

CRCA TODAY

SPRING 2021

The Magazine
of Roofing and
Waterproofing
in Illinois
and Beyond

Managing Volatile Pricing &
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From Non-Compete To Non-Existent



Chicago Roofing
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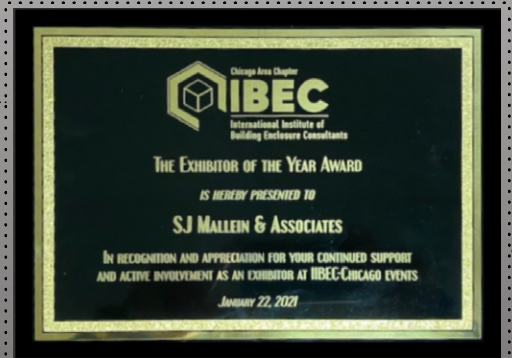
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Despite the myriad of challenges presented in 2020, SJ Mallein & Associates was recently recognized by **Firestone Building Products** as their 2020 Rep Firm of the Year, by **Metal-Era** as Edge Above Award recipient for the Midwest Region and by **IIBEC** as their Exhibitor of the Year.

While we are honored to be the recipients of these awards, we feel this recognition speaks more to all of the great people and companies here in the Chicagoland area, from the contractors and distributors to the architects, designers, and consultants. Make no mistake - this does not happen without the amazing people we had the privilege of working with throughout this challenging year.

We humbly express our gratitude to everyone who helped make 2020 a banner year at SJ Mallein & Associates.



EDGE ABOVE AWARD



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The Rep of the Year Award is the top sales recognition awarded by Firestone and recognizes the top firm in the United States based on numerous metrics including market share, contribution revenue, sales growth.

Metal-Era's Edge Above is awarded to the firm with the largest percent growth in their territory year over year. SJ Mallein & Associates won the award in the Midwest Region.

IIBEC's Exhibitor of the Year is voted on by the IIBEC Chicago Area Chapter board and is awarded in recognition and appreciation of continued support and active involvement as an exhibitor at IIBEC-Chicago events.



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Online: Archived *CRCA Today* available at <http://www.crca.org>, Magazine.

On the Cover: Unique Outdoor Living Space installation at Hyatt Place Chicago / Wicker Park collaborated by CRCA Members Legat Architects and GC Roofing along with Exemplary Builders Inc. as General Contractor and Sheedy DeLaRosa as Interior Designers.

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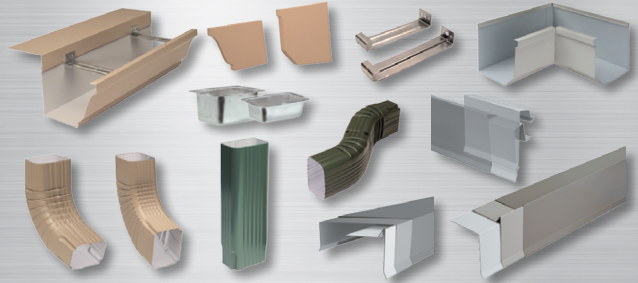
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Moving Forward and Looking Back

By Bill McHugh

This time last spring, CRCA Members and the Roofing Community, along with the world, were struggling to navigate through a world impacted by the COVID-19 pandemic.

In Illinois, after rumblings of this new virus strain started creeping into the news, we were dealt our first blow with Governor Pritzker's Executive "Shelter in Place" order on March 20, 2021, declaring all of Illinois counties disaster areas. Next came the shutdown of Chicago's City Hall, the suspension of CPS work unless approved, the Illinois Capitol Development Board suspending design work and more. CRCA cancelled all 2020 scheduled events.

We all watched as the world closed down around us, hour by hour, day by day. One green light started to shine with the governmental decision that roofing and construction were deemed "essential" and the businesses that provided materials, services and installation were allowed to continue operating.

As April arrived, CRCA and the leadership jumped into high gear, working feverish to provide members with original webinars, (not canned), resources, information, and tools to navigate this new way of doing business during a pandemic. CRCA tapped members and friends to provide legal and safety information through over 20 webinars, numerous magazine articles and electronic bulletins over the next nine months and well into 2021.

In mid-April, Illinois employers were struck a great blow with the enactment of the Illinois Workers' Compensation Commission (IWCC) amendment proclaiming that if Illinois workers contracted COVID-19, it could be "presumed" that it was contracted in the workplace or on the jobsite. CRCA and many other groups joined forces with the Illinois Manufacturers' Association and Illinois Retail Merchants Association as a temporary restraining order was filed to fight this. The Sangamon County Court later found that the IWCC exceeded its rulemaking authority, and the amendment was struck down.

As the Roofing Season got rolling, we learned to navigate working with CDC safety protocols and masks



and hand sanitizer became routine. CRCA members learned to deal with workers contracting the virus and the testing and quarantining that followed. With members eager to gather, CRCA started planning a late summer golf event, complicated by the many mandates. The event was held in late August safely. In the fall, CRCA cancelled membership meetings and events, including the Annual Awards Dinner. CRCA leaders made the tough decision to cancel what would have been the 38th Annual CRCA Trade Show & Seminars scheduled for January 2021. Recapping 2020 in late December, CRCA President Mark Duffy stated, "It's been a tough year, but we've been able to get through it."

We moved into 2021 and stepped up the amount of virtual educational opportunities providing six hours of "Roofing Week in Chicago" programming, collaborating with IIBEC-Chicago. CRCA also increased the amount of virtual committee meetings to continue the planning needed to move forward, once safe to do so. The Trade Show Committee set the wheels in motion to plan the January 2022 event and CRCA leaders scheduled several in-person events as we move later into 2021.

Here we are, one year later and what have we learned? We have learned the devastating effects of a virus upon our families, our livelihood, and the world. We have learned that there is strength in working together, to gather information needed to navigate this new unknown environment safely for our workers, families, and friends.

We have learned new ways to work safely and have developed protocols that will be in place way after the pandemic wanes. We have learned that the strength of CRCA lies in its members and what can be accomplished together with its leadership and committees.

In many ways, this is similar to the basis for CRCA's founding over 150 years ago, shortly after the Great Chicago Fire. The devastation caused by the fire could be compared to the current pandemic (in a loose fashion) by looking back at the good that came during reconstruction—and the good that will come after this pandemic wanes.

CRCA and its members are looking forward to what the immediate future brings, even with the current roadblocks encountered - material shortages and price escalation. We know that this industry has amazing resilience and will keep moving forward.

If you are in this industry, CRCA is the place for you. And, now is a great time to become part of CRCA if not yet a member! As Aristotle said, "The Whole is Greater than the Sum of Its parts!" The Whole is CRCA. . . the parts are the amazing members, committees, and leadership. 

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This material was produced under grant number Susan Harwood Grant # 5H-05165-5H9 during Grant Year 2019 from the Occupational Safety and Health Administration, U.S. Department of Labor. It does not necessarily reflect the views or policies of the U.S. Department of Labor, nor does mention of trade names, commercial products, or organizations imply endorsement by the U.S. Government.



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OSHA Continues to Enforce Covid-19 Program and Procedures

The Pandemic Isn't Over yet for Chicago Roofing Contractors

By Frank Marino



Frank Marino

As I'm sitting in my office completing this article for the Spring edition for the *CRCA Today*, The CDC has just released revised guidelines for the use of masks for individuals vaccinated against COVID-19. Although this is a very positive step in ending the pandemic, it does not mean contractors and

their employees can go ahead and throw away those masks we've all come to hate. Back in April 2020, OSHA declared Covid-19 a "recognizable hazard" in the workplace, which can (and has been) enforced under Section 5(a)(1) General Duty Clause - *each employer furnish to each of its employees a workplace that is free from recognized hazards that are causing or likely to cause death or serious physical harm*. Until that position changes, employers must still implement and maintain effective programs to control the Covid-19 hazard on the roof as well as in their respective shops and offices. Now, the revised May 13, 2021 guidance from the CDC may ultimately allow employers to include Covid-19 vaccinations as a control measure in their health & safety programs. However, the General Duty Clause requires employers to protect ALL employees, including those who have not been vaccinated.

We also know that on March 12, 2021, OSHA released an Interim Enforcement Response Plan for Coronavirus Disease 2019 (COVID-19) which provided new instructions and guidance to Area Offices and Compliance Safety and Health Officers (CSHOs) for handling COVID-19-related complaints, referrals, and severe illness reports (OSHA, 2021). This guidance is intended to be time-limited to the current COVID-19 public health crisis.

OSHA's priority is to use its resources to eliminate and control workplace exposures to SARS-CoV-2, the cause of COVID-19, and to provide OSHA enforcement personnel with the protections necessary to allow them to safely perform inspections (OSHA, 2021).

OSHA's enforcement of workplace safety and health requirements will reduce the risk of workplace transmissions of SARS-CoV-2. The agency's updated Response Plan prioritizes enforcement and focuses on employers that are not making good faith efforts to protect workers.

The following summarizes OSHA's updated strategy:

- Pursuant to the March 12, 2021, National Emphasis Program (NEP) for COVID-19, DIR 2021-01 (CPL-03), OSHA will prioritize COVID-19-related inspections involving deaths or multiple hospitalizations due to occupational exposures to COVID-19. In addition, this NEP will include the added focus of ensuring that workers are protected from retaliation.
- Where practical, OSHA will perform on-site workplace inspections:
 - OSHA's goal is to identify exposures to COVID-19 hazards, ensure that appropriate control measures are implemented, and address violations of OSHA standards and the General Duty Clause.
 - OSHA will at times use phone and video conferencing, in lieu of face-to-face employee interviews, to reduce potential exposures to inspectors. In instances where it is necessary and safe to do so, in-person interviews shall be conducted.
 - OSHA will also minimize in-person meetings with employers and encourage employers to provide documents and other data electronically to inspectors.

