

CRCA TODAY

2025, ISSUE 1

The Magazine
of Roofing and
Waterproofing
in Illinois
and Beyond

**Polyiso . . . It's Always Something
Legal—Other Trades' Equipment
Wind Speed Vs. Uplift
Thanks for the Memories**



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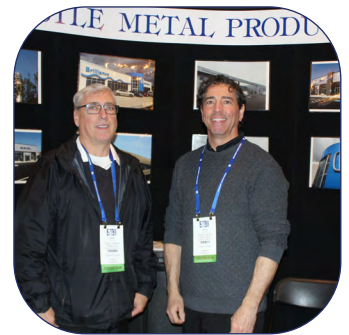
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Online: Archived *CRCA Today* available at <http://www.crca.org>, Magazine.

On the Cover: Photograph by Benjamin Halpern for Cannon Design 4/12/24 of a comprehensive roof restoration of University of Illinois’ Altgeld Hall by CRCA Members Knickerbocker Roofing & Paving Co., Inc. and A&D Products, LLC. Ludowici is the manufacturer of the Conosera terra cotta roof tile, which featured a diagonally interlocking design to provide greater installation flexibility and structural integrity.

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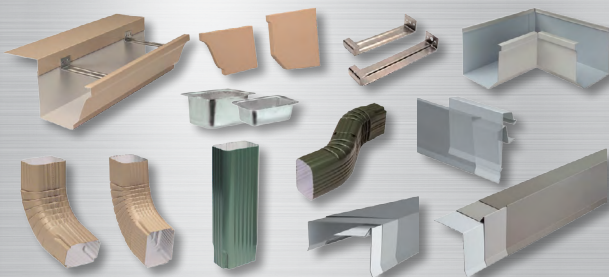
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“Thanks for the Memories!” —A Roofing Career Perspective from Mike Herlihy and Ed Krusec



Mike Herlihy



Ed Krusec

Hollywood’s great Bob Hope’s theme song was as a message of remembrance and goodbye and used as a pivotal piece in his 1960s USO tours. We can apply this song to a couple of roofing industry greats and members of the Chicago Roofing Contractors Organization (CRCA) who put “out of office” permanently on their email in December, Mike Herlihy (Olsson Roofing Company, Inc.) and Ed Krusec (Hunter Panels).

Both Herlihy and Krusec, somewhat private individuals, shared some of their Chicago roofing career history with *CRCA Today*. Both spent 42 years in the construction industry, mostly in Chicago. Commercial roofing was not on their original business cards! After graduating from UIC with an architectural background, Krusec began his career with the prestigious architectural firm of Skidmore Owings and Merrill (SOM Chicago.) Herlihy was also drawn to architecture but was steered away by his father, a self-taught civil engineer. His father asked a simple question . . . “Do you want to make the building look pretty or do you want it to stand up?” After graduating from Iowa State, he focused on structural engineering and eventually landed a job with industry-great Sargent & Lundy.

Both men dealt with the economic downturns in the 1980s with each employer’s “Black Fridays” more frequent and began to look for new opportunities. When asked where he went next, Krusec stated “My introduction to the roofing industry was in the distribution segment with

Industrial Cork in Elmhurst, IL.” It was a great fit, coming from his background in architecture and the ability to understand a set of plans.

Herlihy’s roofing industry entrance was a bit more round about. Originally introduced to commercial roofing by elementary school classmate Tony Loden, who had a pitch kettle in his back yard, Herlihy’s roofing industry career was also economic. With the negative PR of the Three Mile Island Nuclear Accident, Sargent & Lundy’s workforce, heavy into this type of construction, shrunk and he needed to look for a new job. His future brother-in-law, Jeff Thompson, encouraged him to “Come talk to Olsson” which led to an interview with owners Bill Glenn and Cleve Carney, both Dartmouth MBAs who “happened to be in the roofing industry.” Coming from the engineering world, Herlihy did not fit the roofing stereotype with his suit and tie and “Slide Rule” nickname. While Krusec’s ease into the distribution world was smoother with his design experience, Herlihy needed to learn the skill set of roofers and to understand and respect the conditions needed to produce a finished roofing installation without callbacks or defects. He soon realized that heat, cold, wind and other conditions not typically seen in the normal engineering world were now in his vocabulary.

Both men needed to fast track new roofing technology away from built up roofing to single-ply EPDM, PVC, as well as polyisocyanurate, testing labs, codes, storm damage research, infra-red night surveys, EFVM, roof consultants and more. Herlihy commented that “Roofers use the biggest words in the industry!” Both Krusec and Herlihy learned about the roofing industry giants of Rosenow, Brown & Kerr, Mansfield, EW Olson, and others.

Both men were quick to name mentors. Krusec identified Edward Austin Duckett, AIA as such, calling him a “great gentleman.” From Duckett, who studied under Mies van der Rohe, Krusec learned about teamwork, accepting responsibility and the importance of a great work ethic. From the roofing side, Krusec credits Industrial

Cork's Dave Lisson, Jack Burke, and Bill Simonini. He commented, "They ran their company as everyone should, with honesty, integrity, and fairness. Truly treating employees, customers and suppliers as they would want to be treated." Besides Carney and Glenn, Herlihy also credits Dan Brown, Jim Petry, Jeff Thompson, Bob Tintinger as well as others in CRCA.

Krusec and Herlihy were asked about changes seen in the industry since their entrance. Krusec's observations include new contractor / installation friendly product technologies and ones that are environmentally friendly. Industry changes also include the development of manufacturers' full-system warranties (1990s) and products from above the deck through the membrane, air and vapor barriers, adhesives, fasteners, plates, insulation, coverboards and membranes. On a business level, the widespread consolidation in all segments (manufacturing, distribution, and contractor level) was observed.

Herlihy saw the increasing need for roofing contractors to educate the customers and municipalities. He discussed the early 2000s push for Chicago's white-roofing systems. With city officials saying, "just do it," the roofing community had to explain that the transition from hot roofing to TPO or PVC was not as easy as "opening an IKEA box and following the installation instructions!"

Closer to home, Herlihy watched Olsson's corporate leadership change from owner operated to a unique corporate structure of private shareholders and ESOP trust. Each participant had "skin in the game" which proved to be a highly effective succession planning tool, different than the typical single owner "family successor" model. Olsson's participants had various corporate titles. Over the years, his were "PM, SPM, Principal, EVP, CIO, COO, Co-President and Board Chair." They did not operate as a "pinnacle" organization with one guy at the top. Instead, the corporation was broad shouldered with many carrying key responsibilities.

Herlihy discussed learning from "failures." In the late 1990s, the house phone rang with a frightened client calling about roof damage due to a freak storm which included 100,000 SF of EPDM no longer being attached. After quickly assessing the situation, then gathering every resource imaginable, staff installed a temporary roof, which enabled the business to open as planned. He talked about these important client relationships by stating "You can't buy that trust and credibility."


Both men discussed special industry memories and giving back outside the roofing world. Krusec discussed industry relationships by saying "The lifelong friends I've made in

all sectors of our industry will always be special to me. There is a saying, friends for a season, friends for a reason or friends for life."

Krusec spent 20+ years with Hunter Panels (the Polyiso insulation brand with the Carlisle Construction family of products.) He held various titles such as Regional Manager, Technical Manager, Insulation Product Manager (CCM), National Sales Manager and Director of Sales. With his architectural background, his foundational knowledge of the construction industry paved the way to an education focus. He stated, "I have made it my personal role to help inform our industry in regard to the benefits of Polyiso." He believes in giving back to the industry and spent ten years as PIMA co-chair for codes and approvals work group.

Achieving a single-digit golf handicap has been on Krusec's list for the last 40 years and now will have time to devote to it. (The CRCA Industry Golf Outing will miss you, Ed!) He looks forward to spending time with wife Gail, to celebrating 45 years of marriage this year as well as spending time with three adult children and four "fabulous" grandchildren. Krusec is also on the Board of Directors for the Morrison Center, a private non-profit organization providing support services to children and adults with developmental disabilities. Exploring educational consulting is on his list and looks forward to being "busy" in retirement.

Herlihy treasures his time spent as a board member and chair of Marklund, an organization that provides residency and educational assistance to those with profound disabilities. He is continually amazed by the care and compassion of Marklund staff who help make everyday life possible for the clients. He and Sandy have created a foundation to further this mission. He describes retirement as "the much anticipated third phase of life." After spending the last 40 years with the action level and opportunity being so full and dynamic, he is excited about the next phase of retirement!

CRCA thanks both Mike Herlihy and Ed Krusec for their contributions to the evolution of our industry and wish them well for the next chapter. As Bob Hope said so well, "Thanks for the memory! Awfully glad I met you. Cheerio and tootle-loo. Thank you so much!" 



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2025 CRCA Health & Safety Seminar

A Look Back at 2024, as Well as a Glimpse into What's to Come in 2025

By Frank Marino



Frank Marino

The 2025 CRCA Health & Safety Seminar was held on Friday, January 24. This year, the Safety Committee was fortunate enough to have to special guest speakers—Jim Martineck, OSHA Area Director—Chicago South Office as well as Rich Lambert—OSHA Assistant Area Director- Chicago North Office. The seminar panel

reviewed the 2024 Top 10 OSHA violations for the Roofing Industry (NAICS: 238160). The seminar was conducted in front of a packed crowd that provided valuable feedback as well as insightful questions that left everyone in attendance with a better understanding of the challenges facing the roofing industry.

