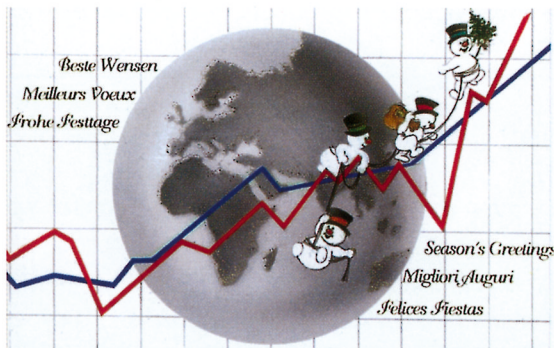


Editorial

In the roofing market, a major trend is a constant request for improved quality. Oddly enough, it is also a fact that professional roofers -people who really master all aspects of roofing application- is becoming a rare species. By formally setting up the policy and procedure relating to the Rubberfuse authorised applicators, our objective is to address these contradictory issues. We sometimes hear that " the authorised applicators concept is a restriction to sales growth ". On the (very) short term, maybe. But on the long term, certainly not, as it will not take long for our customers, would they be Contractors, Architects or Building Owners, to realise that such approach is a key to quality. And quality has always proven to be a determining factor for successful development.



In closing, as this year already comes to an end, I would like to take this opportunity to express our thanks for your collaboration to the development of the Rubberfuse product line and wish you all the best for 2002, which hopefully will be great ... and " green " of course !

M. Aughuet.

La Redoute Job

One of largest companies specialised in sales by correspondence in France, La Redoute is facing the problem of building maintenance, which includes reroofing. A few months ago, it appeared that the renovation of a couple of roofs was necessary at the Wattlelos facility. After evaluating several proposals, La Redoute decided to go Rubberfuse.

The first roof is a 5.000m² multi-storey dispatching centre, initially covered with an exposed bituminous sheet. After preliminary cleaning, Sintofol FB grey 1.2mm was mechanically secured to the substrate, using ø 5.5mm fixings and "locking" nylon plates.

The second roof, totaling about 7.000m², covers the restaurant and other general facilities. As the existing bituminous sheet was loose-laid and ballasted, the Rubberfuse proposal was quite obvious: after removal of the gravel and brushing of the existing sheet, Sintofol FB black 1.2mm was laid loose and secured at the perimeter. The gravel was then put back in place.

In both cases, the Fleece Backed version was selected, as the polyester fleece provides for mechanical protection and eliminates the time which should usually be required to install a distinct layer. It is interesting to note that the decision to use Rubberfuse systems was essentially supported by a quality factor: the systems were proposed by SNEI, Rubberfuse applicator since 1995, a company with an established reputation for total quality services.



Altena Launches Ecoline



In an increasing number of European countries, the environment is becoming a growing concern. To emphasize on the advantages of FPA Sintofol membranes in this field, Altena,

Rubberfuse distributor in the Netherlands, has developed RES (Rona Ecoline Systems), a Dutch version of the Rubberfuse concept.

RES is introduced on the Dutch market by a group of partners including an engineering office with expertise in environmental matters, a "green roof" specialist, the membrane manufacturer, Imper Italia's Rubberfuse Division and the group of local Rubberfuse authorised applicators. Market entry is handled via various media such as specific literature, articles in specialised magazines, exhibitions, telephone information desk and internet site.



Eco Housing project in Zwolle.

The RES leaflet includes different chapters: roofing's history, evolution of the attitude toward the environment, new developments aiming at an improved life climate and a review of the main features of the R.E.S. package.

Since the introduction of Rubberfuse systems at the Utrecht fair last year, over 140.000m² TPO/FPA Sintofol membranes have been installed in the Netherlands.

Focusing on long term performance of RES, and with the support of DUBO ("Duurzaam Bouwen", which translates to "Durable Building"), the Dutch Authority in charge for environmental issues in the construction industry, such program will certainly speed up the development of Altena's operations.

Russian Certification Obtained

As part of the European certification Program, the Sintofol membranes and Rubberfuse systems have been tested to show compliance with UEAtc Directives and other standards for physical properties, seam strength, wind and fire resistance.

A recent addition is the certificate issued by O.P.C.P. (Russia), which includes compliance of Sintofol membrane with general performance, hygiene and fire requirements.

So far, Approval and/or Testing Certification has been obtained from the following Authorities:

B.B.A.	United Kingdom	Roofing systems
Bureau Veritas	France	Roofing systems
T. Ü. M.	Germany	Sintofol membrane - DIN norms
B.D.A. - Intron	Holland	Roofing systems
Factory Mutual	U.S.A.	Mechanically attached system
E.M.I.	Hungary	Roofing systems
C.O.B.R.	Poland	Sintofol membrane
C.S.T.C.	Belgium	Wind uplift - UEAtc testing method
I.G.H.	Croatia	Sintofol membrane
O.P.C.P.	Russia	Sintofol membrane

Further programs are underway, namely with
 U.B.A.tc Belgium Roofing systems
 CSTB France Roofing systems

Authorised Applicators Program

An essential marketing principle of Rubberfuse is to offer total quality. This implies that the installation of the system -a key item to achieve the goal- has to be carried out by fully trained, experienced authorised applicators. Quite often, questions are arising: "What does authorised applicator exactly mean? What is the policy? Who qualifies?"

While a network of authorised applicators is already established in several countries, yet the concept needed clarification, especially for the new members of the Rubberfuse Team. It took some time to formally set up the program, as many specific aspects had to be taken into account, but finally, here it is: the authorised applicator policy and procedure are defined and will be gradually implemented in all active areas.