- To the extent possible, all inspections should be conducted in a manner to achieve expeditious issuance of COVID-19-related citations and abatement.
- In cases where on-site inspections cannot safely be performed (e.g., if the only available inspectors have reported a medical contraindication), the AD will approve remote-only inspections that may be conducted safely.
- Inspections conducted entirely remotely will be documented and coded N-10-COVID-19 REMOTE.

The Office of Occupational Medicine and Nursing (OOMN) will provide assistance to ADs and inspectors and serve as a liaison with relevant public health authorities. OOMN can also facilitate Medical Access Orders (MAOs) necessary to obtain worker medical records from employers and healthcare providers (OSHA, 2021).

And OSHA has demonstrated locally in the Chicagoland area they are willing to act on the above referenced Interim Enforcement Response Plan, with serious consequences. In a press release on April 27, 2021, OSHA reported citing a warehouse and distribution center located in Naperville IL Serious Violations after 22 employees became infected with COVID-19, with one of those employees dying. OSHA cited the "General Duty Clause" as the basis for the citations. According to the press release, several of the warehouse and distribution center employees gathered in its Naperville facility breakroom for a luncheon, some workers experienced symptoms consistent with coronavirus exposure. Employees began reporting to the company that they had tested positive for the coronavirus on Oct. 27, 2020. A U.S. Department of Labor Occupational Safety and Health Administration investigation alleges the company failed to take immediate steps to identify, inform, isolate and quarantine all potentially exposed employees.


By Nov. 9, 2020, 23 employees tested positive for the coronavirus, including one worker who died from complications on Nov. 4, 2020.

OSHA's inspection found the company failed to follow its own internally developed controls for potential coronavirus exposure or take immediate steps to contain the outbreak. On Nov. 4, 2020, following discussions with the DuPage County Health Department, the facility closed (OSHA, 2021).

"This case is a tragic reminder of the importance of fully implementing coronavirus prevention measures that

include wearing face coverings, physically distancing and quarantining workers who exhibit symptoms to protect other workers from coronavirus exposure," said OSHA Area Director Jake Scott in Naperville, Illinois (OSHA, 2021)

As I finish writing this article, over 120 million Americans have been fully vaccinated for COVID-19, and I am confident that vaccinations will become a part of every Roofing Contractors programs to prevent the spread of COVID-19 in the workplace. But again, the General Duty Clause requires Employers to protect ALL employees, and COVID-19 programs must still be implemented, maintained, and protect ALL employees; both vaccinated and unvaccinated.

Please frequently check OSHA's webpage at www.osha.gov/coronavirus for ongoing updates. 

References:

www.OSHA.gov

Frank Marino is Vice President at Safety Check Inc., a safety consulting firm in the Chicago area and CRCA Associate Member. Marino has extensive experience in roofing safety and is a co-chair of the CRCA Health and Safety Committee. He is a member of the Occupational Environmental Safety & Health Advisory Board at the University of Wisconsin, working with faculty and safety professionals on curriculum development and industry updates. He can be reached at fmarino@safetycheckinc.com.



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Managing Volatile Pricing and Unavailability of Materials

By Stephen M. Phillips and C. Leanne Prybylski



Stephen M. Phillips



C. Leanne Prybylski

The construction industry is in the midst of an unprecedented period where many commonly used roofing materials are not readily available, shipment of materials is delayed beyond previously expected delivery dates and in conflict with established construction schedules, materials are subject to price increases that vary from week-to-week, and some manufacturers are unwilling to provide firm commitments to contractors. These circumstances pose serious challenges to roofing contractors, requiring very close management and attention to provisions in contracts and purchase orders with customers and suppliers.

The determinant of how liability for delays and price increases will be apportioned legally is: What does the contract say, or when dealing with both upstream customers and downstream suppliers, what do each of the contracts say?

Unavailability, delays and price volatility of construction materials, including steel, copper, lumber and PVC products, substantially increases the risk that a contractor will not be able to complete a project in either the timeframe expected or at the cost proposed when the job was estimated. The risk is especially felt by contractors who have already entered into a fixed-price contract. Absent a contract provision to the contrary, the general rule is that the contractor bears the risk of increases in the price of materials in fixed-price construction contracts. So, what can contractors do to manage the risks of material unavailability, delays, price volatility and escalation?

Jobs Not Yet Under Contract

Legal relief is not readily available to a roofing contractor who is already bound to a fixed-price contract; however, contractors can and should use contract provisions with customers and vendors to avoid getting themselves in an economic quagmire on jobs not yet under contract. There are a few, not mutually exclusive, approaches for contractors to take to avoid being placed in the position of being locked into a fixed-price with a general contractor or owner, while facing continuously rising prices for materials from suppliers.

First, the contractor should work to make sure that the commitments it has received downstream from a material supplier parallel the contractor's upstream obligations to a prospective customer. If a material supplier says that it can only provide quotes for materials ordered or shipped within a certain number of days or through a certain date, the contractor needs to be certain that its proposal and contract contain an identical provision. The contractor needs both to lock-in the supplier's quote for the designated period so that it is contractually entitled to rely on the supplier's quote and make sure that whatever conditions and contingencies are part of the supplier's quote are part of the contractor's proposal and contract with its customer. If a contractor intends to rely upon an oral or written quote from a supplier, the contractor should follow-up with a written communication to the supplier, confirming the quote, the contractor's reliance thereon in making a proposal or contracting with a customer, and the duration the quote will remain in effect.

Given current market conditions, a contractor's role as a middleman and coordinator between material suppliers and building owners becomes more demanding and critical. To be successful, a roofing contractor needs to be able to work with suppliers to obtain reliable quotes and conditions that will be acceptable to the owner and work with owners so that they understand and accept conditions that will allow the job to proceed as best as can be arranged under current circumstances.

For instance, in order to be able to obtain materials at a fixed-price without a huge contingency for potential future price increases and to be sure that material is available when needed, an owner may be best served by having the contractor purchase, take delivery of the materials much earlier than normal or needed, and arrange for suitable storage and insurance. If the contractor is unable to make parallel arrangements with the supplier and customer, the contractor should consider whether a different supplier and/or substitute products will satisfy the owner's needs. If it is impossible to obtain materials early due to shortages or other unusual delays, the contractor should advise its customer of issues with both price volatility and unavailability of materials. Absent firm commitments from suppliers on prices and/or lead times for delivery of materials, the contractor should make sure its proposal includes language to make the customer aware that suppliers will not provide firm pricing or lead times for materials, and therefore, the contractor's price and/or time for delivery of such materials is subject to change.

Price Escalation and Delay Clauses

Roofing contractors should attempt to negotiate and include provisions in their contracts to deal with price escalation and delays in delivery, particularly if the conditions of the supplier's quote are not satisfied. The purpose of a price escalation clause is to shift the risk (and possibly the benefit) of price changes to the owner. The purpose of the delay clause is to provide the roofing contractor an entitlement to an extension of time for delays beyond the roofing contractor's control.

Although at first blush the idea of including a price escalation clause in the contract might seem objectionable to an owner, the clause may be more appealing to the owner if it is written to provide a savings to the owner if material costs decrease prior to the time the materials are needed. The owner also benefits from the escalation clause because, otherwise, in a volatile market with rising prices, a prudent roofing contractor will build a substantial contingency into its price. A negotiated price escalation clause, which could allow the owner to benefit if material prices decrease or which might be triggered by increases of a stipulated magnitude, allows an owner to have greater knowledge and more control over material pricing than if the contractor simply includes a very high number in the contract price to eliminate or reduce the contractor's risk from escalating material prices. In today's market, an owner might save money by basing the contract on current prices charged to the contractor and actual

increases and decreases than if the owner received only fixed-price quotes that include speculative contingencies.

With regard to contracts with the federal government, there is a Federal Acquisition Regulation permitting inclusion of economic price adjustment clauses in fixed-price contracts in situations "when (i) there is serious doubt concerning the stability of market or labor conditions that will exist during an extended period of contract performance, and (ii) contingencies that would otherwise be included in the contract price can be identified and covered separately in the contract." 48 C.F.R. § 16.203-2. The Contracting Officer has the discretion to include this clause in contracts. Contractors contemplating working on government projects should request that this provision be included in the contract documents.

Roofing contractors should make sure the delay clauses in their contracts provide for extensions of time for delays in delivery of materials. Contractual entitlements to extensions of time are particularly important if the contract provides for the assessment of liquidated damages or if the owner may incur other delay damages for which the owner or general contractor could seek recovery from the roofing contractor. Delay provisions often allow extensions of time for force majeure events, such as acts of God, unavoidable casualties, fire, and similar events. To avoid disputes about whether a delay in delivery of materials entitles the roofing contractor to an extension of time, the delay provision should be broad to include all delays beyond the roofing contractor's control and/or should include express language entitling the contractor to extensions of time for delays in delivery of materials that are beyond the contractor's control.

Jobs Already Under Contract

For existing contracts, the best course of action for the contractor is to work with suppliers and customers and develop strategies to mitigate the effect of substantial increases in material prices. As soon as the roofing contractor realizes that prices are increasing or are expected to increase, the roofing contractor should communicate with its customer and discuss whether materials can be purchased before prices escalate and stored on or off site. Many contracts allow contractors to invoice for properly stored materials if insurance is in place to cover the materials. Roofing contractors should also communicate with their suppliers about the possibility of purchasing materials before prices increase.

When prices of materials increase through no fault of the owner or general contractor, upstream contracts may not provide the contractor an entitlement to an increase in the contract price, but the roofing contractor may have a right to recover additional costs of materials if the general contractor or owner stops or delays the roofing work for causes beyond the roofing contractor's control and prices of materials increase while the work is suspended. Roofing contractors should also consider whether there have been any changes in the work that would provide for recovery of additional costs for materials under the change order provisions.