The seminar began with an update with regard to the adjusted OSHA fines contractors will be subjected to in 2025. In 2015, OSHA penalties hadn't been adjusted for inflation in 25 years. That meant fines for workplace safety violations were far less effective as deterrents. A \$7,000 fine in 1990 might have seemed significant, but by 2015, its value had eroded by more than half. As of January 15th, 2025, the OSHA fine structure will be as follows:

Type of Violation	Penalty
Serious Other-Than-Serious Posting Requirements	\$16,550 per violation
Failure to Abate	\$16,550 per day beyond the abatement date
Willful or Repeated	\$165,514 per violation

After a review of the updated fine structure, the panel proceeded to review the Top 10 OSHA violations for the Roofing Industry for 2025. The number 1 was no surprise to anyone.

1. Duty to Have Fall Protection—\$24,618,985 in fines

Duty to have fall protection has topped the list for roofing contractors for the past decade. And if you think about it, it should be no surprise. Every time an employee steps on a roof, they are exposed to a fall. It should be noted that falls continue to be the leading cause of fatalities in the construction industry.

2. Ladders—\$5,931,086 in fines

Ladder violations being this high on the list surprised a good number of the attendees. Not only has OSHA found a significant number of violations as it relates to ladders, but accessing and egressing ladders accounts for a significant amount of soft tissue injuries (sprains, strains, etc.) (BLS, 2025).

3. Fall Protection Training—\$2,749,295 in fines

Fall Protection Training created the most discussion amongst the attendees at the seminar. Mr. Martineck and Mr. Lambert both explained techniques their respective offices utilize to determine the effectiveness of fall protection training. The message was clear that a standard "sign in sheet" alone will not demonstrate effective fall protection training. Employers need to ensure that employees are retaining the information they are receiving during these training sessions. This can be accomplished through tools such as written exams, hands on demonstrations, and task specific acknowledgment forms.

Rounding out the Top 10 included the following:

4. Eye & Face Protection—\$3,611,562 in fines

5. Programs / Inspections—\$1,750,894 in fines

6. Abatement Verification—\$148,244 in fines

7. Head Protection—\$977,505 in fines

8. Fall Protection Systems / Criteria—\$807,201 in fines

9. Scaffolding—\$617,803 in fines

10. Ladder Training—\$190,242 in fines


The CRCA Safety Committee also took the opportunity to update seminar attendees as to what they can expect from OSHA with the newly elected administration.

President Donald Trump's nominee to head the Occupational Safety & Health Administration, David Keeling, started his career at the United Parcel Service Inc. as a package handler. Keeling was director of road and transportation safety at Amazon.com Inc. for nearly two years from 2021 to 2023, after serving in numerous safety positions at UPS since 1985, according to his LinkedIn profile (Bloomberg, 2025). Trump's pick of Keeling has largely been met with praise from the business community, and slight relief from worker safety advocates who feared a less qualified choice. "He is an excellent choice for the position, and he does have good, solid technical credentials," said Roger King, senior labor, and employment counsel at the HR Policy Association. "He has an excellent practical grasp of what needs to be done and what should be done on work or safety issues." (Bloomberg, 2025). If confirmed to the position, Keeling will be tasked with balancing President Trump's efforts to reduce the size of the federal workforce with the enforcement sub-agency's mission to ensure workers are safe on the job.

If approved by the Senate, Keeling would report to Lori Chavez-DeRemer, who has been nominated to serve as Secretary of Labor. What may come as a bit of a surprise to both CRCA contractors as well as workers is that both Keeling and Chavez-DeRemer have ties back to the Teamsters union. Chavez-DeRemer's nomination was backed by Teamsters President Sean O'Brien. The Teamsters also represent workers at UPS and Amazon, Keeling's past employers. The CRCA Safety Committee will follow closely to see if Keeling will move forward with the previous administration's priorities, including working to finalize protections for workers from high heat as well as defending a rulemaking to expand who can join workplace safety inspections.

The Safety Committee also took a moment during the seminar to recognize Richards Building Supply, the recipient of the 2024 CRCA Wellness Award. Richards Building Supply has demonstrated a true commitment to the health and well-being of all their employees. According to the Centers for Disease Control, construction has the highest suicide rate of all industries, at 53.2

suicides per 100,000 workers. That's about four times greater than the national average (17.3/100,000) and five times greater than all other construction fatalities combined (10.1/100,000). In fact, suicide could rightfully top the list of OSHA's Fatal Four Hazards, which unfortunately garner a lot more attention (Trimble, 2025). We'd like to extend a congratulations to Richards Building Supply and all their efforts to create a healthy work environment.

The 2025 CRCA Health & Safety Seminar was a huge success. Along with a record turnout, attendees were provided with valuable information that will be vital in their efforts for a safe and productive 2025 roofing season. 

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Frank Marino is a Partner at Safety Check Inc., a safety consulting firm in the Chicago area and CRCA Associate Member. Marino has extensive experience in roofing safety. 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.

Editors Note: CRCA would like to thank Frank Marino and Kevin Froeter, 2024 Health & Safety Co-Chairs for their many years of service to this extremely important CRCA Committee. Marino served on the committee for sixteen years with six as co-chair and Froeter served five years as co-chair. Both were very involved in education of trending safety issues, products, and services, and also providing personal observations in a multitude of CRCA Today Articles. We look forward to new leadership to this committee with the addition of JJ Matthews (Combined Roofing) and Joel Barnes (Safety Check Inc.) as co-chairs.

“OCIP, CCIP, What CIP?”

By Philip Hayes



Philip Hayes

Have you ever been in a conversation where people are using acronyms and you have no idea what they are talking about?

For example, you are walking around the trade show and you run into a fellow contractor who is going on and on about an OCIP job he is working and the

hassles associated with it . . . “What the heck is an OCIP? I have heard of a CCIP and a CCPAP but not OCIP . . .” Today, I am here to make sure you do not feel left out when “OCIP” and “CCIP” comes up in conversation!

Let’s start with the basic definition of a Wrap-Up Program. A Wrap-Up Program is a centralized insurance policy for a specific project covering the owner, general contractor, and all subcontractors. The decision to create a Wrap-Up is made by either the owner or the general contractor (GC) of the project.

There are two kinds of Wrap-Up Programs: Owner Controlled Insurance Program (OCIP) and Contractor Controlled Insurance Program (CCIP). The only real difference between the two is that the administrator on an OCIP is the owner and CCIP is the general contractor.

Generally, Wrap-Up Programs include the workman’s comp, general liability, and excess liability lines of coverage. The Wrap-Up allows for centralized insurance and loss control programs to protect the owner/GC managing the program.

Wrap-Up Programs are typically utilized by an owner or general contractor when the total job cost exceeds \$100M. Economies of scale do not make sense below this threshold. An owner or GC leans in the direction of a wrap up for the following reasons:

- Control over insurance limits for all contractors on site
- Avenue to create 5-10% profit as the administrator is billing back the insurance
- Secure higher limits of liability / better terms

- Avoid coverage gaps / subcontractors having inadequate limits of insurance
- Economies of scale / increase profit for the project
- Streamlined communication on claim reporting / injury management.

In the event you are participating in a Wrap-Up insurance program, the application process can be complicating and at times overbearing. A few of the pitfalls as it relates to the enrollment process as a subcontractor are: complexity of the enrollment forms, filing a claim can be difficult through the third party administrator and keeping track of the payroll and revenue associated with the Wrap-Up job for your traditional insurance audit.


In the enrollment form, there is a rate page where you will need to fill in your per \$1,000 rates for general liability and per \$100 for work comp. This can be confusing as there are many credits applied to your traditional insurance program that change the base rate on your policy. It is crucial to lean on your insurance broker to promulgate the NET rates with all discounts so the deductions are exact. As the subcontractor enrolled in the Wrap-Up, filing a claim will be much different than your traditional method. The Wrap-Up insurance program will have a specific claims team you must go through for reporting and tracking. The positive to this is that it will not hit your traditional loss run but the downside is if it is work comp related, it *WILL hit your EMR*. Once again, use your agent as the middle person between the wrap up and the claimant to make sure communication is clear.

As it relates to tracking exposure associated with the job, I have a client who built a dedicated shared drive to track all Wrap-Up program certificates of insurance and payroll / revenue associated with each job. The reason for this was to avoid any confusion when the traditional insurance was up for audit. Many times, clients will pay the Wrap-Up premium and forget to deduct it from the traditional insurance program and therefore double pay insurance.

I want to address common questions I hear from clients who are working as a subcontractor on an OCIP / CCIP:

- Q:** What happens to the payroll, cost, revenue associated with this OCIP job?
- A:** Be sure to keep track of those items and have ready when your traditional insurance is up for audit. The auditor will deduct those wages, revenues from your program to avoid "double paying" your insurance.
- Q:** What if I file a claim in the OCIP? Will it affect my experience mod?
- A:** The administrator will handle the process from start to finish. The cost will be incurred by the administrator. In the event of a work comp claim, it WILL show up on our EMR report.
- Q:** Will I be penalized as a subcontractor if I have multiple incidents / safety infractions?

A: The administrators are watching trends carefully as it is their dollars being used on the insurance. If your company finds itself on a list with multiple infractions, it will not look good on your safety record. Safety is ALWAYS important, but the spotlight is on when enrolled in a Wrap-Up.

As bid season is in full swing, be sure to check if an OCIP or CCIP is part of the bid document. If there is a requirement to enroll, be sure to lean on your traditional insurance broker to have the materials ready on bid day. Make the necessary adjustments on the front end to avoid confusion during the enrollment process! 

Philip Hayes is with Vice President of Sales with CRCA Associate Member firm, Assured Partners and also serves as Co-Chair on the CRCA Contracts & Insurance Committee and serves on the CRCA Health & Safety Committee. To learn more, contact philip.hayes@assuredpartners.com or 630-888-7663.



Protect Yourself from Other Trades' Use of Your Fall Protection, Ladders, Scaffolding, or Other Equipment

By Philip Siegel, Esq.



