

MWR

MIDWEST ROOFER

Midwest Roofing Contractors Association

JUNE 2019

HAND PROTECTION

HOW TO CREATE A THUMBS UP ATTITUDE ON THE ROOFTOP

PG.18-19



ELITE SAFETY AWARDS PROGRAM

PG.13

TECHNICAL & RESEARCH: MATERIAL INCOMPATIBILITIES

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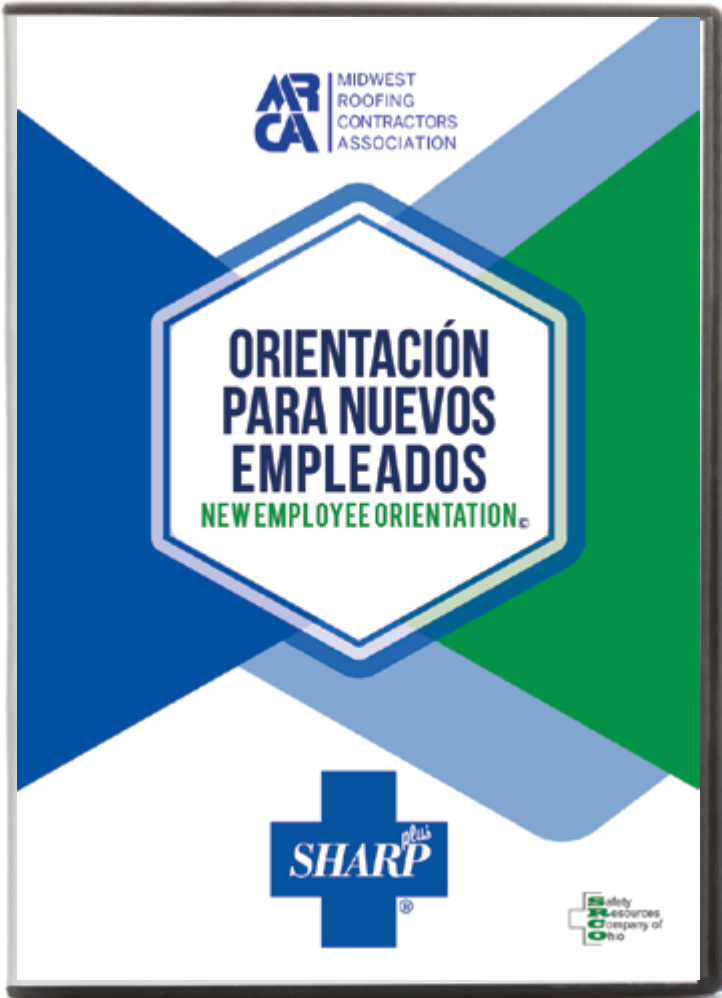


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April 2019

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Midwest
Roofing
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Association

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Disclaimer: The opinions and positions stated in articles published herein are those of the authors and not, by the fact of publication, necessarily those of MRCA. MRCA does not endorse roofing products or systems and shall not be deemed by anything herein to have recommended the use or non-use of any particular roofing system.





Industry Relationships can Turn into Resources

Kevin Gwaltney, MRCA President

It seems like it never fails...we spend all winter and spring estimating, proposing and planning for the summer work schedule and just about the time we have the temperatures to stretch our wings, the spring rains come. In my company in recent years, we have lost many days in the months of May and June to rain. This is a particularly tough setback as typically this is the time of year we have a large backlog that have end-of-the-summer deadlines on the work under contract. In addition, our management staff has anticipated the busy work season ahead and have hired additional seasonal help who are chomping at the bit to get in hours and make some money. But, it is difficult to get in hours because of the rain.

In addition, the tornado sirens have gone off on two different occasions at my house in the past week. Spring thunderstorms have conditioned consumers to call their roofer of choice after these events, which in turn puts our schedules even further back due to trying to fit in emergency and temporary repairs as well as fit in work that our customer's need done quickly. This is very typical from year to year. I would be remised to say that this is a good problem to have, but this is still a problem that must be dealt with quickly and effectively.

In the past, my company has dealt with this with a multi-pronged approach including seeking labor savings materials and applications, purchasing labor savings equipment, subcontracting out peripheral scopes like rock removal, and adding additional labor to help with tear-offs and labor-intensive jobs. This time is not only stressful on the field, but on administration, management and sales staff as the escalation of increased demand trickles throughout roles and responsibilities of common positions at a roofing company.

I am grateful for the opportunity to meet the demand and to be a company that is willing and ready to meet the challenge. I am also grateful for the MRCA and the network of industry resources that are willing to share and exchange ideas of best practices. I recently attended a roofer's insurance workshop that is focused on risk control activities. This event had a platform for contractor-to-contractor discussions where we can learn from other's successes and failures and exchange best practices. The Midwest Roofing Contractor's Association is another great resource. I was recently estimating some work that was on a 90' tall building and needed somebody to discuss the labor estimate that was familiar with working on tall buildings. I picked up the phone and called a fellow MRCA member. He answered on the first ring and he easily spent an hour of his time, trying to get me the best answer that he could.

The roofing industry is made up of good people who are willing to make the extra effort and genuinely want to see their fellow contractors be successful. I would encourage my fellow contractors to seek opportunities and become active in industry events where relationships can be created that will turn into resources when a need arises, a question needs answered, or you are just without ideas on the next step forward. The MRCA is holding its 70th Annual Convention November 20-22, 2019 in Overland Park, KS at the Overland Park Convention Center. This is a great example of an industry event that you should attend and interact with your colleagues. See you there! In the meantime, stay safe and productive.

Kevin Gwaltney
MRCA President
Diamond Roofing
kevin@diamond-roofing.com

DISCOVER THE BENEFITS OF MRCA Membership

The **Midwest Roofing Contractors Association® (MRCA)** is the Contractor's Advocate. With membership spanning 17 states throughout the Midwest, MRCA is dedicated to your needs as a professional contractor. By offering education, safety materials, and business tools, MRCA helps you grow your business, create a safer workplace, and save time and money.

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The Young Contractors Council, which provides relevant education, mentoring, and networking for contractors younger than 40.

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LEGAL SERVICES PLAN



WHAT IS IT?

The Midwest Roofing Contractors Association has entered into an agreement with the law firm of Auman, Mahan, and Furry to provide the MRCA membership with this unique service.

HOW DO I USE THE PLAN?

Auman, Mahan, and Furry specializes in labor and employment law, discrimination, wage-hour, prevailing wage, workers' compensation, unemployment compensation, construction law, construction claims disputes, government contract disputes, occupational safety and health, pensions, fringe benefits, collective bargaining, litigation, and business law; including taxes and securities. The firm represents numerous business clients and various associations throughout the Midwest, including MRCA.

WHAT IF I NEED ADDITIONAL HELP?

Additional legal services will be offered to members at a preferred hourly basis. Court costs, filing fees, and miscellaneous disbursements would be paid for by the member, and itemized by the firm.

WHAT DOES IT COVER?

The primary purpose of this service is to provide MRCA members the opportunity to discuss and identify legal problems, and to resolve general questions and concerns quickly through convenient access to specialized and qualified legal counsel. Each MRCA member is entitled to one 30 minute consultation per month either by telephone, email, or office conference, at no charge. It is understood that these consultations and conferences will be based on existing knowledge of the attorney without further research and analysis. When calling Dunlevey, Mahan, and Furry, please ask for Gary Auman and identify yourself as a MRCA Member calling under the Legal Services Plan.

HOW DO I CONTACT AUMAN, MAHAN, & FURRY?

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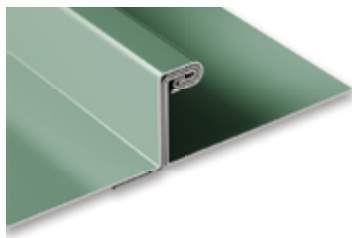
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Metra Union Pacific/West Commuter Railroad Station - Lombard, IL | Roofing contractor: Progressive Dynamics
Architect: KMI Architects Engineers | Photographer: Scott Bell | Profile: Tite-Loc Roofing Panels | Color: Aged Copper



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-John Mehdi, Project Designer, KMI Architects Engineers

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OFF THE ROOF *photo contest*

We want pictures of you and your Roofing Industry friends and associates spending time together! Business or leisure!



