established as a safe and cost-effective alternative to the dangers of climbing onto fragile roofs. The HSE continues to support our efforts to make Fixsafe the norm – not the alternative.

The past year has seen a dramatic upturn in the volume of orders we've received – a sure sign that the economy is picking up (see opposite) but also, further evidence of the trust enjoyed by the Filon brand amongst specifiers and installers.

We're always looking to improve our products and service - and that starts by taking a long, hard look at what we do, how we do it and what our customers say. This helps us to spot areas for improvement and to understand the factors behind successful quotes. You can see what kind of feedback we're getting on p4.

I hope you'll find this issue of Roofscape interesting and informative. To ensure you receive future copies, please register using the details opposite.

Finally, we'll be taking Fixsafe on the road again in 2014, so I hope to see you soon.



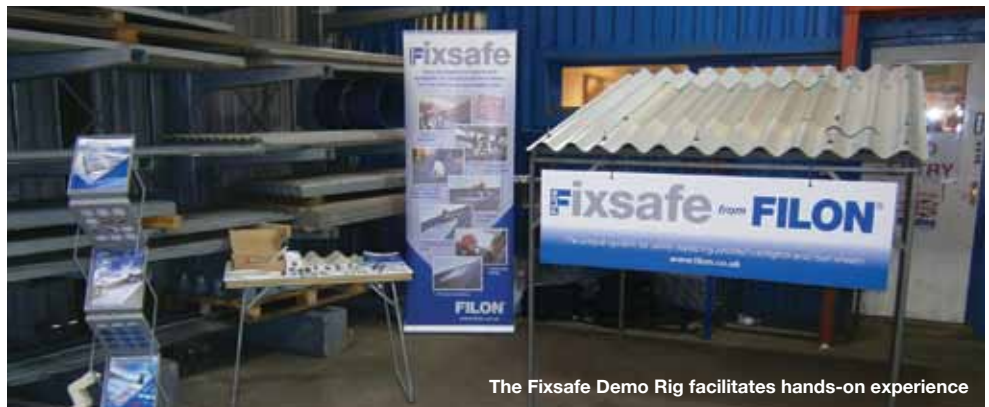
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Fixsafe Roadshows spreading the word on roof safety



The Fixsafe Demo Rig facilitates hands-on experience

Have you attended one of Filon Products' Fixsafe roof safety roadshows yet? Those that have done are giving great feedback and orders for the system are increasing all the time.

Over the last twelve months, Filon has presented over forty Fixsafe Roadshows throughout the UK, from Newquay in Cornwall, all the way up to Inverness – at roofing products distributors, contractors and specifiers' premises and HSE events.

With Fixsafe, all work can be carried out from beneath the roof so there's no need to access dangerous fragile roof areas.

Installation of roof sheets and rooflights isn't only safer – it's quicker too, with no external scaffolding, roof staging or safety nets.

The Roadshows are proving extremely popular with roofers who appreciate the demonstration rig which allows hands-on experience of installing the system - while on terra firma!

You can see how the Fixsafe system was used on an industrial building in Devon, on P5 of this issue.

For further information and dates of forthcoming roadshows, please visit www.filon.co.uk. ♦

The Filon File *Latest news from the Filon team*

Filon's longest serving employee, Commercial Manager Eric Burton, has recently retired.

Eric has worked for the company for nearly 52 years, playing an important role and enjoying popularity with customers and colleagues alike. Best wishes for a long and happy retirement, Eric!
Another popular long-term Filon employee,



Eric Burton Maggie Perks

Maggie Perks, has been promoted from Sales Office Supervisor to Sales Office Manager, taking on a broader role following Eric's departure.

Well done Maggie!

Maggie's former position will now be taken up by **Sally Stokes**, who's also made a great contribution to the team. Congratulations, Sally!
Managing Director **Ron Allen** has recently achieved another Filon landmark this year, having reached his fortieth year of employment by the company. Ron started with Filon in 1973. Here's to another forty years, Ron!

There's been a baby boom at Filon over the last twelve months, so you may have missed some of

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It's up, up and away for 2014

...as the business optimists are proved correct



With analysts predicting that the UK's economy will grow faster than expected in the coming year, Filon is looking forward to building further on the excellent progress the company made in 2013.

Growth and interest has been building all year, and the order book has increased significantly. Orders for Fixsafe have more than doubled since 2012. Business Development Manager Mark Wilcox said: "What's particularly encouraging is that the upturn has been across all sectors. We've been working hard on new developments and additions to our product range, so we're looking forward to an even better year in 2014".

Contact Mark Wilcox on 01543 687300. ♦

the team while they've been on maternity leave. Congratulations to all our new Mums and Dads. They must be putting something in the water here in Burntwood!

Finally, here's an opportunity to meet some of the Filon team. Join us on stand H08 at the RCi Show in October 2014.

rci SHOW 2014
 Ricoh Arena, Coventry
 29th - 30th October 2014
 Pre-reg at www.rcishow.co.uk
 We're going, make sure you're going too!