Philip Siegel

When a roofing contractor is engaged by a general contractor for roofing work, it is often the case that the roofing contractor will be responsible for installing and using its own ladder, fall protection, and scaffolding. In these instances, it is not uncommon for the general contractor to ask the roofing contractor to make the roofing contractor's

fall protection, ladder, scaffolding, and other equipment available for use with other trades. Should the roofing contractor acquiesce and simply approve the use of its fall protection, scaffolding, ladder, and other equipment for use by other trades?

Unless the roofing contractor's subcontract with the general contractor already requires the roofing contractor to permit others use of its fall protection, scaffolding, ladder, and other equipment, the answer is, "no." That response is unlikely to earn you any favors from the general contractor. It may be that the better response is, "Yes, if those other trades execute an agreement that protects my company."

Any time a roofing contractor permits other trades to use its fall protection, scaffolding, ladder, and other equipment, there is added risk to the roofing contractor. This risk can be mitigated, however, either through favorable contract terms prior to execution of the subcontract with the general contractor and through use of a Fall Protection Use Agreement, Ladder Use Agreement, Scaffolding Use Agreement, or an Equipment Use Agreement.

Contract Terms

If the risks associated with allowing other trades use of the roofing contractor's equipment is going to be addressed in the roofing contractor's subcontract with the general

contractor, it is important that the roofing contractor negotiate favorable contract terms. Those terms should act to shift the risk of other trades' use of the roofing contractor's equipment to the general contractor. The most common way to accomplish this objective is through an indemnification provision that applies specifically in those instances where the general contractor seeks the roofing contractor's approval to allow other trades' use of the roofing contractor's equipment. The law of the state governing the contract will determine how broad an indemnity provision can be incorporated into the contract. Where the law permits, the roofing contractor should seek indemnification for all claims arising out of other trades' use of the equipment, excepting only those claims caused by the sole negligence of the roofing contractor. In Illinois, however, the roofing contractor must remain liable for its own negligence.

A good place to insert this type of protection in your subcontract with the general contractor is the typical subcontract provision that addresses the subcontractor's use of the general contractor's equipment. Whatever protection the general contractor provides for itself in your subcontract would be a good starting point in terms of the protection you should seek when the general contractor is intending to require you to make your equipment available to other trades.

Equipment Use Agreements

Regardless of whether the roofing contractor is able to negotiate favorable terms regarding use of its equipment by others within its subcontract, it is also good practice to require each trade that will be using the equipment to execute a separate agreement that permits their use in exchange for certain promises from the user. These Fall Protection Use, Ladder Use, Scaffolding Use, or Equipment Use Agreements can be effective shifting risk from the roofing subcontractor to the user.

An effective agreement to use in these instances will require the user to release all claims against the roofing

contractor arising from the use of the fall protection, scaffolding, or other equipment, excepting only claims to the extent caused by the roofing contractor's negligence, as required by Illinois law. The roofing contractor will want to make certain that the release language captures both personal injury, including death, and property damage claims. An example of an indemnity provision found in this type of Agreement reads as follows:

Indemnitor agrees to indemnify, defend and hold Roofing Contractor and its employees, officers, directors, parents, subsidiaries, insurers and agents ("Roofing Contractor Releasees") harmless from and against any and all liabilities, damages, losses, costs and expenses, including reasonable attorneys' fees, resulting from any claims, including but not limited to personal injury claims and property damage claims ("Claims"), asserted against any of the Roofing Contractor Releasees, directly or indirectly, by reason of or resulting from Indemnitor's direct and/or indirect use of Roofing Contractor's tools, materials and equipment, excepting only those Claims to the extent caused by the negligence of the Roofing Contractor or persons or entities for whose acts the

Roofing Contractor may be liable. In Claims against any of the Roofing Releasees by an employee of Indemnitor or one of the apprentices, or anyone for whose acts they may be liable, the indemnification obligation under this paragraph shall not be limited by a limitation on amount or type of damages, compensation or benefits payable by or for the Indemnitor or one of the apprentices under workers' compensation acts, disability benefit acts or other employee benefit acts.

A thorough Fall Protection Use, Scaffolding Use, Ladder Use, or Equipment Use Agreement will also include a provision whereby the user acknowledges the roofing contractor makes no and has made no representations to the user as to the safe working: condition, structure, strength, durability, construction and/or any other characteristic and/or component of the fall protection, scaffolding, or other equipment. The agreement should include a provision where the user accepts the responsibility of thoroughly examining the fall protection, scaffolding, or other equipment every day prior to commencement of usage in order to determine that all such equipment is in compliance with all current OSHA standards and is safe and appropriate for ongoing usage. Consider the following example:



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It is expressly understood that Roofing Contractor makes no and has made no representations to Indemnitor as to the safe working: condition, structure, strength, durability, construction and/or any other characteristic and/or component of the fall protection equipment and that Indemnitor has and will continue to thoroughly examine the fall protection equipment every day prior to commencement of usage in order to determine that all such equipment is in compliance with all current OSHA standards and is safe and appropriate for any ongoing usage. Furthermore, Indemnitor hereby acknowledges that it has inspected said fall protection equipment, and acknowledges it to be in good condition, and agrees that it will use it at its own risk and return it in good repair.

Another key provision for these types of Agreements is the provision whereby the user acknowledges that it has the responsibility to make sure that the fall protection, scaffolding, or other equipment is in accordance with OSHA regulations. The Agreement should also provide that the user is responsible for any fines and/or citations received by it or the roofing contractor arising out of

the user's use of the fall protection, scaffolding, or other equipment, such as the following:

Indemnitor agrees and acknowledges that it is its responsibility to make sure that the fall protection equipment is in accordance with OSHA regulations and that any fines and/or citations received by Roofing Contractor arising out of Indemnitor's direct and/or indirect use of the fall protection equipment or the direct and/or indirect use of the fall protection equipment by Indemnitor's agents, employees, subcontractors or suppliers is its sole responsibility.

The roofing contractor should also consider adding insurance requirements into its Fall Protection Use, Ladder Use, Scaffolding Use, or Equipment Use Agreement. The agreement should require the user to produce a Certificate of Insurance naming the roofing contractor as additional insureds under the user's general liability policies, each on a primary and non-contributory basis. The Agreement should require the user to waive all rights of subrogation against the roofing contractor. The Agreement should identify minimum coverage requirements for bodily injury and property damage claims, including umbrella coverage, and the roofing contractor will want to ensure



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the user is carrying worker's compensation coverage. Consider the following:

Indemnitor shall dispatch and maintain to Roofing Contractor a current Certificate of Insurance naming Roofing Contractor and the Roofing Contractor Releasees separately and jointly as insured party(ies) on Indemnitor's liability and workers' compensation policies, which the coverage under such policies to be primary and non-contributing. The Certificate of Insurance shall include an endorsement waiving all rights of subrogation against Roofing Contractor and Roofing Contractor Releasees. The Certificate and representative insurer(s) must be acceptable to Roofing Contractor. Indemnitor shall minimally maintain General Liability coverage of \$1,000,000.00 for BI & PD per occurrence and \$1,000,000.00 BI & PD Aggregate and a minimum of Excess Liability coverage, Umbrella Form of \$5,000,000.00 for each occurrence and \$5,000,000.00 Aggregate.

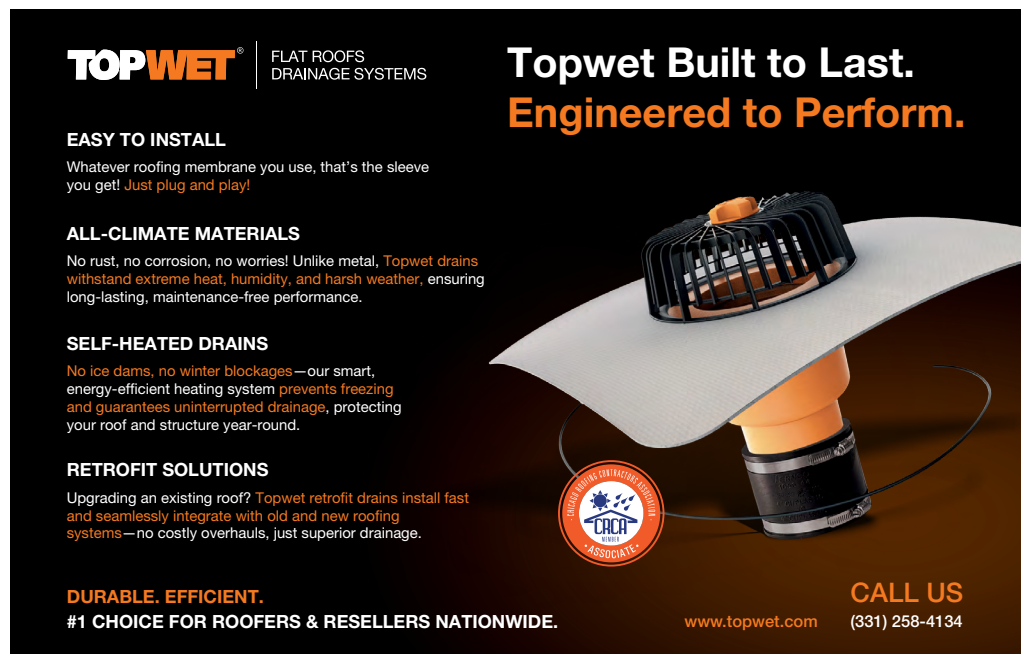
Separate from the risks inherent in letting other trades use the roofing contractor's fall protection, scaffolding, ladder, or other equipment, the roofing contractor needs to be sure that allowing use of its fall protection, ladder, scaffolding, or other equipment does not interfere with its ability to timely perform its work. A good way to address this potential issue is to include a provision in the Fall Protection Use, Ladder Use, Scaffolding Use, or Equipment Use Agreement whereby the user acknowledges its understanding and agreement that its use of the fall protection, ladder, scaffolding, or other equipment shall in no way interfere with the roofing contractor's use of such, as solely determined by the roofing contractor. The Agreement should expressly state that the roofing contractor, at any time convenient to it, may deem fit to terminate or strictly limit the usage of its fall protection, ladder, scaffolding, or other equipment by the user. A good example of this type of clause follows here:

It is expressly understood and agreed that the use of Roofing Contractor's tools, materials and equipment shall in no way interfere with Roofing Contractor's use of such, as solely determined by Roofing Contractor. Roofing Contractor, at any time convenient to Roofing Contractor, may deem fit to terminate or strictly limit the usage of its tools, materials or equipment therein by Indemnitor. Finally, any costs incurred by Roofing Contractor as a result of Indemnitor's direct or indirect usage of the tools, materials and equipment shall be invoiced by Roofing Contractor as incurred for immediate payment by Indemnitor to Roofing Contractor.