ROYAL CARIBBEAN HARMONY OF THE SEAS
Gwaltney Family of Diamond Roofing of Dodge City and Seibert Family of Fisher Roofing of Kearney

BONUS PIC



INSTRUCTIONS

1. *Post your photos to the MRCA Facebook page [facebook.com/mymrca](https://www.facebook.com/mymrca) or email to : photos@mrca.org.*
2. *Tag the people and add the event name in the description*
3. *One photo will be selected each month to be featured in MR Magazine!*



MICHAEL P. DALY MEMORIAL SCHOLARSHIP FOUNDATION GOLF TOURNAMENT
at Deer Creek Golf Club Overland Park, KS
from left to right
Michael Katrosh of Queen City Roofing Contracting, Chris Daly of Kaw Roofing & Sheet Metal, Brian Cook of Dataforma, Tracey Donels of KPost Company, and Brad McCullough of Dataforma

SEND US YOUR PICS!



Gary Auman, MRCA Legal Counsel

Occupational Safety and Health Review Commission Rule Changes

Several changes are about to occur for employers regarding contesting OSHA citations. The updated OSHRC Rules of Procedure, which will go into effect on June 10, 2019, were last revised in 2005. Please remember that these rules impact employers with citations issued under Federal OSHA. Those employers in or with citations issued in state plan states are still controlled by the procedure in their states. Many of the time periods for taking action are being changed. Some of these time periods will encompass calendar days instead of "working days". E-filing will be preferred; but service by mail will be permitted. All of the changes can be found on the OSHRC website at: [https://www.oshrc.gov/assets/1/6/Commission_Rules_Revision_Comparison_Document_\(gray_and_red_in_line\).pdf](https://www.oshrc.gov/assets/1/6/Commission_Rules_Revision_Comparison_Document_(gray_and_red_in_line).pdf).

Currently to contest an OSHA citation, employers must file a Notice of Contest (NOC) with the Area Director within fifteen (15) working days of receipt of the citation(s) and serve it upon all parties. Currently, service on parties other than the Area Director can be accomplished by mail, personal delivery, fax, or posting. So, currently the employer can perfect service on other affected parties (usually the employees of the company) by posting the NOC along with the boilerplate document the employer receives from the Area Director with the citations at the same location the employer has posted the citations. Instructions for posting are included in some of the boilerplate information which accompanies the citations.

Under current procedures the employer receives a certification post card from the Occupational Safety and Health Review Commission several weeks after the NOC has

The employer is required to return this card to the OSHRC within 48 hours"

been sent to the Area Director. The employer is required to return this card to the OSHRC within 48 hours certifying that it has noticed affected employees and (if they have them) their designated representatives. Sometimes employers don't know they have an affected employee who would like to participate in the contest. This is why there is a requirement to serve notice by posting or by mailing a copy of the NOC to the employees' designated union representative. Employers post a notice informing employees of their right to party status and availability of all pleadings for inspection and

copying. A form notice provided in the procedural rules satisfies the requirements. In June, employers will now need to also post along with this form notice, a copy of the notice of contest or petition for modification of the abatement period. Further, affected employees currently have 10 days to let OSHA know of their intent to participate, but as of June employees will be given 14 days.

This procedure (filing the NOC) is about to change significantly for represented employers. As of the effective date of the new OSHRC rules, all those parties who are represented by a third party will have to file all documents, including the NOC electronically through the Commission's website. Self-represented parties (an employer who decides to represent itself in the NOC) may still mail, E-File, fax, or personally deliver the NOC to the Area Director. There has been no indication that the procedure for issuing citations to the subject employer by certified mail are changing. So, the employer who elects to represent itself should carefully read the instructions which appear in the paperwork, which will accompany the citations, and follow those directions to be sure it correctly files its NOC. All those using the E-file system must certify service of filed documents upon all other parties via email and must continue to file all other documents electronically. In other words, an unrepresented party may not choose to E-file one document and then change its mind and switch to US mail. After an employer who chooses to represent itself elects to utilize E-filing it must utilize E-filing thereafter. All parties must be wary to redact sensitive information (many examples are given in the rules) from their E-filed documents. Those unrepresented parties who choose to physically mail their notice are given the same address in Washington, DC as before; however, as the language has not changed under the new rules, and unless OSHA changes its procedures, the employer should file its NOC directly with the Area Director. We still recommend that employers who chose to use a representative to represent them in the NOC, permit their representative to file the NOC so the representative is "in the loop" for all subsequent pleadings that will occur in the case. Of course, that representative will have to E-file the NOC. Our office will continue to mail a copy of the NOC to the subject Area Director until all of the "bugs" have been worked out of the system and any questions regarding the new procedures, which require interpretations or litigation, have been resolved. Please remember that, with the modest procedural change noted below, the fifteen (15) working day period to file the NOC is still in force and failure to comply will, in most cases, result in affirming the citations issued as is.



As stated above, if an employer does not file their notice of contest within the required time frame, the case is over. The employer must pay the fines per the citation and perform any required abatement within the stated abatement period. As of June, the failure of an employer to file their notice of contest within 15 working days will result in a final order with relief permitted only under extraordinary circumstances and with a prompt filing of a request for relief. This is really the first time that the OSHRC has indicated that all may not be lost if the employer misses the fifteen working-day time frame for filing the NOC. This may give slightly more leeway to late filings for employers, but what “extraordinary circumstances” are have yet to be determined. The deadlines for filing, service, and procedural activities will also change in some circumstances. Employers will want to be aware of those changes so as not to miss any deadlines.

In many cases, settlement is reached before trial. Currently, “the Commission does not require that the parties include any particular language in a settlement agreement.” This will change dramatically. Parties will soon have to notify the Judge in a written joint submission titled “Notification of Settlement,” which must contain several statements (such as the items settled and those contested and remaining to be decided, certification that the agreement has been posted, etc.). The period of voluntary settlement will be increased from 45 days to 75 days. Mandatory settlement mediation currently applies to employers facing \$100,000 or greater in penalties and may not exceed 60 days. This will soon change to those facing \$185,000 in penalties and procedures not to exceed 120 days.

Questions?

Use the MRCA Legal Services Plan!
See Page 7 for Details

Finally, sometimes simplified proceedings are used for contesting OSHA citations. Currently these proceedings favor oral argument and discourage briefs. However, the new rules result in a 180 degree change with written briefs being favored and oral arguments being more discretionary. Further, judges currently provide their opinions from the bench, unless written briefs are filed, but they no longer must do so. They must only provide their decision within 60 days of the closing of the record.

All employers, especially those who are unrepresented, will want to pay special attention to the changing of the OSHRC Procedural Rules. Another article may follow, specifically highlighting some of the new rules that unrepresented parties may wish to pay special attention to and perhaps consider seeking legal counsel for.

ON DECK with Morgan



MRCA Foundation Board
MRCA Advisory Council
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7 THINGS ABOUT GREG BLOOM OF BEACON ROOFING SUPPLY

- Greg Bloom grew up in Kearny, New Jersey, "12 miles away from Manhattan as the crow flies." He attended Queen of Peace High School in North Arlington NJ which recently closed after 77 years.
- As a boy, Greg found his passion as a long-distance runner, first from his older brother George, who is five years his senior, and second from his idol, Steve Prefontaine, "who was the greatest long-distance United States runner ever. I wanted to imitate them both. I was participating in football, baseball, and basketball, but after I saw Steve Prefontaine run in the Munich Olympics, I quit everything else and decided to run full-time."
- Running earned Greg a scholarship to Saint Joseph's University in Philadelphia, PA where he received his Bachelor of Science in Management and Marketing. It was during his college years that Greg interned with Allied Roofing Supply, and after graduating, Greg got a call from then President, Bob Feury Sr. "He had me at hello. He was and still is this amazing, charismatic man". Beacon Roofing Supply acquired Allied Roofing Supply about 18 months ago, and Greg is now happily part of the Beacon family.
- Greg and wife, Jill Bloom, have 4 children; Geoff who is married and works for Owens Corning and three daughters, Kenzie 17, the former gymnast and now cheerleader, Kate 17, a TNT gymnast, and Kelly 11, who plays basketball, softball and runs cross country. "Jill is the love of my life, we met through the industry and have been married for 12 wonderful years," expressed Greg. Greg and Jill maintain two homes, one in Seattle and one in Michigan, which fits well into their lifestyle as Jill is also in the roofing industry and works for BNP Media which publishes four trade magazines including Roofing Contractor Magazine.
- In their spare time Greg and Jill can be found running, doing Yoga, and "following our kids' sports activities all over the country." They also commit a substantial amount of time to charity, working with organizations like World Vision, Life Remodeling, and the Christian Children's Fund.
- Greg has devoted over 37 years to the roofing industry that he loves. "I am a member of four different industry boards, including MRCA, NRCA, and WRSCA Foundation Boards." He spends roughly 12 weekends a year giving back to the industry. "MRCA has always been recognized as a leader within the roofing industry with their work on Technical & Research. We would be crazy not to participate and is very rewarding for us."
- 'Passionate' is a word that came up frequently while speaking to Greg and it fully encapsulates Greg's personal drive and vision for the roofing industry. "I didn't know that roofing would be such a huge part of my life, but I'm so fortunate that it is, and I wouldn't change a thing."





