

CAROLINAS CONTACTS

July/August 2018



Congratulations Ms. Gwyn Abee

2018 Gordon M. Waters
Distinguished Service Award
See other pictures from
the conference on page 14.



Annual Meeting & Summer Convention

75th anniversary

thank you to our Sponsors

Professional



Diamond



Gold



Bronze



Past President



Goodwill



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July/August 2018



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Scott Mathias

WATTS & ASSOCIATES
ROOFING, INC.



from the **PRESIDENT**

The CRSMCA's 75th Annual Meeting / Summer Convention

has finished, and I am truly honored to be serving as the 2018-2019 President of the CRSMCA. First and foremost, I need to say thank you to all the sponsors, contractors, associates members, Board of Directors and Associate Group Liaisons, the Executive Committee on both sides, and most importantly; Carla. Without the time and effort of all mentioned, this convention would not be as successful and fun as it is every year.

I would like to congratulate and send a big thank you to Todd Smith, Hamlin Roofing Co., for his leadership, ideas, and hard work over the last year. It has been an absolute honor to serve on this committee with him. As Todd moves into his role as the immediate past president, I would like to welcome Matt Williams, CityScape Roofing, Inc., as the new 2018-2019 Secretary/Treasurer.

For those that were not able, or did not, attend the summer convention this year, sadly you missed a truly epic

event. First, we started with an update from NRCA CEO Reid Ribble, wow he was an impressive speaker and gave some great insight to the positives in the roofing industry along with issues we may all face in the future. As the programs continued, we heard from Nick Breland with AssuredPartners, Mark Fryer with AssuredPartners (discussing a CRSMCA member only benefits program), we had a great round table discussion with some of your CRSMCA past presidents discussing the current topic of tariffs, and finished the education programs with Doug Gentile (CRSMCA CPA) on the Tax Act.

As the summer starts to end, the CRSMCA Fall District meetings are being planned and I really encourage all Contractor members to have someone from their company represented at these meetings. These meetings are not only to discuss topics in the roofing industry, but a great networking experience with your peers in the industry. After the district meetings wrap up, it will be time to turn our attention to the Carolinas Mid-Winter Roofing Expo [January

22-24, 2019]. Please pay attention to the dates, mark your calendars and plan on attending.

The CRSMCA Executive Committee is committed to working on several members only programs. The first program was rolled out at the Annual Meeting/Summer Convention and all members will have the opportunity to participate. Please take the time to set up an appointment to discuss this member only program. We, the committee, will continue to hopefully roll out new member programs to make the association and its members stronger and more competitive in the marketplace.

Lastly, I look forward to the next year serving as your President. Thanks to all that had the confidence in me to take on this challenge. I will continue to honor the people that have served before me and work hard to continue to lay the foundation for those that will follow me. I look forward to seeing each and every one of you at the District meetings and the Carolinas Mid-Winter Roofing Expo.



**CAROLINAS ROOFING &
SHEET METAL CONTRACTORS
ASSOCIATION**

P.O. Box 7643 | Charlotte, NC 28241-7643

710 Imperial Court | Charlotte, NC 28273

Phone: 704-556-1228

www.crsmdca.org | staff@crsmdca.org

**AFFILIATED WITH:
NRCA - ASAC/STAC**



Carolinas Contacts addresses issues and concerns of the roofing industry. Technology, test, and building codes are constantly changing, and such changes may not be reflected herein. All information is presented for the benefit of our readers and does not necessarily reflect the views of CRSMCA. Press releases and product information presented do not reflect all available materials. Before purchasing, installing, using, or recommending any product, system, or method, readers should make independent evaluations.

ASSOCIATION OFFICERS

PRESIDENT Scott Mathias, Watts & Associates Roofing, Inc.
1ST VICE PRESIDENT Mickey Childress, Triad Roofing Company, Inc.
2ND VICE PRESIDENT Eric Campbell, Campbell Professional Roofing
SECRETARY-TREASURER Matt Williams, CityScape Roofing, Inc.
IMMEDIATE PAST PRESIDENT Todd Smith, Hamlin Roofing Co., Inc.

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ASSISTANT Kristen Keiser, Charlotte, NC

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01 Hugh Clark, Service One, Inc., Fletcher, NC
03 Allen Hughes, Rike Roofing Services, Inc., Charlotte, NC
03 Luke White, Interstate Roofing Co., Inc., Charlotte, NC
04 David Panella, Hamlin Roofing Company, Inc., Garner, NC
05 Jason Tetterton, Curtis Construction Co., Inc., Kinston, NC
07 Jimbo Spann, Spann Roofing & Sheet Metal, Conway, SC
08
09 Bert Pickens, Pickens Roofing & Sheet Metal, Spartanburg, SC

ASSOCIATE GROUP OFFICERS

PRESIDENT Drew Buchanan, GAF Materials Corp
1ST VICE PRESIDENT Erik Hauck, ABC Supply Co., Inc.
2ND VICE PRESIDENT Bubba Kearse, ABC Supply Co., Inc.
SECRETARY-TREASURER Sean Dougherty, Johns Manville
IMMEDIATE PAST PRESIDENT Ryan Walsh, W.R. Walsh, Inc.

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01 David Summers, RSG-Columbia, Advance, NC
02 Steve Hall, Sika Sarnafil – Roofing Division, Winston-Salem, NC
03 Brad Damewood, Best Distributing Company, Inc., Charlotte, NC
03 Darren McEvoy, Premier Building Products, Inc., Charlotte, NC
03 Andy Butler, Roofers Supply of Greenville, Charlotte, NC
04 Justin Maycher, GAF Materials Corporation, Raleigh, NC
05 Todd Casey, Best Distributing Company, Goldsboro, NC
07 Reid Wester, Best Distributing Company, Myrtle Beach, SC
08 Blaise Craft, IKO Premium Roofing Products, Inc., Gaston, SC
08 Nathan Rollins, Royal Adhesives & Sealants, Greer, SC
09 Greg Norman, GAF Materials Corporation, Greenville, SC
09 Chad Bolt, ABC Supply Company, Inc., Greenville, SC
10 Tara Burgei, Johns Manville, Lexington, SC

MAGAZINE COMMITTEE

Henry Sackett (Chairman), George Garven, Rainy Ugenmach,
Brandon Jackson, Carla B. Sims

Carolinas Contacts welcomes letters to the editor. Views expressed in "Letters" are not necessarily those of CRSMCA. Letters must be signed and include a return address and telephone number. *Carolinas Contacts* reserves the right to edit letters for clarity and length. Send letters to Carla B. Sims, *Carolinas Contacts*, PO Box 7643, Charlotte, N.C. 28241-7643; fax (704) 557-1736.

Carolinas Contacts is owned by the Carolinas Roofing & Sheet Metal Contractors Association to furnish information, news and trends in the Roofing & Sheet Metal industry in the two Carolinas, and is the official bi-monthly publication of the Association.

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THE CRSMCA MISSION STATEMENT

To promote and safeguard the common business interest of its members and to improve conditions by educating all persons concerning the roofing and sheet metal business and industry. To work for the development and progress of the roofing and sheet metal business industry and to work with individuals' organizations and governmental agencies toward the achievement of a stronger profession of the roofing and sheet metal industry.