Additionally, many existing contracts include force majeure provisions that could be used to allow for an extension of time due to delays in delivery of materials beyond the control of the roofing contractor. Some force majeure provisions refer to "unusual" delays in delivery of materials. These are unusual times, so the force majeure provision allowing for the extension of time for "unusual" delays could offer some relief in the form of an extension to time to complete the work. Even if a force majeure provision does not specifically refer to delays in delivery of materials as an event that would entitle the contractor to an extension of time, it may be broad enough to allow extensions of time for delays caused by the pandemic, shortage or raw materials, or other events beyond the contractor's control.

Roofing contractors should carefully review their existing contracts to identify provisions that may provide some relief and should make sure they comply with all contractual notice and submission requirements applicable to potential changes and claims. Roofing contractors performing work under a subcontract with a general contractor, should also obtain and review the prime contract to understand the rights and remedies

that the general contractor has against the owner and make sure they comply with any notice and submission requirements that must be met to seek such rights and remedies.

Summing Up

Contractors should not expect judicial relief from the economic consequences of already executed fixed-price contracts that have become unprofitable because of price increases. Contractors need to be pro-active in managing the problem of price escalation and delays in delivery of materials, primarily through contracts and communications with customers and vendors. With respect to existing contracts, the best course of action for the roofing contractor is to work with suppliers and customers to try to mitigate the effect of price increases and delays in delivery. Prompt communication and compliance with contractual notice and claim submission requirements is important.

With regard to jobs not yet under contract, the roofing contractor needs to work closely with suppliers and customers so that the contractor's legal obligations to the owner match the supplier's legal obligations to the contractor. If possible, contractors should negotiate and include in their contracts price adjustment clauses as a mechanism to allocate the risk of price volatility and delay clauses that provide extensions of time for delays in delivery, particularly in situations where the contractor cannot obtain firm, legally binding prices and delivery dates from a supplier. 

Stephen Phillips and Leanne Prybylski are attorneys with the construction law firm Hendrick, Phillips, Salzman & Siegel, an Associate member of CRCA. If you have questions on managing volatile pricing, delays and unavailability of materials, please feel free to contact Stephen or Leanne at (404) 522-1410 or via email at smp@hpsslaw.com and clp@hpsslaw.com.

See Below for Examples of Contract Provisions to Be Considered:

Provisions for Use in Proposals to Owners or General Contractors:

- Due to high volatility in material prices, the price(s) stated in this proposal is/are valid only for contracts accepted and executed within ____ days of the date of this proposal.
- Due to high volatility in material prices and issues with availability of materials, the price(s) provided in this proposal is/are subject to change, and performance of the work may be delayed if materials are unavailable.

Provisions for Use in Subcontracts with General Contractors:

- Due to volatility in material prices, the price(s) stated in this subcontract are valid only for materials for which General Contractor agrees to purchase and make payment for within _____ days of the subcontract date.

- The construction industry is currently experiencing shortages and delays in obtaining construction materials such that reliable assurance of material availability, timely delivery and firm pricing of materials cannot be obtained. The parties acknowledge that some of the materials and products to be used and installed in the construction of the Project may become unavailable, delayed in shipment and/or subject to price increases due to circumstances beyond the control of the Subcontractor. If a specified product is unavailable or shipment is delayed, Subcontractor shall provide written notice to Contractor and shall be afforded additional time and substitute products may be considered. If there is an increase in price of materials, equipment or products between the date of this Agreement and the time when the Project is ready for installation of the affected material, the Subcontract Sum shall be increased to reflect the additional cost to obtain the materials, provided that the Subcontractor provides written notice and documentation of the increased costs.
- *(Note: The following provision can be used with or without the 2nd paragraph that provides a credit if prices decrease by a certain percentage.)*

The construction industry is currently experiencing unprecedented substantial volatility in availability and pricing of materials, price escalation, and delays in delivery of materials, particularly with regard to steel, lumber, fasteners, plates, PVC and some insulation products, such that reliable supply and pricing cannot be assured. If the cost incurred by the Subcontractor to purchase a material specified or approved for this project increases by _____% or more between the date Subcontractor's proposal was submitted and the time when the materials are to be purchased and delivered for installation, the Subcontractor shall be entitled to an equitable adjustment of the subcontract sum equal to the additional cost incurred by the Subcontractor to obtain the material. Subcontractor is to provide written notice to Contractor upon learning of the price increase and provide documentation of the price of the material as intended in Subcontractor's proposal and the revised price to obtain the material for the project. Subcontractor is not responsible for unavailability or delays in delivery of materials. Subcontractor will keep Contractor informed regarding material availability, pricing and delivery as such information is available to Subcontractor. Subcontractor shall be entitled to additional time and compensation due to problems with availability of materials.

If the price of a material decreases by _____% or more, the Subcontractor shall provide a credit equal to the reduction in price between the cost of the material as of the date Subcontractor's proposal was submitted and the price paid for the material for the project. Subcontractor shall provide documentation of the price as intended in Subcontractor's proposal and purchase price upon request by Contractor.

- In lieu of including a price escalation provision in this subcontract, the parties agree that the Subcontractor is authorized to purchase materials for this project upon execution of this subcontract and the subcontract sum shall be adjusted to include the cost of storage, additional delivery charges, and insurance to cover the stored materials.

Provisions for Use in Contracts with Owners:

- Due to volatility in material prices, the price(s) stated in this contract are valid only for materials for which the Owner agrees to purchase and make payment for within _____ days of the contract date.
- The construction industry is currently experiencing shortages and delays in obtaining construction materials such that reliable assurance of material availability, timely delivery and firm pricing of materials cannot be obtained. The parties acknowledge that some of the materials and products to be used and installed in the construction of the Project may become unavailable, delayed in shipment and/or subject to price increases due to circumstances beyond the control of the Contractor. If a specified product is unavailable or shipment is delayed, Contractor shall provide written notice to Owner and shall be afforded additional time and substitute products may be considered. If there is an increase in price of materials, equipment or products between the date of this Agreement and the time when the Project is ready for installation of the affected material, the Contract Sum shall be increased to reflect the additional cost to obtain the materials, provided that the Contractor provides written notice and documentation of the increased costs.
- *(Note: The following provision can be used with or without the 2nd paragraph that provides a credit if prices decrease by a certain percentage.)*

The construction industry is currently experiencing unprecedented substantial volatility in availability and pricing of materials, price escalation, and delays in delivery of materials, particularly with regard to steel, lumber, fasteners, plates, PVC and some insulation products, such that reliable supply and pricing cannot be assured. If the cost incurred by the Contractor to purchase a material specified or approved for this project increases by _____% or more between the date Contractor's proposal was submitted and the time when the materials are to be purchased and delivered for installation, the Contractor shall be entitled to an equitable adjustment of the contract sum equal to the additional cost incurred by the Contractor to obtain the material. Contractor is to provide written notice to Owner upon learning of the price increase and provide documentation of the price of the material as intended in Contractor's proposal and the revised price to obtain the material for the project. Contractor is not responsible for unavailability or delays in delivery of materials. Contractor will keep the Owner informed regarding material availability, pricing and delivery as such information is available to Contractor. Contractor shall be entitled to additional time and compensation due to problems with availability of materials.

If the price of a material decreases by _____% or more, the Contractor shall provide a credit equal to the reduction in price between the cost of the material as of the date Contractor's proposal was submitted and the price paid for the material for the project. Contractor shall provide documentation of the price as intended in Contractor's proposal and purchase price upon request by Owner.

- In lieu of including a price escalation provision in this contract, the parties agree that the Contractor is authorized to purchase materials for this project upon execution of this contract and the contract sum shall be adjusted to include the cost of storage, additional delivery charges, and insurance to cover the stored materials.

Provisions for Use with Suppliers and Vendors:

- *(Note: The following is intended for use before a purchase order is issued to lock-in quoted pricing and delivery times for a certain period of time after the date of supplier's/vendor's proposal.)*

Supplier/vendor acknowledges that Contractor is relying upon the price(s) and delivery date(s) quoted by supplier/vendor in submitting Contractor's proposal for this project. Supplier/vendor hereby agrees that it will honor the price(s) and delivery date(s) provided in its proposal, provided that Contractor orders the specified materials within ___ days of the date of supplier's/vendor's proposal.

Supplier/Vendor Signature

Date

- *(Note: The following provision is intended to be inserted in the purchase order. If the supplier/vendor issues the purchase order, you will need to obtain a written acknowledgement and signature from the supplier/vendor that this provision is part of the purchase order terms and conditions.)*

Supplier/vendor acknowledges that Contractor is relying upon the price(s) and delivery date(s) quoted by supplier/vendor in submitting Contractor's proposal and entering into a contract with its customer for this project. Supplier/vendor is not entitled to an increase in price(s) or an extension of time for delivery of the material(s) specified in this purchase order, except to the extent Contractor receives from its customer an increase in such price(s) and an extension of time for delivery of such material(s).

Six Best Practices to Improve the Roofing Sales Process

By Kathryn Brill



Kathryn Brill

Many roofing companies share similar sales goals, such as generating more leads, selling more jobs, and increasing profits. But it's not uncommon for companies to have difficulty meeting these goals because of a struggle with one or more parts of the sales process.

Maybe you are finding it a challenge to fill your pipeline with enough high-quality leads. Or you are hearing a lot of objections from potential customers regarding the cost of work and losing out to competitors on pricing. Whatever challenges your roofing business faces when it comes to sales, combining customer relationship management technology with a robust sales strategy will help you take control of the sales process and make it easier to achieve the results you are looking for.

