

## Editorial

*A decade has passed since Rubberfuse entered the market. With activities developing and extending to additional countries, the volume steadily increased, to such a stage that the membrane production line is now about to reach its limit. A strategic decision about the future had to be made. Since Imper Italia believe in the proverb "who does*



*not keep moving forward recedes", the decision was to invest in an additional TPO/FPA line. Eurodue 2, a new state of the art calendaring/extrusion tool, is scheduled to be operating by mid-year. This obviously implies that efforts will be required to keep developing sales. We consequently plan to be more aggressive on the market place. However, as experience demonstrated that our marketing approach, which is to*

*offer top performance and quality, results in total customer satisfaction, the fundamental strategy will remain unchanged. Policies and procedures relating to both system and authorised applicators concepts will eventually be further enforced. Of course, we appreciate that not much may actually happen without the support of the members of the Team. But we are confident that all Rubberfuse partners will stand behind and "cover the extra mile" which is required to further develop our operations while maintaining the reputation of our Product which will "keep breathing" at the top.*  
M. Aughuet.

## Rubberfuse covers Ecoparc

With a capacity for treating organic waste as generated by 3 million inhabitants of the Barcelona Metropolitan area, Ecoparc ranks among the largest Solid Urban Residues (SUR) treatment sites in Europe. Respecting the environment being a major concern for such activity, the use of environmentally friendly materials was an obvious requirement. A couple of additional constraints were the shape of the roof (low slope waving structure for optimal sun lighting) and the vicinity of the Barcelona airport (implying good resistance of the membrane to kerosene).

All these requirements were deciding factors in favour of Rubberfuse. The selected system is 1.2mm thick Sintofoil ST white, mechanically fixed on high density rockwool and pre-coated Plastisol steel deck. Quite a logical choice, since the ST (non reinforced) membrane is the most ecological membrane on the market. Furthermore, it offers the high elongation capacity (over 700%) required to cope with the significant stress induced by the waving steel structure and a good resistance to kerosene.

The installation was carried out by Acieroid, the long standing Rubberfuse Partner in Spain. Acieroid so far installed over 1 million m<sup>2</sup> of TPO/FPA systems, with references including most prestigious names.



## Marketing & Sales Seminar

According to the established tradition, a group of marketing and sales managers who recently joined the Rubberfuse Team got together in Mappano for the annual 3-day Distributor Marketing and Sales Seminar. The agenda covers a broad range of subjects such as market review, technology and good practice, strategy and other key issues. A hands-on session in the Training Centre, a tour of the Sintofoil/Eurodue plant and the visit of a showcase job were also part of the program. This year, participants came from the Czech Republic (Ravago Praha), Croatia (Ravago Hrvatska), Holland (Altena), Poland (Resinex) and Spain (Acieroid). During the session, each participant had the opportunity to discuss specific issues relating to their respective market, while learning from the experience of the others. And the photos confirm that wearing a suit does not imply a lack of interest in the hands-on part!



## Ravago and Rubberfuse go further East

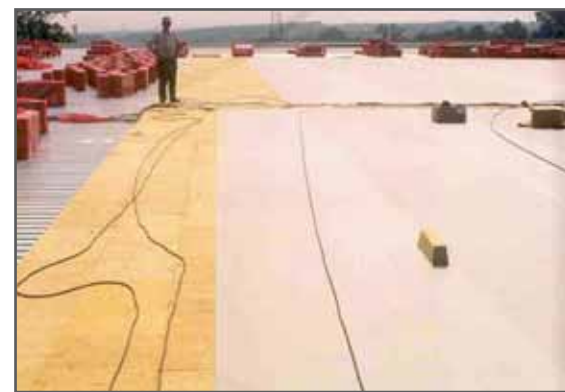
The cooperation between Ravago and Rubberfuse keeps spreading out. Ergotech (Greece) is one of the pioneers who joined the Rubberfuse team as early as 1995. A few years later, Ergotech was followed by two other companies of the same Group: Ravago Hrvatska came aboard in 2001 and Ravago Slovenia in 2002. This year, two more Ravago Group members decided to join: Ravago Praha in the Czech Republic and Resinex in Poland.



Established in Warsaw since 1997, Resinex now operates from offices in Warsaw, Krakow, Katowice and Poznan. The "finished products division" is the distributor of worldwide leading companies active in the construction industry such as Dow Chemical (Roofmate insulation), Dupont (Tyvar geotextile and Tyvek air barrier), Rockwool (insulation) and Trespa (cladding and interior panels). Resinex's strategy is to provide reliable and top quality service to its customer base.

Rubberfuse is therefore a most adequate addition to Resinex's current product line.

The good news for Resinex is that a nice local reference is



already available to support their sales efforts. The 40.000m<sup>2</sup> Roca plant in Gliwice, an export project carried out by Acieroid (Spain) has a Rubberfuse roof using Sintofoil ST mechanically attached on steel deck and Rockwool insulation. The initial phase was installed in 1997 and an extension has been recently completed.

## LIDL goes TPO/FPA

Ravago Hrvatska recently added quite a nice reference to the Rubberfuse list of references in Croatia. The Sintofoil ST/Grey/1.5mm membrane, mechanically attached on 160mm rockwool and steeldeck using Rubberfuse thermal shut fixings has been selected by Lidl, one of the largest chain of grocery stores in Europe, selected a Rubberfuse roof for their new 40.000 m<sup>2</sup> distribution centre located in Jaska, south of Zagreb. "There are several reasons for such a choice", explains Vlatka Marinkovic, Managing Director of Ravago Hrvatska, the Rubberfuse distributor in Croatia. "The system is installed by

Sim Gradjna, a large, quality oriented applicator with good local references (ex: Porsche, Kia,..), field support is provided by the manufacturer, the membrane is environmentally friendly and all this package is available at a quite competitive price".