Drew Buchanan
GAF MATERIALS
CORPORATION



from the ASSOCIATE GROUP PRESIDENT

Greetings all! It is with great pleasure that I start my year of service as your 2018-2019 CRSMCA Associate Group President. I would like to thank out-going President, Ryan Walsh, for his years of dedication and service to this great organization. He was put into the president role during a time of many changes, serving a longer term than normal and we truly appreciate all he has done and has accomplished. Please join me in thanking him for his time and efforts.

It has always been a dream of mine to hold the President title within this great group of members that have gone before me, like my father did years ago. Many years ago, I made the decision to get more involved within the CRSMCA organization, which led to joining the Associate Group Board years later. To me, this organization has afforded me the opportunity to make lasting connections, friends and build my knowledge of this great industry, and I wish the same to you.

This year was the 75th Annual Meeting/Summer Convention and it was one we will all remember. My family and I always look forward to the Annual Meeting/Summer Convention. We had great attendance, fellowship and learning experiences throughout this event. The event started with a presentation by NRCA CEO, Reid Ribble. His presentation provided great information that we all took away, from current issues we are all facing to possible road blocks we may face in the future. We then continued with a presentation from Nick Breland, with AssuredPartners, that discussed the safety issues Carolina contractors are currently facing and ending with a presentation with Mark Fryer, also with AssuredPartners, that discussed a benefits program for CRSMCA members only. We closed out the education sessions with a past presidents round table covering tariffs and a presentation by Doug Gentile, CRSMCA CPA, on the Tax Act. We would like to thank each presenter for their time and thank the Liberty Street Band for the wonderful entertainment after the closing dinner on Saturday evening. I would like to personally ask that

Continued on page 13



ASSOCIATION in Action

Carla B. Sims

CRSMCA
EXECUTIVE DIRECTOR

Where did the summer go... it's hard to imagine that we are head first in the next year of the CRSMCA-calendar! CRSMCA hosted their 75th Anniversary at the Annual Meeting/Summer Convention! It was an amazing time... and it was great to see the families of our members. If you missed out on this event... be sure to make your plans to attend the 76th Anniversary in Myrtle Beach, South Carolina. In this issue, you will find some photos capturing a moment of time over the weekend and you can also check out the CRSMCA social media pages [Facebook @Crsmc and Instagram @crsmca]. If you are interested in any of the handouts from the educational sessions, please feel free to contact me and I can send you copies via email.

We are not slowing down though... the Fall is just around the corner and your CRSMCA District Directors and Associate Group Liaisons are working on finding the latest topic in the roofing industry to provide you a mini-education session for the Fall District Meetings. CRSMCA will continue to update you on the scheduled District meetings as they are planned. But don't miss them... these meetings are invaluable to maintain relationships that have been built and networking opportunities to engage you in new

relationships within the roofing industry.

The CRSMCA Roofing Academy Committee is continuing to offer the CRSMCA members (and potential members) a top-to-bottom roofing application class through the Master Installers Certification Program. The next set of classes will be held on September 20-21 at the CRSMCA office in Charlotte, North Carolina. The class topics will be Built-Up Membranes & Applications and SBS Membranes: Cold Applied Adhesives & Applications. These classes are great for any roofing professional that is interested in learning more about these areas of the roofing process. Class participants not only will learn from an expert in the classroom, but also receive applicable hands-on demonstrations and be tested on the knowledge learned for competency. If you are interested in signing up an employee/yourself, please contact the CRSMCA office to be included in the registration emails.

CRSMCA will be offering the NRCA CERTA Train-the-Trainer Authorization and Re-Authorization will be held on Wednesday, October 10 at the CRSMCA office from 7am - 6pm. *Registration are ALMOST SOLD OUT ... be sure to contact CRSMCA today if you/an employee would like to attend!

What are additional events to plan for:

- **January 22-24, 2019** - Carolinas Mid-Winter Roofing Expo ... REGISTRATION WILL OPEN MID-AUGUST! Raleigh Convention Center | Raleigh, NC
- **May 9, 2019** - 2nd Annual Spring Golf Tournament ... REGISTRATION TO SPONSOR WILL OPEN MID-AUGUST! Rocky River Golf Club | Concord, NC

CRSMCA strives to bring the members invaluable opportunities of engagement, education as well as benefits. Be on the lookout for the latest member benefits that will be rolling out in the months ahead... one is already being promoted in THIS issue! Have you seen it yet?

I look forward to catching up with you at a CRSMCA Fall District Meeting in the coming months to hear about what you and your company is facing the roofing industry. There is always growth and strength in numbers and opportunities to grow not only YOUR CRSMCA, but YOUR roofing industry!

BUZZ!!!
METALCON
 A FUTURE BUILT BY HAND

OCTOBER 10-12, 2018
CHARLOTTE / NC / USA
Charlotte Convention Center

WWW.METALCON.COM

NEWS *in the Carolinas*

CRSMCA ANNOUNCES NEW! 2018-2019 EXECUTIVE BOARD MEMBERS

- **Scott Mathias** [Watts & Associates Roofing, Inc.], President
- **Mickey Childress** [Triad Roofing Company, Inc.], 1st Vice President
- **Eric Campbell** [Campbell Professional Roofing, Inc.], 2nd Vice President
- **Matt Williams** [CityScape Roofing, Inc.], Secretary/Treasurer
- **Todd Smith** [Hamlin Roofing Co., Inc.], Immediate Past President

CRSMCA ASSOCIATE GROUP (EXECUTIVE) COMMITTEE

- **Drew Buchanan** [GAF Materials Corporation], Associate Group President
- **Erik Hauck** [ABC Supply Company, Inc.], Associate Group 1st Vice President
- **Bubba Kears** [ABC Supply Company, Inc.], Associate Group 2nd Vice President
- **Sean Dougherty** [Johns Manville], Associate Group Secretary/Treasurer
- **Ryan Walsh** [W.R. Walsh, Inc.], Associate Group Immediate Past President

CRSMCA IS SEEKING VOLUNTEERS FOR THE CRSMCA BOARD

The CRSMCA Board of Directors and Executive Committee develop the CRSMCA policies and manage the

business surrounding CRSMCA. As a Board Member in your District, you will have the opportunity to serve in the following aspects:

- Bringing forth your knowledge, energy and expertise to your Association and industry
- Assist in furthering the CRSMCA and industry with new ideas
- Review of Contractor Membership applications and advise of any needed proprietary information prior to approving the member
- Attend the Board of Director meetings held at the Carolinas Mid-Win-

- ter Roofing Expo & the Annual Meeting/Summer Convention to review the CRSMCA current and future business and financial status
- Coordinate with your Associate Group Liaison on the planning of your Fall District Meeting
- Gain the opportunity to serve on the Executive Committee

If you or someone in your company is interested or have questions, please feel free to contact your CRSMCA President, Scott Mathias (scott@watts-roofing.com) or me at any time. WE WOULD LOVE TO HEAR FROM YOU!



**WE ALL BUILD
SUCCESS TOGETHER**

CRSMCA is seeking District Directors for your area to help serve and carry out the CRSMCA Mission Statement of achieving a stronger profession within the roofing and sheet metal industry.