Whether you are identifying and qualifying leads, evaluating the scope, and estimating the cost of a roofing job, or pitching your services and getting a contract signed, these six best practices can help you be more productive and profitable at every step of the sales process.

Best Practices for Generating Leads

Without a robust pipeline of qualified leads, it can be difficult to sustain growth. While there is no way to guarantee that every lead will close, improving your lead generation process will help you reach more qualified leads. When you pursue both quantity and quality, you will have an easier time turning your leads into profitable roofing jobs.

Use Data to Help Target New Leads

There are many different types of data that can be leveraged to help you focus your lead generation efforts. Most importantly, historical lead and sales data can help you understand what types of leads to pursue and

evaluate the likelihood that any given lead will close. To start, take a look at your most profitable roofing jobs from the past year and see what they have in common. You should also evaluate which sources produce the best leads.

Business management or CRM software gives you direct access to real-time data, making it easy to generate reports so you can identify trends and prioritize leads, focusing on the ones that have the greatest chance of becoming profitable customers.

Follow up with Leads Promptly

Timely follow-up is essential for turning qualified leads into customers. Homeowners expect a prompt response to their inquiries, and they may end up working with a competitor instead if there is a delay. In fact, according to Invesp, 35% to 50% of all buyers ultimately choose the vendor who responds first. But without a system to keep leads organized and lead information up to date, follow-up becomes much more difficult.

Storing leads in a centralized database ensures nothing falls through the cracks and brings together information about your customers, activities, and pipeline. This makes it easier to prioritize leads and track follow-up. You can capture important information like address, job type and lead priority, as well as notes and documents, so you have everything you need to reach out to leads and sell your services. You can also set up reminders to prompt you and other team members to reach out before leads go cold.

Best Practices for Estimating

A long, drawn-out estimating process leaves less time for pursuing other leads. Likewise, over- or under-estimating can drive up overhead and negatively impact your profits. In order to maximize sales growth, it is crucial to improve the efficiency and accuracy of your estimates.

Use Aerial Measurement Services

Climbing onto a roof to take measurements by hand for every job is not only time consuming but also error

prone. However, aerial measurement services can help you produce an estimate faster and more accurately. These services use drones to capture images of properties and generate precise roof measurements.

Instead of measuring a roof by hand, you can order an aerial measurement report to get the data you need for an estimate such as length, area, pitch, waste calculations, and 3D images. This will not only save you time, but also eliminate measurement and data entry errors.

Create Your Estimates from Templates

You can get your estimates in front of prospects more quickly if you do not have to create them from scratch every time. Building templates for each of your trades and common types of roofs that you service will help you work faster. When you estimate a new project, you can simply select the relevant template and fill in the unique job information.

Software can help speed up this process, allowing you to easily set up digital templates for each of your trades and common types of roofs that you service. You can add job information from elsewhere in your software system to these digital templates with just a few clicks, saving you even more time and increasing your productivity.

Best Practices for Getting a Contract Signed

Roofing salespeople frequently encounter objections from prospective customers that stand in the way of getting a contract signed. To increase sales, it is important to anticipate possible objections and have plans in place to overcome them.

Offer Flexible Payment Options

Issues with cost and payment are some of the most frequent objections salespeople hear. One way to overcome cost or payment-related objections is to offer flexible payment options.

A recent report from the Federal Reserve found that only 2% of consumers prefer to use checks when making purchases. Having the capacity to process credit cards and ACH transactions will help you cater to customer preferences, as well as making it easier for homeowners to pay you.

You can also offer financing options during the sales process. For projects with significant cost, offering a loan can be the difference between getting a contract signed and hearing a prospect say they cannot afford your services.


There are a number of financial companies that help facilitate consumer loans and credit card processing for small businesses like your roofing company. In addition, some CRM software offers payment processing and financing features, so you can manage everything from one system. This simplifies the process of offering these options to your customers.

Use Annotated Photos to Educate Prospects

Homeowners may hesitate to sign a contract because they do not understand the scope of damage to their roof. Educating them on the repairs that are needed, and the work involved will go a long way towards helping you close a deal.

Annotated photos make it easy for homeowners to see damage to their roof up close. You can annotate your photos using the editing tools on your phone or tablet, or with a dedicated photo app. Then, use these annotated photos during your meetings with homeowners to help you discuss the scope of the job. Your annotated photos will also come in handy if the homeowner plans to submit a claim to their insurance company since you will need to provide clear documentation of the damage in order for the claim to be approved. Storing your photos alongside the rest of the job information helps you quickly respond to homeowners or adjusters and move the sale along.

A Better Sales Process Is Within Reach

Improving your sales process is an essential step towards greater, more sustainable growth for your roofing business. By implementing these six best practices, your business can overcome any sales challenge, work more efficiently, and reach your sales goals for 2021. 

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<https://www.invespcro.com/blog/sale-follow-ups/>

Kathryn Brill is a content marketing specialist for CRCA Associate Member Acculynx, a roofing industry's leading business management software firm. Visit [acculynx.com/blog](https://www.acculynx.com/blog) to find more of Brill's informative blog posts on a range of topics relevant to roofing contractors.

Roof Talk—Contractor



Company: ALL Sealants, Inc.

Location: 9445 Corsair Road, Frankfort, IL 60423

Business Founded: 1986

Number of Employees: 20-30

Joined CRCA: 2004

What Services Does Your Business Offer?

ALL Sealants, Inc. is a premier waterproofing and caulking contractor that provides the complete building envelope from the foundation waterproofing, balcony and garage traffic coating, building air barrier, terrace waterproofing, and building caulking and sealants.

Where Do You See Your Business in 5-10 Years?

ALL Sealants, Inc. will continue to grow our business by providing excellent customer service, performance and quality installation as well as continue to be an industry leader in safety.

What Is Your Best Business Memory to Date?

The opportunity to run a successful business for so many years in a highly competitive market.

How Did You Learn About CRCA?

ALL Sealants, Inc. was introduced to the CRCA through our affiliation with Roofers' Local 11 and has been a member since 2004.

If You Attend CRCA Events, Can You Describe a Benefit of Attendance?

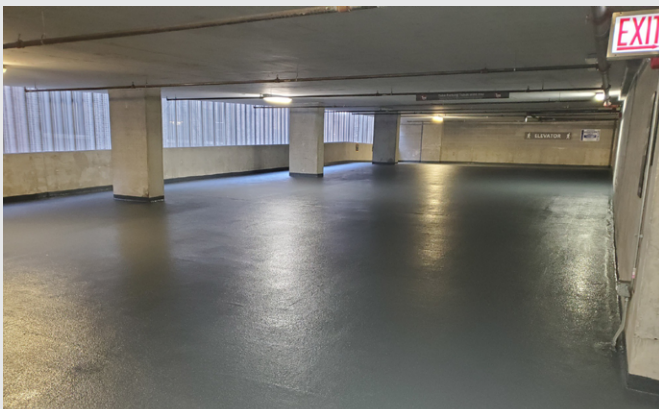
Manufacturers, vendors, and contractors all gathered in the same place gives you the opportunity to discuss the current state of the industry as well as learn about new products and upcoming projects.

What Value Does CRCA Membership Bring to You?

Continuing education for new, innovative products and methods as well as how the building industry is doing overall.

What Advice Would You Give a New CRCA Member?

Attend and participate in as many events as possible, which will provide opportunities to network and gain industry knowledge.



Roof Talk—Associate



Company: Sheet Metal Supply Ltd.

Location: Grayslake, IL

Business Founded: 1991

Number of Employees: 31

Joined CRCA: June 10, 2004

What Services Does Your Business Offer?

Sheet Metal Supply LTD. is a leader in the architectural metal and façade market. Our initial focus on high-quality perimeter metal and accessories catapulted the business to having a large catalog of ES-1 rated perimeters, roofing and wall systems, ACM, HPL, fiber cement façade systems, laser cutting and heavy substructural componentry. SMS has also established itself as the leading stocking distributor and systems partner with RHEINZINK.

Best CRCA Memories

Too many great memories to choose from, but donning grass skirts to distribute beers from a golf cart to keeping CRCA members hydrated at the annual CRCA Golf Outing was a true highlight. Other memories include sponsoring a booth at the CRCA Trade shows—relaxing with old friends, swapping industry stories, and enjoying SMS's signature hot dog!

Where Do You See Your Business in 10 Years?

We certainly hope to see most of the current trends in our industry continue with metal being a very viable choice for both roofing and walls from a cost standpoint as well as aesthetic and environmental/LEED positions. We predict further advancements in manufacturing efficiencies and an increased geographic footprint. We will be focusing on team retention, education, development and recruitment . . . as well as partnering with local tech schools to encourage young people to work with their hands *and* their minds.

Benefit of Attending Events

Historically, CRCA has helped SMS connect with our industry and the pulse of our local market. They continue to bring forth issues that are important and provide a venue for members to meet and find symbiosis.

Value of Membership:

Our 17 years' worth of dues were recuperated by **ONE** CRCA action . . . and here is the quick story.

On March 17 of 2020, we moved 4 semis of office furniture and equipment. On the 18th, we moved nine semis of heavy equipment. On the 19th, we met two trucks of new equipment from Austria and Canada.

On March 20, Illinois issued a Shelter in Place. After months of preparation and excitement, the wind was taken out of our sails by the worldwide uncertainty caused by the pandemic.

On March 21, through the diligent efforts of CRCA and CRCA member legal resources, we learned that our industry was deemed essential, enabling continued production!

How Did You Learn About CRCA?

Before becoming solely focused on architectural metals, SMS had a presence in commercial roofing. Through relationships with several CRCA members, we were encouraged to participate in the 2002 Trade Show and jumped aboard as members in 2004.