MRCA AWARDS GIVE US YOUR BEST!

The MRCA offers several programs that are designed to recognize our most outstanding Roofing Industry Professionals



ELITE SAFETY AWARDS PROGRAM

The Midwest Roofing Contractors Association ELITE Safety Awards Program recognizes MRCA Member Companies that have demonstrated a commitment to improving jobsite safety through development, implementation, and enforcement of a safety and risk management program. This program also encourages and recognizes Roofing Contractors who strive to maintain excellence in areas of business management, technical knowledge, and safety practices.

DEADLINE FOR NOMINATIONS: AUGUST 1st

★ IMPACT AWARD

The Midwest Roofing Contractors Association Impact Award recognizes MRCA Member Companies that have demonstrated a commitment to improving the well-being of communities or individuals through philanthropy or community service demonstrated at a local or national level.

★ INDUSTRY INNOVATION AWARD

The Midwest Roofing Contractors Association Industry Innovation Award recognizes suppliers and manufacturers who have contributed to the advancement of the roofing industry through innovations or product development related to safety, technology, efficiency, or environment, and significantly improved the well-being of the roofing contractor.

★ JAMES Q. MCCAWLEY AWARD

James Q. McCawley came from a family intimately connected with the roofing industry. He dedicated his life to the advancement of the roofing industry in innumerable ways. In recognition of his devotion to the industry, the Midwest Roofing Contractors Association established the James Q. McCawley Award. This award, first presented in 1969, has been presented each year to an individual in recognition for outstanding service to the roofing industry.

APPLICATION DEADLINE: AUGUST 1ST

To submit your nominations or application online, visit mrca.org, or contact Morgan Arwood at 800-497-6722 or at marwood@mrca.org for assistance.

SILENT
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5PM-7PM

MRCA
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7PM

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NOV 21ST

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RECEPTION AND AUCTION

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10.30.19

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PHONE IN TO MEGAN MILLER AT 800-497-6722

SEND AN EMAIL TO MEGAN AT MMILLER@MRCA.ORG

NOTE: THE MRCA FOUNDATION IS A 501(C)(3) AND YOUR CONTRIBUTIONS AT THE AUCTION ARE TAX DEDUCTIBLE

MRCA 2019 Conference & Expo - Tentative Schedule of Events

Wednesday, November 20th

8:00 AM – 4:00 PM	Exhibitor Set-up
9:30 AM – 5:30 PM	Attendee and Exhibitor Registration
10:00 AM – 11:00 AM	Foundation Meeting (Closed Meeting)
11:00 AM – 1:00 PM	Board Meeting including Orientation of New Directors (Closed Meeting)
11:00 AM – 1:00 PM	WinR Luncheon (By Invitation Only)
1:00 PM – 3:00 PM	DISC Session - Hosted by MRCA Women in Roofing
1:00 PM – 6:00 PM	CERTA Train-the-Trainer Course (Part 1) (Separate Registration)
3:00 PM – 5:00 PM	Young Contractors Council Service Project Session (Separate Registration)
4:00 PM – 7:15 PM	Steep Slope University Preferred Service Providers – Pros and Cons Xactimate – Better Business through Better Understanding of the Process Tax Code Issues and Business Organization Strategy Recruiting, Developing and Retaining Installers Installer Training Programs Insurance Coverage for Roofing Contractors – Are you Covered? Steep Slope Safety – Practical Strategies for Compliance
5:30 PM – 7:30 PM	Past President's Dinner (By Invitation Only)
7:00 PM – 7:30 PM	New Member and First Time Attendee Reception
7:30 PM – 11:00 PM	Young Contractors Council Fundraiser Welcome Party (Separate Registration)

Thursday, November 21st

6:00 AM – 8:00 AM	Breakfast Buffet for OSHA and CERTA Class Attendees
6:30 AM – 4:00 PM	Attendee and Exhibitor Registration
7:00 AM – 10:00 AM	Exhibitor Set-up
7:00 AM – 12:00 PM	OSHA 10 Hour Training Course (Part 1) ENGLISH (Separate Registration)
7:00 AM – 12:00 PM	OSHA 10 Hour Training Course (Part 1) SPANISH (Separate Registration)
7:00 AM – 12:00 PM	CERTA Train-the-Trainer Course (Part 2) (Separate Registration)
7:30 AM – 11:30 AM	CERTA Applicator Training (Part 1) (Separate Registration)
8:00 AM	Continental Breakfast for All Attendees
8:00 AM	Regional Economic Forecast
9:15 AM – 10:30 AM	Membership Meeting and Award Presentations
10:30 AM – 11:30 AM	Keynote Speaker
11:45 AM	EXPO Opening Ceremony
12:00 PM – 4:00 PM	Expo Open
	Expo Floor Classroom Sponsored by GAF:
1:00 PM	GAF-Sponsored Session TBD
2:00 PM	Sales Rap Battle - sponsored by the YCC
5:00 PM – 8:00 PM	MRCA Reception and Foundation Auction, Foundation Scholarship Award Winner Recognition and Live Auction

Friday, November 22nd

6:30 AM – 8:30 AM	Breakfast Buffet for OSHA and CERTA Class Attendees and KRCA Board
7:00 AM – 12 PM	OSHA 10 Hour Training Course (Part 2) ENGLISH (Separate Registration)
7:00 AM – 12 PM	OSHA 10 Hour Training Course (Part 2) SPANISH (Separate Registration)
7:30 AM – 11:30 AM	CERTA Applicator Training Course (Part 2) (Separate Registration)
8:00 AM – 11:00 AM	Kansas Roofing Contractors Association (KRCA) Board Meeting (Closed Meeting)
8:00 AM – 10:00 AM	Low Slope University T&R Research Study NRCA Update with Mark Graham
8:00 - 11:00 AM	Safety University OSHA Mock Inspection, Informal Conference & Trial
10:00 AM – 2:00 PM	Expo Open and Roofing Olympics
11:30 AM	Lunch on Trade Show Floor
	Expo Floor Classroom Sponsored by GAF:
11:00 AM	GAF Sponsored Session - State of the Roofing Industry
12:00 PM	SHARP Plus Safety Program and New App Launch
1:00 PM	Compliance with ES1 Perimeter Edge Requirements



MIDWEST ROOFING CONTRACTORS ASSOCIATION

70th Annual Conference & Expo

November 20-22, 2019
Overland Park, KS

COMPANY INFORMATION:

This Representative will be contacted for all program details, finalizing of booth personnel and for decorator/electrical needs. Please print or type.

Company Name (Exactly as you wish it to appear in Printed Materials and on Exhibit Sign) _____

Address: _____

City, State, Zip: _____

Country: _____

O: _____ C: _____

Email: _____

Website: _____

Full Name: _____

READ BEFORE SIGNING: Exhibitor's signature on this contract indicates acceptance of the Rules and Regulations provided with this contract and is an agreement to pay the total amount due. The person signing this contract on behalf of the exhibitor has the authority to do so and is responsible for employees' adherence to the Rules and Regulations.

Signature: _____

Company and/or Product Description (Will be included on MRCA Website & Expo Mobile App (Can also be emailed to rpinkus@mrca.org)

PAYMENT INFORMATION:

Applications will be accepted as long as space is available. A signed contract is considered an agreement to pay the total amount due. To qualify for the Member Rate, the exhibiting firm needs to be an active member in good standing at the time of conference. If membership dues are not current, you will be billed at the higher rate.

Payment Schedule: 25% of the booth fee is due with the Exhibitor Contract if submitted before January 31, 2019. 50% of the booth fee must be submitted by April 30th and 100% is due by September 15th. Booth space must be paid in full before being permitted to set-up exhibit.

Space Cancellation: The space cancellation deadline is September 15, 2019, after which no refund will be made.