PLEASE CONTACT CARLA SIMS

704.556.1228
cbsims@crsmca.org
www.crsmca.org

In Memoriam

JIMMY LANEY, MURR-LANEY, INC.

Jimmy Lee Laney, age 80, of Indian Land, SC, passed away on July 10, 2018. He was born on June 25, 1938 in Charlotte, NC to the late Ruth and John Laney of Indian Land, SC.

Jimmy is survived by his wife, Betty Jean (BJ) and two daughters, Jeanie Coggenshall (Al) of Rock Hill, SC and Debbie Sampson (Johnny) of Bristol, VA, his son, Richard Laney (Donna) of York, SC, and stepson, Dean McIver (Peggy) of Indian Land, SC, as well as eight grandchildren and sixteen great-grandchildren. He is also survived by four brothers; Bill Laney, Charles Laney (Jerri), Johnny Laney, and Tommy Laney (Ann), all are of Indian Land, SC, four sisters; Betty Ruth Griffin and Lou Park of Indian Land, SC, Joann Sammatara of Rock Hill, SC, and Sue Funderburk (Rick) of Mint Hill, NC.

After working with Ashe Brick Company in Van Wyck out of high school, Jim began his roofing career at H&S Lumber Company in Charlotte. When H&S decided to get out of roofing and concentrate on the lumber side of the business, Jim, along with his father, older brother and a coworker bought the roofing division and formed Murr & Laney, Inc. in October of 1965. Jim retired from Murr & Laney, Inc. as Vice President/Corporate Director in April of 2009 due to his illness. In addition to his work, he really valued his time as a Special Deputy for Lancaster County Sheriff's Department in the Indian Land area for over 18 years. He was also a member of the Indian Land Masonic Lodge and a member of Ebenezer Baptist Church.

Jim really enjoyed camping, fishing at the coast and Lake Wateree, but he was the happiest behind the wheel of the motorhome or van, taking many cross-country trips with BJ and six of his dearest friends.

We want to thank the staff of Agape Hospice for their loving care of Jim and the family during his illness, and a special thanks to Peggy Deas and Connie Barr for their concern and care for him. A very special thanks to Candy Pardue for her daily help, loving care, and encouragement to Jim and the family. During this difficult time Peggy, Connie, and Candy became like family to us.

A visitation was held on Saturday, July 14, 2018 at McEwen Pineville Chapel with the funeral service following. Burial was held at Sharon Memorial Park following the service.

Memorial donations may be made to: Agape Hospice, 1326 Ebenezer Road, Rock Hill, SC 29732; Ebenezer Baptist Church, 4214 Old Church Road, Lancaster, SC 29720; and/or the Southern Baptist Disaster Relief Association.



ANNOUNCING THE 2018 CLASS OF THE MASTER INSTALLERS CERTIFICATION PROGRAM

- Trey Burns, Best Distributing Company, Inc.
- Gilberto Sanchez, CityScape Roofing, Inc.
- Martine Gonzalez, CityScape roofing, Inc.
- Abimael Perez, Coastal Commercial Roofing Co., Inc.
- Billy Elmore, GSM Services
- Ryan Foster, GSM Services
- Omar Rios, Triad Roofing Company, Inc.

WHAT IS THE CRSMCA MASTER INSTALLER CERTIFICATION?

The CRSMCA Roofing Academy Master Installer Certification Program is designed to promote safety issues and concerns in the application of the roof systems to prepare the employee for best practices in their job performance. It is intended for the use by anyone with an interest in these roof systems, from roofing workers to foremen to supervisors. It is a culmination of efforts by contractors, manufacturers, suppliers and others who are dedicated to promoting safety.

Enrolled students will learn and train the basics of roofing, increasing their knowledge and skills to make them more valuable to their respective companies, as well as build future leaders in the roofing industry.

HOW CAN YOU GET INVOLVED?

The CRSMCA Roofing Academy Committee is always searching for instructors of the classroom material and the hands-on demonstration. View the class and hands-on courses in this issue. Should you wish to be an instructor, donate materials, and/or be a hands-on instructor; please contact the CRSMCA office at 704.556.1228 or cbsims@crsmca.org or the Committee Chairman, David Griffin, at dgriffin@coastalcommercialroofing.com.

RCI, INC. RELEASES RCI MANUAL OF PRACTICE

One of the many changes afoot here at HQ is the initiative to put fewer of our documents on paper and instead make them available digitally. The *RCI Manual of Practice* is now available exclusively as an interactive PDF. You can jump to various sections from the table of contents, search the document, and access it anywhere you have a screen. The *Manual of Practice* Task Force is currently working on a revision of the 2010 manual.



LEARN ABOUT THE CRSMC SELF-INSURERS FUND

Carolinas Roofing and Sheet Metal Contractors - Self-Insurers Fund is the oldest worker's Compensation group funded in the Carolinas and could be saving your company money! Members within the CRSMC-SIF program are not just purchasing their workers compensation, but investing into a program that brings additional value to their company through a commitment to ensure the safety of their employees. As a member/customer within the program, you participate in building a fund that is beneficial for all members/customers within the program, you could receive competitive rates within the insurance industry, and you could receive a return of interest determined by the CRSMC-SIF Trustees and other approved returns during the year. In the year 2016, the CRSMC-SIF returned more than \$1 MILLION DOLLARS to the CRSMC-SIF members!

Additionally, the CRSMC-SIF is large component of support for the CRSMCA through sponsoring the CRSMCA Annual Meeting/Summer Convention and attendance of Trustees at the event. **HAVE YOU CONSIDERED CRSMC-SIF FOR YOUR WORKERS COMPENSATION NEEDS?**



NC DEPARTMENT OF LABOR/OSH

Compliance Bureau Contacts

Tim Childers
336-776-4420
tim.childers@labor.nc.gov

Phil Hooper
919-779-8512
phil.hopper@labor.nc.gov

Training information, registration and training course and dates can be found at https://www.labor.communicaations.its.state.nc.us/OSHPublic/ETTA/class_regist/calendar.cfm

ARE DRONES BECOMING ESSENTIAL TO CONSTRUCTION?

Written by Michael Molitch-Hou, engineering.com.

READ ARTICLE IN LINK:
<https://www.engineering.com/BIM/ArticleID/16686/Are-Drones-Becoming-Essential-to-Construction.aspx>



SC DEPARTMENT OF LABOR, LICENSING AND REGULATION/SC OSHA

General Information
803-896-7665 askscosha@llr.sc.gov

FREE! Training Classes are available for employers and employees of both the public and private sector; please contact Van Henson at (803) 896-7769.



NRCA OFFERS ROOF APPLICATION TRAINING PROGRAM PACKAGE

NRCA's Roof Application Training Program Package can help you train your employees in-house at your convenience regarding the basics of low- and steep-slope roofing, as well as roofing equipment and setup and tear-off procedures and techniques. The package includes Roof Application Training Program: Foundations of Roofing and Roof Application Training Program: Equipment, Setup and Tear-off.

Roof Application Training Program: Foundations of Roofing includes information such as roofing terminology, roof system components, company operations and roof safety.