Conclusion

Through the suggestions and tools provided in this article, each roofing contractor can minimize if not eliminate the risks inherent in allowing others to use the roofing contractor's fall protection, scaffolding, ladders, or other equipment. 

Philip J. Siegel is a Partner and shareholder with CRCA Associate Member firm Hendrick, Phillips Salzman & Siegel, P.C. His practice focuses primarily in the areas of labor/employment law, including defense of OSHA citations, contract consulting, and construction litigation, including representation of general contractors, subcontractors and suppliers, all on a national basis. For more information, contact pjs@hpsslaw.com.



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Wind Speed vs Uplift—Intuition About Wind May Be Wrong

By Kurt Fester



Kurt Fester

This likely comes across as a dubious claim. An entire lifetime of first-hand observations into the effects moving air on a person and their surroundings naturally fosters a strong sense of understanding. Seeing flags wave, wrestling umbrellas, hearing branches creak, and feeling the resistance of walking upwind all reinforce

the perception that wind pushes objects.

The following questions serve as a gut check of sorts for that intuition.

Question #1: Comparing two buildings, Building A experiences a 70 mph wind and Building B experiences an 80 mph wind. Building B experiences greater wind uplift pressures. True or false?

Admittedly this is a trick question. As tempting as it is to assume the building subject to higher winds experiences higher pressures as a result, it is not always the case. Wind is one of the variables key in calculating uplift pressures, but not the only one. Building height, exposure category, risk category, topographical factors, elevation, roof slope and roof configuration can all affect the final values.

For the same reason, two buildings with identical design wind speeds can have very different design wind uplift pressures. This is why designers specify pressures and resistance classifications and not wind speeds.

FM 1-90 for instance is an uplift resistance classification based on a tested field uplift of 45 psf and a safety factor of 2.0.

Question #2: The wind initially measured at 50 mph relative to a building goes up to 60 mph. Does the increase in wind speed result in (A) a pressure increase,

(B) a pressure decrease, or (C) no change in pressure above the roof?

At first glance, the line of reasoning is simple. Faster air is more difficult to resist, so there must be more pressure. The fact of the matter is that static pressure above the roof, the pressure that works perpendicular to the surface of the roof, *decreases*. This decrease is proportional to the increase in velocity pressure, which acts parallel to the surface of the roof.

It is true that more wind resistance is required when wind speeds increase. This is because more important to the design of roofs than the static pressure above the roof is the static differential pressure acting on the roof system. This difference tends to grow as the static pressure above the roof decreases, and it is this difference that creates the upward force on the roof.

Defending an answer with semantics may indicate an unfair question, but it still brings up an important point about the mechanisms at play that create the forces a roof is meant to resist. Uplift pressure that acts on a roof does not rely on the same direct push that slows planes flying in a headwind. Instead, wind moving over the roof creates a pressure difference, which results in an upward force as the pressures try to equalize.

Question #3: Comparing two identical buildings in different locations, Building A has a basic wind speed of 100 mph and Building B has a basic wind speed of 120 mph. How will the resulting pressures differ?

ASCE 7-22, "Minimum Design Loads and Associated Criteria for Buildings and Other Structures" is the latest standard for wind design and the 2024 International Building Code refers to ASCE 7-22 as the basis for determining minimum design loads. The following shows the equations designers need to use to determine uplift pressures.

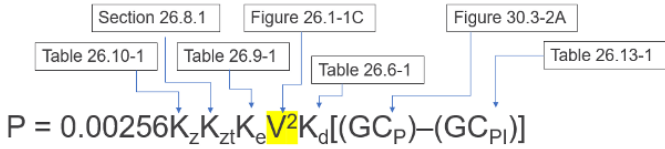



Figure 1: Wind uplift pressure calculations

Besides being complicated to look at, the figure does provide a crucial detail. The “V” stands for velocity and represents the basic wind speed in the pressure calculation. Just like velocity pressure, which is proportional to the kinetic energy of air, this equation shows that it is mathematically squared, that is raised to the power of 2.

Since it is squared, a wind speed increase of 20 percent correlates to a pressure increase of (1.20)² or 44 percent.

In summary, while wind speed is an important component in the calculation uplift pressure, other factors must also be

considered. The pressure difference is created as a result of the movement of the air relative to the roof system but is not directly pushed upward from the moving air.

While you are welcome to delve into ASCE 7-22 and do the math yourself, design uplift pressures for roof systems for many building types can be determined using the NRCA roof wind designer website, which is available at roofwinddesigner.nrca.net. Users can generate uplift values based on the version of ASCE 7 referenced in their building code, now including ASCE 7-22, which is recognized in IBC’s 2024 version. 

Kurt Fester, a project engineer for technical services, joined NRCA in 2017 after graduating from the University of Illinois in Urbana-Champaign with a Bachelor of Science in systems engineering and design. For NRCA, he is responsible for responding to requests for technical assistance, maintaining and developing technical documents and articles, and coordinating with technical committees. For more information, contact kfester@nrca.net.

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Company: A-1 Roofing Co.

Location: Elk Grove Village

Business Founded: 1910

Number of Employees: 140

Joined CRCA: 1973

Who is providing the answers: Mitchell Rabin

What Services Does Your Business Offer?

We offer, roof repairs, maintenance, replacement, new construction installations of EPDM, TPO, Modified Bitumen, Built-up Roofing, Architectural Sheet Metal, PVC, Hot Fluid Waterproofing and Shingles

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

The business has been around for 115 years. In the next five to ten years, the company will transfer to the fourth generation leadership.

What Is Your Best Business Memory to Date?

In 1981, tragedy struck the business when my father had a medical emergency. I had been with the company only nine months. My father had some close friends who were competitors that stepped up to help me estimate projects while my father was recovering. Their willingness to help me and our company is something I have never forgotten. I actually tell this story often as it reflects on the Chicago Roofing community. This willingness to help other roofing companies who are competitors in need continues today in our region.

How Did You Learn About CRCA?

Our company has been a member of the CRCA since 1973. I have represented the company on the board of directors for 20 years of my 45-year career in this industry and at this company.

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

The largest benefit is the ability to get to know vendors and competitors in a friendly, casual environment. It allows you to socialize in an environment where you can have conversations that are not only about roofing but also to get to know people on a more personal level.


What Value Does CRCA Membership Bring to You?

Being part of the CRCA gives access to information and contacts that is hard to obtain independently. I have gotten to know competitors as "people" by serving on the CRCA board with them. For years, I would only see them at pre-bids and never got to know them outside of a competitive situation. Now, many of them are friends and we get together outside of the CRCA environment. This is invaluable!

What Advice Would You Give a New CRCA Member?

Get involved with committees and attend events. You will find that that competitor, whom you don't know and don't like, is probably a pretty good person. You never know when you might need assistance like I did in 1981, and you can bet they will step up and help.

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

The CRCA is an organization that is respected throughout the country. When you say you are part of the CRCA membership, doors do open for opportunities to network around the country. 



Roof Talk—Associate



Company: A&D Products, LLC

Location: Wheaton, IL

Business Founded: 1985

Joined CRCA: 1997

Who is providing the answers: John Dashner and Mike Lowery

What Services Does Your Business Offer?

A&D is a leading representative of premium roofing and building envelope solutions, specializing in clay roof tile, metal edge systems, high-performance insulation, and waterproofing technologies. Our expertise spans the entire roofing system—from design and specification to installation support, ensuring long-term performance and compliance with industry standards. We partner with architects, contractors, and consultants to drive market adoption of innovative materials, offering a deep understanding of building science and a long-term perspective on industry trends.

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

Our continued vision is to be the trusted leader in building materials, setting the standard for innovation, sustainability, and best practices. As the industry evolves, we stay ahead—leveraging deep expertise, adapting to emerging trends, and driving progress. We are committed to mentoring the next generation, ensuring that the future of building is smarter, stronger, and more resilient.

What Is Your Most Memorable Business Experience?

We are continually inspired by the remarkable people and iconic projects we've had the privilege to be part of across Chicago and the Midwest. Our involvement in some of the region's most recognizable buildings has deepened our expertise and provided invaluable industry insight. While no single project defines our journey, each has contributed to our growth, reinforcing our commitment to excellence, innovation, and lasting impact. More than

just business, we take pride in building lifelong friendships and trusted industry partnerships.

How Did You First Learn About CRCA?

CRCA has long been a cornerstone of the roofing industry, and our involvement was a natural step given our role in the market. It's difficult to pinpoint exactly when we first learned about the organization, as its presence has always been integral to our business and industry network.


What Are the Benefits of Attending CRCA Events?

CRCA events provide unparalleled networking opportunities, making them one of the most valuable industry associations we are part of. We make it a priority to attend throughout the year, as many of our long-term business relationships have originated from CRCA connections. Beyond networking, these events offer insights into industry advancements and best practices.