EXHIBIT FEES:

	Member Rate	Non-Member Rate
10x10 Booth	\$1,850 each	\$2,350 each
4 or more booths	\$1,600 each	\$2,100 each
Number of Booths _____	x rate per booth _____	
= Total \$ _____	% Being Paid Today: _____	

Preferred Booth Numbers:

1st Choice: _____ 2nd Choice: _____

3rd Choice: _____ 4th Choice: _____

Please list companies that you prefer not to be near:

BILLING INFORMATION:

Full Name: _____ Title: _____

Company Name: _____

IF DIFFERENT FROM ABOVE:

Address: _____

City, State, Zip: _____

Country: _____

PH: _____ FX: _____

Email: _____

Please make checks payable to Midwest Roofing Contractors Association and send check along with this completed agreement to:

Attn: Rachel Pinkus
MRCA Exhibits
2077 Embury Park Rd.
Dayton, Ohio 45414

You may also send your completed agreement to:
rpinkus@mrca.org or Fax: 937-278-0317



Credit Card Payment Information:

CC#: _____ Exp. Date _____

Name on Card: _____

Billing Zip Code: _____ Amount Being Charged: \$ _____

QUESTIONS? Contact Rachel Pinkus at 800-497-6722 or
rpinkus@mrca.org



MRCA 70th ANNUAL CONFERENCE & EXPO

November 20-22, 2019
Overland Park, KS

CONTRACTOR REGISTRATION FORM

(This registration form is for use by Contractors, Consultants, Specifiers, Code Officials, Engineers, Architects, and Insurance Agents.)
An online version of registration is available at www.mrca.org

Company Name _____

Full Name for Name Badge #1 _____ Unique Email (required) _____

Full Name for Name Badge #2 _____ Unique Email (required) _____

Full Name for Name Badge #3 _____ Unique Email (required) _____

Company Address _____

City _____ State _____ Zip _____ Work Phone _____

Member FULL Registration: Includes Educational Sessions, MRCA Membership Meeting, Keynote Address, MRCA Welcome Reception and Foundation Auction, Meals, and Access to Exhibit Hall. (Excludes activities requiring **separate registration fees** below in **Section B**)



Member Full Registration \$350

Additional Member Full Registration* \$125

*Discount is available only if registrants are from the same company. Also available to spouses or guests of the Member attending. Name badges will have same company name. The MRCA Member price is also being extended to (KRCA) Kansas Roofing Contractor Association Members.

Non-Member Individual Full Registration \$550

Join and Register Option for Contractors

Become an MRCA Member today and receive Silver Level Membership for 2019-2020 and 1 complimentary FULL registration.

Join MRCA and Register \$795

Additional New MRCA Member Registration \$125

1-Day of Conference Registration: Includes 1 day of General Educational Sessions and Access to the Exhibit Hall Thursday and Friday. The MRCA Member price is also being extended to (KRCA) Kansas Roofing Contractor Association Members.

(Excludes activities requiring **separate registration fees** below in **Section B**.)

Check the day you will attend:

1-Day Member Individual Registration \$75 Wednesday \$175 Thursday \$175 Friday

1-Day Non-Member Individual Registration \$175 Wednesday \$275 Thursday \$275 Friday

Exhibit Hall Access **ONLY** Registration:

Contractors, Consultants, Specifiers, Code Officials, Engineers, Architects, Insurance Agents:

FREE

Non-Exhibiting Suppliers:

\$550 per person

Subtotal Box A: \$ _____

Activities Requiring Separate Registration Fee:

CERTA Train-the-Trainer Course for NEW Trainers and Reauthorization
(Includes Meals & Access to Exhibit Hall)

\$375 per person for MRCA, NRCA and KRCA (Kansas) Members

\$495 per person for Non-Members

CERTA Applicator Course

(Includes Meals & Access to Exhibit Hall)

\$325 per person for MRCA, NRCA and KRCA (Kansas) Members

\$475 per person for Non-Members

OSHA 10 Hour Training (ENGLISH)

(Includes Meals & Access to Exhibit Hall)

\$195 per person for MRCA, NRCA and KRCA (Kansas) Members

\$300 per person for Non-Members

OSHA 10 Hour Training (SPANISH)

(Includes Meals & Access to Exhibit Hall)

\$195 per person for MRCA, NRCA and KRCA (Kansas) Members

\$300 per person for Non-Members

Women in Roofing (WinR) Sponsored Events Only

Wednesday, November 20th - Includes WinR Luncheon, DISC Assessment & DISC Session

\$99 per person

Young Contractors Council (YCC) Fundraiser Welcome Party

Wednesday, November 20th 7:30 - 11:00 PM at the Sheraton Hotel

\$40 per person

Subtotal Box B: _____



Special Notes/Requests

- This is my First MRCA Conference & Expo
- I am 40 or under and interested in the Young Contractors Council
- I require special assistance onsite. Please contact me.
- I have a dietary preference for meals. Please specify:

Total Payment Due: Box A + Box B \$ _____

Check to MRCA Visa MC AmExp Discover

Card # _____

Exp. Date _____ Billing Zip Code _____

Name on Card _____

Cancellation Policy: All cancellations must be received in writing. A \$15 processing fee applies to all cancellations. No refunds will be given after November 5, 2019. All refunds will be processed after the conference.

Mail completed form to: MRCA 2077 Embury Park Rd. Dayton, OH 45414; Email form to info@mrca.org; Fax to 937-278-0317

HAND PROTECTION—HOW TO CREATE A THUMBS UP ATTITUDE ON THE ROOFTOP



By Mary Padron of Radians

It's a universal truth that most everyone wants a roof over their head to protect them from the elements. But who is protecting the roofer from the many risks associated with residential and commercial roofing?

Roofing is the fourth most dangerous job in the U.S.

According to 2017 data from the Bureau of Labor Statistics (BLS), roofing with its "trip and fall" fatalities is reported as the fourth most dangerous job in the United States. The fatality rate for the roofing profession is 45.2 deaths per 100,000 full-time workers. Commercial fishermen and related fishing workers now have the highest fatality rate (99.8) followed by logging workers (84.3), who previously had the number one spot.

In addition to trips and falls, roofers face a variety of perils associated with power tools, ladders, noise, electricity, hazardous chemicals, and extreme temperatures. And many other dangers lurk on the rooftop, especially when it comes to hand protection.

The Occupational Safety and Health Association (OSHA) reports that the most common causes of hand injuries are blunt trauma followed by cut and laceration injuries from a sharp object, which account for one-third of hand injuries in the industrial workforce.

Unfortunately, the roofing industry is fraught with sharp objects, including circular saw blades, utility knives and blades, and hand saws. And then there is the nail gun. According to OSHA, "More than half of nail gun injuries happen to the hands and fingers, and can cause damage

“More than half of nail gun injuries happen to the hands and fingers”

to the tendons, joints, nerves, and bones.”

Common Roofing Complaints about Work Gloves

Roofers will frequently be seen in hard hats and high visibility vests, but hand protection is often a missing component in their daily workwear. Although roofers need gloves, they don't necessarily want to wear them. A few common objections found in online forums include:

“Gloves are too bulky. When I wear them, I can't hold the shingles correctly to nail them down in the right place.”

“My hands get too sweaty when I wear gloves, so I feel uncomfortable.”

“I'd rather spend my money on fishing bait and beer than buy cheap gloves that wear out before the day is over.”

Hand Protection Features and Glove Types that Get a Thumbs Up

Wearing work gloves is critical to protect hands from lacerations, abrasion, impact injuries, hazardous chemicals, and burns from volatile tars. Below are five hand protection features and three glove types that will help improve compliance on the rooftop.

Specify gloves with:

1. An ANSI Cut Level A4 rating or higher
2. Puncture ratings of "medium"
3. Abrasion levels of "high"
4. An anti-slip nitrile dotted coating
5. Materials that are breathable, dexterous, and washable

Coated gloves, cut resistant gloves, and gloves made with Dyneema® Diamond fiber offer hand protection solutions to overcome a roofer's objections to wearing hand protection.

Coated Gloves

Numerous types of coated gloves are available today, which include nitrile foam coated, high-visibility knit coated, PU palm coated, crinkle latex coated, and the list goes on.

Prominent features of coated gloves include seamless design, breathable knit back, elastic cuffs, and a variety of gauges. Remember, the higher the gauge, the better the dexterity.

The main features of seamless knit coated gloves are their good grip and great dexterity. Solid coated fingers and palm usually provide abrasion and tear resistance. When wearing coated gloves, roofers are also able to move their hands more freely and easily in cold conditions. Plus, coated gloves give additional skin protection from harmful chemicals and oils.

Coated gloves are ideal for roofing activities that require a high degree of touch-sensitivity, dexterity, and a superior grip.

Cut-Resistant Gloves

The use of cut-resistant gloves has increased considerably. Glove fabrics and coatings have been improving at a fast and furious pace; thus, cut-resistant gloves are thinner, more comfortable, and provide greater protection. Thanks to Engineered Composite Yarns, such as Kevlar® and steel, manufacturers are creating gloves with superior levels of cut resistance without compromising comfort and dexterity—two major factors to increase roofer compliance.

Engineered yarns, or super yarns, are popular in applications requiring ASTM Cut Level 3 or higher where workers are exposed to sharp blades. Since roofers work around sharp blades, they should wear cut-resistant gloves. The gauge and cut level required will depend on the specific roofing task.