Roof Application Training Program: Equipment, Setup and Tear-off offers information about safe and efficient roofing project setup, tear-off procedures and techniques; guidelines for setting up jobs for maximum efficiency; and tools and equipment used for low- and steep-slope roofing work, specifically for job setup and tear-off.

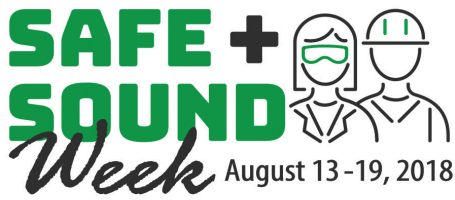
The DVD-based programs provide all the necessary tools to conduct effective training for your employees, including two-part DVD programs; instructors guides; and student handouts and exams, among other resources. The programs help new employees learn the basics and facilitate discussion with existing employees. The programs include English and Spanish training materials.

Start Safely, End Successfully

Online educational programs for all levels...Register at www.nrca.net/nrcauniversity

NRCA has the Spanish training programs you need! NRCA has the resources you need to train your Span-

Continued on next page



SHOW YOUR COMMITMENT TO SAFETY

OSHA WILL HOLD SAFE + SOUND WEEK

The Occupational Safety and Health Administration (OSHA) has designated August 13-19 as Safe + Sound Week, a new nationwide effort that calls on all organizations to raise awareness of the importance of workplace safety and health programs.

The American Industrial Hygiene Association, American Society of Safety Engineers, Center for Construction Research and Training, National Safety Council, National Institute for Occupational Safety and Health, and Voluntary Protection Programs Participants' Association are joining OSHA to sponsor the effort, and more than 100 trade associations, industry and professional groups are supporting the Safe + Sound Week initiative.

OSHA says effective safety and health programs have three core elements:

Management leadership that commits to establishing, maintaining and continually improving the program. Managers must also provide resources necessary to support the program.

Workers who help identify solutions for improvements. A workforce engaged in safety and health programs results in higher productivity, increased job satisfaction and strong worker retention, which combine to increase revenues and lower turnover and recruitment costs.

A systematic "find and fix" approach that calls upon employers and workers alike to examine their workplaces to identify and address hazards before an injury or illness occurs.

WHAT IS SAFE + SOUND WEEK?

A nationwide event to raise awareness and understanding of the value of safety and health programs that include management leadership, worker participation, and a systematic approach to finding and fixing hazards in workplaces.

WHY PARTICIPATE?

Safe workplaces are sound businesses. Successful safety and health programs can proactively identify and manage workplace hazards before they cause injury or illness, improving sustainability and the bottom line. Participating in Safe + Sound Week can help get your program started or energize an existing one.

WHO IS ENCOURAGED TO PARTICIPATE?

Organizations of any size or in any industry looking for an opportunity to show their commitment to safety to workers, customers, the public, or supply chain partners should participate.

HOW TO PARTICIPATE

Participating in Safe + Sound Week is easy. To get started, select the activities you would like to do at your workplace. You can host an event just for your workers or host a public event to engage your community. Examples of potential activities and tools to help you plan and promote your events are available. After you've completed your events, you can download a certificate and web badge to recognize your organization and your workers.

More information can be found at <https://www.osha.gov/safeandsoundweek/>

NRCA, cont. from previous page

ish-speaking workers about valuable safety practices!

NRCA University provides essential training in Spanish for all your workers, including:

- NRCA Toolbox Talks
- Serving Up Safety: A Recipe for Avoiding Falls on the Job
- NRCA Pocket Guide to Safety
- Roofing Industry Fall Protection from A to Z
- And many more Spanish-language offerings

NRCA has a vast array of NRCA benefits to help your business prosper. Visit www.nrca.net/membervnavigation to learn more.

NRCA is continuing their popular series of FREE WEBINARS on the third Thursday of each month. These new and innovative webinar topics and presenters have been selected to expand your knowledge by giving you new ideas that you can implement into your company immediately. Each webinar offers a unique experience specifically tailored to roofing professionals. Don't miss out on these live opportunities to stay up to date with industry issues affecting your business.

For upcoming webinars and all previous webinar recordings, visit www.nrca.net/webinars.

UP and DOWN EASTERN U.S.

- Virginia Association of Roofing Professionals, www.varoofingprofessionals.org
- Tennessee Association of Roofing Contractors, www.tarcoof.org
- Kentucky Roofing Contractors Association, www.krca.org
- Roofing & S/M Contractors Association of GA, www.rsmca.org
- Florida Roofing & Sheet Metal Association, www.floridarooft.com

August 1, 2018



CRSMCA Members and employees,

The Carolinas Roofing and Sheet Metal Contractors Association, Inc. and AssuredPartners are excited to announce a NEW benefit program exclusively for CRSMCA member companies. This offer extends to your company employees and their immediate family members.

This benefit program does not have any participation requirements for CRSMCA and its members, as an employer can pay all, some or none of the premiums purchased by an employee. The pricing offered is established for all association members, with no medical underwriting requirements (unless specified). Each CRSMCA member/employee can pick their effective start date with an option to align with other existing benefits or fiscal year.

AssuredPartners is proud to offer CRSMCA members extended coverages for dental, short-term disability and life insurance.

Dental Offerings:

- Two plans available: high and low
- 100% covered of routine cleanings
- No network requirements
- 80% covered of fillings and x-rays
- Endodontics and periodontics covered on high plan

Short-Term Disability Offerings:

- Income protection to covered employees
- Coverage starts 8th day of accident & 8th day of illness
- Benefit is for 13 weeks
- Premium is determined by age and salary (at time of enrollment)
- Includes \$10,000 of accidental death & dismemberment

Life Insurance:

- Death benefit to named beneficiary
- Coverage available for employee, spouse and children
- Guaranteed issue at \$50,000 for employee and \$10,000 for spouse (no medical underwriting necessary)
- Purchase up to seven times annual salary (not to exceed \$500,000)
- Rates are based on age and amount of benefit

CRSMCA members who wish to participate in any of the benefits offered, will receive a dedicated account support contact and have the option to utilize cloud management within Benefitpoint.



CRSMCA and AssuredPartners hopes you will find the additional benefit program attractive for your employees and assist you with retaining your employees.

If you have any questions or would like to get started with a benefit, please contact one of the following:

- Cindy Shumpert, AssuredPartners, 803.732.6331, cindy.shumpert@assuredpartners.com
- Stan Park, Craft Insurance, 336.375.2340, spark@craftinsurance.com

Thank you for your continued support for CRSMCA and the roofing industry.

Sincerely,

Scott Mathias

Scott Mathias
CRSMCA President 2018-2019

Mark Fryer

Mark Fryer
AssuredPartners



AssuredPartners

Simple and Effective

Dental, Disability and Life Insurance Plans for your Employees

Web Based Benefit Management for all your benefit plans

HR Compliance and Education Resource

Dental/Disability/Life Insurance for employees and family.

- ***Rates are preset for all member firms of the association.***
 - ***Pick and choose the benefits to offer.***
 - ***Zero participation requirements.***
 - ***Zero employer contribution required.***
 - ***Zero underwriting***
- Insurance plans provided by Companion Life based in Columbia, SC.
 - Program administered by AssuredPartners
 - Personalized review and implementation

Free Online Onboarding Tool for qualified members.

