

CRCA TODAY

SPRING 2023

The Magazine
of Roofing and
Waterproofing
in Illinois
and Beyond

Heat Exposures & OSHA
What Makes A Great Mentor
ASCE 7-16 – Part 2
“Don’t Just Sign Stuff”

CHICAGO
PUBLIC
LIBRARY
ALTGELD BRANCH
333 E. 131ST STREET



Chicago Roofing
Contractors Association

CRCA TODAY | 800 Roosevelt Rd, Glen Ellyn, IL 60137

PROUDLY REPRESENTING
THE ROOFING >>
INDUSTRY



ADAMS AND REESE LLP

®

ADAMSANDREESE.COM //

TRENT.COTNEY@ARLAW.COM //

866.303.5868

CRCA TODAY

SPRING 2023



www.CRCA.org

FEATURES

What Makes A Great Mentor?	5
ASCE 7-16 . . . Still Confused? The Saga Continues—Part 2....	7
Grow with What You Already Know.....	10
Don't Just Sign Stuff!	13
Heat Exposures and OSHA <i>What's the Reason for the New Rule . . .</i>	15
Roof Talk	18
Five Considerations for Using Stone Coated Steel Roofing on Your Next Project	20
New Enforcement Guidelines for OSHA Penalties.....	22
Industry News	24
CRCA Contractor Members.....	28
CRCA Associate Members	30



Advertising Contact: Contact CRCA's Office for information at 708-449-3340 or info@crca.org.

Reprints: *CRCA Today* has extra Magazine reprints available to CRCA Members for a limited time, limited quantity, for free. Contact info@crca.org. Reprints are available from CRCA; 1-100- \$.95/issue; 101-500 - \$.90/issue; 501-1000 - \$.80/issue; 1000+ - \$.70/issue.

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

On the Cover: Photo courtesy of CRCA Associate Member, PAC-CLAD | Petersen and hortonphotoinc.com. The Altgeld Library, owned by the City of Chicago was designed by KOO Architecture and included the following PAC-CLAD products: Snap-Clad, Corrugated, Snap-On, WIP 300HT in Custom Dynamic Blue and Charcoal.

CRCA TODAY

SPRING 2023

CRCA 2023 Board of Directors

Mitch Rabin, President
A-1 Roofing Company, Elk Grove Village, IL

Mark Moran, 1st Vice President
Knickerbocker Roofing & Paving Co., Harvey, IL

Kevin Froeter, 2nd Vice President
Sterling Commercial Roofing, Sterling, IL

Casey Fraher, Treasurer
Crowther Roofing & Sheet Metal, Romeoville, IL

Dan Henshaw, Secretary
G.E. Riddiford, Co., Arlington Heights, IL

Mark Duffy, Immediate Past President
Elens & Maichin Roofing & Sheet Metal, Joliet, IL

Matt Adler, Director
Adler Roofing & Sheet Metal, Inc., Joliet, IL

Dominic Dunlap, Director
DCG Roofing Solutions, Inc., Melrose Park, IL

Kevin Filotto, Director
Filotto Roofing, Crest Hill, IL

Larry Marshall, III, Director
L. Marshall Roofing & Sheet Metal, Inc.

Bill O'Brien, Jr., Director
Combined Roofing Services LLC, West Chicago, IL

Ryan Petrick, Director
Ridgworth Roofing Co., Inc., Frankfort, IL

Bob Prette, Director
Tidwell Roofing & Sheet Metal, Elk Grove Village, IL

Shawn Sullivan, Director
Olsson Roofing Company, Inc., Aurora, IL

Mike Zimmerman, Director
Reliable Roofing, Lake Zurich, IL

Associate Directors

Dave Good, Associate Director
Bone Roofing Supply, Addison, IL

Mike Lowery, Associate Director
A & D Products, Naperville, IL

Ski Wysocki, Associate Director
Chicago Metal Supply & Fabrication, Chicago, IL

Bill McHugh, Executive Director
Chicago Roofing Contractors Association

Subscription information:

To subscribe, visit www.crca.org, click on CRCA Today, subscribe. For article submissions, information, contact CRCA at 708-449-3340 or e-mail info@crca.org. To unsubscribe, email info@crca.org, unsubscribe to CRCA Today.

CRCA Today, Volume 12, No. 2 is published quarterly by the Chicago Roofing Contractors Association. Information has been obtained from sources believed to be reliable. However, because of the possibility of human or mechanical error by our sources, the Chicago Roofing Contractors Association does not guarantee the accuracy or completeness of any information and is not responsible for any errors or omissions of the results obtained from use of such information. The publisher reserves the right to censor, review, edit, reject or cancel any materials not meeting the standards of CRCA Today.

Editorial Contributions: You are invited to share your expertise and perspectives. Before writing, visit www.crca.org/magazine, or contact CRCA at info@crca.org for writing guidelines & policies.

GEMCO

ROOFING & BUILDING SUPPLY
Family Owned & Operated Since 1977

Residential Products & Accessories

- Shingles
- Skylights
 - Cedar Shakes
 - Slate Tile
 - Synthetic Tile

Commercial Products & Accessories

- EPDM
 - Modified
 - PVC
 - TPO
 - Roof Coatings
 - Waterproofing

Gemco has remained a family run business since 1977. Equipped with a knowledgeable staff, we continue to provide superior customer service for all of your roofing needs.

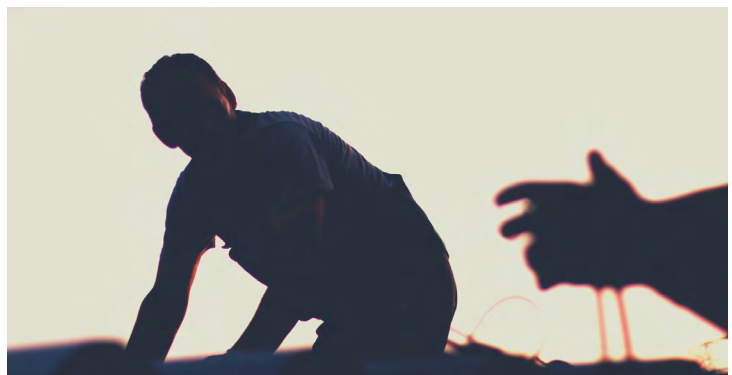
- Knowledgeable Staff
- Convenient Location
- Same Day & Emergency Deliveries
- Roof Top Deliveries

2601 Van Buren St
Bellwood, IL 60104

(708)544-1444

www.GemcoRoofingSupply.com

COME, JOIN US



SCHOLARSHIP - RESEARCH - ADVOCACY

WHAT ARE YOU WAITING FOR?



Become a part of the CRCA Foundation and support philanthropic causes, research and education to further the roofing and waterproofing industry and community.

Visit www.crca.org/crcafoundation to learn more or contact the CRCA office at 708.449.3340

The CRCA Foundation is registered with the Secretary of State of Illinois as a charitable, not-for-profit corporation (No. 7122-868-1) and with the US Internal Revenue Service as a 501(c)(3) tax-exempt organization. Federal Tax ID# 82-2888590.

What Makes A Great Mentor?

By Randy Zaleski



Randy Zaleski

CRCA Today reached out to long time CRCA Associate Member Randy Zaleski on the value of mentoring in the roofing and waterproofing industry and specifically, in CRCA.

To learn a bit about his answer, we need to first learn a bit about Zaleski. He started his

career as a stockbroker. He left that industry when his dad told him "I have a friend you should call. He's a roofing contractor." That friend was Roger Nyberg, co-owner with Tom Lindholm of Keefer Roofing, now known as Lindholm Roofing. This led to Zaleski's career change and brought him to Chicago.

To truly understand the business, he worked up on the roof for about six months learning to shingle, lay tile and do hot asphalt as modified was not yet being used as a roof system, before eventually moving into sales.

When the opportunity to move into the manufacturing side occurred, he joined Koppers selling coal-tar pitch systems and became the Southside sales rep. Zaleski stated "Everyone was doing coal-tar and I was fortunate to sell to many generations of CRCA members." It was during this time he met Bart Parnell. Zaleski stayed five years and then became the US Eastern Regional Sales Manager for insulation manufacturer, Grefco and connected with Andy Bernardi, a manufacturers' rep. Zaleski has a lot to be thankful for as Parnell and Bernardi became his mentors.

What is a mentor? According to the National Mentor Partnership (www.mentoring.org), mentoring gives young people the confidence that they are cared about and are not alone in dealing with day-to-day challenges. Research confirms that these relationships have powerful positive effects in a variety of personal and professional situations. Both Parnell and Bernardi provided the following three simple actions as mentor to Zaleski: devoting time, helping educate and promoting the value of relationships in our industry.

Taking the Time

How often do we say, "I'll do tomorrow. . . . I'm too busy today"? Instead, these two well-known CRCA leaders took the important time with Zaleski. They shared product knowledge, sales and, most important, the culture. They could "talk the talk" as had "walked the walk".

Industry Education

Today's roofing and waterproofing industry is extremely technical, and some say roofing contractors need to be engineers to properly understand today's systems. This was not true when Zaleski first jumped into the market. Instead, he described those years as the "wild west of roofing." Remember, modified systems were non-existent and Built Up was king. Those in the industry worked hard, played hard and were very good at what they did, learning as they went along, up on the roof. Today's roofing professionals rely on technology in a larger way but still need to know those basic principles developed years before.


Value of Relationships

If asked why he stayed in the industry all these years, Zaleski would say it is not all about the monetary reward. Instead, he stated "It's about the people." His mentors introduced him long ago to key industry contacts in both the installation and supply side, but it was up to him to nurture these relationships for acceptance. Zaleski stated, "The good majority of my customer base over the years were genuine good people, professional and caring about the industry. It was rewarding to be around them."

In digging a bit deeper into CRCA's membership and market, he noted that many of those he met over the years are family orientated with multi-generational companies. Roofing is their life. He stated that because of CRCA, these like-minded individuals and companies congregated together. "It's like a sibling relationship . . . one second you are fighting over a toy and the next moment, you are best friends." Because of these "fraternity-like" relationships, our industry helps each other out and grows from within, which is not always seen in other industries.

What are the lessons learned from Zaleski's message? Simply put, he encourages experienced professionals to

take the time to become a mentor and continue to grow the industry. Both parties will be learning through the process! If you are new to the industry, it is key to get connected to start developing important skills to grow your understanding of the industry and to open the door to relationships needed to succeed. Contact info@crca.org to help get connected to some "seasoned professionals"!

CRCA, through the Emerging Leader Committee, started a mentor network in 2018 as an important tool to transfer knowledge and skills necessary for the growth of the industry. While curtailed due to the pandemic, it will be starting up again at the end of 2023. CRCA's Emerging Leader and Chicagoland Women in Roofing sponsored important roundtable discussions at this past January's CRCA Trade Show & Seminars, and they may be repeated at the 2024 event. Watch the *CRCA Today* for more information. 

Zaleski is a Sales And Marketing Specialist for CRCA Associate Member A&D Products, LLC. He is a long time CRCA member and has served many committees including the Program Committee since 2001. He currently gives back by serving on several not-for-profit boards and serves on the McHenry County Planning Commission. He was awarded CRCA's Award of Excellence in 2006.