Savvy glove suppliers are listening to the "uncomfortable and bulky" objections and are creating gloves made with Dyneema® Diamond technology. Dyneema Diamond technology is the new standard in cut protection providing double to triple improvement in cut resistance with gloves that are 40% lighter when compared to aramid fiber.

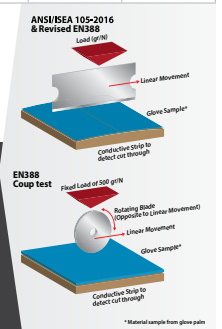
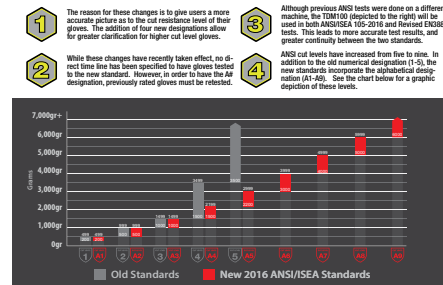
The thin fiber and unique polymer also aid in improving comfort by eliminating glove bulkiness. Some benefits

Construction Glove Selection



Carpenters	Laborers	HVAC/Sheetmetal	Plumbers	Electricians	Masonry	Roofers	Welders	Winter Insulated
ANSI Level - A2 or Higher Puncture Level - Medium Abrasion Level - High	ANSI Level - A4 or Higher Puncture Level - Medium Abrasion Level - High	ANSI Level - A4 or Higher Puncture Level - High Abrasion Level - High	ANSI Level - A2 or Higher Puncture Level - Medium Abrasion Level - High	ANSI Level - A2 or Higher Puncture Level - High Abrasion Level - High	ANSI Level - A2 or Higher Puncture Level - Medium Abrasion Level - High	ANSI Level - A4 or Higher Puncture Level - Medium Abrasion Level - High Non-slip, breathable and washable	ANSI Level - A2-A4 Heat Resistant	ANSI Level - A2 or Higher Puncture Level - Medium Abrasion Level - Medium
Radians Recommends:								
RWG534, RWG557, RWG532, RWG538, RWG562, RWG533, RWG561, RWG536	RWG555, RWG564, RWG560, RWG563, RWG5104, RWG506, RWG507, RWG509, RWG559, RWG558, RWG550, RWG503R, RWG560	RWG555, RWG558, RWG559, RWG562, RWG5104, RWG506, RWG507, RWG509, RWG559, RWG560R, RWG560	RWG5100, RWG550, RWG533, RWG562, RWG506, RWG538, RWG538, RWG5101	RWG5100, RWG550, RWG533, RWG560, RWG507, RWG556, RWG5101, RWG5105	RWG533, RWG560, RWG536, RWG556, RWG506, RWG507, RWG538, RWG564, RWG538, RWG559	RWG555, RWG560, RWG552, FR-RWG700		RWG131, RWG605, RWG600, RWG627, RWG628, RWG604
Material Uses:								
Latex Good for biological and water-based materials. Can trigger latex allergies, little chemical protection and poor for organic solvents. *NOT RECOMMENDED	Nitrile Excellent general use gloves. Good for solvents, oils and greases. Good alternative for those with latex allergies. Excellent abrasion and puncture resistance.	Neoprene Good for acids, bases, alcohols, fuels, peroxides, hydrocarbons and phenols. Good for most hazardous chemicals. Poor mechanical properties when heavily stressed.	Vinyl/PVC Good for acids, bases, oils, peroxides and amines. Good resistance to abrasion. Not recommended when in contact with chemical solvents.	Cotton Lightweight and breathable. Good for light duty applications only. Assembly, inspection, light warehouse and parts handling. *NOT RECOMMENDED	Kevlar One of the strongest man made fibers available with excellent cut resistance and heat insulation. Designed to protect hands from sharp edges of metal, ceramics, glass and other materials.	Dyneema® Diamond The world's most advanced cut resistant fiber made from Ultra High Molecular Weight Polyethylene for maximum strength with minimum weight for better protection and comfort.		

UNDERSTANDING THE NEW ANSI/ISEA 105 AND EN388 4 Revisions to the new Cut Level Standards you need to know.



Measuring Glove Size							
Size in Letters	XXS	XS	S	M	L	XL	2XL
Circumference of your hand	9"-9 1/2"	9 1/2"-10"	10"-10 1/2"	10 1/2"-11"	11"-11 1/2"	11 1/2"-12"	12"-12 1/2"
Synthetic (size in numbers)	5	6	7	8	9	10	11

of gloves made with Dyneema® Diamond technology include:

- Better feel and control
- Radiates heat away from hands for all day comfort
- High strength
- Cool-touch comfort
- Increased cut resistance without fiberglass discomfort
- Durable and washable for long lasting protection

Leading manufacturers of hand protection usually offer several styles and price points to satisfy a variety of safety scenarios and budgets. Their safety experts, along with educational information on their websites, can help you choose the proper glove for your rooftop.

Roofers protect people with the roofs they build, but roofers need to be protected too. They deserve quality work gloves that provide protection, comfort, and dexterity at a price where money is leftover for fishing bait and beer! They also need to be respected for the difficult and dangerous job they do. Here's a big thumbs up to all of you in the roofing industry.

Mary Padron is a Senior MarCom Specialist at Radians®, a leading manufacturer of quality hand protection. Their comprehensive line includes leather gloves, coated gloves, impact resistant gloves with TPR overlays, winter gloves, hi-viz gloves, and gloves made with Dyneema® Diamond technology. www.radians.com

WinR Summer Book List



Laurie Moore of Kreiling Roofing Co. Peoria, IL

Lessons in Excellence from Charlie Trotter, Paul Clark

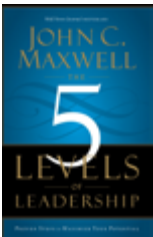
You don't have to know anything



about cooking to relate to the organizational and leadership skills practiced by a chef who knew what it would take to be a highly impactful force in his industry. There are many noteworthy ideas you can apply to your business innovation process no matter the size or the status.

His ideas are universal. Charlie talks about communication, team work and outperforming your competitors. He stresses the importance of integrity and valuing your team members as well as your customers. You may want to work on implementing some of the ideas as you go or read and taking notes to apply over time.

5 Levels of Leadership, John Maxwell



Not all leaders are equal. This book helps you understand where you are on the leadership path and how to get to the next level by analyzing why people are following you at all and understanding the needs of the people you wish to do the following.

This book is an easy read and good for sharing with your management team. They can read and implement at their own pace while sharing tips with each other as they find ways to change communication and improve operations. A title is just a title unless you back it up with the type of behavior that shows people that you're capable of doing their work and you're willing to do it if needed. You earn respect of the group by showing that you understand their challenges and want to help improve the work process by spending time on the management and coordination of the operation. Being aware of your leadership level is

important to make improvements.

Dot Journaling, Rachel Wilkerson Miller



This concept is great for those who feel the need to downshift and focus! Don't panic! You can still use your apps and other electronic trackers to assist, but this is your master guide to everything

in your life. The book will show you rather concisely how to mentally process all of your organizational needs and get them out where you can analyze them each day without distraction to laser in on what in your life really matters. You don't need to do it all but do what is needed and don't miss out on what brings you joy. Bonus: There aren't any pop-up notifications in this book.

This book comes as a set complete with instruction manual (the book) and a blank journal to get you started right away that is a pretty good value. Or you can just get the book alone and pick out a fancier journal you really enjoy using since it may be with you for the next few months.

The act of writing (not typing) forces you to slow down and think as well as improve the memory of what you have written and keeps you on track throughout the day. There are also tools to help you determine if you're really making progress toward the life you want or reveal that you're still just thinking about it and haven't really moved toward any actions on a regular basis. It's all there in black and white staring you in the face each day—horrifying or exhilarating?

No Excuses!: The Power of Self-Discipline, Brian Tracy

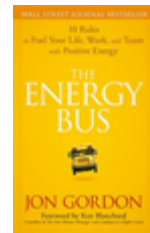


This book has been in the clearance section at Barnes and Noble for at least a year so what do you have to lose? There were at least \$7 worth of ideas to gain so you might just be ahead when you're finished.

Each chapter of this book is arranged with ideas followed by exercises to implement what you just read about. It helps you take a look at where you are now and direct yourself to a place you might like to go. It would be good at any age but especially beneficial for those just seeking careers or those changing careers. If you aren't interested in a particular chapter there isn't anything lost by skipping those chapters. Each chapter is beneficial on its own.

This book can also be used to help direct your current career to include using more of your time to do things that feed your energy and less of the things that suck energy from you. As you gain years of experience this can allow you to have a job that is enjoyable to you and isn't as much of a job as your life's work that gives you satisfaction and feelings of achievement.