ENROLL EMPLOYEES WITH A FEW CLICKS

CENTRALIZE ALL OF YOUR BENEFITS (INCLUDING YOUR MEDICAL PLAN) WITH ONE SINGLE TOOL

Think HR implemented for eligible members at zero cost.

QUESTIONS ANSWERED, VIDEO RESOURCES AND TRAINING AIDES

EASE THE BURDEN OF HUMAN RESOURCE MANAGEMENT

Email Cindy.Shumpert@AssuredPartners.com *SIMPLE* in subject line.

We will contact you within 48 hours for personalized information.

2018 MCA METALCON National Metal Roofing Championship Games



CONTESTANT NOTICE

Celebrating its 5TH Annual National Metal Roofing Championship Games competition to be held this October at METALCON in Charlotte, NC, the MCA Games Task Force is now taking contestant registrations. Ten teams of two participants each are needed for the competition. Team should be from one company and planning to attend METALCON all 3 days of the event.

There will be five challenges each on Wednesday and Thursday, October 10 and 11, where each Winning Team of the day will win \$500 for each competition won. In addition, the team with the most collective points of the day will win another \$750. The Team that scores the highest collective points each day will be required to return on Friday October 12th for a run-off competition.

The winning Team on Friday will be recognized as the 2018 MCA METALCON Metal Roofing National Champion and receive a Grand Cash Prize of \$2,000. Last year, \$8,500 cash was awarded over the 3-day competition.

Returning this year will be the 2017 National Champions, Matt Cox and Justin Hopta of Thomas Phoenix International.

To register, visit http://www.metalconstruction.org/index.php/events/metalcon/roofing_games#outline for instructions and registration form



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Associate Group President, cont. from page 5

you make the effort and truly consider attending this wonderful event with your family and coworkers if you have never done so. There is lots to be gained in attending and a place where relationships can be made, and business built.

As all of our busy summer schedules come to a close, it's time to start preparing for the CRSMCA Fall District Meetings. They are currently being planned with more information to come within the monthly announcements provided through the CRSMCA emails from Carla Sims. Please be on the lookout for information and plan on attending the meetings within your districts. If a topic provided outside your area interests you, please reach out to the CRSMCA office and plan to attend. Once the district meetings conclude, make sure to mark your calendars for the 2019 Carolinas Mid-Winter Roofing Expo, January 22nd - 24th at the Raleigh Convention Center. With your continued support and attendance, we can continue the upward trend to make the first event of 2019 a success.

I am very honored to serve as this year's Associate Group President. I promise to honor this position with all my might but it's important to note that none of this would be possible without the support of the sponsors, contractors, associate members, Board of Directors, Associate Group Liaisons, Executive Committee's and Carla Sims. I look forward to a great year and seeing each and every one at the District meetings this fall.

Written by Fred Farley, RSG of Columbia, 2017 Gordon M. Waters Distinguished Service award Recipient

History of the Gordon M. Waters Distinguished Service Award

In 1943, Gordon M. Waters organized the foundation of the Carolinas Roofing and Sheet Metal Contractors Association (CRSMCA) and was the first President of CRSMCA. Mr. Waters founded Waters Brothers in Rocky Mount, North Carolina; sold the company in the 60's to become a consultant with Robert Stafford Company. Mr. Waters was the Editor of the Carolinas Roofing (CRSMCA's first newsletter) and served as the Chairman of several committees including the by-laws rewrite. Mr. Waters also worked with the National Roofing Contractors Association (NRCA) for several years through directorship and committees.

In 1964, the CRSMCA Board developed the Gordon M. Waters Distinguished Service Award in honor of Mr. Gordon Waters for his service and commitment to the roofing industry.

In 1965, Gordon was awarded the first Gordon M. Waters Distinguished Service Award at the 22nd Annual Meeting and Summer Convention event held in Myrtle Beach, South Carolina.

The Gordon M. Waters Distinguished Service award would become the highest honor of recognition to a CRSMCA member in the roofing industry that distinguishes honorees from their industry peers. This award was based on the qualities that Mr. Waters' possessed:

- Good business model
- Community leader
- Good moral character
- Proven service and leadership to the association
- Proven service to the industry
- Must be unanimous decision by the committee
- Has served on the board - and an active participant
- Has the respect of the majority of our membership



- Respond positively when asked to serve
- Show true passion for the association
- Should be a long-standing member
- Mentor/Developer of next generation of leaders for the association

Gwyn Abee was born in Catawba County, North Carolina in 1955. He was raised by very loving and mentoring parents and they have been very strong spiritual role models throughout his life.

After graduating from high school, Gwyn attended Catawba Valley Community College in Hickory, North Carolina. It was there that Gwyn met John Jackson. It was thru his relationship with Jon that Gwyn began his career in the roofing and roofing equipment industry at E.L. Hilts & Company, working for Mr. Charlie Jackson [John's father], who was a very active member of the CRSMCA and who was also awarded this prestigious award, the Gordon M. Waters Distinguished Service Award in 1985.

It was at a trade show in Virginia, that Gwyn met Mr. Elmir Dunn, who had a very profound impact on him then and throughout his career in the roofing industry.

Gwyn met the love of his life, Miss Tina Hesner, in 1981. Tina accepted Gwyn's proposal of marriage and the

couple married in 1983. They have four children and five grandchildren. Tina has been a source of support and encouragement for Gwyn from day one thru today.

Gwyn has been in the roofing industry for over 40 plus years. He has mentored many, developed many strong and lasting relationships with individuals in the roofing industry including Charlie Jackson [formerly of E.L. Hilts & Co., Inc.]; Terry Glidewell [Greensboro Roofing Company], Raven Broeker [BIRS, Inc.] and certainly his business partner, Kirk Dunn. I could list many more.

On a lighter note, Gwyn has garnered a couple of nicknames throughout the years, "Gwyndolyn" from Terry Glidewell and "Gomer Pyle" from Johnny Atkins, are just a few.

Gwyn met Kirk Dunn at a CRSMCA Carolinas Mid-Winter Roofing Expo in 1980. Although they were competitors at the time, they built a very strong friendship, even taking ski-trips together. In September 1994, the two friends became business partners and started Dunn & Abee, Inc. With a flat piece of cardboard on top of a piece of equipment, they now had a desk and was ready for business. Gwyn and Kirk divided the company responsibilities to take advantage of their personal strengths. In a very fast 24 years, their business has grown and prospered into a very successful and respected business.

Gwyn is a trustworthy and is greatly respected by all within the roofing industry. Everybody who knows Gwyn, can agree that he has many strong features; honesty, integrity, transparency, and his commitment to his customers.

Gwyn served as an Associate Group President in 1995-1996. The late, and great, Dottie Nagle [former CRSMCA Executive Director] realized the strength and talent of Gwyn. Dottie did not hesitate to call on him many times for assistance and Gwyn never failed to answer the call to work for or assist with CRSMCA.



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NWIR

National Women in Roofing

National Women in Roofing (NWIR) is a volunteer-based organization that supports and advances the careers of women roofing professionals. We provide networking, mentoring, education and recruitment opportunities from the rooftop to the boardroom, for the young professional at the start of her career to the seasoned manager in the executive suite.