Don't Miss Out!

Join CRCA Today!

Contact info@crca.org to learn more!



INDUSTRIAL CORK
C O M P A N Y

SINCE 1935

FULL PRODUCT LINE DISTRIBUTOR

FIRESTONE | FIBERTITE | GAF | SARNAFIL | SOPREMA

EXPANDED & EXTRUDED POLYSTYRENE

PAVER & PEDESTAL SYSTEMS

GEOFOAM

ROOFTOP DELIVERY & JOBSITE ASSISTANCE

848 LARCH AVE, ELMHURST IL | 630. 832.2803 | CORCO.ORG

ASCE 7-16 . . . Still Confused? The Saga Continues—Part 2

By Joan Crowe, AIA



Joan Crowe, AIA

Back in 2020, I wrote an article regarding Chicago's adoption of the 2016 edition of the American Society of Civil Engineer's standard ASCE 7, "Minimum Design Loads and Associated Criteria for Buildings and Other Structures" (ASCE 7-16). A couple of years have passed and there still seems to be confusion. Roofing

contractors have been reaching out and told me that they still don't understand what they need to do to be code compliant. But in hindsight, I did focus on the geeky stuff of ASCE 7-16 and that probably wasn't very helpful . . . so, I write again.

There is a lot to go over and decided the best approach is to tackle it in two articles. For this one, I will provide a step-by-step overview on interpreting and determining wind design values for low-slope roof assemblies, and where to go if there isn't a roof system designer on a project. Now, let's get started . . .

Step 1—Locate Wind Design Data

The 2019 Chicago Building Code has a requirement in Section 1603.1.4—Wind Design Data that requires the following information be provided in the construction documents:

- Basic design wind speed, V , and allowable stress design wind speed, V_{asd}
- Risk Category
- Wind Exposure
- Applicable internal pressure coefficient
- Design wind uplift pressures

In many cases, this information will be provided on a sheet in the set of drawings. If wind design data is not provided, you should inform the project's designer that it is a code requirement!

If you are fortunate enough to have wind design data for your project, you might see the following acronyms or terminology that require some explanation.

- **Components and Claddings (C&C):** ASCE 7-16 classifies roofing systems as Components and Cladding. So, the design wind loads applicable for roofing systems will be labeled as Components and Cladding or C&C.
- **Effective Wind Area (EWA) or Tributary Area (TA):** This is a term used by ASCE 7-16 to define the amount of area for the element or component being considered for wind design. For example, if a roof membrane is mechanically attached, the effective wind area is the area of the roof membrane secured by a single fastener.

However, ASCE 7 only refers to EWA sizes of 10, 20, 50, 100, 200, 500 and 1000 sq. ft. Construction documents may show design wind loads for some or all of these EWA sizes (sometimes in a chart format), but 10 sq. ft. is typically used for roofing systems. Therefore, use the loads that are associated with 10 sq. ft.

- **Safety Factor (SF):** It is very important to determine if a safety factor was applied to the wind uplift pressures. I've been told that many of the construction documents do not address or indicate a safety factor.

Step 2—Identify the Design Method

There are two design methods in ASCE 7 used to determine design wind loads: Allowable Stress Design (ASD) and Strength Design. Strength Design is often referred to as Ultimate Design. Designers may use either method, but roof systems are typically designed using ASD.

Because the wind speed maps in ASCE 7-16 are based on Ultimate Design, design wind uplift pressures are often calculated and presented as Ultimate Design values.

Wind load data should be labeled as ASD (what you want to use) or Ultimate Design (what you don't want

to use) values. If they are not identified, confirm which method was used. If only Ultimate Design values were provided, they can be converted to ASD by using a reduction factor of 0.6.

This is expressed as:

$$\text{ASD value} = [\text{Ultimate Design value}] \times [\text{Reduction Factor} = 0.6]$$

Step 3—Figure out the Safety Factor

If you are using the ASD method, it is common engineering practice to apply a safety factor to design wind uplift pressures. A safety factor of 2 is typically recommended. This will determine “design wind uplift resistance loads.”

This is expressed as:

$$\text{Design wind uplift resistance loads} = [\text{ASD design wind uplift pressure}] \times [\text{Safety Factor}]$$

These design wind uplift resistance loads are the values you will use when selecting wind-rated roof assemblies from FM’s RoofNav, UL’s Product iQ or SPRI’s Directory of Roof Assemblies. My next article will go over this in a little more detail.

Important note: As previously mentioned, I have heard that many projects show Ultimate (Strength) Design values and do not apply a safety factor.

If you feel that you want to apply a safety factor to the Ultimate (Strength) Design values (instead of converting them to ASD values), keep in mind this will give you design wind uplift resistance loads that are higher, i.e., exceeding what is required by building code. While this is not a terrible idea, it results in selecting roof assemblies that may make your bid less competitive.

However, the best approach is to consult the designer and insist they provide you with the appropriate wind loads or even better yet, select the roof assembly for you to bid on!

But What If There Isn’t a Designer?

Many times, especially in reroofing projects, there is not a designer involved. In my humble opinion, it is in a roofing contractor’s best interest to retain a structural engineer, but I am not that naïve to know that’s probably not very realistic. So, I suggest these options:

- The National Roofing Contractors Association’s (NRCA’s) Roof Wind Designer
- Roofing Manufacturers
- FM Approval’s RoofNav

NRCA’s Roof Wind Designer (RWD) is a free online application to calculate wind uplift pressures using ASCE 7-16. It’s pretty simple to use; however, there are limitations. The building must:

- Be less than or equal to 160 feet tall.
- Be an “enclosed” building (explanation below).
- Be regular-shaped. ASCE describes this as “no unusual geometrical irregularity in spatial form.”
- Not be subject to special wind effects or topographic features.
- Have a flat roof, i.e., less than or equal to 1½:12.

RWD will provide a report in pdf format that will include design wind loads in Strength (Ultimate) Design and ASD values with a Safety Factor. RWD can be accessed at roofwinddesigner.nrca.net.

Another option is to go to the roofing manufacturer. Several manufacturers offer applications or services that will determine design wind loads for customers.

Finally, there is FM Approvals’ RoofNav, which I’m reluctant to recommend (unless you have to use it for an FM-insured building, of course). RoofNav has a “Ratings Calculator” feature that calculates the wind uplift ratings; however, you should be aware that this calculator uses concepts from ASCE 7-16, but does not follow it exactly. In addition, it increases the wind loads by 15 percent, by applying their own importance factor in the calculations. Keep those issues in mind if using RoofNav’s Ratings Calculator, as it may result in an “over-designed” roof system, which might make your bid less competitive.

Regardless of which option you use, you will need to have the following information:

- Building height
- Building address
- Risk Category
- Exposure Category
- Enclosure Category

Some of these items are easy to determine, but others, not so much. The following is my attempt to help clarify the concepts.

Building height: This measurement should be a building’s “mean” roof height, a.k.a., the average height. If you prefer to not figure out the mean roof height, just use the highest point of the roof. And if the building has a parapet, it is the height of the roof surface and not the top of the parapet wall.

Building address: The address determines the “Basic Wind Speed” value which is taken from the basic wind speed maps found in ASCE 7-16. There are four basic wind speed maps for the U.S., one for each Risk Category.

Risk Category: There are four risk categories and they are based on the risk for unacceptable performance of a building in a crisis. In other words, the risk of a building is based on public policy, rather than a technical one.

- Risk Category I—buildings that normally are unoccupied and that would result in negligible risk to the public should they fail.
- Risk Category II—the vast majority of buildings, including most residential, commercial, and industrial buildings.
- Risk Category III—buildings that house a large number of persons in one place, such as theaters, schools, prisons, and buildings that housing hazardous substances.
- Risk Category IV—buildings in which the failure would prevent the availability of essential community services needed in an emergency situation, such as hospitals, police stations, and fire stations.

As I pointed out earlier, each risk category has its own basic wind speed map. In general, the basic wind speeds increase as the risk category goes up.

If you were wondering what the basic wind speed values are for Chicago, according to ASCE’s Hazard Tool (a free online tool to determine basic wind speed values), they are:

- Risk Category I: 100 mph
- Risk Category II: 107 mph
- Risk Category III: 114 mph
- Risk Category IV: 119 mph

Exposure Category: This category is based on a concept referred to as “ground surface roughness” which is determined from the natural topography, vegetation, and surrounding elements. There are three categories, B, C and D and are generally defined as follows:

- Exposure B—Large city center urban, suburban, or wooded area
- Exposure C—Open terrain with scattered obstructions
- Exposure D—Flat, unobstructed ground facing a large body of water, such as a lake. For Chicago, Exposure D is applicable if the building is within a distance of 600 ft. or 20 times the building’s height—whichever is greater—to Lake Michigan.


Accordingly, Exposures B or D will mostly be chosen for Chicago.

Enclosure Category: In very simple terms, this category takes into consideration how many openings are in a building. There are four enclosure categories:

- Enclosed—most buildings; such as office buildings.
- Partially Enclosed—buildings that have large openings in one or two adjacent walls with small or no openings in other walls; such as warehouses with roll-up doors.
- Open—A building where each wall is at least 80 percent open; such as a theater pavilion.
- Partially Open—buildings that are not open, partially enclosed, or enclosed buildings; such as a parking garage.

And those are the five pieces of information needed when using RWD, RoofNav or contacting a manufacturer for assistance.

Stay Tuned!

I hope I gave readers some practical information on obtaining design wind loads. In the next issue of *CRCA Today*, I will discuss where to find wind-rated assemblies and discuss some application issues. I’ll present an example project and provide suggestions for addressing perimeters and corners. 

Joan Crowe is GAF’s Director of Codes & Regulatory Compliance and has over 30 years of experience in the construction industry. She has a B.S. and M. Arch in Architectural Studies from University of Illinois and is a licensed architect. Crowe previously worked at the National Roofing Contractors Association (NRCA) as a Director of Technical Services and as an architect at Wiss, Janney, Elstner & Associates.

Crowe serves on the CRCA Industry Affairs / Tech Committee and has served as Co-Chair of the CRCA’s Chicagoland Women in Roofing Committee.

Grow with What You Already Know

By Tracey Donels



Tracey Donels

“Do good and be good.” These are the five simple words I tell my daughters every day before they go to school. It’s a basic tenet in life that we want to do good work for others and we want to be good people. In reality, we need to take the same approach in business. Most of us do

good work. We believe if we have the right people using the right products, we are a good business. In service, however, we have to do more.

The reality is that growing a profitable service department *is not the same as doing good service work*. We can all do good work, but we tend to focus our attention on the bigger fires, aka the bigger projects, and our service departments pay the price. We have our hands full. Every day we are facing supplier issues, new projects awaiting bids, and labor issues. Each of these issues is a bigger fire, a bigger problem we have to solve, that takes our attention away from the service department. Service is not a bigger problem, but it has the biggest potential and it needs our attention.