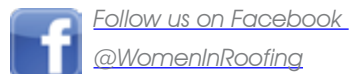
The Energy Bus: 10 Rules to Fuel Your Life, Work, and Team with Positive Energy, Jon Gordon; Ken Blanchard



Good for every member of your company! There's even a children's version in case you don't like to read much or want to share the benefits of adding a little positivity to help overcome challenges with a child.

This book shares a story to illustrate how to be the driver of your own bus (life), create a vision of the life you want, and then drive with purpose with people who are part of an energized, purpose-driven team. Have fun and enjoy the ride!

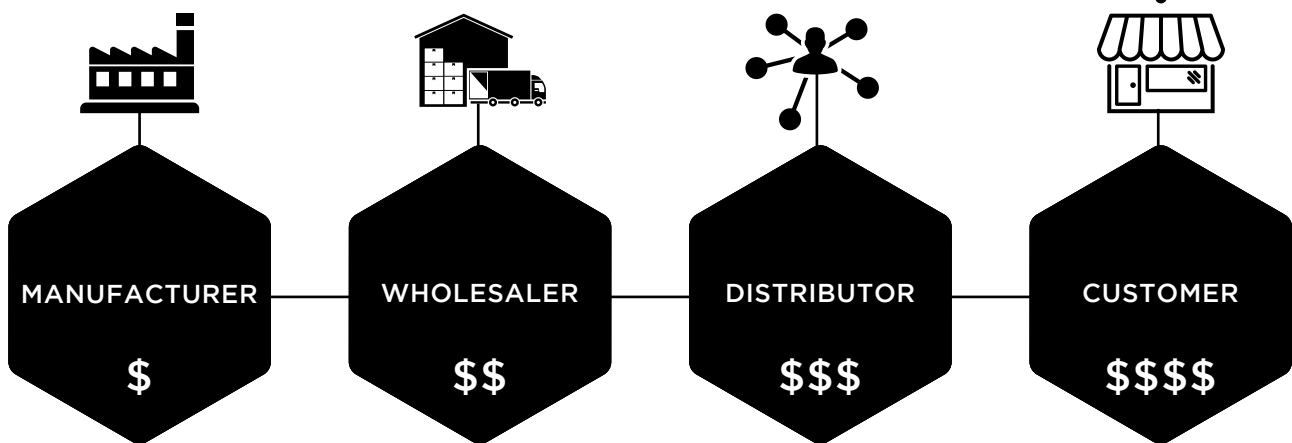
For more information about WinR contact Megan Miller of the MRCA at mmiller@MRCA.org.



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Which side of the supply chain do you want to buy from?

Rod Petrick of Ridgeworth Roofing Becomes National Roofing Contractors Association's Chairman of the Board-Elect

Rod Petrick, president of Ridgeworth Roofing Co. Inc., Frankfort, Illinois has been named the next chairman of the board-elect of the National Roofing Contractors Association (NRCA).

Petrick will serve for the 2019-2020 fiscal year. On June 1, he will begin his one-year term as the second highest-ranking officer of one of the oldest construction trade associations in the United States.

"The NRCA is one of the oldest construction trade associations around; it has a national and international footprint," Petrick said. "To even be considered for the position is an honor that can't be taken lightly."

Petrick is looking forward to assisting current Chairman Nick Sabino of Deer Park Roofing in Cincinnati. "I want to help Nick with any mission he wants to complete this year," Petrick said. "The Pro-Certification Program, — a

program which uses a series of assessments, for the NRCA to certify workers who have met all the requirements for each type of roof system installation allowing them to earn professional credentials — is a big item for the NRCA. We are looking to show people that professional roofing contractors are the good guys. We are bringing a Certified Trained Roofing Professional to the job."



Rod Petrick of Ridgeworth Roofing

Petrick has been in the roofing industry since 1975 and has been actively involved in many associations in this field. As an NRCA member, he was the organization's



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vice president from 2014 to 2016 and vice chairman from 2018 to 2019. In addition to his leadership roles, he previously served on other NRCA committees such as Future Executives Institute, Insurance Board of Governors, Manual Update, NRCA University Operations, ProCertification Program, and Safety Regulatory and Compliance Task Force. He is the past Technical Operations Committee chairman and currently serves as a director of the National Roofing Legal Resource Center and president of the Roofing Alliance.

In addition, Petrick has served as president of the Chicago Roofing Contractors Association. He also has been a past director, officer and chairman of the CRCA Industry Affairs and Technical Operations Committee. Petrick worked with CRCA and the City of Chicago from 2001 to 2008 negotiating the current Chicago Energy Code. Petrick also was president of the

Midwest Roofing Contractors Association. He served as a director, officer, technical committee member and MRCA Foundation chairman, as well as on the NRCA/MRCA CERTA Task Force from 2007 to 2010.

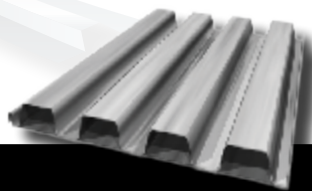
About Ridgeworth Roofing Company

Located in Frankfort, Illinois, Ridgeworth Roofing Company is a family-owned business specializing in commercial, institutional, condominium, and industrial roofing applications. In addition to new installations, re-roofing, roof replacement, and roof repair, services include preventative maintenance programs and inspections. For more information, visit their website at www.ridgeworthroofing.com or call (708) 598-0039.

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MATERIAL INCOMPATIBILITIES

mixing and matching components

As the first in a series of Technical and Research Practical Advice articles on T&R ideas a contractor can benefit by applying now, I'd like to take up Material Incompatibilities.



Steve Weinert, T&R Chair

Examples of Material Incompatibilities issues are historic in the roofing industry. As a roof system is assembled it is easy to end up mixing and matching components that meet the checklist of parts the roof system needs, but that simply doesn't work well together.

Broadly, the incompatibilities can be broken into mismatches that are warranty/specification problems - the ones that get the consultant or the warranting manufacturer upset, but might do the job. Notice I said "might" as often times these

mismatch problems are untested combinations lacking the known-performance assurances of tested combinations.

The second broad category is true mismatches - combinations put together in the field from parts never intended to work together.

Returning to warranty/specifications problems - the sort of problems when a crew installs the wrong (color coded of course) labeled screws for the roof system, or your loads of insulation include one load that has different labels on the shrouds even though they all came from the same plant on the

Make sure your field team received ONLY the appropriate materials”

same truck - the practical advice from contracting experience is in ease & lowest stress order:

- To minimize the potential by ensuring the right labeled material in on the job.
- To seek clearance for a material variation from your consultant and/or manufacturer prior to installation.
- Negotiate after installation to achieve consensus acceptance.
- Or you have to face the music either remediating the work or finding another way to make everyone happy enough to accept the situation.

On true mismatches, enough performance questions can be generated that there are fewer ways to mitigate the situation. Remember a key part of what is sold with a new roof is “trust” in quality, durability, and performance. About the only practical way to reestablish a case of serious broken trust is to:

- Enter into reworking the roof, including replacing the incorrect work if needed.
- Enhance the performance of the roof by either obtaining more paper-performance (perhaps a longer warranty), or doing a bootstraps and braces upgrade of the roof installation.
- After those choices about the only avenue of bringing everyone together to accept the roof is economic.

Some best practices different contractors have reported as important to minimizing the potential for Material Incompatibilities are:

Get your submittals and warranty application submission in early, and get them APPROVED before buying & installing the roof.

Make sure your field team received ONLY the appropriate materials, that they are operating from the right construction documents & plans, and that your quality assurance inspections make sure you have the right materials in your installation.

Some pro-tips on common issues:

Insulation or other bulk materials with the wrong shroud label - you sometimes can get your distributors or even an insulation manufacturer’s representative to exchange or correct the labeling.

Wrong Colored Screws - Sometimes manufacturers will agree to let you buy the correct screws and waive the whole issue.

Unavailable materials in the system manufacturer’s own system - often to keep the job from being changed to a manufacturer who has materials available the original manufacturer may give you a formal job exception to use components from a competitor. (Recommend getting this in an email or in writing.)

Some “don’t go there” Material Incompatibilities you need to avoid:

You have a mess if you mix the Part-A with the Part-B of different adhesive systems. If it happens it is most likely junk, you may well have plugged up the cart or tool, and there is no way to find out if the resulting adhesive will perform for the roof system’s expected lifespan.

Use of a mix Coal Tar and Asphalt based products - something which sometimes happens out of expediency is tricky, and general is prone to be a problem. In this one there are products considered compatible enough for service work, and techniques that work okay in the field, but you’re going to have a mess if you melt both types of bitumen together.

Bonding to (other) silicon materials - without careful preparation many newly applied silicon materials struggle to gain long term adhesion to old weathered cured silicon, and many materials have a problem bonding to old silicon at all.