Our focus is on connecting and empowering women so that their training and leadership skills can help drive the overall betterment and professionalism of the roofing industry. Our membership also includes and welcomes men who support the inclusion of women in the roofing industry. Working together, we are bringing the industry to a new level of excellence by supporting and promoting the contributions of women as an essential component to the future of roofing.

For more information visit www.nationalwomeninroofing.com

HAVE YOU VISITED THE CRSMCA HEADQUARTERS?

The CRSMCA headquarters features a conference room and a warehouse demonstration area... perfect for your next training event!

The conference room holds up to 40 people classroom style or set less for an employee or board meeting. The conference room hosts a screen for your projection needs and Wi-Fi.

The warehouse demonstration area is perfect for your set up of products and/or mock-up for the training event. The area is ventilated and can provide shelter in rain or cold weather.

Available for you is your CRSMCA support staff; available to accept shipments and assist with promotional exposure.

To reserve your space, contact the CRSMCA office at 704.556.1228 or cbsims@crsmca.org.

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CRSMCA hosts one of the largest regional roofing trade shows in the southeast. With over 100 exhibiting companies providing details for the roofing industry, from safety tools to equipment to the latest technology; and over 400 contractors, architects, consultants, etc. attending for education and networking. CRSMCA also offers educational opportunities with up-to-date roofing industry seminars and top professionals leading the education. This event will be held at the Charlotte Convention Center and host hotel accommodations at the Omni Charlotte Hotel. Don't miss the opportunity to be a part of the latest in the roofing industry, whether exhibiting or attending.

EXHIBITORS, WHAT IS INCLUDED WITH YOUR BOOTH PURCHASE?

Exhibitors that purchase at least ONE booth will receive two complimentary attendees for their booth. EACH booth purchase will come with: carpet, drapes, (1) 8x10 skirted table, (2) chairs and (1) wastebasket. Should you need additional items or services, you will need to arrange this through the exposition service provider.

CONTRACTORS, WHAT IS INCLUDED WITH YOUR REGISTRATION FEE?

Contractors have an amazing opportunity to pay ONE fee for as many

employees to attend the conference. You will have the opportunity to attend the education sessions (with the exception of the Master Installer's Certification Program, as there is an additional fee for this session), networking receptions, trade show and receive a complimentary lunch. You may also register for the OSHA 10-Hour Class at NO ADDITIONAL FEE!

CONSULTANTS | ARCHITECTS ENGINEERS, WHAT IS INCLUDED WITH YOUR REGISTRATION?

Your complimentary registration will provide you the opportunity to attend the education sessions (except for the Master Installer's Certification Program, as there is an additional fee for this session), networking receptions, trade show and receive a complimentary lunch.

HOST HOTEL

Marriott City Center serves as the host hotel for the Carolinas Mid-Winter Roofing Expo. The hotel is located at 500 Fayetteville Street in Raleigh, North Carolina. CRSMCA has a special room rate at \$179 plus applicable tax. Reservations can be made by phone at 800.228.9290 or 919.833.1120 or via online at www.marriott.com/rdumc

Group rate will be available until December 21, 2018 or until the room block is sold out, be sure to book early!



RoofersCoffeeShop.com was established in 2002 starting as a support site for Roofers Exchange, a newspaper focused on classified ads. Renamed the site RoofersCoffeeShop.com; this represents a space similar to how many contractors in the past used coffee shops or diners early in the morning to meet with fellow contractors and crews. While there, they were able to exchange advice, tell stories and talk business. By naming the website RoofersCoffeeShop.com it gives the roofing community a sense of past comfort and a doorway into new technologies that are essential to strong business in today's world.

Today, the RoofersCoffeeShop has a lot to offer the overall industry. It is now comprised of a community of roofing professionals that share ideas, tell stories, do research, sell items, find items and get help. Advertisers are able to connect with roofing contractors across the country not only selling but learning about key issues and trends utilizing the site's tools such as the forum and classifieds. It is one of the premier networking sites in the industry, helping contractors find information, materials, services, tools, labor and training all in one place. RoofersCoffeeShop.com has become the place to celebrate the roofing industry and the great people that work in it. From the rooftop to the boardroom, RoofersCoffeeShop.com is for all roofing professionals!



2018 Q2 COST REPORT: FORWARD BUYING WON'T EASE ALL TARIFF UNCERTAINTIES FOR FIRMS

Written by Jeff Yoders, ENR Engineered News Record;
Published June 27, 2018

After the Trump administration finalized late last month tariffs on imported steel and aluminum, based on what it termed national security considerations, some developers and contractors began to rapidly award structural steel contracts in what at least one fabricator said was an attempt to avoid even higher steel costs in the future.

Following President Donald Trump's March 9 move to impose tariffs under Section 232 of the 1962 Trade Expansion Act, the administration negotiated with countries for exemptions to across-the-board levies of 25% on steel and 10% on aluminum. But on May 31, the U.S. Commerce Dept. said it could not reach deals with Canada, Mexico and the European Union.

FJM Ferro Inc., a Brooklyn, N.Y.-based steel fabricator and erector working mainly in the New York City region, immediately saw an increase in orders, said CEO Joe Casucci. In early June, he told American Metal Market (AMM), an online source for U.S. metals pricing and market trends, of "quite a few" immediate contract awards. "People have been very concerned that this steel gets released immediately as opposed to the prototypical drag that happens when you're bidding a job," he pointed out.

After the initial Section 232 enforcement announcement, U.S. steel-beam mills announced two price hikes—\$45 per ton and \$35 per ton—for most beam products, said AMM, following a \$20-per-ton surcharge for floor stock in early April.

FJM Ferro used to be able to hold its bid and steel prices for 30 to 60 days, but market uncertainty now allows it to keep prices firm for only 15 days, said Casucci.

Construction firm executives and estimators are feeling the same anxiety in trying to build supply-chain strategies to meet project deadlines with the mounting uncertainties on material costs. Trent Wachslicht, senior vice president and group estimating manager at JE Dunn Construction, Kansas City, Mo., notes that with rapidly changing government pronouncements that include counter-tariffs from

affected exporting countries, "it's a bit early to have a solid strategy in terms of how you're going to manage [this], because product categories that are tariffed are changing, too."

He says the company is monitoring tariff risks for key materials products to determine "how we're advising our clients and our business partners in terms of design." Wachslicht says the process has forced JE Dunn to strengthen its supply chain-management focus to ensure it has enough purchasing options beyond one or two countries or a limited number of suppliers in any project locale.

MORE TARIFFS? MORE UNCERTAINTY

Commerce announced on June 20 the first Section 232 exclusions on steel and aluminum, affirming 42 exclusion requests from seven companies that import steel products from Japan, Sweden, Belgium, Germany and China.

The department also announced tariffs on a wide range of Chinese products separate from the Section 232 steel levy, and a preliminary antidumping determination that Chinese aluminum alloy sheet metal was sold in the U.S. at 167% below fair market value. The uncertainty is causing some contractors to play a wait-and-see game with purchasing.

