

## **Roofing for poor people: Shifting the new trend**

The decline in asbestos roofing consumption - which has been arguably the preeminent material for the poor people in recent years – indicated that the market trend is changing drastically according to demand and technology trends and it will be good chance for other production factories.

According to the report of Vietnam roof sheet association, the consumption of asbestos roof sheet in 2017 has decreased seriously, about 33 - 35%. Particularly, there are enterprises that have declined by more than 50% compared to 2016, such as Thai Nguyen Metallurgy and Electric Engineering JSC, down by 53.5%; An Phuc JSC decreased 54.7%; Tu Son JSC reduced 50%; Hung Long Co., Ltd decreased 53%; Phuong Bac JSC decreased 64%; Bach Dang JSC decreased 58%.

There are 02 companies stop producing: Navifico and Nam Quan branch – Van Long JSC. Many other factories have had stop production for months in 2017.

Recognizing the trend of the market using asbestos roofing in the previous time, representatives of Vietnam Roof sheet Association acknowledged in addition to advocacy and the strong impact of organizations calling for stopping the use of white asbestos in the production of roofing sheets, the cheap advantage of asbestos roofing is no longer present, because the steel roofing products in the country today has dominated the market with a variety of cheap materials, suitable for the poor people.

The form and design of asbestos roof sheet is no longer suitable with tastes and aesthetics of consumers. As well the actual quality of asbestos roof sheet is decreasing as businesses lower their prices to compete with each other. "This is a phenomenon that we kill ourselves," said Chairman of the Vietnam Roof sheet Association - Vo Quang Diem said.

While the "battle" against white asbestos in the production of roofing has not ended, the trend of businesses to change business structure is quite clear. The iron roof sheet companies are actively occupying the market with many attractive products.

Year by year, with the expansion of industrial parks and urban areas, most of the buildings, including high buildings have used steel roofing or color iron roofing (mainly square wave and roof tiles and wall coverings to ensure durability for long-term use (waterproof, heat resistant), easy to use during the installation, replacement and ensure the aesthetics of the work.

Currently, there are nearly 30 steel roofing manufacturers in Vietnam but mostly in the South such as Dong Nai, Binh Duong, Da Nang, Ho Chi Minh City, Long An.

There is only some color iron factories in the North such as LILAMA, Hoa Sen, Viet Phap, VNsteel Thang Long, with total capacity of approximately 155 thousand tons of steel roof sheet, 35 thousand tons of coloring iron (25% in the whole country).

In order to contribute to the enrichment of steel roof sheet as well as to meet the demand of the North market, many companies have invested in modern technology lines to produce models and quality products.

Many products appeared in the market recently have been selected by customers such as roofing with heat insulation, sound insulation 3 layers, 11 waves (civil) is produced in accordance with Japanese technology standards: JIS G3141; G3302; G3312 of Poshaco Vietnam – Korean Joint stock (Hai Duong).

According to the Vietnam Steel Association, the consumption capacity of steel roof sheet in Vietnam will reach 600,000 tons by 2020 and about 720,000 tons by 2025.

Meanwhile, the total asbestos roofing production in 2017 reached 55.8 million square meters, equivalent to just 66% of that in 2016 while consumption dropped to 64.7% in comparison with 2016. In 2017, only products of Dong Anh factory increased 3% compared to 2016, the other companies reduced production, especially in the South to highly compete with steel roofing products, so the price of asbestos roofing decreased by 10 - 20% compared to 2016.

To save themselves, some roofing companies have chosen to invest steel roofing producing equipment to meet the needs of the market. Some other companies go in the direction of diversifying products, roofing sheets, flat panels such as Thuan Cuong Co., An Phuc JSC. Particularly An Phu JSC has invested in the production line of wall panels.

At the recent annual meeting, Vietnam Roofing Association has determined that 2018 will be the year for tight control of asbestos roofing production to ensure compliance with the provisions of the Law on production of articles such as: Promote automation of the production line in which automatically tear the bag of white asbestos (optimum) or isolate the white asbestos grinding area (minimum level); Businesses need to have a detailed plan to finish the installation of tear shifter in HB model or model of Institute of Building Materials.

Specially, to implement the Decree No. 113/2017 / ND-CP date 09 October 2007, detailing and guiding the implementation of a number of articles of the Chemical Law; Circular No. 32/2017 / TT-BCT of the Ministry of Industry and Trade; In Article 32, Decree No 24a / 2016 / ND-CP on management of construction materials, Dr. Vo Quang Diem affirmed that enterprises which do not have product certification shall propose this certification. Products must not be sold on the market unless they have been granted the certificate of conformity.

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