What Advice Would You Give a New CRCA Member?

Firstly, join CRCA as we are all stronger together. Secondly, attend as many meetings and events as you can. You will benefit and learn from each, meeting new contacts. Lastly, participate and volunteer your time on a committee. There are plenty of opportunities—take advantage of them!



The Underlying Truth About Roofing Underlayments

By Dwayne Sloan



Dwayne Sloan

A roof is an important element of a building's construction.

When properly designed and installed it can provide years of protection against the elements, including fire, rain, snow, ice and high winds.

UL has decades of experience testing and certifying roofing

products and assemblies for resisting fire, high wind impact and other environmental conditions. Our experience and distinct testing over many years clearly demonstrates the importance roofing underlayment plays in the overall roof assemblies. What is an underlayment? The 2018 and 2021 International Building Code editions define an "underlayment" as "One or more layers of a material that is applied to a steep-slope roof covering deck under the roof covering and resists liquid water that penetrates the roof covering." The International Building Code (IBC) and International Residential Code (IRC)¹ contain comprehensive requirements for roof construction, including testing and specifications for roofing materials used as underlayments. These codes also require certain roof assemblies and materials to be either certified or constructed of materials complying with specific product standards.

Fire Performance

Although these codes do not expressly require listing and labeling of roofing underlayments, these products play a critical role in achieving Class A, B, or C fire classification of roof assemblies. UL 790 (ASTM E 108), Standard Test Methods for Fire Tests of Roof Coverings, includes three key tests to determine the fire classification of roof covering materials and systems; flame test, intermittent flame test and burning brand test. During the burning brand test, heat is transferred directly through the roof covering as well as the roofing underlayment, both of which protect the wood deck.



UL Photo

In most burning brand tests conducted over a combustible deck, the underlayment plays a significant role in achieving the fire rating of the overall roofing system. Accordingly, many certifications of roof covering materials describe the specific underlayments to be used based on the testing conducted. These underlayments are certified under Prepared Roofing Accessories (UL product category TGDY), which can be found in UL Product iQ™, our online certifications directory. Product iQ is free to use, but requires a simple one-time registration.

In turn, the individual underlayment certifications specify the types of roof coverings that can be used to achieve the desired fire classification ratings. A common misconception is that the UL 790 fire classification rating is only based on the roof covering, e.g., asphalt glass mat, metal, concrete, clay, etc., and therefore the underlayment is not considered to be a critical component. Based on this misconception, some noncertified roofing underlayments are often used that have not been adequately evaluated for a specific application. The certifications for prepared roof coverings (UL product categories TFWZ or TFX) often contain important guidance describing when specific underlayment products must be used to achieve the fire classification. When a broader generic approach has been used, the appropriate roofing underlayments

are certified under the category Prepared Roofing Accessories (TGDY). In both cases, these underlayments bear the UL Certification Mark and provide confidence that the roof covering and underlayment combination complies with the code-mandated fire performance requirements when installed in accordance with the manufacturer's installation instructions and their listing.

Wind and Impact Resistance Performance

Roofing products and systems are also required by code to be tested and evaluated for wind and impact resistance. For example, asphalt and non-asphalt shingles intended for steep slope application are tested in accordance with either ASTM D7158, Standard Test Method for Wind Resistance of Asphalt Shingles (Uplift Force/Uplift Resistance Method), or ASTM D3161, Standard Test Method for Wind Resistance of Steep Slope Roofing Products (Fan-Induced Method), as defined by the scopes of those test standards. Underlayments do not factor into the ASTM D7158 test procedure. However representative underlayments are normally included in the roofing system when tested to ASTM D3161.

Largely based on the needs of the insurance industry, roofing products and systems also undergo impact resistance testing. These are evaluations based on concerns due to hail damage. Steep slope asphalt and non-asphalt shingles are tested in accordance with UL 2218, the Standard for Impact Resistance of Prepared Roof Covering Materials. Representative underlayments are normally included in these roofing systems.

Underlayment Specifications


In addition to the performance concerns of the roofing systems related to fire, wind or resistance to hail, there are several other considerations of physical properties for underlayment products. These characteristics evaluate the overall ability of the underlayments to perform their function. Some examples of characteristics that must meet given specification values include product mass, breaking strength, pliability, water transmission, percent ash, tear, flexibility and more. Depending on the intended applications, the IBC or IRC may require roofing underlayments to comply with one of the following specific standards:

- ASTM D226, Standard Specification for Asphalt - Saturated Organic Felt Used in Roofing and Waterproofing—Two types of asphalt-saturated felts are covered in this specification: Type I, which is commonly referred to as #15 asphalt felt, and Type II, which is commonly referred to as #30 asphalt felt.

- ASTM D4869, Standard Specification for Asphalt-Saturated Organic Felt Underlayment Used in Steep Slope Roofing—Four types of asphalt-saturated felts are covered by this specification: Type I—#8 underlayment, Type II—#13 underlayment, Type III—#20 underlayment and Type IV—#26 underlayment.
- ASTM D6757, Standard Specification for Underlayment Felt Containing Inorganic Fibers Used in Steep-Slope Roofing—This specification covers organic felts that are reinforced with inorganic fibers and inorganic fiber-based felts.
- ASTM D1970, Standard Specification for Self-Adhering Polymer Modified Bituminous Sheet Materials Used as Steep Roofing Underlayment for Ice Dam Protection.
- Section 1507.1.1 of the IBC and Section R905.1.1 of the IRC contain specific requirements for underlayment materials based on intended applications. The codes require that the underlayment bear a label indicating standard compliance. UL Certified underlayment products tested and certified to any of these specifications are clearly identified by a UL Certification Mark on the roll, package or container. This provides confidence that the underlayment complies with the code requirements.

Recently, ASTM published a new standard for a polymeric underlayment product, ASTM D8257 Standard Specification for Mechanically Attached Polymeric Roof Underlayment Used in Steep Slope Roofing.

Conclusion

When it comes to the overall roofing system protecting against fire, rain, snow, ice and high winds, it is clear that underlayments play a critical role. It is especially important with fire performance testing that the underlayment evaluated as part of the certification of the roof covering be certified, labelled and used appropriately in the field application. It is also important to identify on the underlayment packaging that these products comply with the code-required ASTM specification. One way to check this is by way of the UL Certification Mark on the product in accordance with these specification standards. 

References

Editor's note: this statement references the 2018 IBC Section 1507.1.1 and IRC R905.1.1.

Dwayne Sloan is the Director of Principal Engineers and Regulatory Services for the Building and Life Safety Technologies Division at UL LLC where he directs the activities of other Principal Engineers and

Regulatory Engineers that support a wide variety of product areas. Sloan's focus is in the area of Reaction to Fire. He is a presenter for organizations, such as NFPA, Society of Fire Protection Engineers, Expanded Polystyrene Industry Alliance, Reflective Insulation Manufacturers Association and others on reaction to fire topics and provides technical leadership for UL's building materials certification services and Standards development activities.

He serves on several NFPA technical committees and participates in various ASTM committees and is currently the 1st Vice President of ASTM E05, Committee on Fire Standards. Sloan has a Mechanical Engineering degree from North Carolina State University in Raleigh, North Carolina. During his 32 years at UL, he has worked in and led a variety of UL's fire-protection areas and authored several articles and publications. Sloan is the current Chair of UL's Fire Council and he was recently recognized by UL as a Corporate Fellow within the William Henry Merrill Society, named in honor of UL's founder.

For more information on roofing underlayment certifications please visit UL.com/roofing, or contact us at ULRegulatoryServices@ul.com.



SAVE THE DATE FOR 2022 CRCA TRADE SHOW & SEMINARS

Last summer, CRCA's leadership faced the extremely difficult decision to cancel the January 2021 CRCA Trade Show & Seminars due to the pandemic. CRCA's over 125 exhibitors supported CRCA's decision and moved the booth contracts over to the January 19-21, 2022, event.

CRCA and IIBEC Chicago then joined forces this January, during the week the event is typically held to provide six hours of virtual programming, including a Building Envelope panel Navigating the GC, Applicator and Consultant Relationship, a presentation on Steep Slope Legal Protection, a Code Presentation on the 2021 International Building & Energy Codes, a Safety Presentation on What Happens if your Worker Falls and a final presentation on Roofing and Wind Uplift Requirements. Looking for any of these presentations? Visit [CRCA.org / Events / Trade Show](http://CRCA.org/Events/TradeShow) to learn more.

CRCA's Trade Show Committee has been hard at work since fine-tuning the programming for the January 2022 event. Watch CRCA.org for more information in late summer!



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From Non-Compete to Non-Existent

By Mirko Akrap



Mirko Akrap

Covenants not to compete have long been a controversial subject within the employment realm, and that has only intensified during the COVID-19 pandemic and its effect on employment prospects. Against that backdrop, the Illinois legislature introduced several pieces of new legislation

with aims to amend the Illinois Freedom to Work Act (“IFWA”) to either expand employee protections or invalidate non-compete agreements altogether. As discussed below, employers would be well advised to consider implementing non-compete or non-solicitation agreements with their employees now—before either bill potentially goes into effect.

Illinois enacted the IFWA in 2016, and the Act prohibits employers from entering into covenants not to compete with “low wage” employees. Low wage employees are defined as employees whose earnings do not exceed the greater of (a) the minimum hourly wage or (b) \$13.00 per hour. However, the Act allowed employers to enter into valid non-compete agreements with employees who earn above this wage threshold. One of the proposed bills discussed below—HB 789—seeks to increase the income threshold and provide additional protections that are absent in the IFWA. Another bill—HB 3449—takes the more extreme approach of prohibiting employers from entering into covenants not to compete with its employees entirely.