What Value Does CRCA Membership Bring to Your Business?

The greatest value lies in the ability to network with industry leaders while staying informed about emerging trends. Additionally, CRCA's educational seminars provide critical knowledge that helps us guide clients and stakeholders in making informed decisions about building materials and best practices.

What Advice Would You Give to New CRCA Members?

For new members, **active participation** is key. Attend as many CRCA events as possible and consider volunteering on a committee relevant to your business. The more you engage, the more opportunities will come your way. CRCA is composed of the most professional and influential individuals in the Chicago roofing industry—building relationships within this network is invaluable. 



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Polyisocyanurate . . . It Is Always Something

By Matt Dupuis



Matt Dupuis

Dimensional stability issues, including cupping and bowing and board shrinkage, board thickness variations, knit lines, R-value instability and variability . . .with polyisocyanurate, there always seems to be some technical issue at the forefront. This should be of little surprise

as polyisocyanurate represents a vast majority of the insulation the roofing industry installs every year on low slope roofs.

Recently, several-wind related losses in the Midwest of single-ply membranes adhered directly to the polyisocyanurate insulation region exhibited common visual traits of the insulation facer delaminating and remaining adhered to the membrane. (See Photo 1 for an example.)



SRI Photo 1

These common traits across these wind losses led to the Chicago Roofing Contractors Association (CRCA) and the National Roofing Contractors Association (NRCA) to sponsor research into facer adhesion of ASTM C1289 Type II Class 1 and Class 2 polyisocyanurate boards.

These facers are Glass Reinforced Felt (paper) and Coated Glass Facer (coated glass).

Samples of these polyisocyanurate boards were collected from the Chicago market. There are four primary polyisocyanurate plants that supply the Chicagoland market. Boards with paper facer were collected from all four plants (A,B,C and D). Coated glass faced boards were only available in the market from plants A and B. In total, twenty-three 4ft x 8ft boards, all with 2.6 inch claimed thickness, were collected.

The research was split into two separate efforts. The first portion utilized the test method called for in ASTM C1289 that covers polyisocyanurate. In this material, standard is the test method ASTM C209, which is a perpendicular pull, intended to quantify facer sheet adhesion to the board's foam core. In this test, blocks typically made of wood, are adhered to both sides of a 2 inch by 2 inch sample of the polyisocyanurate. This lamination of wood/polyisocyanurate/wood is then placed in a load frame and pulled apart in tension. The results of the C209 testing are shown in Figure 1.

		ASTM C209	
		AVG (PSF)	ST.D (PSF)
Manufacturer A	Coated Glass	1888	556
Manufacturer B	Coated Glass	1874	730
Manufacturer A	Paper	2041	908
Manufacturer B	Paper	1301	409
Manufacturer C	Paper	1029	495
Manufacturer D	Paper	1185	327

As can be seen in Figure 1, the results of the perpendicular pull tests are substantial numbers. While there was variation between manufacturers and even within manufacturers, the results are all well above the uplift resistance that would be needed for wind designs. In fact, the results of the perpendicular pulls show resistance several times higher than is needed for an FM 1-90 uplift

rating. This result, combined with the observed failures, suggested another mechanism at work in these failures.

If we look at the in-progress wind failure in Photo 2, we can see a large disbonded area of single-ply membrane, approximately 50 feet in diameter. This photo is typical of the “progressive peel” failure mode that has been seen. In this image, in the peel front, (the point at which the membrane is physically separating from the substrate), we can observe an approximate 30 degree angle made by the membrane.



SRI Photo 2

Taking a moment to discuss the mechanics of what is occurring at this peel front. A roof membrane in this situation, and others, is similar to how we idealize a rope or cable in engineering mechanics. A rope cannot be used to push. A rope cannot be used to transmit a shear force. A rope can only have tension in it; thus it can only pull in the direction of the tension. Our membrane is similar, it can have tension in it, but it cannot push or shear. With this concept and the approximated 30 degree angle observed in numerous photos of in progress wind failures, a test methodology / protocol was experimented with in the laboratory of SRI Consultants.

Samples of the polyisocyanurate boards collected had their facers subjected to a one-inch wide strip cutter. A strip cutter has two parallel razor blades that are designed to cut paper strips exactly one inch wide. This cut the facer to exactly one inch wide. Then a small tab of the facer was cut free (approximately 5/8 inch). A handheld pull tester was used to clamp onto the small tab of facer and a tensile pull on the facer at approximately 30 degrees was made and the maximum tensile load measured and recorded.

A minimum of twenty tensile peels were made for each board. Ten peels were made in the machine direction,

and ten peels were made cross the machine direction. For those who are confused by this terminology, during the manufacture of polyisocyanurate, the boards travel down the production line in one direction. This is the “machine direction” typically denoted as “MD”. Obviously, making peel measurements in the “cross machine direction” many times denoted as “XMD” or “CMD”, is perpendicular to the way the boards go down the production line. Many of our roofing materials will exhibit different properties in these two different directions. Therefore, it is common to test both directions. For polyisocyanurate, it is very simple to determine which direction is which, as the knit lines in the boards are created in the machine direction.

Of note, the one issue that was not assessed was which side of the board was peeled. Some manufacturers label boards with “this side up” or “this side down”, while some manufacturers do not. Which surface was tested was random merely in how they were stacked on the workbench.

Photo 3 shows a sample of paper-faced polyisocyanurate with five test peels made at several different locations on the board. The black dashed lines were made with a marker, to showcase where the knit lines were on this sample. With some variations, the knit line peels were generally similar to the field of the board.



SRI Photo 3

Figure 2 shows a summary of the results of the facer peels. One can quickly see, that while there is some statistical variation, all the boards, all the facer types, in both machine direction and cross machine, all fall within a common range. When averaged, they all are approximately at 2.60 pounds per inch, in peel.

SRI Figure 2			Pounds Per Inch			
			AVG	STD	MAX	MIN
Manufacturer A	Coated Glass	MD	2.78	0.62	3.53	1.85
		XMD	3.03	0.44	3.53	2.51
Manufacturer B	Coated Glass	MD	2.30	0.31	2.80	1.98
		XMD	2.30	0.28	2.66	2.05
Manufacturer A	Paper	MD	2.52	0.78	4.03	1.01
		XMD	2.89	0.94	4.80	1.02
Manufacturer B	Paper	MD	2.52	0.61	3.71	1.25
		XMD	2.36	0.53	3.60	1.27
Manufacturer C	Paper	MD	2.83	0.59	3.98	1.72
		XMD	2.97	0.57	4.19	1.76
Manufacturer D	Paper	MD	2.61	0.56	3.87	1.68
		XMD	2.19	0.76	3.92	0.64
Combined		MD	2.59			
		XMD	2.62			

If we use vector mechanics to break down the tensile force, at the peel front, the 30-degree angle produces exactly half of the tensile force as an uplift force perpendicular to the board surface. This amounts to 1.30 pounds per inch needed to advance the peel front in a wind loss. For comparison, in direct ASTM C209 perpendicular pulls, we found around 11 pounds per square inch of resistance for these same boards. While pounds per square inch and pounds per inch are not directly comparable, the order of magnitude difference is very explanatory of what has been seen in field wind losses over and over. Once a membrane breaks loose, for whatever reason, the resistance to progressive peel of this membrane is greatly diminished by the much lower peel strengths of polyisocyanurate facers.

Additional research work on this topic is needed. This work could be expanded to polyisocyanurate produced in other geographic regions, top versus bottom sides of the boards and other types of faced insulation boards, including some common coverboards.

Photo and Figure Descriptions


Photo 1. An example of a delaminated polyisocyanurate board observed during a wind loss investigation. The facer is still well adhered to the membrane, but the facer has separated from the foam core.

Photo 2. A picture taken by an owner's representative of a wind failure in progress. The adhered single-ply membrane was now separated and created an approximately 50 feet in diameter circular area.

Photo 3. An example of a specimen being tested in the laboratory setting. Most specimens peeled completely. Occasionally certain paper facers

would cohesively begin to tear or separate near the end of the peel. The peel length was controlled with a razor cut made at 7 inches, across the strip.

Figure 1. Results of ASTM C209 perpendicular pull tests as specified in the ASTM C1289 material standard for polyisocyanurate. These results are in Pounds per Square Foot (PSF).

Figure 2. Results of facer peel testing in both machine direction (MD) and cross machine direction (XMD). The units are pounds of tensile force applied to the strip for a 1-inch strip. Therefore, pounds per inch. 

Matt Dupuis is a licensed Professional Engineer with CRCA Associate Member, SRI Consultants Incorporated (SRI). Dupuis has over 25 years of experience and specializes in moisture movement, temperature modeling, solar reflectivity, research, and failure analysis. He has worked on building envelopes across the United States and internationally. Dupuis has contributed to numerous publications and articles presenting research topics at various symposia and teaching in classroom settings. For more information, contact mdupuis@sri-engineering.com.



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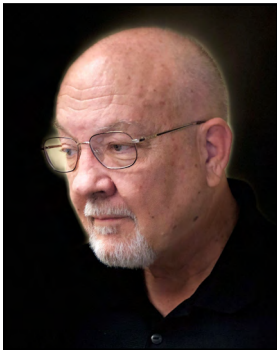
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Boost Profits and Customer Demand: Why Skylights Should Be Part of Your Roofing Services

By Jeff Brooks



Jeff Brooks

When it comes to roofing projects, skylights are more than just an aesthetic upgrade—they add value to a home by improving energy efficiency, increasing natural light, and enhancing overall appeal. For roofing companies, incorporating skylights into your service offerings

presents a valuable opportunity to boost revenue by complementing existing roofing work. However, seamless skylight installation requires more than just expertise; it demands reliable products, competitive pricing, and a knowledgeable partner. Partnering with a trusted and experienced skylight supplier is crucial for roofing professionals looking to deliver exceptional service while avoiding costly mistakes.