Trying to heat-weld or adhesive bond to fully cured thermoset membranes. Typically, a call to patch a cured Hypalon roof system. Simply welding new PVC or TPO to the old Hypalon won’t result in a long-term weld. Gluing or taping to it is a problem due to the dusting and adhesion-resistance of the old membrane. There are some techniques and specialty repair materials that perform better but repairing/altering an old Hypalon roof is troublesome.

Roofmasters Roofing & Sheet Metal, Hays, Kansas

Symmetrical standing seam roofing system installed as a re-cover with unique detail and without interrupting operations inside the building

'Transverse' panels installed above skylights to prevent leaks

By McElroy Metal

The versatility of a symmetrical standing seam metal roofing system has given birth to a new way of dealing with damaged metal roofing.

Northwest Distributors in Hays, Kan., is a busy warehouse, dealing with auto parts and supplies. The R-panel roofing on the original building and an addition both sustained damage in several hailstorms over the years. After a 2017 hailstorm, the insurance company for Northwest Distributors agreed a new roof was needed and it would cover the damage.

The tried and true method of replacement involves complete roofing tear-off and replacement. Obviously, this would expose the valuable contents of the facility to the elements. Roofmasters Roofing & Sheet Metal of Hays proposed the patented 238T tall clip re-cover using the 238T symmetrical standing seam roofing system from McElroy Metal.

The roof re-cover would not require the removal of any existing roofing panels and therefore, would not interrupt any activity inside. It would be business-as-usual at Northwest Distributors during the install.

The owners at Northwest Distributors decided to go with the re-cover. Project manager Andrew Bizzell and project superintendent Andy Littrel headed up the assignment for Roofmasters.

“they were able to keep working without interruption. That saved Northwest money”

“The tall clip re-cover cost is about the same as a removal, but the benefit comes from the contents of the building not being exposed to potential damage from rain or wind or hail,” says Bizzell. “Plus, they were able to keep working without interruption. That saved Northwest money as well.”

Panels for the 58,000-square-foot re-cover were produced onsite and stacked on the roof. Roofmasters owns its own roll former that produces the 238T symmetrical standing seam panel. The 24-gauge panels are 24 inches wide with striations in PVDF Regal White. Panels were approximately 64 feet long.



“It really was a straightforward job,” Bizzell says. “We have installed several re-covers with the 238T. We like the ease of installation. It provides a great benefit to the building owner because if a panel is damaged, a single panel can be removed and replaced anywhere on the roof. If a panel is damaged with another type of standing seam system, you have to start on an end and remove all of the panels up to and



Northwest Distributors warehouse roof includes 36 skylights, a feature the owner wanted to keep”

including the damaged panel. Obviously, that is a much greater expense.”

Bizzell says not all insurance policies cover cosmetic damage sustained in weather events like hailstorms. The symmetrical standing seam system allows for the replacement of a single panel or only damaged panels the owner feels the need to replace, reducing his financial hit.

Roofmasters installed 3-1/2 inches of batt insulation between the original roof and the new panels to eliminate the possibility of condensation forming between the two metal systems. It also provided the owner with an added R-value of R-12, which will help reduce heating and cooling costs.

It should be noted the Northwest Distributors warehouse roof includes 36 skylights, a feature the owner wanted to keep. To eliminate the problem of standing water behind curbs above the skylights, Roofmasters installed transverse panels from the top of the skylight to the ridge. Transverse panels are installed perpendicular to the slope using floating purlins that lift the transverse panels and skylights above the field of the new roof. This system lifts the leak-prone skylights out of the water plane. None of the exposed fasteners used for this detail penetrate the roof.

Beneath the center of the transverse panels, a center support was installed. In addition to support, it adds a little pitch to the transverse panels to aid water flow.

Roofmasters installed a polycarbonate skylight panel from MWI Components over the original skylight hole.

“We use transverse panels with skylights and other roof penetrations,” Bizzell says. “We also use the traditional curb. Installed correctly, they both do what they’re supposed to do.”

About McElroy Metal

Since 1963, McElroy Metal has served the construction industry with quality products and excellent customer service. The family-owned components manufacturer is headquartered in Bossier City, La., and has 13 manufacturing facilities across the United States. Quality, service and performance have been the cornerstone of McElroy Metal’s business philosophy and have contributed to the success of the company through the years. As a preferred service provider, these values will continue to be at the forefront of McElroy Metal’s model along with a strong focus on the customer. More information can be found at <https://www.mcelroymetal.com>.

Installer: Roofmasters Roofing & Sheet Metal,
Hays, Kansas

www.roofmastersroofing.com

CALENDER OF EVENTS

WSRCA – Western Roofing Expo

June 9-11, 2019

Paris Las Vegas Hotel & Casino

Las Vegas, NV 89109

www.westernroofingexpo.com



FRSA Annual Convention & Florida Roofing & Sheet Metal EXPO

July 17-19, 2019

Gaylord Palms Resort & Convention Center

Kissimmee, FL

www.floridarooft.com/convention



NTRCA – Not-So Mini Trade Show

August 14, 2019

Save the Date

www.ntrca.com

WRCA – Annual Golf Outing

June 16, 2019

Scenic View Country Club

Slinger, WI

www.wrcaonline.org



NRCA Midyear Meetings

July 9-13, 2019

Chicago, IL

www.nrca.net



Trade Show

BOS – Best of Success
September 15-17, 2019

JW Marriott Turnberry Isle
Aventura, FL 33180
www.roofingcontractor.com/best-of-success-conference?



MRCA Midwest Roofing Contractors Association Conference & EXPO

November 20-22, 2019
Overland Park Convention Center
Overland Park, KS
www.mrca.org



RCAT – Texas Roofing Conference
September 18-20, 2019

Gaylord Texan Resort & Conference Center
Grapevine, TX
www.rooftex.com/tradeshows



Michael Daly – Memorial Scholarship Foundation Golf Tournament
September 20, 2019

Deer Creek Golf Club
Overland Park, KS 66209
www.dalyscholarship.com

NTRCA – Clay Shoot
September 25, 2019

Save the Date
www.ntrca.com



Open Framing and Adding Insulation After the Fact



By Luke Haines – Roofmasters Roofing and Sheet Metal, Architectural Sheet Metal Committee Chairman

What do you do when the new code calls for added insulation, but the existing roof is an open purlin steel building type construction with a failing standing seam end lapped roof system in need of a new continuous panel (no end lap) standing seam?

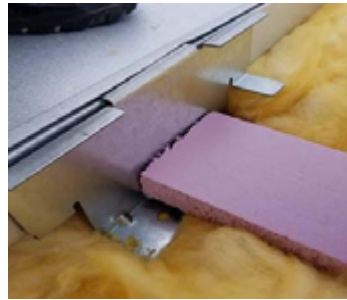
The new code in many jurisdictions tells contractors they must add insulation to bring the R-value up to meet the code.

The challenge is adding insulation when the existing roof system already has a vinyl backed insulation installed above the purlins draping over the top of the purlin, and most steel buildings built 20 or so years ago, had insulation installed over the top of the purlins. Even now in recent construction techniques, that has proven to be the case.

In a reroof scenario, a contractor now needs to add 3 or 4 inches to acquire an R-value of 25 or more. The solution is to either recover the existing system and add insulation, or in the case of a few manufacturers who have tall clips, remove the existing standing seam roof to allow for added insulation to be placed over the existing insulation.

The added height of the clip (namely 1-3/4 inches) is perfect to be installed on the top of the steel purlin. However, an added challenge is addressing the eave when you add 1.75 inches of height at the eave. On a reroof, since the panels are typically taken off one at a time, this poses a problem of installing an 8 foot part or even a 10 foot part at the eave. Typical existing standing seam roof panels are 24 inches in width.

Solution: Fabricate smaller eave parts to raise up the panel height. A 48 inch part is easily handled in the field and simple to fabricate. Yes, this creates more end laps, but they are easy to fit under panels and who wants to remove 10 foot panels on an open framed roof anyway? That poses a difficult safety problem with 10 feet of open roof and nothing for the crew to stand on safely. Continuous length panels with no end laps adds complexity.



How many standing seam roof systems have had repairs made to end laps in the middle of the roof plane? In my experience almost all of the ones I see! Site formed continuous panels are the solution for standing seam roofing contractors. Elimination of end laps will provide years of service for a customer. Panel lengths from 40 to 140 feet are a normal part of the site forming contractors' forte! 85 foot panels are pictured.

