

Proactive Approach to Roofing

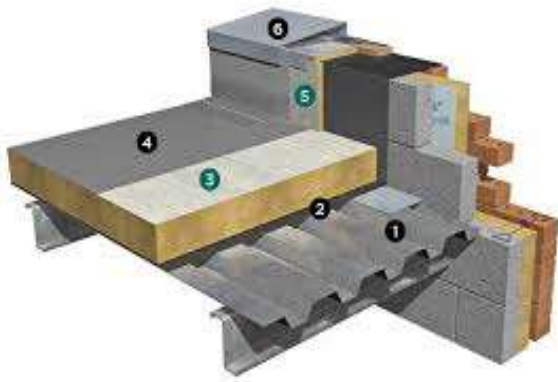


Basic Roof Construction

- Roof Deck (Metal, wood, concrete, gypsum, tectum)
- Substrate Boards
- Vapor Barriers
- Roof Insulation (polyisocyanurate, wood fiber, perlite, fiberglass)
- Weatherproofing membrane (EPDM, TPO, Modified, Built Up Roof, Shingle)
 - Installation methods
 - Warranties



Basic Roof Construction



Basic Roof Construction

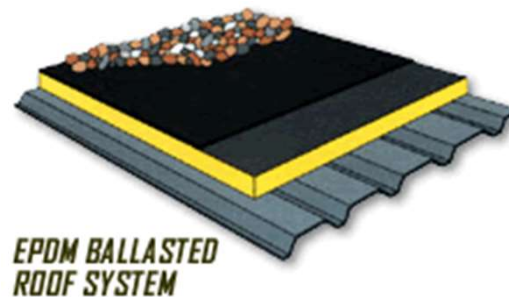
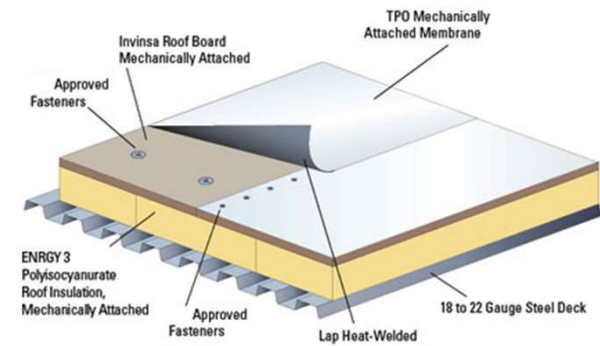
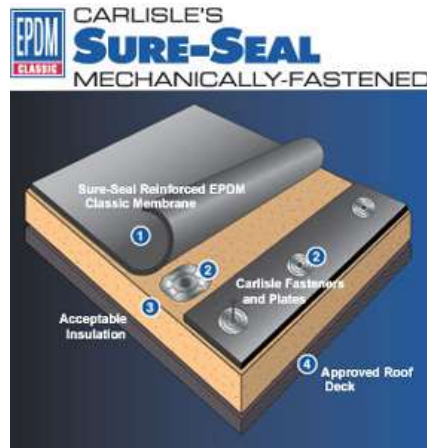
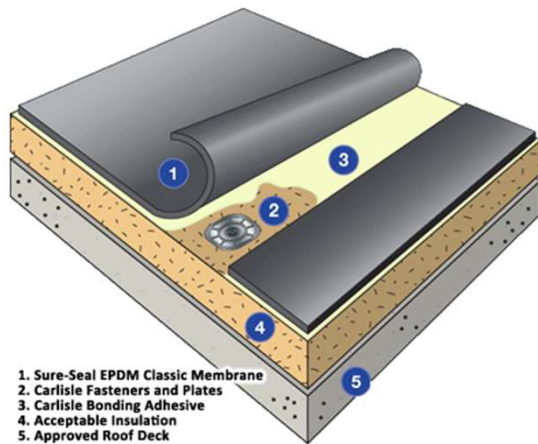