Ryan Moss, project manager for McCarthy Building Cos., says the firm is "still figuring out final costs for the specialty steel," which "has not allowed us to place orders for a majority" of a \$280-million multibuilding campus redevelopment at Washington University in St. Louis. "It looks to be around a 20% impact at this point, plus an added four to six weeks of additional fabrication, but still to be determined," he said, not expecting a clearer picture until early August.

EXEMPTION AND EXCLUSION

Industry trade groups have petitioned Commerce for more clarity on when new tariffs could be levied and how to expedite exclusion applications. While more than 20,000 petitions for exclusion have been filed to date,

Continued on next page

only 91 have been ruled on. In a June 20 appearance before the Senate Finance Committee, Commerce Secretary Wilbur Ross said the department would launch another investigation of companies that are possibly illegally inflating prices. But he did not assuage construction and manufacturing industry concerns about whether the department had the manpower to quickly expedite tariff exclusion disputes.

"There's no reason for tariffs to increase the price of steel by far more than the percentage of the tariff, and yet that's what has been happening," Ross said at the hearing. "That clearly is not a result of the tariff, that's clearly a result of antisocial behavior by participants in the industry." Benchmark U.S. steel prices have risen nearly 40% since the beginning of the year, and steel manufacturers say they are only charging market rates.

"A few of the tariffs have actually taken effect, and many more have been threatened and may come about very soon, but as we've seen in the past three months, some of those deadlines got pushed back or eliminated," says Ken Simonson, chief economist for the Associated General Contractors. He points to contractors that have to "prepare a firm bid now and wait until they know if they've locked in the price to then go out and buy the materials." Firms are "really rolling the dice more than usual on what [project] costs are going to be," adds Simonson.

"Clear as mud," says Mark Luegering, chief operating officer at Cincinnati-based Messer Construction. "We know the risk and we share that risk with our customers and our subs and we price our work accordingly to try to cover it." He says while contract terms offer some shield from risks "specifically driven by these tariffs, we have added language to protect us." Adds Luegering: "Owners have to own that

risk if they want to move forward with these projects."

General contractors looking to buy their steel supplies moving forward face a challenge, but Simonson says the fact that U.S. construction markets are still mostly growing could be a silver lining for many participants.

"While we still see the occasional price increase, we believe that structural steel prices are starting to stabilize on the shape side of the business... prices are still below the highs that we saw in 2012."

Other industry experts agree. "While we still see the occasional price increase, we believe that structural steel prices are starting to stabilize on the shape side of the business, and that comparatively speaking, prices are still below the highs that we saw in 2012," says Charlie Carter, president of the American Institute of Steel Construction (AISC), which represents steel fabricators.

END GAME: FREE TRADE?

Carter also noted that with tariffs now in effect for Canada, Mexico and the EU, his association expects to see additional levies on fabricated steel imports. Currently, there only are tariffs on mill-produced steel.

The inclusion of Mexico and Canada in the tariffs helps to solve a transshipment problem. Steel produced by mills in China and other countries with large production capacity is shipped to third countries, including NAFTA partners, for fabrication into construction products such as beams and joists that are then shipped to the U.S. market.

Having no tariff on fabricated products hurts domestic structural steel fabricators as prices of fabricated products increase domestically while the tariffs applied to raw steel do not affect foreign fabricators' imported finished products.

David Zalesne, president of Columbia, S.C.-based Owen Steel and current AISC chairman, says that further action from the administration will be necessary as it continues to refine its array of tariffs and other trade enforcement methods, even if doing so would create further uncertainty among buyers.

"My personal feeling is that it is unlikely this administration will tolerate end-runs around its signature trade policy for long, and that it will act to address the [non-tariffed foreign fabricated steel] issue at some point, which hopefully is soon," Zalesne says. "Once that loophole is closed, there will still be plenty of domestic fabrication capacity to ensure that pricing will be competitive ... among domestic fabricators on a level playing field."

Ross echoed that sentiment at the Senate hearing, telling skeptical senators that "the purpose of [tariffs] is to get to an endgame that's far closer to free trade than what it's been before."

[EXCERPT] ASSOCIATION: MORE TARIFFS WILL HURT CONSTRUCTION, OTHER INDUSTRIES

Written by Kim Slowey; Published June 21, 2018

General Contractors of America said that tariffs would likely put upward pressure on already high material prices. From May 2017 to May 2018, prices rose almost 9%, which is the largest annual increase in seven years. Pre-tariff prices for aluminum mill shapes went up more than 17% in the same period, while steel mill product prices increased more than 10%.

STANDARDS YOU SHOULD KNOW

SPRI standards provide guidance to designers and contractors

Written by Mark S. Graham [NRCA Technical Services] | Published by Professional Roofing Magazine, June 2018

SPRI, which represents manufacturers of single-ply membrane roof system products and associated accessories, also is a standards-development organization. And because some of SPRI's standards are referenced in International Building Code,[®] 2018 Edition (IBC 2018) and can be used as design references, designers and roofing contractors should be aware of them.

ANSI PROCESS

SPRI is an American National Standards Institute- (ANSI-) accredited standards developer. ANSI facilitates the development of American National Standards by accrediting the procedures of standards developing organizations (SDOs), such as SPRI. Accreditation by ANSI signifies the standards development procedures used by an SDO meet ANSI's essential requirements for openness, balance, consensus and due process.

There are 237 SDOs accredited by ANSI and more than 11,500 ANSI standards.

CODE REFERENCES

References to three SPRI standards are contained in IBC 2018.

IBC 2018's Section 1504.4-Ballasted Low-slope Roof Systems references ANSI/SPRI RP-4-2013 (RP-4), "Wind Design Standard For Ballasted Single-ply Roofing Systems," as the basis for designing aggregate and paver-ballasted single-ply membrane roof systems. RP-4 is based on ASCE 7-10, "Minimum Design Loads for Buildings and Other Structures," and limits the use of RP-4-compliant ballasted roofs to buildings 150 feet high or lower.

IBC 2018's Section 1504.8-Surfacing and Ballast Materials in Hurricane-prone Regions and Table 1504.8 Maximum Allowable Mean Roof Height Permitted for Buildings with Aggregate on the Roof in Areas Outside a Hurricane-prone Region further limit aggregate usage based on a building's mean roof height, nominal design wind speed (Vasd) and exposure category. IBC 2018 uses ASCE 7-16.

IBC 2018's Section 1504.5-Edge Securement for Low-slope Roofs references ANSI/SPRI/FM 4435/ES-1-2011 (ES-1), "Wind Design Standard for Edge Systems Used with Low Slope Roofing Systems," as a method for testing the wind resistances of edge metal flashings (except gutters) for built-up, polymer-modified bitumen and single-ply membrane roof systems.

The code specifically references ES-1's RE-1, RE-2 and RE-3 resistance test methods and not ES-1's other requirements. Tested resistances need to exceed design wind loads determined using the code's Chapter 16-Structural Design.

IBC Section 1505.10-Roof Gardens and Landscaped Roofs references ANSI/SPRI VF-1-2010 (VF-1), "External Fire Design Standard for Vegetative Roofs," as a method for design of vegetative roof systems for external fire resistance.

The code includes additional requirements for vegetative roof systems in Section 1505.10-Roof Gardens and Landscaped Roofs, Section 1507.16-Vegetative Roofs, Roof Gardens and Landscaped Roofs and in the International Fire Code's Section

317-Rooftop Gardens and Landscaped Roofs.