To do service right, we have to stop letting the department with the most potential also be the department with the least dedication. A good service department needs dedicated everything: dedicated office personnel, dedicated field personnel, dedicated trucks, and dedicated tools and equipment. A good service department faces urgent issues, but it cannot solve urgent problems without having the dedicated resources ready to go. The very nature of the service department means that every customer has a problem, and they are looking to you for their immediate solution.

Just as the service department needs the right resources for these immediate solutions, they need the right people, too. In other words, the service department needs its own salespeople. A service manager should not be your salesperson. He’s busy fixing customers’ problems. A field

worker will have the opportunity to suggest more work, but he won’t be closing the deal. A dedicated salesperson will focus only on satisfying those customers, making those deals, and bringing in those smaller projects that can bring in \$8 in profit for every \$1 in profit that is brought in by the new roofs. A good salesperson is charming, patient, affable, detail-oriented, and thus maintains the Golden Rule of Service: provide the service you want to receive.

Taking Time to Build

Of course, none of this happens overnight. A good service department takes time to build and time to grow, yet the positive outcome begins immediately. Look at Chick-Fil-A. This is a company that charges more for their food, operates for fewer hours, and still brings in more profit than nearly every other fast-food company in the country. They built their chain. They hired good people and then trained them to be the right people for the job. They satisfied their customers in time and quality. And coming out of the pandemic, when nearly every company in the world was facing layoffs and cutbacks, Chick-Fil-A has opened an additional 160 stores. This isn’t a complicated business model. Instead, it’s a company that operates well on the inside, so they get the trust and satisfaction of repeat customers on the outside.

Think about your own business. Can you announce to your customers that you have decided to close for a day? Will your customers come back the next day, or will they go to your competitor in the meantime? Chick-Fil-A customers come back the next day. You can have that, too.

Establish a Process

Good operations all boil down to the process. When we establish a good process, we can make everything else work. We can train nearly anyone when we know what we need them to do and when we need them to do it. When we are done training them, we are going to have them practice. The department will grow, and we will hire more people. Then we will start the process all over again. The better prepared we are with a process, the better prepared we will be to easily and quickly explain to the employees what they need to do and how they need to do it. We don’t have to compete to hire the perfect roofer or the perfect admin when we can train the

right person to be the perfect employee—with or without roofing experience.

Specialization Is Key

This also means we can train the employees to specialize in one or two areas. We have all heard the old saying, “When a man wears too many hats, one is bound to fall off.” The service department is no different. If we have one person satisfying five roles, something is going to fall by the wayside. Where can you afford to have a hat fall off? During a customer call? The supervision? The invoice speed? The follow-up call?

The truth is that a good service department needs every hat. When you achieve a solid process that is easy to train and easy to sell, your department grows. When your department grows, you can hire more employees and train them to specialize. When you have the right employees with the right number of hats, your profit grows. This can still start with two people, but those people must have time to dedicate to service and prioritize these duties.

Next Steps

Once you have built the machine of a good service department, you are ready to focus on the three steps to keep growing:

- First, you need to upsell. There is no one better prepared to upsell than a service crew that is already on the roof. They can see the work that will come in the future. They can explain this work to the client: if we repair it now, you are only paying for one call, one trip, and solving the molehill before it becomes a mountain.
- The second step is preventative maintenance. If you have a customer’s trust, you are ready to talk to them about hiring you for routine checks so that you can continue to inspect and fix their roof ahead of time. For the customer, this means fewer expenses, less damage of everything from the building to their workspace and products (because if they wait for the storm, the damage will come), and solving the problem before they become a number on a waitlist that is three weeks long and growing.
- The last step is regular communication with your customers. Your salespeople should know your customers, and your customers should know your salespeople. When customer communication is regular, you are not just an option on a list when they need a roofer in the future. You are *their* roofer, and they are *your* customer—come rain or shine.

Your Chicagoland Roofing Equipment Supplier



**NATIONAL CRANE
900A**

National Boom Trucks



MAC 28527SP

Articulating Cranes



Manitex 26101C

Manitex Boom Trucks (& More!)

SALES / RENTALS / RPO's / SERVICE / PARTS

Crane Certifications / PM Services / Equipment Rebuilds / Painting & Restoration / OEM Parts / On-site Field Service / Shop Service / 3rd Party Inspections



800-922-5508
wppecrane.com

an authorized distributor of




Final Step Is Consistency

In every step of building a solid service department, it all comes down to consistency. Your employees benefit from consistency because they know what they need to do, how they need to do it, and when they need to do it. They know how to keep the department moving if one person leaves, and they know exactly where they need them when a new person joins the team.


Your customers need and want consistency. They need to know that you will take care of them when they need your help. They want to know that they can trust you, and if you have their trust, you have a customer who will be back with more business.

Then it boils down to you. You need consistency. You need the consistency of having a department that runs like a machine. You need to know you have customers who will call you when a leak happens, who will listen to you when you sell preventative maintenance, and who will trust you to get the job done right. You need the consistency of having an invoice that is sent the day after the work is finished instead of three weeks after. You need the consistency of the profit that comes in from a department with smaller invoices but much larger profit margins. When you put all of this together: the process, the consistency,

and the profit, there is no limit to where your department can go. 

Tracey Donels is Founder and CEO of Service First Solutions, a coaching training and consulting company that works with roofing contractors across the country to start, grow and scale their service departments. His roofing industry career started with KPost Company, a large commercial roofing company based in Dallas. Moving up the ranks, first as a service technician and finally Vice President of Services, Donels' team grew from three dedicated service trucks to twenty-five. He is a graduate of NRCA's Future Executive Institute, has served on MRCA's Board of Directors and his firm is an Associate Member of CRCA. For more information, contact tracey@groofservice.com

Editor's Note: Tracey Donels presented at the January 2023 CRCA Trade Show & Seminars. He has shared this important information at NRCA's IRE, MRCA's expo as well as at the Best of Success. This article is a follow-up to Donels' CRCA seminar, which focused on steps to implement simple and trainable processes into service departments, with the end result of having a targeted and positive impact on roofing contractors' bottom line.



BENNETT & BROSSÉAU
ROOFING INC.
Rising Above The Rest

24/7 Availability
General Roof & Emergency Roof Repairs
Reroof, Replacement, New Construction
Roof Inspections and Comprehensive Reports
Custom Preventative Roof Maintenance Programs

**STANDING SEAM, SLATE, SHINGLES, GARDEN/GREEN ROOFING
TPO, EPDM, BUILT-UP, MODIFIED**

COMMERCIAL - INDUSTRIAL - INSTITUTIONAL
1-800-339-8327
Illinois Roofing License # 104-000207

Don't Just Sign Stuff!

By Mike Zimmermann



Mike Zimmermann

All day long contractors are bombarded with documents. Whether it is our own job paperwork or a customer's bid package, we are surrounded by one type of document more than any other—the contract. Sometimes it is obvious such as when the document title actually says "Contract". Other times it is

not so obvious, such as the 200-page spec book which is "incorporated" into your bid form and job contract. And what do busy people do when the paperwork stands in the way of conducting business? We tend to sign it and move on. And that is where the trouble is hidden. The title of this article happens to be the 2023 theme of the CRCA Contracts and Insurance Committee, "Don't just sign stuff." Perhaps the better title is "Read Stuff Before Signing."

Contracts are dry, complex documents that no one likes to read. They provide the legal instructions on how a project is to be accomplished. In commercial roofing, a typical contract consists of three to four fundamental parts. There are (a) the business terms, (b) general terms and conditions, (c) the drawings, and possibly (d) a written specification.

The business terms are the ones we all focus on. These are the price, the roofing specifications, any special worksite conditions, the job schedule, etc. Think of the business terms as the part of your contract where you fill in the blanks. The general terms are often referred to as the boilerplate.

The drawings are another area of focus and most people do not realize they are often part of the contract. If the general terms and conditions say "contractor shall strictly conform to the plans and specifications" or similar language, then the drawings are effectively part of the agreement and you need to carefully read the drawings, and that includes all the notes in the drawings. Written specifications most often occur in new construction projects or consultant managed projects. The written specs

dictate how each trade on a project is supposed to carry out their work.

Put all of these together, and that is your contract.

There Is No Such Thing as "Standard" Contract Language.

How often do we use the word "boilerplate" or "standard terms" to describe the deep, dark parts of a document that most people don't read? Better yet, how often have we been told to "just sign" a document (i.e., not read it) because it is "standard"? In the construction business, we hear that a lot. We hear it from customers, insurance companies, banks, landlords, vendors, and on and on. But the truth is there is no such thing as "standard" contract language. When someone tells you that the contract just contains standard language, that just means the person hasn't read it and really has no interest in ever reading it. Perhaps worse, it may mean they really do not want you to read it.

The truth is that all the traps are hidden in the general terms and conditions. These are the places where lawyers, and sometimes design professionals, insert their wish list of ambush terms. These show up in venue clauses, warranty language, "incorporation" clauses, liability limits or waivers, among others. We will cover some of the most egregious.

Bad Contract Clauses Found in the "Boilerplate"

Look closely at the boilerplate and you will find that no two are alike. Even when using subscription-based publishers like AIA, there are differences among documents used by different companies. Here are some of my favorite crazy clauses.

Defects. Defects clauses come in many forms. Often, they are a heavy-handed overreach inserted by the customer's lawyer or design professional. Consider this example, "Owner may determine in its sole and absolute discretion that the materials installed are inherently defective. In such case, Contractor shall replace said materials or replace the roof as directed by Owner." This clause was found in a property management company's standard maintenance

agreement for a large flat roof. The maintenance contract was for a grand total of \$600 per year, yet the roofer had agreed to replace the roof if Owner wasn't satisfied. Because the clause was located deep in the general terms and conditions, it is likely the contractor had no idea it was there.

Liquidated Damages. This is a nuanced term for the word "penalty". Penalty clauses are not allowed in Illinois, but damages are. So, lawyers invented the concept of "liquidated damages" which are supposed to closely approximate reasonable damages when actual damages would be hard to calculate. Beware of these clauses. They often contain severe penalties and allow the customer to withhold funds in the amount of the liquidated damages. Damages on a construction site are usually not hard to calculate in the event of a breach. Ask to strike these clauses when you can. Except for governmental customers who hold these clauses dear, most customers do not realize that this clause appears in their standard contract.

Law and Venue Clauses. Pay close attention to these provisions. In a lawsuit, whether you are liable or not, it is often the cost of the fight that can sink you. Fighting a technical breach in a far-off jurisdiction is a significant disadvantage and very costly. If you are doing work at a site in the Chicago metro area, don't agree that a contract dispute "shall be decided pursuant to Texas law by a court in Dallas County, Texas." That's a huge advantage to the property owner or general contractor and a disadvantage to a Chicago subcontractor. We ask our customers to agree that all disputes shall be decided pursuant to the "law of the state where the work is taking place".

Multiple Contract Documents and the "Prime" Agreement. Your contract is often made up of a bucket of documents. One of the most hidden is the "prime agreement". The prime agreement is the agreement between the general contract and the owner. Most subcontracts contain some reference and much deference to the prime agreement. Many times, subcontractors like roofers agree to be bound by the prime agreement without having any idea of what it says.