Installation Methods

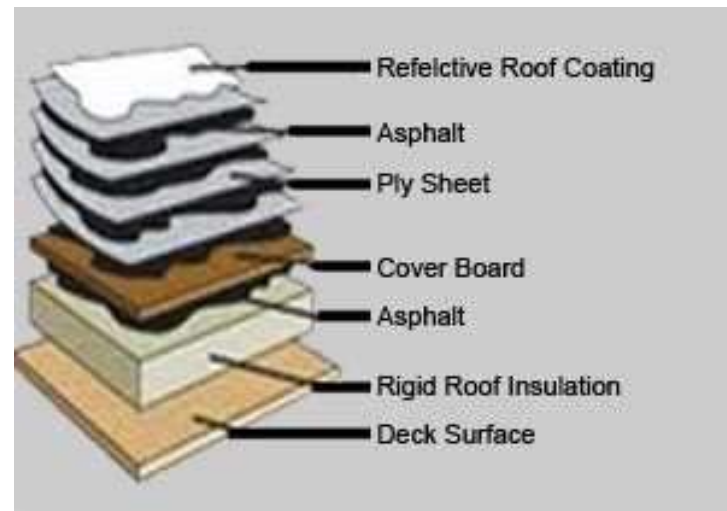
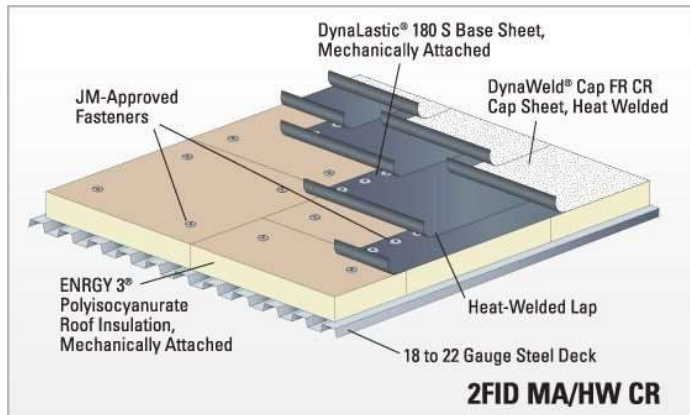
- The three most common installation practices are:
 - Fully Adhered
 - Mechanically Attached
 - Ballasted



Installation Methods



Installation Method



Roof Warranties

- Contractor Vs. Manufacturer
- Duration
- No Dollar Limit
- Non-Prorated
- Material/Labor
- Preventative Maintenance



Roof Warranties

CARLISLE GOLDEN SEAL TOTAL ROOFING SYSTEM WARRANTY

SERIAL NO.

DATE OF ISSUE:

BUILDING OWNER:

NAME OF BUILDING:

BUILDING ADDRESS:

DATE OF COMPLETION OF THE CARLISLE TOTAL ROOFING SYSTEM:

DATE OF ACCEPTANCE BY CARLISLE:

SAMPLE

Carlisle Roofing Systems, Inc., warrants to the Building Owner (Owner) of the above described building, that, subject to the terms, conditions, and limitations stated in this warranty, Carlisle will repair any leak in the Carlisle Golden Seal™ Total Roofing System (Carlisle Total Roofing System) installed by a Carlisle Authorized Roofing applicator for a period of () years commencing with the date of Carlisle's acceptance of the Carlisle Total Roofing System installation. However, in no event shall Carlisle's obligations extend beyond () years subsequent to the date of substantial completion of the Carlisle Total Roofing System. See below for exact date of warranty expiration.

The Carlisle Total Roofing System is defined as the following Carlisle brand materials: Membrane, Flashings, Counterflashings, Adhesives and Sealants, Insulation, Recovery Board, Fasteners, Fastener Plates, Fastening Bars, Metal Edging, Metal Termination Bars, and any other Carlisle brand products utilized in this installation.

TERMS, CONDITIONS, LIMITATIONS

- Owner shall provide Carlisle with written notice within thirty (30) days of the discovery of any leak in the Carlisle Total Roofing System. Owner should send written notice of a leak to Carlisle's Warranty Services Department at the address set forth at the bottom of this warranty. By so notifying Carlisle, the Owner authorizes Carlisle or its designee to investigate the cause of the leak. Should the investigation reveal the cause of the leak to be outside the scope of this Warranty, investigation and repair costs for this service shall be paid by the Owner.
- If, upon inspection, Carlisle determines that the leak is caused by a defect in the Carlisle Total Roofing System's materials, or workmanship of the Carlisle Authorized Roofing Applicator in installing the same, Owner's remedies and Carlisle's liability shall be limited to Carlisle's repair of the leak.
- This warranty shall not be applicable if, upon Carlisle's inspection, Carlisle determines that any of the following has occurred:
 - The Carlisle Total Roofing System is damaged by natural disasters, including, but not limited to, lightning, fire, insect infestations, earthquake, tornado, hail, hurricanes, and winds of peak gust speeds of () mph or higher measured at 10 meters above ground; or
 - The Carlisle Total Roofing System is damaged by any intentional or negligent acts, accidents, misuse, abuse, vandalism, civil disobedience, or the like.
 - Deterioration or failure of building components, including, but not limited to, the roof substrate, walls, mortar, HVAC units, non-Carlisle brand metal work, etc., occurs and causes a leak, or otherwise damages the Carlisle Total Roofing System; or
 - Acids, oils, harmful chemicals and the like come in contact with the Carlisle Total Roofing System and cause a leak, or otherwise damage the Carlisle Total Roofing System.
- This Warranty shall be null and void if any of the following shall occur:
 - If, after installation of the Carlisle Total Roofing System by a Carlisle Authorized Roofing Applicator there are any alterations or repairs made on or through the roof or objects such as, but not limited to, structures, fixtures, or utilities are placed upon or attached to the roof without first obtaining written authorization from Carlisle; or
 - Failure by the Owner to use reasonable care in maintaining the roof, said maintenance to include, but not be limited to, those items listed on Carlisle's Care & Maintenance Information sheet which accompanies this Warranty.



What This All Means...