HB 789

Illinois House Bill 789 was introduced in January 2021 and seeks to amend the IFWA. Some key highlights of the bill include the following:

1. increase the non-compete income threshold for low-wage employees to actual or expected earnings of \$75,000 per year.
2. impose a wage threshold for non-solicitation agreements such that a non-solicitation is invalid

unless the employee’s actual or expected earnings exceed \$45,000 per year.

3. absent other consideration (not defined), the employee must work for the employer for at least two years after signing the agreement for the employee’s employment to constitute adequate consideration for the agreement.
4. employers cannot terminate an employee due to COVID-19 or related circumstances unless the employer compensates the employee as explained in the Act.
5. employers must advise the employee in writing to consult with an attorney and must provide the employee notice of agreement at least 14 days before the start of employment or otherwise provide the employee at least 14 days to review agreement; and
6. an employee shall recover from employer all costs and all reasonable attorney’s fees if employee prevails in a civil action filed by an employer.

If passed, HB 789 would go into effect on June 1, 2021, and would not apply retroactively. Thus, agreements entered into prior to the effective date would be valid and enforceable under the prior terms of the IFWA.


Another noteworthy observation regarding HB 789 is that the Illinois Legislature does not clarify what constitutes adequate consideration for a non-compete agreement where the subsequent employment last less than two (2) years. Under Illinois law, employment for at least two years is adequate consideration to support a non-compete agreement. However, there is no clear rule as to what constitutes adequate consideration when employment lasts for less than two years. Some court rulings indicate that additional consideration in the form of monetary benefits would suffice (i.e., additional compensation, non-discretionary bonus, etc.). However, there is still a lack of guidance to help mitigate the risk of a non-compete being invalid and unenforceable for employees who work less than two years after signing the non-compete. Unfortunately, the Illinois legislature did not take this opportunity to clarify this issue in HB 789.

HB 3449

In February 2021, the Illinois Legislature introduced House Bill 3449, which seeks to eliminate the IFWA entirely. Specifically, the proposal aims to prohibit the use of covenants not to compete entirely by prohibiting employers from entering into a non-compete agreement with any employee and invalidating any such non-compete entered into between employer and employee. This amendment would not be applied retroactively, so any non-compete agreement entered into prior to the effective date of this Act would still be valid and enforceable.

Impact of New Legislation

As shown above, the Illinois Legislature introduced several pieces of new legislation with its sights set on limiting, if not eliminating entirely, covenants not to compete in the employment setting. Given the failed attempts in the past by the legislature to completely ban covenants not to compete, HB 3449 may have a low likelihood of successfully becoming law. However, that is not to say that the less restrictive, more measured approach with HB 789 will also fail. If HB 789 passes in some form, it will impact Illinois employers' decisions moving forward. Employers must be cognizant of both bills and the impact they will have if either one is enacted into law. Significantly, given the possibility that one of these bills passes and limits or entirely eliminates

non-compete agreements, employers should act now to implement non-compete agreements prior to the June 2021 effective dates of either proposed act. 

Disclaimer: The information contained in this article is for general educational information only. This information does not constitute legal advice, is not intended to constitute legal advice, nor should it be relied upon as legal advice for your specific factual pattern or situation.

Mirko Akrap joined CRCA Member firm Attorneys & Consultants Cotney, advocate for the roofing industry and General Counsel to CRCA, NRCA, and several other industry associations, in 2021. He is a member of the firm's employment division and practices in various areas of labor & employment law. Prior to joining Cotney, Akrap focused his practice on plaintiff-side ERISA and non-ERISA individual disability benefit claims. He also has extensive experience in Illinois Workers' Compensation litigation and handling social security disability claims.

Akrap received his Juris Doctor from the John Marshall Law School in 2016. During law school and interned with Monico & Spevack, a high-stakes federal criminal defense firm. He also interned for the Honorable Mary S. Schostok of the Illinois Second District Appellate Court. In his final year, Mirko served as the Editor-in-Chief of the John Marshall Law School Journal of Information Technology and Privacy Law. He is fluent in Croatian, Serbian, and Bosnian. For more information, please visit www.cotneycl.com or call 866.303.5868.

CRCA Note: the Illinois Legislature adjourned on May 31, 2021 without any further action on IL HB 789. Watch for legislation updates in the future.

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Roofing Contractors: Filling the Gaps in Your General Liability Policy

By Philip T. Hayes



Philip T. Hayes

How many of you read your Commercial General Liability (CGL) policy at night before bed? I am willing to guess not many, unless it helps you fall asleep. Instead, you rely on your insurance broker to understand your operation and protect your business as best possible through the vehicle of insurance.

The CGL is one of the most intricate policy forms in all of insurance. In its simplest form, it covers a business for third party property damage and/or bodily injury arising out of your operations.

For example, you install a roof at a hospital and that roof collapses due to heavy snow resulting in patients being injured and property of the hospital being damaged. The resulting damages you are rendered liable for in the court will be paid by your CGL policy along with legal fees.

But what if there is an incident and no bodily injury or property damage is present? Examples such as faulty workmanship, design errors, mold growth, pollution and the use of defective materials or products are all risks a roofing contractor faces that are specifically excluded on a CGL policy.

Most contractors assume these risks and it puts tremendous strain on a balance sheet if an incident occurs. Great news . . . There is insurance to fill in these coverage gaps. The name of the insurance coverages is called Contractors Professional and Pollution Liability Insurance (CPPI).

The CPPI provides roofing contractors essential protection against the following gaps:

1. Professional Liability

2. Pollution Liability
3. Mitigation Expense

I am now going to run through two claim scenarios for roofing contractors to consider when thinking if this policy is necessary for their businesses.

Professional / Pollution Liability: XYZ Roofing installs a roofing system for a food manufacturing plant. One year later, the building sustains water intrusion through the roof which causes large amounts of mold growth in the building. Upon investigation, they determine the water intrusion was caused by a construction defect. XYZ Roofing is now responsible for the following:


1. Cost of cleanup / remediation of mold growth
2. Property Damage to the building caused by mold
3. Property Damage to the building from water intrusion
4. Food manufacturing company sues for loss of use, inability to use the facility and continue business activity
5. Construction Defect lawsuit due to improper means and methods of installation

The only portion of that claim that would be covered under the CGL policy is the property damage sustained due to the water intrusion. The rest are self-insured if you do not have a Professional / Pollution Liability policy.

Mitigation Expense: 123 Roofing is installing a roofing system on a 50,000 square foot office building. After 50% of the job is completed, 123 Roofing realizes the design is defective and they need to rip up and restart the installation. 123 Roofing is now responsible for the following:

1. Cost to rip and tear the existing faulty work
2. Correct the defect and reinstall the roofing system

123 Roofing would be on the hook for every dollar incurred in this scenario if they do not have Contractors Professional / Pollution Insurance. CPPI would fill in the gap and cover 123 Roofing for the expense to rip and tear as well as replace. Although a rare case, it is nice to know this coverage is available as a backstop.

As you can see, there are many scenarios in which a CGL policy will not apply. Our job as brokers is to do our best to fill in the gaps and protect your business. The industry considers this coverage "sleep well at night" coverage. Although it may not be used often, when it is it results in a large cost to the contractor. As a member of the insurance/contracts committee, we recommend reaching out to your broker and inquire about a quote option to fill in the gaps! 

Philip Hayes is a Risk Management Consultant for CRCA Member firm Esser Hayes. He is a construction vertical practice leader at Assured

Partners/Esser Hayes Insurance Group, a full lines insurance brokerage firm. He is a member of both the CRCA Health and Safety as well as the Contracts & Insurance Committee. He represents contractors all over the Chicagoland area with emphasis on the roofing industry. For more information, contact Hayes at phayes@esserhayes.com.



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Industry News

By CRCA Staff

CRCA News

“Thursdays with CRCA” Continue in 2021

CRCA continues to provide industry specific education webinars for members into 2021. Recent ones included:

- *Paycheck Protection Program Updates*—T. Cotney, J. Feliciano, Cotney Attorneys & Consultants (February 18)
- *Biden Administration Updates—Insight for the Roofing Industry*—B. Lowenthal, Hendrick, Phillips, Salzman & Siegel (March 18)
- *Reviewing and Escaping Killer Contract Clauses!*—P. Siegel, Hendrick, Phillips, Salzman & Siegel (May 15)

Watch for the June 10th webinar on Handling Material Shortages to be presented by Trent Cotney, Cotney Attorneys & Consultants. Visit www.CRCA.org for registration. Not a member? Contact info@crca.org to learn more.

CRCA Emerging Leaders Create Innovative Programming

After not meeting for over a year, CRCA’s Emerging Leaders and others are looking forward to a networking event at the Elmhurst Brewing Company, Thursday, June 17. This event is limited to attendees from CRCA Member firms. To learn more, visit www.CRCA.org.

CRCA Launches New Website!

The CRCA Marketing Committee announced the launch of the CRCA.org website revamp in April. The new website offers more comprehensive search tools and a fresh way to provide key industry information. Take a peek at www.CRCA.org!

CRCA CWIR Moves Forward in 2021

CRCA’s Chicagoland Women in Roofing leadership met to plan 2021 education and events. Chairs Rebecca Troche and Joan Crowe announced that a hands-on modified educational event will be held this summer, along with another event featuring Omni-Ecosystem’s rooftop garden and a food drive later this year. More to come!

CRCA Offers Onboarding to New Members

CRCA Membership Committee completed the first New Member Onboarding in May. This important

virtual session featured CRCA leaders as well as past Membership Chair Brad Schwab to provide new members with the valuable resources and tools CRCA offers. Registration open soon for the June session. Contact jessica@crca.org to learn more.