Code Compliance Language. It is difficult to bring a building into "full compliance with all applicable codes." Roofers should be wary of contracts that require this. While we should perform our work in accord with the codes, that is different than bringing the building up to code.

Warranty. Often the standard warranty language is wildly different than the manufacturer guaranty or your contractor warranty. In one agreement we found

this language: "Contractor *unconditionally* guarantees all materials and labor provided under this agreement for one year and shall repair or replace any material that is damaged, defective or not satisfactory." This is a terrible clause. First, every warranty should be limited to reasonable terms, not *unconditional*. For example, most manufacturers guaranty that the materials and labor are free from defects. Second, this warranty clause requires the contractor to replace *damaged* materials regardless of the cause of the damage. Damage is most likely not covered in a manufacturer's guarantee. Manufacturers view damage to the membrane as being beyond their control and qualitatively different than a defect.

Verify in Field. One of my favorites. This one is usually coupled with a mandatory requirement to report "any deviation" from the specifications or drawings to the specifier. Contract terms written to protect design professionals or specifiers tend to spread risk and often mitigate a specifier's responsibility to perform a thorough site investigation. If you have no intention to verify everything under the sun in your field work, state that in the fillable portions of the agreement.

Fixing the Boilerplate

Now that we have read the boilerplate and all of its abundance of terrible clauses, what do we do? Many people believe these items are non-negotiable, especially when they appear in the customer's standard paperwork. In the Fall *CRCA Today* article in the "Don't Just Sign Stuff" series, we will discuss strategies for negotiating the worst of these items out of the contract. In the meantime, as business owners or managers, we have a duty to our company to at least know its obligations and that means reading what we are signing. Don't just sign stuff. Instead, read it before you sign. You will spot issues and hopefully devise a strategy for dealing with them. 

Mike Zimmermann is the President of CRCA Contractor Member Reliable Roofing in Lake Zurich and a member of the CRCA Board of Directors. Mike is a licensed attorney and practiced law for 25 years before joining the commercial roofing industry. Prior to starting Reliable, Mike was a partner and practice group leader at Tressler LLP, a national law firm headquartered in Chicago.

Heat Exposures and OSHA

What's the Reason for the New Rule . . .

By Frank Marino



Frank Marino

For over a year now, we have been anxiously awaiting the new OSHA Standard that will address heat exposures in the workplace. Although drafts of the proposed standard have been released to the public for comment, no one will know for sure until the standard is officially released. Although I can understand OSHA's desire

to see the enforceable rule to go into effect, the question roofing contractors should be asking is why the new standard will be implemented.

OSHA recently released data on the affect heat exposures have on new workers. According to a few scientific studies, almost half of heat-related deaths occur on a worker's very first day on the job (Arbury 2014) and over 70 percent of heat-related deaths occur during a worker's first week (Tustin 2018). According to OSHA, the term "workers who are new to working in warm environments" includes the following groups:

1. New, temporary, or existing employees who start new work activities:
 - a. in warm or hot environments
 - b. while wearing additional clothing (e.g., chemical protective clothing)
 - c. with increased physical activity
2. Workers returning to work environments with potential exposure to heat hazards after an absence of one week or more. For example, this can mean workers returning from any kind of extended leave.

3. Workers who continue working through seasonal changes when temperatures first begin to increase in the spring or early summer.
4. Workers who work on days when the weather is significantly warmer than on previous days (i.e., heat wave).

In all examples above, the workers may not be used to the heat loads on that day. The above workers are at increased risk of heat-related illness because of physiological (i.e., related to body function and exertion) and/or behavioral factors (OSHA, 2023).

Most are familiar with the term "acclimated to the heat", but this is in fact a very real thing. OSHA has taken this into consideration when developing the new standard. The term "acclimatization" means that the body gradually adapts and tolerates higher levels of heat stress. Workers who are new to working in warm environments may not be acclimatized to heat. Their bodies need time to adapt to working in hot conditions. Acclimatization results from the following changes in the way the body works:

- Body produces more sweat → more evaporative cooling
- Sweat contains less salt loss → less likely to develop electrolyte imbalances and heat cramps
- Body is more efficient at getting rid of heat → slower heart rate and slower body temperature increase
- More blood flows to the skin → more efficient cooling through the skin

Other factors that are different from person to person (e.g., general physical fitness) may affect the acclimatization process. (OSHA, 2023).

Unacclimatized Workers	Acclimatized Workers
Do not sweat efficiently.	Sweating rate is higher, which helps dissipate heat through evaporative cooling.
Sweat contains more salt.	Sweat contains less salt, which prevents development of electrolyte imbalances.
Body temperature and heart rate increase more quickly when working.	Maintain lower body temperature and heart rate.
Blood flow not optimized for heat dissipation.	Increased blood flow to skin to lose heat through body surface.

(OSHA, 2023)

In addition to the heat-specific acclimatization factors listed above, new workers may lack sufficient physical fitness for the work (OSHA, 2023).

Employers don't need to wait until the new standard goes into effect to begin implementing protocols to protect workers from the heat. The following is information provided by OSHA that Roofing Contractors can immediately adopt to help ensure a safe workplace.

Protection Strategies: Establishing a Culture of Acclimatization:

- Schedule new workers to work shorter amounts of time in the heat, separated by breaks, in heat stress conditions (see below).
- Give new workers more frequent rest breaks.
- Train new workers about heat stress, symptoms of heat-related illness, and the importance of rest and water.
- Monitor new workers closely for any symptoms of heat-related illness.
- Use a buddy system and don't allow new workers to work alone.
- If new workers talk about or show any symptoms, allow them to stop working. Initiate first aid. **Never leave someone alone who is experiencing symptoms!** (OSHA, 2023).

These increased precautions should last for 1-2 weeks. After that time, new workers should be acclimatized to the heat and can safely work a normal schedule.


Can Lack of Acclimatization Be a Problem for Workers Who Are Not New to the Job?

Yes. New workers are not the only ones who might be unacclimatized. Workers can lose their heat tolerance during an extended absence (e.g., vacation or sick leave). They can also lose heat acclimatization during the winter, when temperatures are cooler. Existing workers are at increased risk of heat-related illness in these situations:

- When they return to warmer work environments after an absence of one week or more.
- When temperatures first begin to increase in the spring or early summer.

- Whenever the weather is significantly warmer than on previous days.

In the above situations, employers should allow workers to gain heat tolerance gradually. Use the same protection strategies that are used for new workers. Maintain the additional heat protections for at least one week. Unacclimatized workers who feel fine on their first day in warm conditions might develop heat-related illness on a subsequent day (OSHA, 2023).

Heat will always be a hazard for roofers, especially during the summer months. By addressing this hazard just as you would hazards like fire and fall protection, the roofing industry will continue in its efforts to create a safe and healthy workplace for all employees. 

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.

Hydrate for Your Safety



Drinking enough fluids is one of the most important things you can do to prevent heat illness.

- Hydrate before, during, and after work.
- Drink 1 cup of cool water every 20 minutes - even if you aren't thirsty! Water is generally sufficient for short jobs. For longer jobs, drink an electrolyte-containing beverage.
- Avoid energy drinks and alcohol.
- Your work performance may suffer when you are dehydrated, even if you don't notice.

osha.gov/heat



Facilities Stay Productive with TuffWrap®

Stop Contamination from Dust and Debris



YOU CAN RELY ON TUFFWRAP – Request a free quote.

TuffWrap® Installations is the North American leader in innovative temporary dust, debris, and construction containment solutions, keeping facilities operational, providing protection during construction and helping mitigate your exposure to liability. Specialists in **Temporary Containment Solutions**, TuffWrap® Installations provides **suspended cover**, **interior walls**, and **exterior walls** during re-roofing and renovation projects. TuffWrap is **fully compliant** with FDA, GMP, IBC EC 043-2020, UL 723S, NFPA 13-ASTM E84 Class A, and FM-4652 Approved.

TUFF ON DUST, DEBRIS & WEATHER. Protecting, People and Property.
Contact Us today to learn how TuffWrap can protect your job.



TUFFWRAP.COM | (800)995-4556

Innovative TuffWrap Installations Products | Suspended Cover SmartSeam® • C.O.R.E. Frameless Walls® • TuffWrap® Hybrid Walls • TuffWrap EXT® Exterior Protection • TuffWrap® Total Enclosure Solution • High Structured Dust Removal • Functional Construction Doors

Roof Talk—Contractor

WAUKEGAN ROOFING CO., INC.

Company: Waukegan Roofing Company, Inc.

Location: Mundelein, IL

Business Founded: 1914

Number of Employee: 52

Joined CRCA: at least 54 years ago (prior to 1969)

What Services Does Your Business Offer?

Commercial and Industrial Roofing services, including Commercial Service and Maintenance Programs, Roof Replacements, Roof Recovers, and Roof Coatings

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

We have been in business for 109 years, and our reputation in the market for “installing roofs you rely on” has kept our phones ringing and opportunities coming. As our business begins to transition to the next generation (Phillip Diederich), we feel very confident that our business will continue to grow and prosper.

What Is Your Best Business Memory to Date?

October 1st, 1998 is the day we purchased the company, and 10 years later in 2008, all of our company employees and my family threw a surprise 10 -year anniversary party at an outdoor pavilion in a public park it to celebrate the milestone. It was a truly memorable day. Another great memory is the day I interviewed for the Contractors Safety Committee with Joe McDevitt . . . !

How Did You Learn About CRCA?

Having been in the roofing material distribution side of the industry for over 20 years prior to purchasing Waukegan Roofing Co., Inc. I was very aware of the CRCA. It was a natural progression for us to get involved with the CRCA as a Contractor Member.

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

Waukegan Roofing has actively participated in CRCA events since day one, and the sharing of industry information, product knowledge, and JOBSITE AND EMPLOYEE SAFETY REQUIREMENTS learned has been very worthwhile.

What Value Does CRCA Membership Bring to You?

Rooftop Safety compliance and understanding the Code Compliance issues has been very important to our industry. CRCA has been on the leading edge of bringing that information to its membership. The CRCA website provides all members with an informational resource that can answer a lot of questions that are not easily found elsewhere.

What Advice Would You Give a New CRCA Member?

This is your organization, so get active in a committee and don't be afraid to ask questions. YOU are the future of our industry. GET INVOLVED!

Is There Anything Additional That You Would Like to Add That Was Not Asked/Mentioned?

At the 2010 CRCA Trade Show Breakfast, my first speech as President of the CRCA, I stated that the industry needed our "yutes" to get involved and participate, and the "Emerging Leaders Committee" began. This last message is once again directed at our Future Leaders and also the Chicagoland Women in Roofing. It's clear that CRCA represents all members at every level and respects and appreciates the valuable insights and opinions each member has to offer, but the members have to actively participate and make their voices heard.

Having served on the Board at various levels (2010-2011 President) and several different Committee positions over the past 25 years, I know firsthand that your input makes a difference. It is important to the future of our association and our industry for you to actively participate and present your thoughts and ideas. My family has been in the roofing industry since 1953, starting with my father's company, Diederich Roofing. Today, at Waukegan Roofing Company, Inc., we are transitioning ownership to the next generation of Diederich roofers, and we are confident that the future of our industry is amazing. It has been a great ride and an honor to be a part of this Association!