Young Contractors Council

Build Positive Culture and Develop Young Professionals



By Chris Daly – KAW Roofing & Sheet Metal, Young Contractors Council Chair

The MRCA Young Contractors Council Committee (YCC) recently held a "coming of age" strategic planning meeting in Kansas City during the MRCA Spring Board and Committee Meetings. As the group has grown over the years, we felt a better defined mission statement would provide more structure and value to our committee. The process started

with the group sharing what they believe the purpose of the YCC is to them. The general consensus was that the YCC provided an avenue for young professionals interested in professional development, mentorship and helping to bridge the gap from young to old.

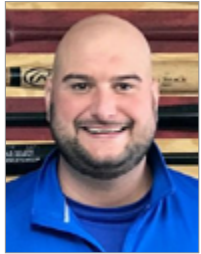
The MRCA's Board of Directors is comprised of traditionally older business owners and industry professionals with vast experience. As a younger professional who may be newer to the industry, it can be intimidating wanting

to be a part of an Association with so much experience and history. The YCC is a close group of contractors and industry professionals under age 40 that has created an environment of inclusiveness and has helped facilitate educational events to bridge the gap from young to old. Our fundraising events and parties are about having a good time and also easing the transition into the Association and possibly another MRCA Committee or Board position.

We want to build on the positive culture we have developed so far by mentoring young professionals as the start their journey through our great industry. Our educational events will be focused on challenges that our generation faces.

We all left the meeting feeling like we had a better defined path for the group and we set short and long term goals to help keep us aligned with our mission statement. I personally left the meeting and did the same strategic planning with my department at work.

2019 Steep Slope University – New Interactive Format Planned!



By Brett Tesson – Tesson Roofing & Exteriors, LLC Steep Slope Committee Chair

Building on the momentum of two successful years of MRCA Steep Slope University, the plan for 2019 is even bigger and better than ever before! In addition to

the special interactive features on the Expo floor, the Steep Slope Committee of MRCA has planned a new more interactive format for the Steep Slope University program. The format will be a series of facilitated roundtable discussions complete with a subject matter expert AND a notetaker for each topic. All participants will receive a summary of the ALL the roundtable discussions, so they don't miss any of the valuable insights that come out of the topic discussions. Each attendee will have the time to participate in multiple table topics.

The topics for the 2019 University will include:

- Xactimate – Better Business through Better Understanding of the Process
- Tax Code Issues and Business Organization Strategy
- Recruiting, Developing and Retaining Installers
- Installer Training Programs
- Insurance Coverage for Roofing Contractors – Are you Covered?
- Steep Slope Safety – Practical Strategies for Compliance

Mark your calendars for this valuable interactive session AND the special displays and contests on the Expo Floor: November 20-22 in Overland Park, Kansas at the Overland Park Convention Center.

MRCA Membership Update

Welcome OUR NEW MEMBERS



A-Team Construction Unlimited, Inc.	Madison, WI
All Seasons Roofing, LLC	Jefferson City, MO
Geisler Roofing Inc	Concordia, KS
Horning Roofing and Sheet Metal Co, LLC	Indianapolis, IN
LaPrade Construction	Spearfish, SD
Restco Roofing	Oakwood Hills, IL
Tigris Specialty Construction	Merriam, KS
Toney's Enterprises, Inc.	Omaha, NE
Weathercraft Co. of Colorado	Colorado Springs, CO
Berridge Manufacturing Co	San Antonio, TX
Suntuity AirWorks	Carmel, IN



Find us at...



TEXAS



North Texas Roofing Contractors Association (NTRCA)

Annual Golf Outing

May 13, Trophy Country Club, Trophy Club, TX – MRCA Directors, Tracey Donels of KPost Roofing and Waterproofing, and Kelly Lea of Texas Roof Management represented MRCA at this year's NTRCA Annual Golf Outing. "We had such a beautiful day on the course. NTRCA should be proud of the great turn-out and positive vibes at this golf outing," said Donels.

Congratulations to the MRCA SHARP Plus Cooler Winner, Tim Leckie of ProCo Roofing & Construction out of North Richland Hills, TX!



TEXAS



RCAT Fishing Tournament

May 2-4, Woody's Sport Center, Port Aransas, TX – The first day of the fishing tournament started out with rain, but that didn't stop the Roofers of Texas from getting out into the Gulf for some fishing! Over the course of the three day tournament RCAT brought 75 teams to Port Aransas for their largest fishing tournament yet! Congratulations to Sarah Burns and the RCAT team for another successful fishing tournament, and many thanks to MRCA Board and Committee Member, Ronnie McGlothlin of Empire Roofing, Fort Worth, TX for representing MRCA this year!





KANSAS



Midwest Roofing Contractors Association (MRCA)

MRCA Spring Cocktail Party

April 10, Overland Park, KS - It has become tradition that each Spring MRCA hold a Reception in the city of the upcoming Conference & Expo for all of the local roofing contractors, suppliers and manufacturers. It gives both MRCA Members and non-members a chance to meet with the MRCA Board and Committee Members and to see the site for the conference. Attendees were given a little insight into what to expect this fall in Overland Park, Kansas by Membership Committee Chair, Ronnie McGlothlin of Empire Roofing Inc., Conference Promotion Committee Chair, Luke Haines of Roofmasters Roofing and Sheet Metal, and MRCA Vice President, Fred Horner of Advanced Industrial Roofing, Inc.

A special THANKS goes out to ABC Supply Co. Inc., SPEC Building Materials, Beacon Roofing Supply, and KC Sales for sponsoring the event!



MICHIGAN



Southeastern Michigan Roofing Contractors Association (SMRCA) Annual Tradeshow

May 20, Links of Novi Golf Course, Novi, MI – The fun wasn't hindered by the cold and wind at this year's SMRCA Golf Outing. We can't thank SMRCA Executive Director, Heather Hadley and the roofers and suppliers of Michigan enough for their warm welcome of MRCA. It was great running into some long time MRCA members like Schreiber Construction as well as the new friends we made! With nearly 200 attendees this golf outing ran teams on three courses! It's clear that roofing industry support within the State of Michigan is strong and growing. Thank you SMRCA! We had a blast!

OHIO

Ohio Roofing Contractors Association (ORCA)



Golf Tournament

May 15, Deer Ridge Golf Club, Belleville, OH – This year's Ohio Roofing Contractors Association's Annual Golf Outing was a full house! "The ORCA Golf Outing has been growing every year and we are so grateful for the support of roofers and suppliers across Ohio," said Rachel Pinkus, Managing Director of ORCA. MRCA's own, Fred Horner, of Advanced Industrial Roofing in Massillon, OH also serves as the ORCA President and was in attendance to bring awareness of MRCA to the Ohio Roofing Contractors. Horner spoke about the benefits of MRCA membership, and the importance of the partnership between the two organizations. He also invited the Ohio Roofing Contractors to attend this year's MRCA Conference, Nov. 20-22 in Overland Park, Kansas.





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| Ladder Safety | Working with Hot | CERTA |

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The Safety & Health Agenda for Roofing Professionals, A Midwest Roofing Contractors Association Program

04/11/19



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Discover Your Solution

TekCollect specializes in early intervention on delinquent accounts. Their persistence, professionalism and pricing are unparalleled and it is completely Web-based for the most convenient, accessible, real-time account management solution available.

They cater specifically to small and medium-sized businesses, enabling them to establish long-term relationships, provide personalized service and generate aggressive results. They successfully manage a portfolio of 30,000 clients around the country and recovery ratios are three times the national average.

MRCA Member Benefits

All MRCA members receive key account status. A designated TekCollect Account Manager will contact you on a monthly basis to review the status of your accounts receivable, implement custom solutions, and provide ongoing personal attention and support.

MONTHLY SERVICES INCLUDE

- Ensuring consistent account placements
- Evaluating skips and running them through databases free of charge
- Examining the monthly contact ratio to determine if additional phone campaigns are necessary

TekCollect also offers MRCA members additional advantages:

- Account recovery specialists
- Discount pricing per account
- Secure, Web-based account placement, updates, audits and reports
- Prompt online verification of debtor payments to preserve ongoing customer relations
- Secondary Contingent Recovery Division for hard-to-collect accounts
- FREE Accounts Receivable Analysis at no cost and no obligation

For all MRCA members, TekCollect's custom program includes two phases of aggressive collection efforts. The Primary Phase involves a series of professional contacts beginning with an Audit/Balance Verification notice. They follow up with strategic telephone campaigns, plus up to six high-impact written contacts, the final being an Attorney Demand. All delinquent accounts are reported to the credit bureaus, and for any debtors they are unable to contact, TekCollect will conduct electronic database skip tracing. Payment is directed to the MRCA member for immediate account reconciliation to help preserve and maintain the customer relationship.

Please contact Diane Schumm directly to get started:

Diane Schumm, Vice President Corporate Services
TekCollect Debt Collection Service

(866) 652-6500

Diane.Schumm@tekcollect.com

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