IT'S YOUR SHOW! FOR YOUR INDUSTRY!

Industrial rooflight refurb challenges? Monarch rooflights have them covered

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Perfect for playgrounds: Filon's Fastlock polycarbonate canopy system

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Fixsafe sheets now available in all three fire grades



Filon Fixsafe profiled sheets can now be supplied in all three fire grades.

- Filon grade 300 – SAB Class 3
- Filon grade 104 – SAA Class 1
- Filon grade 101 – SAA Class 0

Fire grades can now be ordered to match the required specification precisely, helping to reduce costs whilst maintaining conformity.

Translucent and opaque sheets are available.

For further information, please visit www.filon.co.uk. ♦



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The five key reasons why specifiers choose Filon for rooflights & roof sheets

It's been a busy year at Filon Products and the feedback we're getting from customers is encouraging. We're always looking to improve our products and service - and that starts by taking a long, hard look at what we do, how we do it and what our customers say.

...so with thanks to customers across the UK, here are the top 5 reasons they chose Filon.

1. Trust

With the bulk of our orders coming from repeat customers, it's clear that Filon's reputation and track record plays a big part in securing business. Filon has been manufacturing quality GRP products for nearly 60 years and is recognised around the world as a trusted brand.

The name Filon is often used as a generic term for rooflights, in the same way that people often refer to vacuum cleaners as 'Hoovers'.

2. Effective solutions

Filon has always placed high emphasis on product development and has pioneered many solutions that we all take for granted today. These include: reinforced sheets with accurate profile matching; the lightweight Filon over-roofing system that has revolutionised factory roof refurbishment; and Fixsafe, the installation solution that avoids

the need for roofers to access dangerous fragile roofs. In a nutshell, Filon has the right products for the job. Whatever the project.

3. Service & support

Customers rate us highly for friendly and knowledgeable technical and specification support and documentation.

The fact that we are often able to satisfy small orders from stock for next day delivery is another advantage that customers have referred to.

We are committed to quality service throughout the company – from the shop floor and the technical department, to sales and administration functions.

4. Compliance

Our customers enjoy the peace-of-mind that comes from knowing their products will conform to standards and regulations.

We carry ISO9001 and ISO14001 accreditations and are members of the National Federation of Roofing Contractors; the Metal Cladding and Roofing Manufacturers Association; the National Association of Rooflight Manufacturers; and the Liquid Roofing and Waterproofing Association. We were among the first rooflight manufacturers in the UK to CE mark relevant products under the Construction Products Regulations that are covered by a harmonised European standard (hEN). See separate article, below.

5. Cost

Innovative Filon solutions are often specified as a cost-effective alternative to other technologies. For example, our lightweight over-roofing system allows roof refurbishment without the costs associated with either stripping the existing roof or strengthening the supporting structure. As well as improving site safety, the Filon Fixsafe system eliminates the cost of external scaffolding, safety nets or roof staging - and minimises time on site. Like for like comparisons with other manufacturers reveal that Filon offers competitive pricing across its range. ♦



CE Marking announcement

All Filon GRP profiled rooflights are now manufactured in accordance with National Annex of BS EN 1013. This has required an alternative approach to the way that GRP rooflights are measured and consequently the weights we are all familiar with such as 2.44kg/m² have been replaced with similar referencing such as CE24.

This change is fully explained in our Technical Information Sheet TIS030 and is available from our Sales Office or for download from Downloads page of our website. All CE marks are being applied to the customer copy of the delivery note and Declarations of Performance (DoPs) are also available from the website under Legislation.





Devon roofers play it safe with Fixsafe

Exeter-based Progressive Maintenance Ltd. has recently used Filon's innovative Fixsafe system to safely replace profiled rooflights on an industrial building in Cullompton, Devon.

The existing rooflights were extremely discoloured, resulting in very low natural light levels in the building and some were damaged, allowing water ingress.

Progressive Maintenance Ltd. had previously avoided projects involving asbestos or fibre cement roofs due to the risks involved. Then the specification team at the company became aware of the Fixsafe system and were planning to try it out. This building provided the ideal way for them to put Fixsafe to the test.

Fixsafe is the HSE preferred way to replace rooflights or roofsheets in profiled roofs, facilitating replacement from inside the building, with no need to access dangerous fragile roof areas. The system not only removes the risk of falls through fragile roof areas: it also eliminates the costs and time

involved in assembling costly scaffolding, roof staging and safety netting.

Following a survey, it was established that the discolouration of the rooflights at Cullompton was mainly due to algae growth which could be removed by cleaning. However, five out of the twelve rooflights on the site were damaged and needed replacing.

Most Fixsafe projects to date have been carried out using a scissor lift, but in this case, an electric boom lift was required, to allow access to the roof space without the need to move heavy machinery on the factory floor.