CRCA Adds New Affiliate Industry Partner

With the creation of the CRCA Affiliate Committee in 2018, the group’s goal was established to nurture relationships among CRCA members and other organizations with similar industries in the Chicago / Chicagoland area. In March, CRCA and CSI Chicago Chapter formed the first Ally Agreement, with the mission to share information and develop relationships between the two groups. If your industry organization would like more information on this type of collaboration, contact Jessica@crca.org today!

CSI Offers Important Presentation on Foam Sheathing

As part of CRCA and CSI’s affiliate agreement, CRCA is excited to promote the June 22, 2021 CSI Chicago Presentation on Foam Sheathing: One Product, Many Applications. This virtual presentation will include industry expertise from Jay Crandell, P.E. (Applied Technology Group), Mindy Caldwell (Applied Technology Group) and David H. Mann (Senior Director for Building & Construction in the Plastics Division of the American Chemistry Council). To learn more, visit www.csiresources.org/chicagochapter/events.

CSI Chicago Announces New President

The Chicago Chapter of CSI will recognize the incoming FY 2022 board members at the annual meeting on June 16. Jennifer Friedland will replace outgoing President Brad Schwab. Schwab commented “As I reflect back on the year, I am grateful for having the opportunity to serve as President of this organization of outstanding professionals working to advance the greater Chicago area design

and construction community's knowledge of building information management, construction technology, and project delivery methods to improve facility performance while fostering relationships and promoting education." Thanks Brad for all the hard work!

CRCA Contracts & Insurance Plans August Event

Following the pre-pandemic success of new, innovative programming, the CRCA Contracts & Insurance Committee is planning a new Contracts, Crafts and Coverage in-person event on August 26. Join other CRCA members for a concise yet relaxed educational program presented by Trent Cotney (Cotney Attorneys & Consultants) and Frank Marino (Safety Check Inc.) These industry greats will present on what we have learned from the pandemic and what policies and procedures need to be in place for the future. Watch for more info at www.CRCA.org or contact info@crca.org to share a topic that CRCA can educate others in the industry on!

CRCA Annual Industry Day Golf Outing

Mark your calendars for the 2021 CRCA Golf Outing—July 15. Registration and Sponsorship information is now open at www.CRCA.org.

CRCA Plans Fall Events!

The CRCA Program committee has been working hard on planning events for the summer and fall of 2021. In addition to the July Golf Outing, there will be a September 14 and November 9th in-person membership meeting as well as a December 4th Annual Awards Dinner. Members are excited to gather once again, safely, to network and gain knowledge about the Roofing and Waterproofing Industry. Watch www.CRCA.org for more information.



CRCA Foundation Adds New Members!

The CRCA Foundation announced that George Patterson (Bennett & Brosseau Roofing) will replace Dave Lisson (Industrial Cork) as the 2021 chairman. Lisson, will be moving to the secretary role.

Patterson's first move as chair established a revitalized focus of the organization by establishing subcommittees responsible for Philanthropic Installations, Research Projects, Membership Recruitment and Fundraising.

Looking to collaborate on a philanthropic installation? Contact crcafoundation@crca.org today.

CRCA Member News

Atlas Adds New National Directors

Atlas Roofing Corporation announced in February the promotion of Josh Eaker and Joh VanDusky to the shared role of National Contractor Program Director. Both will work with Atlas marketing vendor partners and also the Atlas Roofing Marketing Departments to coordinate the training and builder programs and promotional opportunities. They will also represent Atlas at national roofing shows and events.



LWSC Offers Safety Training in Spanish and More

CRCA Member Latino Worker Safety Center (LWSC) is a multilingual OSHA compliant training institute dedicated to the safety of workers in construction and manufacturing, and to helping contractors and companies meet OSHA language training requirements. The LWSC conducts Safety training in English, Spanish, Polish, Chinese, and Arabic and includes training on fall protection, forklift safety, scaffold, confined spaces safety, crane signaling, card/rigging and more.

The LWSC was created by an OSHA Susan Harwood Grant in 2010 to establish a multilingual training and resource center that would serve the needs of companies throughout but not limited to OSHA's Region V—Illinois, Wisconsin, Michigan, Indiana, Ohio, and Minnesota. Classrooms are located in the Chicago Area, Madison WI, and St Paul MN.

Certificate Class schedules can be found on the LWSC website: <https://lwsc.org/calendar> and classroom reservations are made by calling the LWSC at 888-595-5972 or 708-449-9500. Training can also be conducted at the contractor location.

With the help of an OSHA Susan Harwood Capacity Building Grant, the LWSC is now conducting four (4) Free Certificate Classes: Chemical Safety (Hazcom GHS), Excavation Hazard Awareness, Respiratory Protection, and Silica Hazard Awareness.



Korellis photo

Korellis Names New President

CRCA Contractor Member Korellis Roofing in Hammond, IN recently announced the appointment of new company president, John Ziolkowski.

Ziolkowski has been working at Korellis for 11 years, most recently as Vice President of Operations and as a member of the senior management team for the last five years. He is only the third company President in Korellis history, following founder George Korellis and then his son Pete Korellis, who is staying on with the organization as CEO.

Pete Korellis commented, "Please join us in congratulating John on his new role; we look forward to this next chapter for Korellis!"

Runnion Team Expands

Runnion Equipment Company continues its growth by adding Jake Regnier to the Sales Team in March. "I am certainly excited to be selling 'top of the line' equipment for Runnion," noted Regnier. "I feel very confident and am looking forward to applying my past experience and knowledge to the product lines that Runnion represents. I know a source of pride at Runnion is the know-how and desire to service the equipment they sell, and I am thrilled to have that kind of backing!"

Brad Runnion, Sales Manager of Runnion Equipment: "When we opened our new facility two years ago, we charted a path of growth in part by investing in people. With Jake on board, we will be able to help our customers working more effectively in the central and southern parts of Indiana and Illinois. In addition, Mike Cantieri's experience with our products will allow us to develop relationships with customers in Michigan and Northern Indiana. We are excited for this opportunity."

Popular OMG Retrofit Roof Drains Earn Code Certification

OMG's announced in March that the three most popular retrofit roof drains—Hercules, Hercules Plus and SpeedTite—have all been certified to conform with ASME 112.6.4 and CSA-B79-08 standards. As such, these drains now meet both the International Plumbing Code (IPC) and the Uniform Plumbing Code (UPC) requirements for use in reroofing applications in the U.S. and in Canada.

All sizes (3-, 4-, 5- and 6-inches), and most variations of the three retrofit drains, including various strainer domes, as well as TPO and PVC coated flange versions for direct membrane attachment, have met the standards. The certification was completed by QAI Laboratories in 2020, an independent testing, inspection and certification organization that serves the building industry.

For additional information about any of the OMG drains, please visit <https://omgroofing.com/products/roof-drains> or call OMG Roofing Products at 800.633.3800.



Garza Roofing Equipment & Supply photo

Garza Roofing Equipment and Supply Unveils Mural

In conjunction with the May opening of Garza Roofing Equipment and Supply's new Elgin warehouse, Jennica Garza announced the addition of a mural to showcase the location. Garza stated "The mural is located at Garza Supply inside our showroom warehouse, in Elgin IL. This depicts commercial roofing and many of the items we sell. It also shows the hard work of our roofers, and what they do on a daily basis."

She added "Stop by Garza Roofing Equipment and supply for all your roofing equipment, safety equipment and tools today, at 901 Elizabeth St, Elgin, IL 60102."

For more information, call 630-229-4440 or contact rich@garzasupply.com.

Carlisle Plans to Build New Manufacturing Facility in MO

Carlisle Companies announced plans to invest more than \$60 million to build an innovative, state-of-the-art manufacturing facility in Sikeston, Missouri. The plant will support organic growth initiatives and also create jobs for the city of Sikeston and surrounding communities. This 445,000 square foot facility will be the 50th for Carlisle's Construction Materials segment, CCM, a diversified manufacturer and supplier of premium, energy-efficient building products and related technologies for the commercial and residential construction markets.

"The new polyiso facility adds to our industry leading capabilities and represents the company's ongoing commitment to delivering a world-class customer experience," Nick Shears, President of CCM, said. "It is strategically located to better serve the central U.S. and will result in improved service for CCM customers in the region. The production of energy-saving insulation and reduction of shipping lanes are both important to Carlisle's ESG leadership position."

Construction is planned to commence in the summer of 2021, with the first phase of the facility expected to be operational by the first quarter of 2023.

CRCA Member Launches "Comstruct U"



Comstruct Sales LLC photo

CRCA Member ComStruct Sales, LLC safely hosted over 30 hands-on classes and almost 300 attendees this spring at "ComStruct U". Paul Larson and Dan Schmidt, principals at Construct converted a 15,000-sf warehouse in Downers Grove, IL into a temporary training center focused on hands-on education related to low slope roofing and commercial air and vapor barriers. A variety of classes were offered throughout February and March.

Schmidt stated "It's been a fantastic way to bring value to our customers. The sessions featured demonstrations and mock-ups of new and value-added products from multiple manufacturers that were extremely well received." A mix of contractors, architects, consultants, building owners, and distributors participated over the two months ComStruct U was in operation. Larson explained, "Given the lack of in-person training opportunities over the past year, there was strong demand and sincere appreciation for providing this unique chance for our clients to improve their skills and see firsthand the latest technologies in the commercial construction market."



*Zach Wiese
(Legat photo)*



*Wayne F. Machnich
(Legat Photo)*

Legat Awards Wayne F. Machnich Award

Legat Architects awarded the Wayne F. Machnich Annual Commitment Award to Zach Wiese. This prestigious award embodies the firm's values and those exhibited by Legat's first President and CEO Wayne Machnich (1943-2020) including patience, selfless, mentorship and a tireless work ethic. Weise celebrated his 20th anniversary at the firm and has a solid reputation as a committed team member, leader and a "go-to" resource for others. Congratulations Zach!