Benefits of Working with a Skylight Partner

Rather than trying to become a skylight expert in addition to being a roofing expert, consider partnering with an independent supplier to benefit from the industry and product knowledge and expertise they've gained throughout the years:

Experience and Efficiency

Unlike big-box stores or general supply companies, a dedicated skylight partner is hyper-focused only on skylight products and can offer hands-on expertise to ensure every installation is a success. From sourcing unusual sizes to providing practical solutions for any challenge, your skylight partner likely has seen it all and therefore can help you appear as an expert with your clients too. In fact, skylights are sometimes referred to as the third wall—a way to add ventilation to a home. And especially in today's world where homes are so well-

insulated, adding a venting skylight will not only bring natural light in but will also help to circulate air in the home.

A dedicated skylight partner can also likely offer prices that are equal to or lower than those of big-box retailers and standard roofing supply companies. With the ability to provide volume-based discounts as well, roofing professionals can maximize their profits on larger projects.

Time is money in the roofing business, and waiting for materials can cause frustrating delays. Your skylight partner should maintain an extensive inventory of skylights and flashings. That way, if you need a product immediately, there's a good chance it's in stock.

Exacting Expectations

One of the biggest risks with skylight installations is ordering the wrong product, which can lead to wasted time, unnecessary expenses, and dissatisfied customers. Any skylight partner worth their value will take extra steps to ensure that you get the right skylight for your project the first time.

This includes:

- Reviewing skylight and rough opening measurements
- Analyzing roof conditions and materials
- Requesting photos to confirm specifications
- Verifying the age, size, and type of existing skylights or flashing kits

Roofers may not always feel comfortable adding a new skylight, known as a cut-in, or replacing a tricky skylight that is no longer offered by the original manufacturer. Professional skylight companies have seen every kind of skylight out there and know what the correct current replacement unit should be. They also know when it is best to install a deck-mount skylight versus a curb-mount skylight, which is usually dictated by a roof's pitch.

Adding skylights to your service offerings can be a lucrative opportunity but selling them effectively requires the right tools and knowledge. Ask your skylight partner to provide sales support in the form of catalogs, pricing aids, and product samples. Additionally, they can help you help your customers with more involved issues such as Solar Tax Credits and off-size dimensions that require customized solutions.

“Money talks”

Recently a customer wanted to replace an old, fixed (non-opening) skylight with a newer model. The quote to remove and replace the unit was \$2,740. We suggested an upgrade to a solar-powered venting skylight, which increased the total price by about \$1,604. Labor and install stayed about the same between the two units, but the newer, venting option carried a steeper product cost. However, the solar-powered venting unit should qualify for the 30% Federal Solar Tax Credit, which meant that after the tax credit the net cost would only be \$300 more than the basic fixed unit. “That’s a no-brainer,” said the customer and agreed to schedule the upgraded installation immediately.

Specialized Support for Special Projects

Multi-unit projects such as condominiums and HOA-managed properties often require additional coordination. Individual homeowners may want to upgrade to venting skylights or add shades, which can complicate bulk orders. Your skylight partner should help simplify this process by structuring sales, coordinating deliveries, and even individualizing customer billing.

Additionally, for roofers handling large-scale projects with multiple skylights, storage and coordination can be a challenge. Ensure your skylight partner offers staging solutions to help manage logistics efficiently. From storage to delivery assistance, a dedicated skylight partner ensures your materials are exactly where they are needed and when, minimizing the risk of damage, theft, or storage complications.

Hands-On Learning

Sometimes, roofers encounter skylight situations that don’t make sense—whether due to poor original installation or unusual design choices. The solution might be as simple as ordering a custom-sized skylight or as complex as reworking the entire installation. Whatever the case, a dedicated skylight partner will have the experience to guide you to the most cost-effective and practical solution,

without you losing time to learn about something that’s already well-known to your partner. Additionally, many times roofers keep their work to the exterior of the home. Another way professional skylight partners can add value to roofing companies is by their knowledge of interior work needed when installing a skylight. Proper skylight installation can require trimming out the interior of the home as well, and adding caulk to seal the cut-in.

Additionally, you now have a dedicated resource to provide hands-on learning for your team which can help you expand your skylight product offerings even more. Think fixed vs. venting skylights, solar-powered options, shades and more! Plus, even if traditional skylights aren’t an option, tubular skylights are ideal for smaller spaces and can be a nice add-on to the roofing work you’re already doing.



Photo courtesy of Houseworks Daylighting Solutions


“What Roofers Should Know about Skylights”

When you are quoting a roof repair or replacement, what do you do if the roof has skylights already installed? Add value to your services by helping the customer evaluate whether their skylights should be replaced as well.

Assess skylight conditions: Look for visible signs of damage such as cracks, leaks, drafts, condensation or warping. Occasionally, a repair is possible, but if the skylights are older than 10 years and you’re already replacing the roof, go ahead and do a full replacement of the skylights too.

Chicago weather is a special kind of beast, as any roofer will tell you. When it comes to skylights, special care should be taken to ensure against leaks and withstand all that Mother Nature throws at us. Use high-quality flashing, curb-mounted installation, and insulated glass and frames to prevent leaks and drafts. Ensure climate-appropriate materials are being used as well withstand Chicago’s weather extremes.

By leveraging the expertise of a dedicated skylight partner, roofers can confidently recommend adding on skylights to clients, increasing their revenue and enhancing their reputation as full-service roofing professionals.

Partnering with the right partner means more than just getting high-quality skylights—it means gaining a dedicated resource to help you install, sell, and manage skylights with confidence. With expert knowledge, competitive pricing, extensive inventory, and exceptional service, skylight partners are committed to helping roofing professionals grow their businesses while ensuring top-notch skylight installations for their clients. 

Jeff Brooks is the owner of CRCA Associate Member firm, Houseworks Daylighting Solutions LLC in Glenview, IL, the Midwest’s oldest and most experienced skylight dealer. Established in 2001, Houseworks has grown to service large areas of both Illinois and Iowa. Brooks is a VELUX Five-Star Certified Skylight Specialist and brings a blend of innovative expertise and a personal passion for sustainability to the forefront of daylighting technology. Read more about Houseworks and what sets them apart at www.myskylights.com.

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Industry News

By CRCA Staff



2025 CRCA Trade Show & Seminars— It's a Wrap!

CRCA thanks all the exhibitors, attendees, speakers, and volunteers for making the 2025 Event a success! It “takes a village” to pull together the caliber of speakers to educate the roofing and waterproofing community on the latest products, services and more to utilize to install the best roofing and waterproofing installations. CRCA especially thanks the team of volunteers who provided countless hours of time to make this year’s event possible. This included Greg Dedic and Ryan Petrick as co-chairs and the committee members of Matt Adler, Chris Demro, Mark Duffy, Tom Gadzikiewicz, Dave & Kim Good, Jason Peterson, Ross Ridder and also Rod Petrick. Save the date for next year’s event—January 14-16, 2026.

Local Roofing announced the death of Bill Ims in December of 2024. Earlier in December, Ims retired after spending 52 years in the roofing industry. He spent 21 years with Brown and Kerr, right out of high school and then spent 27 years with Complete Building Maintenance, finishing up with Local Roofing, Inc.

Wysocki Joins L. Marshall Roofing

L. Marshall Roofing and Sheet Metal, Inc. announced the addition of Ski Wysocki in January 2025, bringing over 20 years of experience in wholesale distribution with a specialized focus on architectural sheet metal fabrication. As VP of Architectural Metal Services, Wysocki is dedicated to overseeing and expanding the Sheet Metal Fabrication Department, with a particular emphasis on Historical Restoration projects.

“Transitioning into the commercial construction contractor industry, Ski is excited to leverage the company’s reputation, wealth of support, and expertise to help L. Marshall continue its legacy of “Excellence Since 1913” stated Larry Marshall. “His extensive industry knowledge and commitment to growth position him as a key leader in driving the company’s future success.”

Cotney to Speak About Trump Regulatory Updates

Join CRCA members as Trent Cotney (Adams & Reese LLP) on March 18, 2025, for an in-depth seminar on the critical changes and updates under the Trump Administration that roofing contractors and industry professionals should be aware of. Topics will include regulatory and tax reforms, tariffs, environmental regulations, and immigration policies. For more info, contact info@crca.org.

Save the Date—CRCA Industry Day Golf Outing!

Mark July 10th on your calendar for the 2025 CRCA Golf Outing. Always a sold-out event, watch [CRCA.org](https://www.crca.org) for registration info.

CRCA Foundation Scholarship Applications Now Available

Since 2000, CRCA has awarded over \$700k in scholarships to graduating seniors. Visit <https://www.crca.org/CRCA-Foundation/CRCA-Scholarship> to learn more. The deadline to apply is March 19th, 2025.

CRCA Announces New Executive Director



Troy Wormley

CRCA announced in February the appointment of Troy Wormley as the new Executive Director, effective June 5, 2025. Wormley, a CRCA Past President (2018-2019), has been an invaluable member of the organization, actively contributing in numerous roles on most committees, including Chairman of the CRCA

Foundation, Scholarship Committee, Building Envelope Committee, and Emerging Leaders Committee.

He has a long history in the industry, having worked at his family’s company, W.B.R. Roofing, as Vice President for 17 years. In 2009, he also founded B & B Sheet Metal. Prior to that, he gained extensive experience working at ITW in the Construction Products Business Segment for 15 years. Troy’s deep industry knowledge, combined with his passion for the CRCA and its mission, makes him an ideal leader to carry the organization forward.

"We are thrilled to have Troy Wormley stepping into this role," said Mark Moran, CRCA President. "Troy's commitment to the CRCA and his proven leadership make him the perfect fit as Executive Director. We look forward to the future of the association under his guidance." Congrats Troy!