The team at Progressive Maintenance had established that the Fixsafe principle was sound: by keeping people off the roof, safety will be improved. However, they wanted to know how the system performed in practical terms, under the time and cost constraints of a live project. This exercise confirmed that Fixsafe met the company's expectations for improved safety, ease of

installation and cost-effectiveness.

A spokesman for the company said: we will certainly be using it again and will be confident to accept projects we may have previously rejected on safety grounds."

Filon has recently extended the Fixsafe range to include three fire grade options making the system more cost-effective across a wider spread of applications.

For further information or to download a brochure, please visit www.filon.co.uk ♦



Filon GRP over-roofing gives council depot a new lease of life



Poor condition of the existing roof

In a project undertaken by Mitie Tilley Roofing Ltd, Filon's lightweight GRP over-roofing system has been used to refurbish South Ribble Borough Council's Moss Side depot in Leyland, Lancashire.

The over-roofed building at the Depot has a roof area of approx. 2,000m².

The existing asbestos cement roof had started to fail, allowing water ingress into some areas of the building.

A survey confirmed that the roof was in very poor condition and also revealed that the supporting structure wasn't strong enough to support the steel profiled roof that had originally been considered by the client.

Having had prior experience of Filon's over-roofing system, the team at Mitie Tilley Roofing recognised that this was the ideal solution for the project.

A spokesman for the contract team said: "Filon over-roofing is strong and durable, yet very light, so it can be used to overlay existing failing roof finishes without the need for additional structural supports."

This method of roof refurbishment created additional advantages for the Moss Side depot.

By removing the need to strip the existing roof sheets, time on-site was minimised and the whole operation was carried out with minimal disruption to building occupants.

Filon over-roofing eliminated the requirement for asbestos handling or disposal, creating further savings and avoiding potential health & safety issues.

The insulation was also upgraded as part of

the over-roofing project – another benefit of this method of refurbishment.

Filon over-roofing has been proven in hundreds of applications around the UK, for clients including: Royal Mail; Granada TV; Jewsons; Rolls Royce; Comet; Marks & Spencer and many, many more.

For further details, please call Filon Products on 01543 687300. ♦



Typical Filon over-roofing installation

Industrial rooflight refurb challenges? Monarch F has them covered.

Filon's Monarch F GRP barrel vault rooflights were installed on this former DIY store in Winnersh, Reading, as part of a refurbishment project by Dorset based Industrial Building Solutions Ltd.

The original roof construction, built in the early 1990's, was an insulated steel, twin skin system and natural daylight was introduced into the building via curved or barrel shaped double skin rooflights.

These were of a PVC material that had discoloured, causing a dramatic reduction in daylight into the building. Cracks had also appeared, allowing water ingress – and thermal performance was minimal as the rooflights were of only double skin construction.

Andy Green of Industrial Building Solutions Limited was approached for input and technical assistance to replace the ageing rooflights with a more modern product that would be compatible with the cover width

of the existing obsolete sheeting layout. He takes up the story: "We chose Filon's Monarch F GRP insulated, barrel vault rooflight system – a solution that we have used many times before with great success.

The Monarch system provided compatibility with the cover width of the sheeting and allowed for deeper curb upstands in galvanised steel with pre-fitted bespoke colorcoat flashings."

Andy Green continued: "This construction provided a thermally broken structural support for the new rooflights: another important factor we needed to address."

To meet the current building regulations, Industrial Building Solutions Limited also fitted translucent GRP lining sheets to each opening. These, together with the new double skin Monarch rooflights, created a triple skin system giving superior thermal performance to the original construction and reducing costs from internal heat loss.

The rooflights were supplied and fitted in bespoke lengths to form the overall replacement run to each position. The unique jointing detailing of the system enabled a 100% weathertight finish to be achieved on each replaced rooflight run at the end of each working day.

For further details, please call Filon Products on 01543 687300. ♦





Fastlock canopy system creates new teaching space

Halliday Meecham Architects specified Filon's Fastlock click-together polycarbonate canopy system for this classroom extension at the Pebble Brook Primary School in Crewe.

Steve Kendall of Halliday Meecham said: "We wanted something that had a softer, less industrial look than conventional profiled polycarbonate sheeting. Fastlock provided the perfect solution - with the added bonus that it's available in white and colours as well as clear."

The canopy provides an additional covered outdoor teaching area, making excellent use of available space for a cost-effective new facility that's popular with pupils and teachers alike.

Fastlock is suitable for curved or pitched canopies and is quick and easy to install, making it suitable for all kinds of projects.

Please call Filon Products today for further details. ◆

FILON®

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FILON Fastlock

The versatile, click-together canopy system that's quick and easy to install

- Strong, resilient click-together polycarbonate construction
- Transparent, translucent white or coloured panels
- Invisible, non-penetrative fixing system
- Suitable for curved or pitched canopies



For details, please call Filon Products on 01543 687300