- Help develop a better RFP/RFQ
- Best roof/design at the best price for your building
 - Better building performance
 - Lower life cycle costs
 - Reduced roof maintenance expenses



Contractor Qualification

- The right contractor is as critical as the right roof system.
- There are markers that will help select your best bidding contractors
 - How many years have they been in business?
 - Diversity in roof system applications
 - Use of Subcontractors for Direct Labor
 - Manufacturer Certifications
 - Quality recognition
 - Separate, Dedicated Service Division



Routine Maintenance and Service

- Proactive vs Reactive Roof Service
 - *“Roof system maintenance is often the most neglected area of a roof management program. It's also the single most important factor (after proper installation) for determining the life span and cost of a roof system.” -NRCA*
- Minor maintenance repairs vs costly roof repairs/replacement
- Proper before and after documentation (online service program)



Routine Maintenance and Service

- Average life-span of unmaintained membrane roof system
 - 15-20 years
- Average life span of properly maintenance membrane roof system
 - 20-35 years



Routine Maintenance and Service



Online Roofing Service Program

- Track repairs as they occur (ETAs, departure)
- Dispatch leaks from tablet, desktop, smart phone
- Before and after photos
- Roof Reports
- Minimize paperwork, headaches, etc. using online software



Online Roofing Service Program

ABC Property Management > Corporate Headquarters

WARRANTY

Corporate Headquarters
15001 Northridge Dr
Chantilly, VT 20151
Grade: [NONE]
Property Type: [NONE]
Source/Lead: [NONE]

Tax Group: none
ID Status:
Account Manager(s):

CHANGE LOGO
Budget Matrix: Yes



DELETE IMAGE

DELETE AERIAL
EDIT AERIAL &
SECTION OUTLINES
PLOT DEFICIENCIES

[add new contact](#)

Linus
Van Pelt
Site
Manager
p:(800)
588-2300
lvnpelt@blueblanket.com

ABC Property Management
Customer ID: SOLAR

ABC Property Management
2705 South Rochester Road
Rochester Hills, MI 48307
[add new contact](#)
Charlie Brown
President
p:(800) 588-2300
cbrown@abc.com

Account Manager:
Dave Demo
Dan Mint
Corporate Manager
m:3334442222
minty@roofit.com

ABC
Property Management
EDIT LOGO
DELETE LOGO
ADD AERIAL

Properties Notes Activities Opportunities Service **Portal Users** Vendors Groups Admin Notes

Total Properties 70 [Add a new property](#)

Property

Edit Fields
Merge Properties

Property	Address	Group	Location	Zip	SQF	Grade
<input type="checkbox"/> abc plant	1316 N Long St	Chicago	Salisbury, NC	28144	230	B
<input type="checkbox"/> Advanced Solar	2100 Northwest 21st Avenue		Fort Lauderdale, FL	88	88	D
<input type="checkbox"/> Allied	7050 Northwest 42nd Street		Miami, FL	33166	97	
<input type="checkbox"/> Allied Plant	250 Main St		Woodstock, IL	60098	223	D
<input type="checkbox"/> Atlanta Warehouse	1425 Lake Avenue		Woodstock, IL	60098	737	D
<input type="checkbox"/> Building Demo	1425 Main St		Woodstock, IL	60098	283	

ABC Property Management > Distribution Ctr 29

WARRANTY x2

Distribution Ctr 29
1191 Lake Ave.
Woodstock, IL 60098

Tax Group: none ID Status: Account Manager(s): Grade: [NONE]
roof color: [NONE]
Roof Type: [NONE]
Source/Lead: [NONE]
Type: [NONE]

FCSCConnections
[A New Company](#)
[General Contractor 2](#)

CHANGE LOGO
Budget Matrix: Yes



DELETE IMAGE

DELETE AERIAL
EDIT AERIAL &
SECTION OUTLINES
PLOT DEFICIENCIES

[add new contact](#)

Bob Cleveland
Plant Manager

John Wayne
Manager

Jakie Scimeca
Boss

m:(345) 567-5678

[jkaspyk@fscscontrol.com](#)

m:(815) 404-4489

[jrs@fscscontrol.com](#)

Sections	Notes	Activities	Opportunities	Documents	Production	Groups	Estimates	Service
Total Sections: 4 Total Sq/Ft: 93,458								
Map	Name	Sq/Ft	Grade					
1	Warehouse	64,156	D	edit	delete			
2	Office	15,045	C	edit	delete			
3	Shipping	13,596	D	edit	delete			
4	Canopy	660	B	edit	delete			

Assign:



Serviceman: Kurt Smith

Dispatched	Arrival ETA	In Progress	Resolved	Confirmed
03/19/2018 02:35 PM CST	03/19/2018 03:00 PM CST	03/19/2018 02:46 PM CST	03/19/2018 02:49 PM CST	06/22/2018 02:38 PM CST



Service, Service, Service

- Service Vs. Production Crews
- Specialized Service Training
- Communication



For More Information Contact Us:

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Fax: 330-793-1999

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Social: @BoakandSons