Meyer Wins Crain's Chicago Award

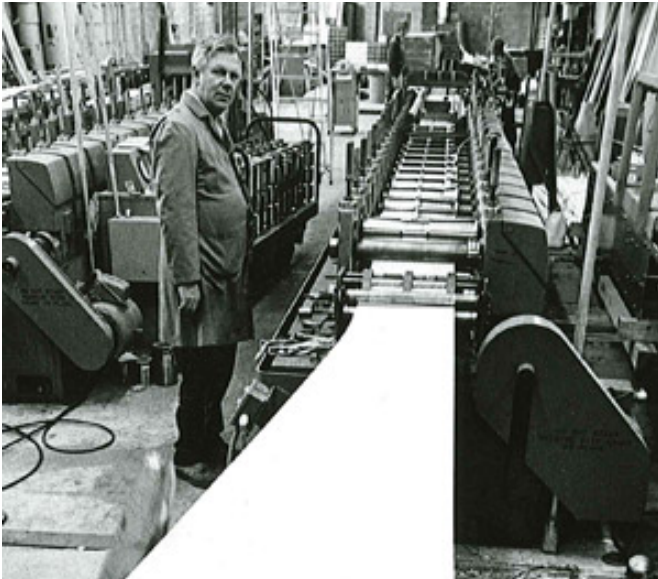
Omni Ecosystems announced on May 3, 2021 that founder and CEO Molly Meyer was named one of Crain's Chicago Business' Notable Women in Construction and Design for 2021. Meyer was recognized for her "outstanding leadership and commitment to advancing the design, construction and maintenance of sustainable working landscapes."

"Tank O'Brien Retires from K2N

In March, K2N Crest announced the retirement of Tom "Tank" O'Brien after 42 years in the roofing industry. O'Brien stated "I want to thank all of those who have worked with me . . . it has been quite a ride. Brian Linville will be taking over the responsibilities of managing the K2N roofing Department. I wish his success!" O'Brien developed many roofing relationships

over the years, working at Roof Spec Inc., Crawford Roof Management, Clark Roofing, Midland Engineering and even was President and Owner of his own firm, O'Brien Roofing and Construction, Inc.

DID YOU KNOW . . . ATAS Stands for Aluminum Trim And Shapes?



CRCA Member firm ATAS International, Inc. was founded in 1963 by Jacobus “Jack” Bus in his Rochester, New York basement. Bus moved to the US from the Netherlands in the 1950s. While installing siding and trim in Rochester, he noted that contractors did not have the ability to bend their own product on-site and began to provide bent trim and other products. While starting in Rochester, the company moved to Allentown, PA in 1985 and now has three locations in PA, NJ, and AZ.

Today, ATAS makes metal wall cladding, metal roofing, ceilings, perimeter edge metal and accessories for commercial and residential buildings. To learn more, visit ATAS.com.



CRCA congratulates contractor member Jones & Cleary Roofing / Sheet Metal Co., Inc. for celebrating their 100th anniversary in 2020! They are a family-owned commercial roofing and sheet metal contractor that first opened their doors in 1920.

President Bill Cleary states “Since our founding in 1920, we have focused our efforts on providing every customer with the highest level of service and craftsmanship possible. Jones & Cleary installs all types of commercial

roofing systems and architectural sheet metal, bringing over 100 years of experience to every project.”

Jones & Cleary is a third-generation commercial roofing and sheet metal business that had served Chicagoland proudly since 1920. Their history of success as a company is due to their dedication to completing commercial, industrial, high rise, historical or green roofing projects on time, safely and to the highest standards of quality. For more than 100 years, their commitment to quality and unique combination of experience, technical know-how and craftsmanship has established Jones & Cleary’s reputation as the premier roofing and sheet metal contractor in Chicagoland. Along with President Bill Cleary, CEO Thomas Cleary, Sr. Project Manager & Safety Director Thomas McKeown, and the rest of Jones & Cleary staff, they are to here to help with any roofing needs.

Other Industry News

CISCO Education Director Retires



The Construction Industry Service Corporation (CISCO) announced in May the retirement of Johnetta Ryan after serving for 20 years as CISCO’s Education-to-Careers Director in May. She was a great ambassador of union construction trades to students and the community.

Jamillah Muhammad was named to replace Ryan. She comes to CISCO as a 10-year Journeyman Electrician who also instructs for IBEW NECA Technical Institute. “I am excited to begin my journey with CISCO and helping students and adults understand the benefits of a career in the union construction industry,” she said.

DOL Withdraws Independent Contractor Status in May

The Department of Labor announced that effective on May 6, 2021, the withdrawal of the Independent Contractor Status Under the Fair Labor Standards Act final rule. This act, issued by the previous administration was issues to maintain workers’ rights to minimum wage and overtime compensation protections of the Fair Labor Standards Act (FLSA).

The FLSA includes provisions that require covered employers to pay employees at least the federal minimum wage for every hour they work and overtime compensation at not less than one-and-one-half times their regular pay for every hour they work over 40 hours in a

workweek. FLSA protections do not apply to independent contractors. For more information, visit <https://www.dol.gov/agencies/whd/flsa/2021-independent-contractor>.

IL Legislative Update



CRCA Legislative Consultant Margaret Vaughn reported the following State of Illinois updates:

SB2494: Amends the Mechanics Lien Act. Provides that the changes made by Public

Act 97-966, to provisions governing the circumstances in which it is not necessary to fix by contract a time for the completion or a time for payment in order to obtain a lien under the Act, are operative from January 1, 2013 through December 31, 2026 (rather than December 31, 2021).

Status: Passed both houses May 25, 2021

SB692: Reintroduction of the Coal Tar Sealant Disclosure Act; included an exemption for roofing applications.

Status: Passed both houses May 26, 2021


HB 121: Human Rights Work Authorization.

- Amends the Illinois Human Rights Act by providing that it is the public policy of the State to prevent discrimination based on the specific status or term of status that accompanies a legal work authorization.
- Defines “work authorization status” as the status of being a person born outside of the United States, and not a U.S. citizen, who is authorized by the federal government to work in the United States.
- Provides that it is a civil rights violation for:
 1. any employer to refuse to hire, to segregate, to engage in harassment, or to act with respect to recruitment, hiring, promotion, renewal of employment, selection for training or apprenticeship, discharge, discipline, tenure or terms, privileges, or conditions of employment on the basis of work authorization status.
 2. any employment agency to fail or refuse to classify properly, accept

applications, and register for employment referral or apprenticeship referral, refer for employment, or refer for apprenticeship on the basis of work authorization status.


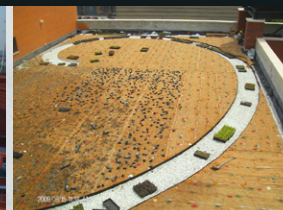
3. any labor organization to limit, segregate, or classify its membership, or to limit employment opportunities, selection, and training for apprenticeship in any trade or craft, or otherwise to take or fail to take, any action which affects adversely any person’s status as an employee or as an applicant for employment or as an apprentice, or as an applicant for apprenticeships, or wages, tenure, hours of employment, or apprenticeship conditions on the basis of work authorization status.
4. any employer to refuse to honor work authorization based upon the specific status or term of status that accompanies the authorization to work. Provides that it is a civil rights violation for a person, or for 2 or more persons, to conspire to retaliate against a person because he or she has opposed that which he or she reasonably and in good faith believes to be discrimination based on work authorization status.



Status: as of 5/28/21, passed the Senate and is with the Illinois House.

Through the rest of 2021, CRCA will be watching Illinois legislation that is favorable to the roofing, waterproofing and construction industry in Illinois. More to come! 

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- Adams Roofing Professionals, Inc.....(847) 364-7663
- Adler Roofing and Sheet Metal, Inc.....(815) 773-1200
- Advanced Roofing & Woodworking Inc.....(630) 231-7663
- Aegis Construction Group, Inc.....(630) 709-8121
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- All American Exterior Solutions.....(847) 438-4131
- All Sealants, Inc.....(708) 720-0777
- Allendorfer Roofing Co., Ltd.....(773) 463-7808
- Allied Waterproofing, Inc.....(630) 654-9700
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- Champion Roofing, Inc.....(847) 673-7663
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- Distinctive Roofing, Inc.....(815) 986-0831
- Domain Corporation.....(773) 628-0001
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Huebner Roofing Inc......(630) 257-9394
Industry Elite Services, LLC.....(630) 436-6859
Inside-Out Roofing.....(630) 406-3000
J. P. Larsen, Inc......(708) 293-7662
Jerry & Sons Roofing & Remodeling, Inc......(773) 457-4682
Jones & Cleary Roofing / Sheet Metal Co., Inc......(773) 288-6464 x23
Joneson Roofing and Home Repair.....(773) 474-4963
KBC Exteriors LLC.....(708) 497-3737
Kerry Roofing & Masonry.....(708) 422-3004
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Knorr & Myers Roofing Co......(815) 654-1878
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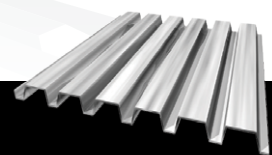
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| DSP Insurance Services, Inc. | (847) 934-6100 | | |
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| EcoStar LLC | (800) 211-7170 | | |
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| ERSystems/ITW Polymers Sealants | (847) 345-7094 | | |
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| Hapco Inc. | (800) 345-9353 | | |
| Hart & Cooley Roof Product Systems - Portals Plus, RPS & Milcor | (800) 624-8642 | | |
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| Dietz Vacuum Service, Inc. | (708) 301-9127 |
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| RK Hydro-Vac, Inc. | (800) 754-9376 |
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