PS. Ft. Myers, Florida is great this time of year! Call if you need anything!

Roof Talk—Associate



Company: ComStruct Sales, LLC

Location: 2020 E Algonquin Road, Unit 305, Schaumburg, IL

Business Founded: December 5, 2016

Number of Employees: 4

Joined CRCA: 2017

What Services Does Your Business Offer?

ComStruct Sales was founded with the desire to create strong partnerships with contractors, designers, manufacturers, and distributors in an industry that we love—low slope roofing. We focus on helping our partners with solutions to their projects and business needs to enable them to be successful. This includes new product trials, product selection, job leads, and customer networking. We have also focused heavily on training and bringing unique programs to the market including “Roofing Contractor Sales Training Boot Camp” and ComStruct U.

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

We look forward to growing our team and business scope as we strengthen our relationship networks and word continues to spread regarding our ability to help our clients. We are particularly proud of the success we’ve had becoming a trusted roofing resource to a growing number of building owners and their representatives that will help drive our growth and the value we provide to our partners for many years to come.

What Is Your Best Business Memory to Date?

After being away from the industry for nearly 10 years, it was a little scary (especially for our wives) to leave our corporate careers with Fortune 500 companies and return to roofing. However, it’s been the choice we ever made. It’s amazing to think that less than 7 years ago we were explaining who we were and what we did and begging

people to give us a chance and now those same people are our biggest supporters and some of our closest friends.

How Did You Learn About CRCA?

We have been going to CRCA events since we became involved in the industry in the early 1990’s while working at ITW Buildex. Even then, it was still one of the best regional tradeshow and one of the wildest golf outings in the US.

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

Fun. Of course, for most of us, it is work, but what a blessing to have a job where we attend events because we truly enjoy the people we work with in this industry.

What Value Does CRCA Membership Bring to You?

We believe in not just working in an industry but being involved in an industry. We are lucky to be based in a market with the best local contractor association in the US. Being involved helps us understand current issues our customers are facing, provides opportunities to spend social time with our partners, and a forum to help improve our industry. This is a unique industry where one can make a lasting impact. It’s so impressive and inspiring to see how much time people selflessly volunteer every year to make the Chicago roofing industry better.

What Advice Would You Give a New CRCA Member?

Just like Chicago voting, get involved early and often. The reason we came back to the roofing industry is because it is filled with great people who are generally supportive of each other while still being incredibly competitive. Embrace this duality and get to know those whom our industry in Chicago was built upon. They can be found at every CRCA event.



Five Considerations for Using Stone Coated Steel Roofing on Your Next Project

By Robin Anderson



Robin Anderson

For over 60 years, stone coated steel roofing has been utilized to protect structures around the world in various climates. Initially introduced in 1957 in New Zealand by industrialist Lou Fischer, use of the original Galvanized G-90 steel base material has evolved to a Galvalume® or Zincolume®¹ coated steel roofing material

which provides improved long-term corrosion resistance over its predecessor.

Stone coated steel roofing is extremely lightweight at 1.5 pounds per square foot and offers weather resistance, specifically in the areas of wind, fire and hail. Compared to other roofing systems, stone coated steel is cost competitive and use of it in residential applications for both new construction and retrofit roofing projects is increasing. When reviewing stone coated steel for use on your projects, there are five key areas of consideration.

Durability

Stone coated steel roofing has been marketed globally since the early 1960s, thus most leading manufacturers are able to provide extensive data to support their products' performance claims, evidence of the product's durability, and examples of roofs that survived severe climatic conditions.

The heart of this roofing material is its high-quality steel, which is typically treated with primers to enhance adhesion of the base coat acrylic polymer used to bond stone granules to the steel. The result is a roof system built to help withstand the test of time no matter the climate. Stone coated steel systems are also typically backed with a 50-year limited warranty.

Design Flexibility

Today's stone coated steel roofing is offered in multiple styles. The numerous profiles and colors are able to mimic traditional shake, slate, tile and shingle roofing, and it is easy to complement any architectural style or aesthetic desired by the builder or homeowner.

Many stone coated steel panels can be installed either on a batten or direct-to-deck, usually when the existing sub-deck is solid or spaced sheathed, thereby eliminating the need for a batten to act as the support for the panel. Today's panel designs also allow for either exposed or hidden fastening systems.

Optimizing Energy Efficiency

Stone coated steel roofing may be used as part of a cool roof system to reduce the structure's energy consumption and to achieve long-term energy savings. A stone coated steel cool roof system will include a high-performance underlayment, an elevated batten system, and a variety of hip and ridge ventilation products. Additionally, the cool roof incorporates above-sheathing ventilation. As hot air rises, it creates a natural convection effect and then is exhausted through ventilation with continuous air flow across the roof deck. The cool roof system elements work in concert to create a cooler attic and living space below.

Code Requirements & Product Testing

Due to the popularity of stone coated steel roofing panels across so many climate zones, most manufacturers have tested their products extensively to obtain some of the most stringent construction product ratings available. Those ratings address a variety of conditions including high wind uplift, hail impact and fire.


When selecting the product, make sure your product has been tested to withstand the conditions of the region. For example, code in a market like Miami-Dade includes High Velocity Hurricane Zone (HVHZ) criteria. Stone coated steel's modular design and increased fastening points should meet that criteria, and many manufacturers

offer warranty coverage for wind speeds up to 120mph with standard fastening. The product is non-combustible, and some options carry a Class A fire rating by using a specialized underlayment. Some offer optimized protection from hail with ASTM-Class-4 impact ratings and are warranted to withstand penetration of the steel panel from up to 2" hail stones.

Look for manufacturers that have their products listed with reputable third-party organizations, such as Underwriters Laboratories (UL), which validate their testing. Additionally, the ICC Evaluation Report system covers most stone coated steel manufacturers and addresses all aspects of their respective product installation details in their reports.

Installation & Contractor Training

As any construction professional knows, a product's performance is directly tied to the quality of installation.

Reputable manufacturers understand the benefit of training installers in the proper techniques and thus offer virtual training sessions or in-person guidance free of charge at centralized regional locations to encourage best practices. Make sure to take advantage of these trainings to provide assurances to the architect, builder and homeowner that the installation will be one of quality. 

Endnotes

1. Galvalume® and Zinalume® are Registered Trademarks of BIEC International, Inc.

Robin Anderson is Technical and Strategy Development Manager for CRCA Associate Member Westlake Royal Roofing Solutions, the leader in resilient and efficient roofing for both new construction and retrofit applications. Explore Unified Steel™ Stone Coated Roofing, as well as the complete Westlake Royal Roofing Solutions' suite of roofing systems and components, at www.WestlakeRoyalRoofing.com. For more information, contact Matt Buenning at 920-412-8230 or mbuenning@westlake.com.



Lifting Equipment for the Roofing Industry



New and Used Equipment for sale and rent
Rental Cranes available by the day, week, month, or longer
Knowledgeable Technicians factory trained to do the job right
Large Parts Inventory ready for delivery

NATIONAL CRANE
an emtec

PALFINGER
NORTH AMERICA

PRINCETON
DELIVERY SYSTEMS®

Call us or visit our new, state of the art facility!
800-824-6704 • 6201 East Avenue, Hodgkins, IL 60525
www.runnionequipment.com

New Enforcement Guidelines for OSHA Penalties

By Trent Cotney



Trent Cotney

On January 26, 2023, the Occupational Safety and Health Administration (OSHA) released new penalty enforcement guidelines that could make fines even steeper for U.S. employers. These directives will take effect 60 days after the announcement was made.

According to the U.S. Department of Labor, the intent is to make OSHA penalties more stringent so employers will comply with specific safety and health standards and prevent their workers from being exposed to life-threatening working conditions.

What the New Guidelines State

When the new guidelines go into effect, OSHA area office directors and regional administrators will have the ability to issue instance-by-instance (IBI) citations in certain cases. These citations will be applied to severe violations considered “high-gravity,” with rules supporting a fine for each non-compliance occurrence. Examples of these conditions include falls, trenching, machine guarding, lockout/tagout, respiratory protection, permit-required confined space, and recordkeeping violations considered other-than-serious.

The IBI citations will allow OSHA authorities to apply their full authority of OSHA standards to address non-compliance. These enforcement requirements will be administered to the construction industry, as well as agriculture, maritime, and general industries.

These guidelines also remind OSHA area directors and regional administrators to avoid grouping violations together. They are being encouraged to issue citations for each separate issue.

The current policy for IBI citations applies only to willful and egregious citations, and it has been in effect since 1990.

What This Means for Employers

Assistant Secretary for Occupational Safety and Health Doug Parker explained the change this way: “[It] is intended to be a targeted strategy for those employers who repeatedly choose to put profits before their employees’ safety, health and wellbeing. Employers who callously view injured or sickened workers simply as a cost of doing business will face more serious consequences.”

According to the enforcement memo issued on January 26, area directors and regional administrators can choose to use IBI citations in the case of one or more of the following factors:

- “The employer has received a willful, repeat, or failure to abate violation within the past five years where that classification is current.
- The employer has failed to report a fatality, inpatient hospitalization, amputation, or loss of an eye pursuant to the requirements of 29 CFR 1904.39.
- The proposed citations are related to a fatality/catastrophe.
- The proposed recordkeeping citations are related to injury or illness(es) that occurred as a result of a serious hazard.”


Also, once IBI citations are issued, OSHA will issue press releases about the offenders and their violations. This action is intended to deter non-compliance further.

Although the intent behind the new guidelines is to ensure worker safety, employers could find themselves facing serious financial penalties. If citations are given for each instance of a violation, as opposed to some being grouped together, the cost for employers could skyrocket. In addition, press releases can do serious harm to employers’ reputations.

Advice for Employers

As you can see, these new OSHA guidelines could significantly impact your workplace. If you are unclear about how the new instructions will affect you, do not hesitate to speak with legal counsel. An experienced OSHA attorney can help you understand the implications for your

company and help you focus on ways to remain in compliance.

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. 

Trent Cotney is a partner and Construction Practice Group Leader at the law firm of Adams and Reese LLP and CRCA General Counsel. For more information or to use your 15-minute free consultation member benefit, please reach out to Trent at trent.cotney@arlaw.com or contact 866.303.5868.

M.W. Powell Company

Over 175 Years of Service
Established 1847



Moses W. Powell




CRCA Charter Member - NRCA Charter Member - MRCA Member - HACIA Member - MBE Certified

Low Slope Roofing	Vegetative Roof Systems
High-Rise Work	Architectural Sheet Metal

Honoring our past, celebrating the future

P: 773-247-7438 ~ 3445 S. Lawndale Ave., Chicago, IL 60623 ~ IL Lic # 104.000206



CRCA Welcomes the Following Upgraded CRCA Members!