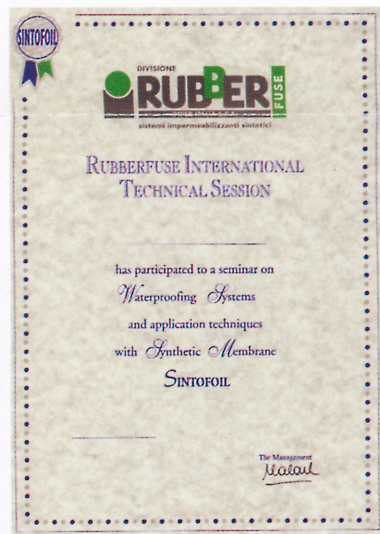


What is the policy?

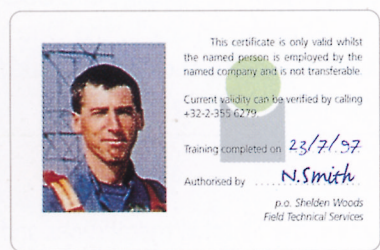
In order to enforce total quality, Rubberfuse systems, ie Sintofoil membranes and relating accessories (Sintofoil is never sold as a commodity), will only be installed by authorised applicators.

What is procedure?

1. A person is considered a Rubberfuse authorised applicator after
 - having actively participated to a technical session (hands-on) in a Rubberfuse training centre.
 - and having satisfactorily installed the first job following the technical session (start-up).
2. The confirmation of successfully meeting the above requirements is the responsibility of the Rubberfuse's field technical representative.
3. As far as the confirming documents are concerned,
 - after the hands-on session, a certificate is handed over. This document however is not the formal authorised applicator's certificate (badge).



- once the successful start-up is confirmed by the field technical representative, the badge is handed over. It shows the Person's name and photo, the Company's name (the validity is linked to the person remaining with the Company) and the validity period, usually 1 year.



4. At the badge's expiry date and prior to renewal, we will verify whether additional projects have been properly installed by the authorised applicator. If no additional project has been installed in the meantime, the badge will be cancelled, which implies new training might be required.

Would you have any further question about this program, please do not hesitate to contact us.

Last Minute : Ravago Croatia

Just a few months after the introduction of Rubberfuse at the Zagreb fair, Ravago Hrvatska already won a few nice references. The latest project is the Rudman Opel showroom in Zagreb, 600m² mechanically attached roofing system using Sintofoil RG/grey/1.2mm, installed by Hidrosan d.o.o.

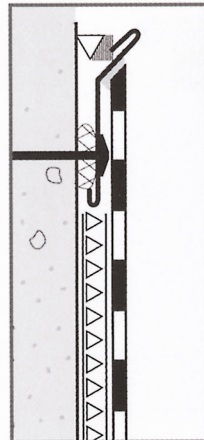


Publisher information

Rubberfuse News is published by
Imper Italia - Rubberfuse Division
International Operations
mast sa • 7 Rue du Bois
1480 Tubize - Belgium
Tel 00 32 2 355 62 79
Fax 00 32 2 390 05 70
E-mail mast_sa@win.be

Quality Corner

Field experience indicates that in many cases, the cause of a leaking roof is a failure at mechanical terminations (ex: counterflashing or pipe). The "usual" detail often proves to be poor: the membrane is simply secured at the top with a profile sealed with a silicone-based sealant generally not supplied by the membrane manufacturer.



The Rubberfuse detail is designed to eliminate the weaknesses of such detail: a bead of permanently flexible Waterstop Mastic is applied between the substrate and the profile, which is secured in a way to maintain the mastic under continuous compression. It is then sealed with compatible Rubber Sealant. The skirting's membrane is welded to the profile (sheet laminated metal option) or secured by a profile (metal option - counterflashing) or a clamping ring (pipe seal). Using Rubberfuse accessories as described is the guarantee for total long-term performance.

As part of the total quality approach and to offer the most adequate products, Waterstop Mastic and Rubber Sealant are now manufactured by Imper Italia.

Lead Seams - Rubberfuse Version

The property developers Michael Schwartz Construction found themselves in need of a solution for waterproofing their new project in Harrow, London. The request was to provide an effective waterproof system which also needed to reflect the quality of the residential accommodation below.

Initially, they considered using one of the many standing seam metal systems but soon realised they would be too expensive and very limiting, given the design criteria. They turned to the contractor Westfield Roofing for advice on which system to use.



Eamonn Dowling, the Managing Director of Westfield Roofing, a Rubberfuse Authorised Applicator, contacted IPS UK Limited and explained the complexity of the project.

From the initial conversation, drawings were produced and IPS UK staff attended the site and within a short time the project was underway. The team at Michael Schwartz very much appreciated a heat-weldable adhered system, using TPO/FPA Sintofoil FB (fleece-backed) membrane, which could also made to resemble a lead roof by the addition of a FPA standing seam profile welded to the membrane.

The end result is a breathtaking, traditional mansard design with lead seams and all the longevity of modern Rubberfuse technology.

First AA's in Lithuania



Three technicians of Stogu Dengimas, a leading contractor based in Vilnius, have recently obtained the status of Rubberfuse Authorised Applicator. After attending the required "hands-on" training session, Saulius Navickas, Eduardas Kaniauskas and Arkadij Miklis, successfully completed, under the supervision of Sheldon Woods (Rubberfuse Field Technical Representative), their first TPO/FPA project, a reroofing using Sintofoil ST membrane loose-laid under gravel.

We welcome Saulius, Eduardas and Arkadij in the Rubberfuse team and look forward to successfully develop, together with Stogu Engimas, our operations in Lithuania.