Winkler Wins Hunter Panels Tech Award

Schwab Group announced that Beth Winkler received the Hunter Xci 2024 Technical Award on March 4, 2025. This prestigious recognition is presented annually to one outstanding sales professional nationally who has demonstrated exceptional expertise and leadership in advancing technical knowledge, product applications, and industry best practices within Hunter Xci. Brad Schwab of the Schwab group commented "Winkler's dedication to excellence and her commitment to providing innovative technical solutions have made her a standout professional in the industry." Congrats! Beth!

CRCA Thanks Fred Van Riet founder and President of Pro Fastening Systems and wishes a happy retirement! As a CRCA Associate member for over 44 years, he was awarded the CRCA Award of Excellence in 2023 for his longtime support and many years of service to the commercial roofing and sheet metal industry.

ComStruct Team Grows



ComStruct Sales photo

CRCA Associate Member ComStruct Sales announced the addition of Zach Stayer to their sales team in January. Stayer has been working in the commercial roofing industry since 2017 and will focus efforts on supporting customers and driving sales growth in the Indianapolis and surrounding Indiana areas for ComStruct's manufacturers' products. Nick Palmer, Sales Representative for ComStruct Sales, will continue to manage Northwest Indiana.

Paul Larson, Principal at ComStruct Sales, shared "We are very excited to welcome Zack to the ComStruct team. His knowledge of commercial roofing and proven ability to create client value will greatly benefit the contractors, architects, building owners, and distributors we partner with in the Indiana market." If you need more info, contact Zack@ComStructSales.com.

BITEC Announces New Base Sheet

CRCA Member BITEC, Inc. introduced its new Imperflex® SA2 two-square self-adhered base sheet at the IRE in February. The integrated Imperflex residential roofing solution is used on residential roofs where slope prevents the effective use of shingles, tile, or metal.



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According to Joel Shealey, president of BITEC, "The SBS-polymer modified Imperflex roofing system offers roofers the convenience of a self-adhered solution, but until now they've been limited to our Imperflex USA 1-½ square smooth-surfaced base sheet. The new SA2 version provides the same high level of installation efficiency, while offering contractors a convenient 2-square alternative." To learn more, visit BITEC.com. or call 800.535.8597.

FiberTite® Receives Industry-Leading 40-Year Reference Service Life Rating

In a January 28, 2025, news release, CRCA Member FiberTite announced that Seaman Corporation's FiberTite® single-ply roof membranes have received an industry-leading 40-year reference service life (RSL) through a cradle-to-grave environmental product declaration (EPD), offering commercial property owners proof of the roof system's ability to deliver long-lasting performance.

An EPD is an independently verified document that provides transparent, quantifiable data about the environmental impact of a product through its life cycle, enabling informed decision-making in the built environment to support sustainability goals.

"We know that commercial building owners and operators everywhere are looking to make more sustainable choices without compromising their operational security or integrity," said Peter Kirk, Strategic Market Manager, Seaman Corporation. "This newly issued EPD is proof that FiberTite can accomplish both goals." To learn more, visit www.FiberTite.com



Elevate Photo

Korellis Recognized as Elevate Hall of Fame Master Contractor!

In early March, it was announced that CRCA Contractor Member Korellis Roofing was honored to be chosen as an Elevate Master Hall of Fame Contractor. With only 28

contractors ever reaching this level, Korellis was the only one inducted for 2025.

A Korellis spokesperson stated "This is a once-in-a-lifetime achievement, and we are honored to be the only contractor inducted in 2025. For 34 years, Korellis has been an Elevate Master Contractor and Inner Circle of Quality Award recipient, proving that quality and commitment stand the test of time."

Founders George and Harriet were recognized as well as Pete Korellis for paving the way as well as every member of the Korellis team. To learn more, visit <https://www.holcimelevate.com/us-en/resources/recognition-programs/hall-of-fame>

CWIR and NWIR Gather

CRCA's Chicago Women in Roofing and the National Women In Roofing (NWIR) Illinois gathered on March 5, 2025, during a social networking event. Both groups are committed to connected and empowering women in the roofing industry and to inspire women to get involved and contribute their knowledge and experience. For more information on upcoming events, contact info@crca.org.


NRCA Recognizes CRCA and NRCA Members at 2025 International Roofing Expo®

- **Renaissance Roofing**, Belvidere, IL was recognized by NRCA at the February 2025 Gold Circle Awards for "Outstanding Workmanship–Steep Slope".
- **Angel Arroyo, Raincoat Roofing Systems**, Broadview, IL was recognized by NRCA in the "Best of the Best Category" for his extraordinary contributions to the roofing industry.

- **Alex Hernandez, Clark Roofing Co.**, Broadview, IL was elected as 2025-2026 NRCA Chairman of the Board. Hernandez joins a prestigious group of CRCA members that held this NRCA role in recent times including Rod Petrick, Ridgeworth Roofing, Co., Inc., Mike Promen,



NRCA Photo

Clark Roofing Co., Rick Rosenow, Hans Rosenow Roofing Co. Inc. and Henry Alcock, M.W. Powell Company. Others from CRCA sharing this NRCA leadership role included Clyde Scott, Ben Esko, Myron Powell, George Moore, Mark Cronin, John Ingram, W.L. Springer, Elias Powell and all the way back to Moses Powell! 

HPSS Construction Law News

CRCA Thanks Associate Member Hendrick Phillips Salzman & Siegel PC for the Following Legal Update Information.

Beware of the ICE Investigator!

President Trump has made it clear that immigration enforcement and deportation actions will increase under his presidency. In just the first few weeks of his administration, there was a noticeable uptick in activity by U.S. Immigration and Customs Enforcement (ICE). That level of activity is expected to remain consistent, with the possibility of an increase in worksite visits from ICE, particularly in the construction industry. Indeed, it is anticipated that the Trump Administration will increase Form I-9 audits to 12,000 a year (by comparison, the Biden Administration averaged less than 500 Form I-9 audits a year).

Employers in the construction industry need to be prepared if ICE arrives at a worksite. If the purpose of the ICE visit is to announce its intention to conduct a Form I-9 audit, the employer will have three days to produce the Forms for audit. In order to avoid a fire drill attempting to organize the company's Forms and make necessary corrections before the Forms must be produced, construction industry employers would be wise to conduct their own self-audit without waiting for ICE to arrive. It is much easier to make necessary corrections without the pressure of having to do it company-wide over a three day period. But what if the purpose of ICE's visit is to meet and interview your employees to determine whether your employees are legally in the United States? Are you required to allow ICE access to your employees?

Employers are not required to allow ICE access to non-public areas of the worksite, unless the ICE agents have a search warrant signed by a federal judge allowing them access. This holds true even if the ICE agents have an administrative warrant from the Department of Homeland Security (DHS) for the arrest of an employee (employers are not required to provide ICE access to non-public areas in response to an administrative subpoena from DHS). Construction employers can require the agents to obtain a search warrant signed by a federal judge as a condition to access non-public areas of the worksite. Construction

employers will not, however, be able to deny the ICE agents access to public areas of a worksite.

If the ICE agents do have a search warrant, access must be granted. In those instances, legal counsel should be contacted immediately. The employer should make a copy of the search warrant. The ICE agent should be accompanied by the employer during the search, and the employer should object if the scope of the search exceeds what is permitted by the warrant.

During the search, the employer is under no obligation to answer any questions. Similarly, employees also have the right to remain silent (although, the employer should not instruct the employee not to answer ICE's questions or to flee the worksite). It is ok for the employer to tell its employees it is up to them whether to speak with the ICE agents. In response to an administrative warrant seeking an employee, it is important that employers know they are under no legal obligation to bring the employee to the ICE agents. Indeed, the employer is under no legal obligation to let ICE know whether the employee is even working that day.

It is important that all employers in the construction industry prepare for a Form I-9 audit and the possibility of ICE showing up at one of its worksites, with or without a search warrant. If you would like assistance in conducting your own Form I-9 audit, or if you have any questions about the company's rights and the rights of its employees in the event of a worksite raid, please contact pjs@hpslaw.com or call (404) 469-9197.



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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.

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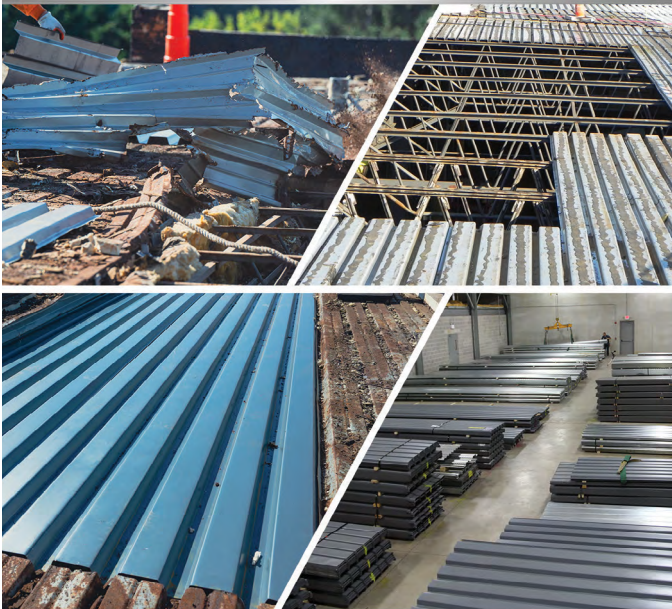
Since 2014, SJ Mallein & Associates has proudly served the Chicagoland area, providing premium service and industry-defining products and systems. Except, we know that none of it would have been possible without our loyal customers. So, again, we thank you. Here's to another decade of service and support!

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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.

