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CROSSGRIP GENERAL DETAILS AND SELLING POINTS

Many large commercial buildings these days are constructed with a flat roof structure for design and functional reasons. Alongside this the demand for roof walkway systems has also increased significantly for 3 main reasons:

- To allow access for maintenance on the roof of machinery associated with, lifts, heating, ventilation, air-conditioning, telecoms and other auxiliary equipment,
- To allow access for window cleaning purposes,
- To provide Safety exits.

In 1995, to meet this growing demand, we launched Crossgrip that was specifically designed for that purpose. Crossgrip is now one of our best sellers in the UK. The following information may assist your company to replicate this success within your organisation.

Benefits of Crossgrip:

- **Slip resistance**: the cross directional top ribs combined with the “diamond cut” top surface, gives excellent slip resistance, particularly when walking along the length of the matting.
- **Drainage**: its 14mm height and open grid format give good drainage and is also particularly effective where “puddling” occurs.
- **Flexibility**: Crossgrip’s flexibility ensures that it will contour to bumps, slight ridges or other imperfections of the roof surface. This can often occur after roof renovation because new membrane systems are just laid on top of the old ones.
- **Protection of the membrane**: by definition these roofing membranes (usually bitumen, PVC, FPO, or EPDM) have to be waterproof. However as they are very thin and possibly easily punctured, the use of Crossgrip will protect against harm as a result of pedestrian traffic.
- **Quick and easy to install**: as it comes in roll of 10 metres, Crossgrip can be quickly installed especially when compared with tile format systems offered by competitors. There is also no need to fix Crossgrip to the roof being a loose lay product (see wind testing).
- **Maintenance free**: Crossgrip once installed requires no maintenance. Its non-porous PVC composition is resistant to all weathers.
- **Lightweight product**: Crossgrip weighs 6.6 kg/sqm and can therefore be used on light roofing structures.
- **Long lasting**
- **UV resistant**
- **Stable through colours**; Available in black or light grey colour as standard providing contrast with the waterproof membrane for walkway marking purposes.

Cost:
Although Crossgrip can be considered a more expensive product than similar products, it is an exclusive system with a unique combination of benefits with no direct competition in the market place.
It is also worth comparing its total cost (including fitting) when other competitor's alternatives are in question. Crossgrip's rolls of 10 meters make the fitting much easier and quicker than other products such as interlocking tiles. Another major advantage is that Crossgrip requires no fixing (see wind testing) saving substantial time and expenditure.

Additional technical information:

- Wind testing: Crossgrip was tested at the University of Hertfordshire UK, School of Aerospace, Automotive & Design Engineering, in a wind tunnel to measure its stability in strong winds.
  The report showed that Crossgrip when laid flat withstood winds up to Hurricane Force 12 on the Beaufort wind scale 100 miles/hour (160 km/h).

- Low temperature Performance against impact: PVC at extreme low temperature can become brittle under shocks. Officially we mention that Crossgrip is functional to – 23 degrees Celsius but in some countries, this is not sufficient where winter temperatures can be even harsher. We have therefore conducted an Impact test at temperatures below –40 degrees Celsius that shows little damage. This would prove that under normal and fair use (maintenance traffic), Crossgrip remains functional.

- Compatibility reactions: there are many different types of waterproof membranes and some concerns have been raised when Crossgrip is used in conjunction with bitumen membranes. There is indeed a risk that with time the plasticisers from Crossgrip will migrate into the bitumen and cause damage. Six months ongoing laboratory tests on various bitumen systems – with SBS (Styrene Butanium Styrene) modifier or APA modifier (with mininerals or granulates) have shown very little signs of migration. In practice, these results will be improved due to the various external elements (rain, dirt, etc.) that further insulates the two surfaces in contact.

- In countries with severe climate conditions, membranes are usually covered by pea shingles or gravel ballasts to protect them against the outside elements and U.V. In this case concrete tiles that are cheap and match the gravel's height are the preferred option as a walkway solution. It has to be said however that those tiles cannot always be used as being too heavy for many modern new roof structures. This is when Crossgrip should be used.

- Available in 60, 91 and now also 122cm widths x 10m lengths.

Marketing:
Usually Crossgrip is a specified product either by architects, specialised roof design offices or among suppliers of membranes.

In addition to the product leaflet, samples and product data sheet, we also produce Press Releases and case studies that can be used as references.