Beacon Building Products
GAF Materials Corporation

Platinum

Gold

Aadvanced Building Products
USI Insurance Services

Silver

Brown & Brown Inc.
CertainTeed
Industrial Cork
Company Inc.
NSS Exteriors

Bronze

ATAS International
Captive Resources
Flameproof Companies
Leading Edge Safety
J & R Group of Bank of
America / Merrill Lynch

Learn more about CRCA's Member Upgrades and all this includes! Contact info@crca.org today!

Industry News

By CRCA Staff

CRCA Spring Events Held

The CRCA Membership meeting and luncheon was held on March 21, 2023, and featured Nuveen Investments' Jake Brandolini shared an important economic forecast. CRCA recognized the following event tabletop sponsors: Certainteed, Karnak, Latino Workers Safety Center and Pro Fastening. The next membership meeting will be June 13 at Brookfield Zoo with motivational speaker Conor Cunneen, who will share a personal dialogue on *People, Performance and Productivity*. The evening will also recognize the 2023 Scholarship recipients. To learn more, visit CRCA.org, Events or info@crca.org.

CRCA's Chicagoland Women in Roofing (CWIR) held a Hands-On workshop at Lakefront Roofing Supply in heat welding, presented by GAF. Watch CRCA.org for a elevated work platform in the fall.

CRCA's Emerging Leaders sponsored a networking bowling event in April and are planning a September event at Topgolf. Watch for more information later in the year on the CRCA Mentor Network kickoff. Visit CRCA.org to register or learn more about CRCA events.

CRCA's Contracts & Insurance Committee will sponsor a May 30th webinar presented by Phil Hayes, VP at CRCA Member AssuredPartners. The 2 pm webinar will include real-life examples of how to be protected from uninsurable events. Visit CRCA.org to register for this CRCA member event. Read the important article in this issue by CRCA Member Mike Zimmerman as part of the 2023 "Don't Just Sign Stuff" education series presented by the committee.

CRCA's Industry Day Golf Outing will be held Thursday, July 13, 2023, at Silver Lake Country Club in Orland Park. Visit CRCA.org to register for this very popular industry event. Plenty of sponsorships available!

CRCA's 40th Roofing Trade Show & Seminars will be held at Drury Lane, Oakbrook Terrace January 17-19, 2024. Contact info@crca.org if interested in exhibiting . . . just a few booths left. Watch CRCA.org for speaker info in the Fall.

The CRCA Membership Committee will be holding a New Member Onboarding later this year as a great

opportunity for new members to network and to learn all CRCA has to offer. Watch CRCA.org for more information.

CRCA Members Give Back

CRCA's Chicagoland Women In Roofing (CWIR) sponsored a philanthropic event at Feed My Starving Children in March with over forty members volunteering to package food for underserved communities. This annual event brings CRCA members and families together to help others less fortunate.



CRCA Photo

The Chicago Chapter of the Construction Specifications Institute (CSI) gathered this spring to help with repairs on a Chicago resident's home to make it warm, dry, and safe. A big thanks to Brad Schwab and Beth Winkler (Schwab Group, LLC), Paul Larson (Comstruct Sales) and others for lending a hand!



CSI Chicago Photo

2023 CRCA Foundation Awards Scholarships

CRCA and the Chicagoland Roofing Council, in collaboration with the CRCA Foundation, announced the following scholarship awards for 2023. These are based on academic, extracurricular, faculty recommendation and more. Over one million dollars in scholarships have been distributed over the last thirty years. Register today for the June 13 CRCA Scholarship Dinner at Brookfield Zoo. To learn more, visit CRCA.org.

CRCA:

- Melanie Cabrera, Northside College Prep, Chicago
- Anna Zheng, Lincoln Way West, New Lenox

CRC:

- Madison Coleman, Lincoln Way East High School
- Hailey Cruz, Rauner College Prep
- Priscilla Diaz, Fenton High School
- Diego Garcia, Victor Sota High School
- Mirabellah Hernandez, New Prairie High School
- Alexandra Jara, Lindblom Math and Science Academy
- Lazo Knezic, Wheeler High School
- Aidan Love, Guilford High School
- Anna Magana, Romeoville High School
- Raymundo Martinez, Romeoville High School
- Nolan Morrissey, Oak Forest High School
- Vanessa Rodriguez, Lyons Township High School

- Angelina Sanchez—AB Shepard High School
- Nichols Trujillo, Aurora Central Catholic High School
- Connor Tulley, Marmion Academy
- Brock Wormley, St. Charles North High School

CRCA Members Travel to Washington DC

CRCA Representatives Bill McHugh, Jessica Roque, Melissa Lieb, Larry Marshall III and Rod Petrick joined others from CRCA and the industry to travel to Washington DC in April. These industry representatives met with legislators and staff to discuss roofing and construction specific issues. These included workforce shortage solutions, immigration reform, the Workforce Innovation and Opportunity Act and funding for Career and Technical Education.



CRCA Photo

CRCA Members Receive Industry Awards

CRCA Contractor Member Joe Peterson, (Peterson Roofing, Inc). was awarded the 2022 GAF Master Select President's Club Award in May 2023 by Adam Sesso (Capstone Materials). Presented annually, this prestigious award celebrates exemplary efforts in high-quality service and leadership in the roofing industry across North America. President's Club Award winners have distinguished themselves by meeting stringent requirements in the categories of Performance, Reliability, or Service. For more information, contact adam@gocapstonematerials.com



Photo courtesy of Peterson Roofing, Inc.



METAL DECK REPLACEMENT?

WE HAVE IT IN STOCK NOW!

YOUR ONE-STOP
METAL DECK SHOP!

CONTACT US TODAY FOR THE BEST
SERVICE AND LEAD TIME



LARGEST INVENTORY IN STOCK FOR IMMEDIATE USE



PICK UP OR DELIVERY



VARIETY OF DECK IN STOCK NOW



CUT TO LENGTH



KNOWLEDGEABLE STAFF

PROUD MEMBER




VISIT OUR WEBSITE FOR OUR METAL DECK 101 VIDEOS IN ENGLISH AND SPANISH

630.978.7800 | SALES@METALDECKSUPPLY.COM

METALDECKSUPPLY.COM

Dan Schmidt (Comstruct Sales) presented Roger Wahl, Weatherguard Roofing Co. with the Versico Gold Medal Quality Award. This prestigious award recognizes roofing contractors who set themselves apart by providing high-quality installations on a consistent basis. Criteria include being a Versico Authorized Roofing Contractor for three years, over 50,000 sf of installed and inspected warranted projects annually, minimum of five inspected projects per year and more. For more information, contact dan@comstructsales.com.



Photo courtesy of Comstruct Sales.

Jim Prusak, Prusak Roofing, Inc. was elected to serve as a NRCA director at the March IRE. Prusak previously served from 2015-2022 on the CRCA Board as officer and director. Congrats Jim!

Carlisle SynTec Introduces Roofing Recycling Incentive

In April, Carlisle announced a new rooftop recycling rebate incentive program with the goal to encourage recycling participation. The program provides financial incentives, paid directly to participating contractors who return existing torn-off roofing materials to Carlisle's recycling partner, Nationwide Foam Recycling (NFR) and replace the roof with a new Carlisle warranted roofing system. Both membrane (IPDM, TPO and PVC) and foam insulation (Polyiso, EPS and XPS) will be accepted. This innovative program not only diverts materials from landfills, it will reduce the carbon footprint and even provides credit towards LEED certifications. To learn more, visit www.carlisesyntec.com. Watch for the summer issue of CRCA Today for more recycling information.



Unified STEEL
STONE COATED ROOFING

W

Unified Steel™ Stone Coated Roofing rises above it all to enhance the curb appeal and value of any home while providing durability, performance, and protection that will last.

To Learn More, please contact
Matt Buenning
 920-412-8230 | Mbuenning@westlake.com

WestlakeRoyalRoofing.com

**HENDRICK PHILLIPS
SALZMAN & SIEGEL PC**
ATTORNEYS AT LAW
TRUSTED PARTNERS IN CONSTRUCTION LAW SINCE 1981

**PROUD MEMBERS SERVING
CHICAGO ROOFING CONTRACTORS ASSOCIATION**

(404) 522-1410 | WWW.HPSSLAW.COM

230 PEACHTREE STREET NW | SUITE 2500 | ATLANTA, GA 30303

Women in Construction—Trending Upwards

It is widely known that in the U.S., women exceed men in population. While this is not the case in the workforce, the gap is getting smaller. Per the U.S. Census Bureau, in 2021, the population sex ratio in the U.S. was 98 males to 100 females. According to the U.S. Department of Labor (DOL), as of April 2023, the Labor Force Participation Rates included 57.3% for women and 68.1% for men.


How does the construction industry add up here? The good news is that while women make up a small portion of the construction workforce, they are increasing in numbers. Per May 3, 2023, the Center for Construction Research and Training (CPWR) update, women now account for 11% of all construction employment and 4% of blue-collar construction workers. The CPWR's bulletin examined employment, business owner and injury trends for women in construction. It found that the number of women grew faster in construction, from 2021 to 2022, than in all other industries. It also noted that blue-collar construction workers grew almost three times faster than all other blue-collar workers of the same time.

The bulletin also noted that women accounted for 21% of construction businesses in 2020. Women construction

workers who are Hispanic also increased from 11% to 25%, during the 2011 to 2022 time period.

What about women in roofing? While this is still a male-dominated field, the amount of female involvement is increasing. While the Women's Business Enterprise (WBE) Certification offers incentives for some, many roofing purchases are now done by women, who may be more comfortable talking to female workers. Women roofers are also able to help fill the need for qualified workers, an issue faced by our industry in almost epidemic proportions.

Take a moment to learn more about this important trend to understand the possible impact in the construction industry by visiting the following resources:

- <https://www.cpwr.com/wp-content/uploads/DataBulletin-May2023.pdf>
- <https://www.dol.gov/agencies/wb/news>
- <https://www.dol.gov/agencies/wb/data/widget>
- https://www.chicago.gov/city/en/depts/dps/provdrs/cert/svcs/minority_and_womenownedbusinessenterprise/certificationmbewbe.html
- <https://www.wbenc.org/about-wbenc/> 



CRCA Contractor Members

The Contractor Members of the Chicago Roofing Contractor Association install all types of roofs, including reflective single ply, modified bitumen, built up, gravel, reflective coatings, shingle, shake, slate and tile, vegetative garden or photovoltaic coverings. From formation following the Great Chicago Fire of 1871, CRCA Members have moved with the times and technology, yet continue to maintain some of the same goals set forth over 140 years ago. To find a CRCA Professional Contractor, visit www.CRCA.org.