Incidentally, the installation works started by end of January, in freezing cold weather and under the snow which kept falling for days and days. Nevertheless, over 15.000m<sup>2</sup> were installed after a couple of weeks.





## A swimming pool in the green



Grange over Sands is in the Lake District and borders Morecambe Bay, a large bay in Northern England and an important wildlife site, with abundant bird life and varied marine habitats.

Hodder Associates, the Architect in charge for the new swimming pool, selected a Rubberfuse system for its environmental credentials, a prerequisite in this area of natural beauty.

As good roofing practice is avoiding any fixing for a swimming pool's roof, a fully adhered system using 1.2mm thick Sintofoil FB (Fleece-Backed) was selected. It should also be stated that the availability of FB-SF (solvent-free) Adhesive is another plus supporting the choice of a "green" system.

## Certification program

### Belgium

Under the ATG reference 04/2616, Rubberfuse obtained the technical agreement with certification from UBAtc for Sintofoil ST and RG membranes. It is interesting to note that Rubberfuse is the first system subject to certification based on the requirements and test methods of the recent UEAtc Guidelines for TPO (FPO) roofing membranes.

### Russia

Miandrstroy, the Rubberfuse distributor in Russia, obtained the renewal of the local certification (first obtained in 1997) for the Sintofoil membrane. The document's reference number is 0312379.

### Europe

The procedure relating to ETA (European Technical Approval) for mechanically attached roofing systems that will soon come into effect in many European countries has been initiated via ITC, the Italian member of UEAtc.

A key item of Imper Italia's strategy is to offer a product line that meets the local industry standards and technical requirements. To date, Approval an/or Testing Certification has been obtained from the Authorities in the following countries (listed in alphabetical order): Belgium (UBAtc), Bulgaria (HNCN), Croatia (IGH), Czech Republic (CSI), Europe (UEAtc wind testing), Germany (SKZ), France (Qualiconsult), Holland (BDA-Intron), Hungary (EMI), Russia, Slovenia (ZAG), United Kingdom (BBA) and USA (FM).

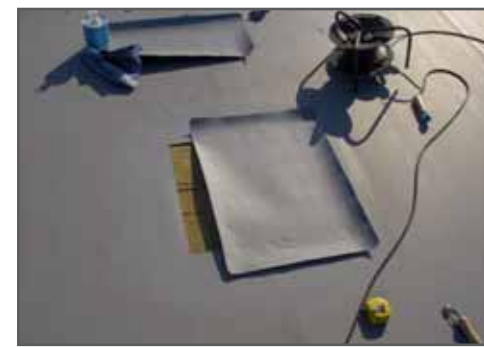


Publisher information  
Rubberfuse News is published by  
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## Tech corner : repair

"Nobody is perfect" is a proverb that also applies to single ply technology. Mechanical damage of the membrane or defective seaming (detected while probing) may indeed occur on any roof.

The necessary repair will be undertaken by welding a patch of new material over the faulty area. The patch will be larger than the damaged/defective area by at least 50mm in any direction and will have round corners, to ease the welding operation. An essential field tip is to make sure that the existing membrane is clean and dry prior to welding the patch, especially if the existing membrane is weathered. After drying and cleaning (see A/E manual, art. 3.6), the patch can be easily welded.



## Environmental concern keeps growing

A major trend in the roofing industry is the growing concern towards the quality of the environment. A clear indication is given by various initiatives taken at National and European level. In France for instance, in line with the European Directive for Building Products, the PNSE (National Health and Environment Plan) targets to publish the environmental characteristics of over 50% of construction materials by the year 2010. The HQE® (High Environmental Quality) Program is part of this plan and encourages Building Owners, Architects and Construction Managers to give priority to environmentally friendly materials in their specifications.



## Slovenians visit Belgium

Ravago Slovenia and some of their key clients took the opportunity of a trip to Holland to also visit, in Antwerp, a Rubberfuse roof recently installed on a laboratory and administration building of the Flanders Region. Detailed explanation about the reproofing system (overlay of the existing bituminous system) was provided by D. Roothans, the Rubberfuse Authorised Applicator selected for the project and B. De Keyser of Codeka, Rubberfuse distributor for Belgium. A dinner at the Antwerp Royal Yacht Club closed the visit in style and allowed all attendants to become more familiar with both Rubberfuse technology ... and Belgian cooking.



## Web Site

The official Rubberfuse site is now open. A few clicks on www.rubberfuse.be will provide access to the main data relating to the company and the product. The site also includes a list of major references with pictures, recent newsletters and contact links. A specific "locked" section is dedicated to the Rubberfuse Team members and allows sharing confidential information. Of course, we plan to further develop the site. And any idea to improve is welcome!



## A nice reference in Creta

Ergotech recently secured the foundation waterproofing of the new Heraklion Gymnasium. The selected membrane is Sintofoil RG 2.0mm thick. The major decision factors were the material's top performance and the installation of the system by experts. Ergotech is a Rubberfuse Authorised Applicator since 1995. Their reference list includes many prestigious projects. More to follow in the next Newsletter!