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AAdvanced Building Products	(312) 835-5543	Brown & Brown Inc.	(630) 245-4600	Garth Building Products & Services Corp.	(708) 564-5137
ABC Supply Company, Inc.		Caber Hill Advisors	(312) 618-0715	Garza Roofing Equipment and Supply	(630) 229-4440
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Addison	(630) 932-6653	Capstone Materials Group LLC	(847) 722-6652	Geocel / Kool Seal	(800) 348-7615
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Elgin	(847) 628-6048	Castle Metal Products	(847) 806-4540	Giuffre Midwest LLC	(708) 656-9200
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Niles	(847) 588-0935	CertainTeed Roofing Products	(630) 605-9237	Gulfeagle Supply	(630) 773-0997
Wauconda	(847) 487-7810	CHEM LINK Inc.	(330) 334-0066, x2237	Gutter Supply	(847) 283-0006
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Acrisure	(816) 695-1306	Chris Industries Inc.	(847) 729-9292	Hapco Inc.	(800) 345-9353
Active Ventilation Products Inc.	(845) 565-7770	CLEANWRAP Interior Protection Systems	(888) 597-3334	Hendrick Phillips Salzman & Siegel, PC	(404) 522-1410
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Adroit Marketing, Inc.	(630) 885-5447	Columbia Green Technologies	(503) 327-8723	Hines Supply	(224) 244-3611
ADVANCED Architectural Sheet Metal & Supply	(231) 861-0050	Comprehensive Roofing Solutions Inc.	(815) 498-9485	HLP Systems, Inc.	(847) 362-0777
Alco Products, LLC	(313) 823-7500	ComStruct Sales, LLC	(847) 922-3520	Houseworks Daylighting Solutions, LLC	(847) 729-0255
All Weather Products, inc.	(630) 655-3555	Continental Materials, Inc.	(973) 557-1884	Hunter Panels	(888) 746-1114
Alloy Architectural Solutions	(847) 296-6611	Cordeck	(262) 857-3000	IB Roof Systems	(800) 426-1626
Architectural Building Solutions, Inc.	(630) 402-9988	Cutco Gifting	(847) 814-3703	ICP Building Solutions Group	(330) 753-4585
Assured Partners Inc.	(630) 355-2077	Dataforma, Inc.	(866) 764-9992	IKO Industries Inc.	(312) 576-5243
ATAS International, Inc.	(610) 395-8445	DaVinci Roofscapes	(800) 328-4624	Industrial Cork Company, Inc.	(630) 832-2803
Atlas Roofing Corporation	(800) 677-1476	Disposal Alternatives	(617) 975-2000	Inland Coatings	(515) 993-4524
Barge Terminal Trucking, Inc.	(630) 499-5565	Division 7-23 Group LLC	(414) 322-9159	INSULFOAM	(402) 624-6611
Beacon Building Products		D-MAC Industries	(800) 878-3622	International Leak Detection, LLC	(866) 282-LEAK (5325)
Carol Stream	(630) 790-3400	DSP Insurance Services, Inc.	(847) 934-6100	IR Analyzers	(800) 879-1964
Arlington Hts.	(847) 357-0433	Duravent Group	(800) 835-4429	JJ Superior Metal, Inc.	(708) 544-3757
Chicago / Pulaski	(773) 772-6500	Duro-Last Roofing, Inc. (Chicago)	(815) 674-5399	Jobba Trade Technologies	(855) 633-3327
Des Plaines	(847) 795-9378	Eagleview-Pictometry	(866) 659-8439, x5561	Johns Manville Roofing Systems	(224) 325-2524
Hickory Hills	(708) 599-9770	East Lake Metals LLC	(219) 655-5526	Karnak Corporation	(732) 388-0300
Oak Forest	(708) 802-6123	EcoStar LLC	(800) 211-7170	Kemper System	(716) 558-2971
Rockford	(779) 368-2264	Elevate, Holcim Bldg. Envelope Div.	(800) 428-4442	Lakefront Roofing Supply	(773) 509-0400
Warrenville	(630) 326-4711	Estimating Edge, LLC	(844) 334-3378, x148	Leister Technologies	(630) 760-1000
Wauconda	(847) 416-3202	Everest Systems LLC	(800) 575-8966	LiveRoof, LLC	(800) 875-1392
Berridge Manufacturing Company	(630) 326-9444	Exceptional Metals	(888) 340-7169	Lomanco, Inc.	(800) 643-5596
Big Rock Supply	(630) 350-2300	FiberTite Roof Systems	(708) 935-6011	LRS	(844) 633-3577
Bird Ladder & Equipment	(773) 726-0155	Flameproof Companies	(630) 859-0009	Lurvey Supply	(262) 479-8369
Bitec, Inc.	(501) 354-8585	FlashCo.	(707) 824-4448		

CRCA Associate Members

MACK Construction Services, LLC	(773) 525-3411
Mac-Tech	(414) 486-9700
Malarkey Roofing Products	(800) 545-1191
Marathon Roofing Products/ MRP Supports, LLC	(800) 828-8424
Marsh McLennan	(847) 463-7118
McCormack Partners Global LLC	(214) 810-5336
McElroy Metal, Inc.	(219) 879-0252
MEP Insulation Recycling	(317) 894-2763
Metal Sales Manufacturing Corporation	(812) 246-1866
Mid-States Asphalt	(630) 730-1689
Mule-Hide Products Co., Inc.	(815) 641-8548
NPC Colored Sealants	(708) 681-1040
NSS Exteriors	(708) 385-5815
OMG Building Products LLC	(800) 633-3800
Omni Ecosystems	(312) 337-3196
Panasonic US	(201) 423-3154
Performance Roof Systems	(708) 380-5045
Petersen Aluminum Corporation	(800) 722-2523
Phoenix Industrial Cleaning	(708) 449-4441
Polyglass U.S.A, Inc.	(847) 431-6005
Pro Lightning Protection	(262) 925-7199
Progressive Materials	(630) 488-9277
R.M. Lucas Company	(813) 789-7893
Raptor Synthetic Underlayments	(317) 202-8200
Readyslate	(866) 339-2038
RestoreWorks Masonry Restoration	(219) 924-9700
Richards Building Supply Company	
Corporate.....	(773) 586-7777
Chicago/Belmont Ave.....	(773) 499-7177
Joliet.....	(815) 725-2458
Rocket Equipment LLC	(531) 215-1500
Roofing REV Marketing	(773) 680-6952
Roofivent, LLC	(708) 618-9525
Rugged Coatings	(205) 440-4996
Runnion Equipment Company	(708) 447-3169
S.J. Mallein & Associates	(630) 570-0301
Safety Check, Inc.	(815) 475-9991
SBC Waste Solutions Inc.	(312) 522-1115
Schwab Group LLC	(630) 326-9444
Service First Solutions	(469) 496-0055
Sheet Metal Supply LTD	(847) 478-8500
Sika Sarnafil	(800) 532-5123 x7222
Siplast	(800) 922-8800
Soprema, Inc.	(330) 334-0066
SRS Building Products	
Naperville.....	(630) 637-0750
Chicago Hts.....	(708) 754-9339
Elgin.....	(847) 241-2000

Joliet	(815) 600-8886
Loves Park	(815) 877-6778
Waukegan	(847) 249-3328
Sustainable Building Components	(815) 641-0634
Swanson, Martin & Bell, LLP	(312) 321-9100
The Horton Group	(262) 347-2605
The J & R Group of Bank of America Merrill	(312) 696-7518
TOPWET INC.	(331) 258-4134
Triangle Fastener Corporation	(800) 486-1832
TRUFAST	(800) 443-9602
United Asphalt Company	(800) 843-0317
United States Gypsum	(773) 213-6192
USI Insurance Services	(716) 314-2005
Van Boxel Building Supply	(440) 721-1504
VaproShield	(253) 851-8286
VB Synthetics	(312) 664-3810
VELUX America LLC	(864) 941-4770
Verde Solutions LLC	(800) 541-1137
Versico	(800) 992-7663
VFC Lightning Protection	(801) 292-2956
W. R. Meadows, Inc.	(847) 214-2100
Walter Payton Power Equipment LLC	(708) 656-7700
Windfree Solar	(312) 588-6953
WindSmart Systems	(800) 474-8186

Architects & Roof Consultants

ARCON Associates, Inc.	(630) 495-1900
Building Envelope Consultants Ltd.	(317) 432-1727
Building Technology Consultants, Inc.	(847) 454-8800

C.E. Crowley & Associates, Inc.	(847) 662-8132
Century Roof Consultants	(847) 202-8500
Hutchinson Design Group, LLC	(312) 343-9595
Illinois Roof Consulting Associates Inc.	(815) 385-6560
INSPEC, Inc.	(847) 652-6617
Interstate Roof Systems Consultants, Inc.	(847) 695-1460
K2N Crest	(630) 990-9595
Kellermeyer Godfryt Hart, P.C.	(847) 318-0033
Klein and Hoffman, Inc.	(312) 251-1979
Legat Architects	(630) 990-3535
Mac Brady Associates, Inc.	(312) 550-1343
MTech Roofing Solutions LLC	(630) 777-8024
O'Brien Roof Consulting, Inc.	(708) 951-8271
Raths, Raths and Johnson, Inc.	(630) 325-6160
SRI Consultants Inc.	(608) 831-5333
STR Building Resources LLC	(847) 652-6115
YA Engineering Services	(312) 919-8279

Vacuuming

Dietz Vacuum Service, Inc.	(708) 301-9127
Ready Vac, Inc.	(847) 437-5771
RK HydroVac	(800) 754-9376
Vac-It-All Services, Inc.	(314) 487-5600
Velocity Roof Vac Service Inc.	(630) 936-2421

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All Weather Products, inc.	Roofing REV Marketing
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