1st Home Improvement.....	(847) 496-5530
A&E Roofing & Siding.....	(630) 264-1553
A+ Roofing Co., Inc.....	(630) 227-1111
A-1 Roofing Co.....	(847) 952-3600
Active Roofing LLC.....	(773) 238-0338
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
Air Pressure Damp Proofing.....	(847) 394-4100
All American Exterior Solutions.....	(847) 438-4131
All in 1 Roofs.....	(630) 388-9060
All Sealants, Inc.....	(708) 720-0777
Allendorfer Roofing Co., Ltd.....	(773) 463-7808
Anderson & Shah Roofing Inc.....	(815) 741-0909
Anthony Roofing Tecta America LLC.....	(630) 898-4444
Apex Exteriors, Inc.....	(847) 531-8960
Bennett & Brosseau Roofing, Inc.....	(630) 759-0009
BP Roofing Solutions, LLC.....	(815) 855-8326
Care Sheet Metal & Roofing, Inc.....	(708) 387-9784
Champion Roofing, Inc.....	(847) 673-7663
Clark Roofing Co.....	(708) 681-2200
Combined Roofing Services LLC.....	(630) 231-4422
Complete Building Maintenance Co.....	(630) 932-7890
Connelly Roofing, Inc.....	(630) 941-8598
Countryside Roofing, Siding & Windows, Inc.....	(847) 221-5600
CPR Roofing, Inc.....	(815) 399-6989
Crawford Roofing Experts, LLC.....	(708) 385-5555
Crowther Roofing & Sheet Metal & HVAC..	(815) 726-2400
CSR Roofing Contractors, Inc.....	(708) 848-9119
Culture Construction & Consulting LLC.....	(234) Culture
Custom Roofing Contracting LTD.....	(847) 639-8400
DCG Roofing Solutions Inc.....	(847) 296-6611
Deady Roofing & Construction, Inc.....	(708) 672-0874
Deluxe Roofing Inc.....	(847) 404-9775
Distinctive Roofing, Inc.....	(815) 986-0831
Domain Corporation.....	(773) 628-0001
DRC Roofing & Construction.....	(630) 412-1188
Driscoll Renovations, Inc.....	(630) 628-7800
Dunne Roofing Company.....	(847) 696-1643
DuSable Construction Co.....	(773) 463-9290
Dynamic Exteriors 10, Inc.....	(773) 954-6034

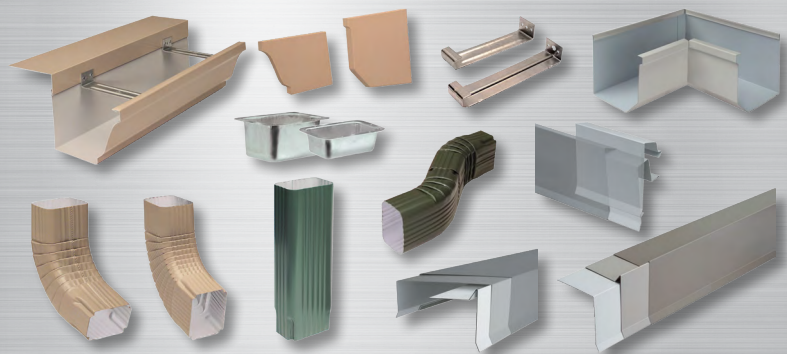
E. Ariel Roofing Solutions LLC.....	(224) 357-8745
Elens & Maichin Roofing & Sheet Metal, Inc.....	(815) 727-2689
Elite Home Restoration, Inc.....	(630) 823-8580

F & G Roofing Company, LLC.....	(708) 597-5338
Feze Roofing, Inc.....	(630) 530-5944
Filotto Roofing, Inc.....	(815) 740-5461
Foremost Improvements Inc.....	(847) 376-8617

ADVANCED ARCHITECTURAL

SHEET METAL & SUPPLY

We service your needs with consistent quality, workmanship and knowledge



It's part of the reason customers come back to us time after time.

Maximize your profits by decreasing your inventory.
Reduce man hours - let us fabricate, you install.

98% of our American-made products are made-to-order and are manufactured inhouse. Our products are made from domestic metal and custom crafted to your specifications.

Contact us today to see how we can streamline your process and maximize your profits!

(231) 861-0050 | info@advarchsm.com | www.advarchsm.com

CRCA Contractor Members

Four Elements Restoration.....(866) 848-9337
Freeport Industrial Roofing.....(815) 235-5350
Galewood Tuckpointing & Roofing Co., Inc......(708) 452-7900
GC Roofing LLC.....(773) 766-3421
Gluth Brothers Roofing Co......(219) 844-5536
Great Lakes Roofing.....(708) 862-1550
H.C. Anderson Roofing Company, Inc......(815) 624-4129
Happy Roofing.....(630) 234-8331
Henson Robinson Company.....(217) 544-8451
Huuso.....(630) 200-1419
J. P. Larsen, Inc......(708) 293-7662
Jerry & Sons Roofing & Remodeling, Inc......(708) 926-9150
Jones & Cleary Roofing / Sheet Metal Co., Inc......(773) 288-6464 x23
KBC Exteriors LLC.....(708) 497-3737
Knickerbocker Roofing & Paving Co., Inc......(708) 339-7260
Korellis.....(219) 844-1400
Kreiling Roofing.....(309) 673-3649
L. Marshall Roofing & Sheet Metal, Inc......(847) 724-5400
Langlois Roofing, Inc......(815) 933-8040
Licitra Roofing Inc......(708) 485-4848
Lindholm Roofing.....(773) 283-7675
Local Roofing Co., Inc......(847) 244-0500
M&T Exteriors Inc......(331) 240-2911
M. Cannon Roofing Company, LLC.....(847) 519-0698
M. W. Powell Company.....(773) 247-7438
Malcor Roofing of Illinois, Inc......(630) 896-6479
Matthews Roofing Company, Inc......(773) 276-4100

McDermaid Roofing & Insulating Company.....(815) 963-8458
Metalmaster Roofmaster.....(815) 459-6415
MidAmerica Roofing, Inc......(630) 759-7500
Mortenson Roofing Co., Inc......(815) 464-7300
Naperville Roofing and Construction.....(630) 541-4998
NIR Roof Care, Inc......(800) 221-ROOF
Nombach Roofing & Tuckpointing.....(708) 388-1090
Norton Sons' Roofing Company, Inc......(630) 257-8180
Olsson Roofing Company, Inc......(630) 892-0449
P & B Rebuilders.....(708) 456-1099
Peterson Roofing, Inc......(847) 590-5290
Pine Roofing Company.....(773) 539-9595
Pine Waterproofing & Sealants.....(847) 678-5700
Platinum Level Restoration.....(708) 632-4361
Prate Roofing & Installations LLC.....(847) 526-6402
Preservation Services, Inc......(815) 407-1950
Pro-Tech Roofing, Inc......(847) 759-1970
Prusak Construction & Roofing, Inc......(708) 422-2624
R. B. Crowther Company.....(815) 942-6623
R. E. Burke Roofing Co., Inc......(847) 675-5010
Raincoat Roofing Systems, Inc......(708) 681-5757
Rako Roofing Inc......(773) 780-5482
Reliable Roofing.....(888) 279-7663
Relianz Restorations Co......(847) 447-3511
Renaissance Roofing, Inc......(815) 547-1725
Riddiford Roofing Company.....(847) 378-6024
Ridgeworth Roofing Co., Inc......(708) 598-0039
Roofing Systems, Inc......(815) 654-9540

Roofs, Inc......(708) 447-9300
Sager Sealant Corporation.....(708) 354-9300
Seal Tight Exteriors, Inc......(708) 755-3555
Showalter Roofing Service Inc......(630) 499-7700
SMART Roofing, Inc......(773) 992-5100
Solaris Roofing Solutions, Inc......(630) 639-5400
South Shore Roofing of Illinois, Inc......(708) 620-8130
Sta-Dry Roofing.....(770) 849-0079
STAR Roofing & Siding Co. Inc......(773) 588-6550
Sterling Commercial Roofing, Inc......(815) 626-7744
Stewart Roofing Company.....(773) 264-1754
Style Exteriors Inc......(847) 865-3069
Sullivan Roofing Inc......(847) 908-1000
Tecta America Illinois Roofing.....(630) 554-2200
Tidwell Roofing & Sheet Metal.....(847) 437-2710
Tolberts Roofing & Construction Services, Inc......(708) 389-7779
Tori Construction, LLC.....(708) 389-1530
Total Roofing & Construction.....(708) 201-7550
Total Systems Roofing Inc......(815) 455-7663
Trela Roofing & Remodeling.....(708) 422-7204
Union Roofing Co., Inc......(815) 945-2141
Van Doorn Roofing Inc......(847) 228-5800
W.B.R. Roofing Company, Inc......(847) 487-8787
Waukegan Roofing Company, Inc......(847) 623-1625
Weatherguard Roofing Co......(847) 888-3008
Windward Roofing & Construction Inc......(773) 638-6580
WW Construction & Roofing, Inc......(708) 250-3319
Zera Construction, Inc......(847) 966-8100



Roof Deck Floor Deck Form Deck Cell Deck

YOUR ONE-STOP SHOP FOR METAL DECK

6 Nationwide Locations

Large In-Stock Inventory

Excellent Customer Service

Cut-To-Length

Next Day Deliveries

Metal Deck Accessories



Scan Here To Learn More



Whatever It Takes *Whenever You Need It*

Dex The Dexpert®

877-857-6400
sales@cordeck.com

CRCA Associate Members

The Associate Members of the Chicago Roofing Contractors Association are a vital part of the association and actively support the activities. Besides their generosity, they are represented on the CRCA Board of Directors, Co-Chair the Membership and Trade Show Committees and serve on the Health & Safety, Contracts & Insurance, Industry Affairs, Program and Scholarship Committees.

838 Coatings	(763) 972-9441	Hickory Hills	(708) 599-9770	Exceptional Metals	(888) 340-7169
A & D Products	(630) 668-1551	Oak Forest	(708) 802-6123	FAKRO America, LLC	(630) 543-1010
A.C.T. Metal Deck Supply	(630) 978-7800	Wauconda	(847) 416-3202	FiberTite Roof Systems	(330) 262-1111
AAdvanced Building Products	(630) 861-0118	Berridge Manufacturing Company	(630) 326-9444	Flameproof Companies	(630) 859-0009
ABC Supply Company, Inc.		Big Rock Supply	(630) 350-2300	FlashCo	(866) 323-5274
West Chicago	(630) 293-1222	Bitec, Inc.	(501) 354-8585	Flex Membrane International Corp.	(610) 916-9500
Addison	(630) 932-6653	Bitumar USA Inc.	(410) 610-5953	FT Synthetics Inc.	(604) 594-3439
Alsip	(708) 396-1414	Blue Ridge Fiberboard, Inc.	(866) 850-8834	Gaco Western	(262) 951-0237
Aurora	(630) 844-1700	Bone Roofing Supply, Inc.	(630) 628-8170	GAF Materials Corporation	(630) 241 5372
Cicero	(708) 222-8222	BPM Insurance	(816) 695-1306	Garlock Chicago	(630) 521-9645
Elgin	(847) 628-6048	Brauner Safety Services Inc.	(407) 403-3959	Garth Building Products & Services Corp.	(708) 564-5137
Gurnee	(847) 360-8094	Brown & Brown Inc.	(630) 245-4600	Garza Roofing Equipment and Supply	(630) 229-4440
Manteno	(815) 468-7041	Capstone Materials Group LLC	(847) 722-6652	Gemco Roofing & Building Supply	(708) 544-1444
Niles	(847) 588-0935	Captive Resources	(847) 230-8425	Geocel / Kool Seal	(800) 348-7615
Wauconda	(847) 487-7810	Carlisle Construction Materials / WIP	(608) 312-9457	Georgia-Pacific Gypsum LLC	(404) 652-2592
AccuLynx	(608) 473-3800	Carlisle SynTec	(800) 453-2554	Giuffre Midwest LLC	(708) 656-9200
Adams and Reese LLP	(813) 227-5501	Castle Metal Products	(847) 806-4540	Gulfeagle Supply	(630) 773-0997
Adroit Marketing, Inc.	(630) 885-5447	Cedar Shake & Shingle Bureau	(604) 820-7700	Gutter Supply	(847) 283-0006
ADVANCED Architectural		Certainteed Roofing Products	(630) 383-6741	H.B. Fuller Company -	
Sheet Metal & Supply	(231) 861-0050	CHEM LINK Inc.	(330) 334-0066, x2237	Roofing Products Group	(517) 841-7000
Air Vent Inc.	(800) 527-1924	Chicago Metal Supply & Fabrication	(773) 227-6200	Hapco Inc.	(800) 345-9353
ALCO Products, LLC	(313) 823-7500	Chris Industries Inc.	(847) 729-9292	Hendrick Phillips Salzman & Siegel, PC	(404) 522-1410
Aletheia Digital	(706) 685-6611	CLEANWRAP Interior Protection Systems	(888) 597-3334	Henry Company	(773) 412-9022
American Roofing Supply		CNA Insurance Lombard/Chicago	(630) 719-3000	Hines Supply	(224) 244-3611
Naperville	(630) 637-0750	Comprehensive Roofing Solutions Inc.	(815) 498-9485	HLP Systems, Inc.	(847) 362-0777
Elgin	(847) 241-2000	ComStruct Sales, LLC	(847) 922-3520	Houseworks Daylighting Solutions, LLC	(847) 729-0255
Joliet	(815) 600-8886	Continental Materials, Inc.	(973) 557-1884	Hunter Panels	(888) 746-1114
Loves Park	(815) 877-6778	Cordeck	(262) 857-3000	IB Roof Systems	(800) 426-1626
Prairie State Exterior Products	(708) 754-9339	Crissie Insurance Group	(800) 562-6362	ICP Building Solutions Group	(224) 806-3195
Waukegan	(847) 249-3328	Critical Point Corporation	(800) 821-4104	IKO	(312) 576-5243
Architectural Building Solutions, Inc.	(630) 402-9988	Dataforma, Inc.	(866) 764-9992	Industrial Cork Company, Inc.	(630) 832-2803
Arthur Williams Industries	(800) 549-6004	DaVinci Roofscapes	(800) 328-4624	Inland Coatings	(515) 993-4524
Arvinyl Laminates, LP	(800) 278-4695	Disposal Alternatives	(617) 975-2000	INSULFOAM	(402) 624-6611
Assurance Agency	(847) 463-7118	D-MAC Industries	(800) 878-3622	Interior Protection Inc.	(630) 530-4920
Assured Partners Inc.	(630) 355-2077	DSP Insurance Services, Inc.	(847) 934-6100	International Leak Detection, LLC	(866) 282-LEAK (5325)
ATAS International, Inc.	(610) 395-8445	Duravent Group	(800) 835-4429	IR Analyzers / Vector Mapping	(800) 879-1964
Atlas Roofing Corporation	(800) 677-1476	Duro-Last Roofing, Inc. (Chicago)	(800) 248-0280	JJ Superior Metal, Inc.	(708) 544-3757
Barge Terminal Trucking, Inc.	(630) 499-5565	Eagleview-Pictometry	(866) 659-8439, x5561	Jobba Trade Technologies	(855) 633-3327
Beacon Building Products		East Lake Metals LLC	(219) 655-5526	Johns Manville Roofing Systems	(224) 325-2524
Carol Stream	(630) 790-3400	EcoStar LLC	(800) 211-7170	Karnak Corporation	(732) 388-0300
Arlington Hts.	(847) 357-0433	Elevate, Holcim Bldg. Envelope Div.	(800) 428-4442	Kemper System	(716) 558-2971
Chicago / Pulaski	(773) 772-6500	Estimating Edge, LLC	(561) 276-9100	Kirby Fiberglass	(719) 547-3940
Des Plaines	(847) 795-9378	Everest Systems LLC	(800) 575-8966	Lakefront Roofing Supply	(773) 509-0400

CRCA Associate Members

Latino Workers Safety Center.....	(708) 449-9500	SIMIX, LLC.....	(262) 705-2585	INSPEC, Inc.....	(847) 652-6617
Leading Edge Safety	(888) 990-2990	Siplast.....	(800) 922-8800	Interstate Roof Systems Consultants, Inc.....	(847) 695-1460
Leister Technologies.....	(630) 760-1000	Soprema, Inc.....	(330) 334-0066	K2N Crest.....	(630) 990-9595
Liftoff Crane Services LLC.....	(630) 800-6639	Southwind RAS, LLC.....	(630) 233-5700 x119	Kellermeyer Godfryt Hart, P.C.....	(847) 318-0033
LiveRoof, LLC.....	(800) 875-1392	Stone Mountain Access Systems, Inc.....	(708) 544-9010	Klein and Hoffman, Inc.....	(312) 251-1979
Lomanco, Inc.....	(800) 643-5596	Swanson, Martin & Bell, LLP.....	(312) 321-9100	Legat Architects.....	(630) 645-1906
Lurvey Supply.....	(262) 47-98369	Tarco.....	(800) 365-4506	Mac Brady Associates, Inc.....	(312) 550-1343
MACK Construction Services, LLC.....	(773) 525-3411	The Horton Group.....	(708) 845-3000	MTech Roofing Solutions LLC.....	(630) 777-8024
Makita.....	(536) 940-5489	The J & R Group of Bank of		O'Brien Roof Consulting, Inc.....	(708) 951-8271
Malarkey Roofing Products.....	(800) 545-1191	America Merrill	(312) 696-7518	Raths, Raths and Johnson, Inc.....	(630) 325-6160
Marathon Roofing Products/		TRUFEST.....	(800) 443-9602	RCL Engineering Services.....	(847) 867-7093
MRP Supports, LLC.....	(800) 828-8424	United Asphalt Company.....	(800) 843-0317	SRI Consultants Inc.....	(608) 831-5333
McElroy Metal, Inc.....	(219) 879-0252	United States Gypsum.....	(773) 213-6192	STR Building Resources LLC.....	(847) 652-6115
MEP Insulation Recycling.....	(317) 894-2763	USI Insurance Services	(716) 314-2005	YA Engineering Services.....	(312) 919-8279
Mid-States Asphalt.....	(630) 730-1689	VB Synthetics.....	(312) 664-3810		
Mule-Hide Products Co., Inc.....	(815) 641-8548	Velux America.....	(864) 941-4770	Vacuuming	
Novagard Solutions.....	(800) 380-0138	Verde Solutions LLC.....	(800) 541-1137	D&M Service Group.....	(816) 830-9432
NPC Colored Sealants.....	(708) 681-1040	Versico.....	(800) 992-7663	Dietz Vacuum Service, Inc.....	(708) 301-9127
NSS Exteriors	(708) 385-5815	VFC Lightning Protection.....	(801) 292-2956	Ready Vac, Inc.....	(847) 437-5771
OMG Roofing Products.....	(800) 633-3800	Viking Products Group.....	(800) 350-2142	RK HydroVac.....	(800) 754-9376
Omni Ecosystems.....	(312) 337-3196	W. R. Meadows, Inc.....	(847) 214-2100	Vac-It-All Services, Inc.....	(314) 487-5600
Panasonic US.....	(201) 423-3154	Walter Payton Power Equipment LLC.....	(708) 656-7700	Velocity Roof Vac Service Inc.....	(630) 936-2421
Performance Roof Systems.....	(708) 380-5045	Westlake Royal Building Prod., 2801.....	(920) 412-8230		
Petersen Aluminum Corporation.....	(800) 722-2523	WindSmart, LLC.....	(800) 474-8186		
Polyglass U.S.A, Inc.....	(847) 431-6005				
Pro Fastening Systems Inc.....	(847) 577-7185	Architects & Roof Consultants			
Pro Lightning Protection.....	(262) 925-7199	ARCON Associates, Inc.....	(630) 495-1900		
Progressive Materials.....	(630) 488-9277	Building Envelope Consultants Ltd.....	(317) 432-1727		
Prosoco, Inc.....	(800) 255-4255	Building Technology Consultants, Inc.....	(847) 454-8800		
R.M. Lucas Company.....	(773) 523-4300	C.E. Crowley & Associates, Inc.....	(847) 662-8132		
Raptor Synthetic Underlayments.....	(31) 202-8200	Century Roof Consultants.....	(847) 202-8500		
Ray's Roofing Supply.....	(219) 932-7297	Flood Testing Labs, Inc.....	(773) 721-2200		
Richards Building Supply Company		Hutchinson Design Group, LLC.....	(312) 343-9595		
Corporate.....	(773) 586-7777	Illinois Roof Consulting Associates Inc.....	(815) 385-6560		
Calumet City.....	(708) 891-2211				
Chicago/Belmont Ave.....	(773) 499-7177				
Joliet.....	(815) 725-2458				
Rockwool.....	(855) 876-3755				
Runnion Equipment Company.....	(708) 447-3169				
S.J. Mallein & Assoc.....	(630) 570-0301				
Safety Check, Inc.....	(815) 475-9991				
Safety Rail Company LLC.....	(888) 434-2720				
SBC Waste Solutions Inc.....	(312) 522-1115				
Schwab Group LLC.....	(630) 326-9444				
Sentry Building Innovations.....	(877) 254-0788				
Service First Solutions.....	(469) 496-0055				
ShapeConnect, Inc.....	(847) 322-4929				
Sheet Metal Supply Ltd.....	(847) 478-8500				
Sika Sarnafil.....	(800) 532-5123 x7222				

* **Upgraded CRCA Members. To learn more, visit [CRCA.org/upgraded-members](https://www.crca.org/upgraded-members)**

CRCA welcomes the following new members since the Winter CRCA Today!

Associate Members:

Leading Edge Safety
SBC Waste Solutions
W. R. Meadows, Inc.

Contractor Members:

Culture Construction And
Consulting LLC
Dynamic Exteriors 10, Inc.
Naperville Roofing and Construction

To learn more about these firms, visit www.crca.org to view the member list. Interested in being a member? Contact info@crca.org today!



MEET THE *NEWEST* LADDER SAFETY DEVICE

- *EASY INSTALLATION*
- *MULTIPLE MOUNTING OPTIONS*
- *LIGHTWEIGHT*
- *SECURES LADDER FROM DISPLACEMENT*



SCAN HERE OR LEARN MORE
AT [LADDER-LATCH.COM](https://ladder-latch.com) FOR
RETAILERS & INFORMATION

LADDER **LATCH**



CONTACT US

JAKE MALLEIN | INSIDE SALES
M. (913) 406-4655 | E. [JAKE@SJMALLEIN.COM](mailto:jake@sjmallein.com)