OTHER DESIGN REFERENCES

In addition to the SPRI standards referenced in the code, other SPRI standards can be used as design references. These include:

- ANSI/SPRI/RCI NT-1-2017, "Detection and Location of Latent Moisture in Building Roofing Systems by Nuclear Radioisotopic Thermalization"
- ANSI/SPRI FX-2016, "Standard Field Test Procedure for Determining the Withdrawal Resistance of Roofing Fasteners"
- ANSI/SPRI GT-1-2016, "Test Standard for Gutter Systems"
- ANSI/SPRI IA-2015, "Standard Field Test Procedure for Determining the Uplift Resistance of Insulation and Insulation Adhesives over Various Substrates"
- ANSI/SPRI RD-1-2014, "Performance Standard for Retrofit Drains"
- ANSI/SPRI WD-1-2014, "Wind Design Standard Practice for Roofing Assemblies"
- ANSI/SPRI RP-14-2016, "Wind Design Standard for Vegetative Roofing Systems"
- ANSI/GRHC/SPRI VR-11-2001, "Procedure for Investigating Resistance to Root Penetration on Vegetative Roofs"

ACCESSING SPRI'S STANDARDS

SPRI's standards are available at no cost and are accessible at www.spri.org/standards.

Mark S. Graham is NRCA's vice president of technical services. @MarkGrahamNRCA





WHAT CONTRACTORS NEED TO KNOW ABOUT THE TAX ACT

Written by Kim Slowey; Published July 9, 2018

DIVE BRIEF

Construction companies will be able to share in many of the benefits of December 2017's Tax Cuts and Jobs Act, but they also need to know about some changes that could negatively impact their bottom lines, according to Crain's Cleveland Business.

A reduction of the corporate tax rate from 35% to 21% will add more money to the pockets of those contractors set up as "C corporations," but those construction companies organized as "pass-through" entities – such as limited liability companies or Subchapter S corporations – will also get an extra financial boost starting this tax year. Members and shareholders, respectively, of those companies will be able to deduct 20% of the business's income from their personal tax returns as long as their total taxable income, whether filing individually or with a spouse, doesn't exceed a certain amount. As the Internal Revenue Service clarifies rules around the 20% deduction, there could be additional guidelines that translate to more – or less – cash at the end of the year. Another plus is that the new tax legislation's depreciation measures permit 100% cost recovery in the year of acquisition for equipment purchases made before 2023.

A negative for contractors with average gross receipts of \$25 million or more is a cap on interest expense, at 30% of the company's federal adjusted gross income. In addition, deductions for net operating losses now cannot exceed 80% of taxable income and cannot be carried back to previous years. The nine percent domestic production activities deduction has also been eliminated. Audit activity for partnerships and limited liability companies could also increase as measures meant to increase revenue from those entities go into effect this year.

DIVE INSIGHT

The general sentiment in the industry seems to be that the new corporate tax rate and the 20% deduction for owners of pass-through companies will let businesses reinvest more into expanding their operations.

But some contractors will be paying more at the local level as some cities have turned to construction companies and developers to fund their affordable housing initiatives. The Philadelphia City Council recently passed the 1% Construction Impact Tax, a levy on building permit cost estimates. The tax is expected to generate \$22 million for a down payment and closing cost assistance fund.

Los Angeles has some of the priciest real estate in the U.S., and city officials have decided to impose a "linkage fee" of \$8 per square foot to \$15 per square foot on new homes and apartments. The revenue will go toward affordable housing, but the fee is expected to add \$15,000 to the cost of a 1,000-square foot apartment in some of the city's more expensive neighborhoods.

REPORT: Construction execs positive on short-term growth despite rising material prices, labor shortage

Written by Kim Slowey, Construction Dive; Published July 10, 2018

DIVE BRIEF

Engineering News-Record's second-quarter Construction Industry Confidence survey has revealed that construction executives are positive about the industry's short-term prospects despite the persistent labor shortage and increasing material prices but are more cautious when it comes to the long-term. The index's second-quarter reading fell three points to 70, but a mark of 50 or higher still indicates market growth.

Of the 301 construction and design executives who participated in the survey, the majority responded that the industry will continue its growth pattern into 2019. Almost 30% of respondents predicted the industry will still be expanding in 12 to 18 months, but 15% said the market will be in a decline by then. However, only 16% said the construction industry would be in a growth mode in three years, with 35% forecasting a contraction. Materials price pressure is something that 86.4% of respondents said they are experiencing, a more than 12% increase from the first quarter, with steel prices now a major concern for most in the wake of U.S. tariffs. Not even 7% of survey participants said the shortage of labor had eased since last year, but more than 47% respond-

Continued on next page

ed that the shortage was somewhat worse. More than 14% said the shortage was much worse.

The results of the latest, yet unreleased, Confindex survey of chief financial officers conducted by the Construction Financial Management Association seem to indicate an even greater optimism. The Confindex reading increased by three points quarter over quarter, and all four of the survey's market and financial components – general business conditions, financial conditions, current conditions and year-ahead outlook – trended upward as well. While CFOs appear confident in the face of more expensive construction materials and the labor shortage, rising interest rates and the prospect of higher project financing costs are a concern to many.

DIVE INSIGHT

Not even a month ago, the Equipment Leasing and Finance Foundation's Vertical Market Outlook Series – Construction report also said that both residential and commercial construction markets should continue to grow by at least 5% through the end of this year. The foundation also predicted that resiliency, the labor shortage, how automation and technology impact productivity and safety, building information modeling, artificial intelligence, big data and impactful policy regulations will be trending industry concerns throughout 2018.

Steel prices had already been on the upswing before President Donald Trump imposed a 25% tariff on the material back in March, and the retaliation from this action has been steady and swift from U.S. trade partners like Canada, which has imposed its own countermeasures in an attempt to mitigate the economic impact of the administration's tariffs. Mexico has also enacted new tariffs, mostly on U.S. agricultural products, and the European Union has imposed similar duties on U.S. goods.

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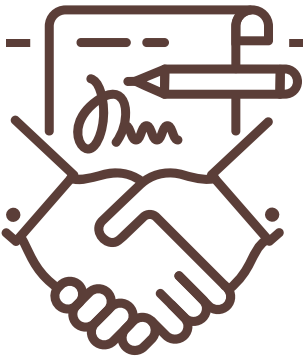
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HOW TO MAKE SURE A CONTRACT PROTECTS YOUR MONEY

Written by Kim Slowey;
Published June 19, 2018

This feature is a part of “The Dotted Line” series, which takes an in-depth look at the complex legal landscape of the construction industry. To view the entire series, visit <https://www.constructiondive.com/news/construction-contracts-resource/429229/>.

There are contractors who say they love the construction business so much that they would not do anything else for a living. But it's impossible to live on a business that doesn't make money. Sometimes in construction, jobs get mired in delays, cost overruns, unexpected changes, late payments and even nonpayment, leaving contractors to salvage what they can.

However, one place where general contractors and subcontractors alike can help to prevent the bleeding of cash during the course of a project is in their contracts.

There are some obvious money-related provisions that should be in every construction agreement – e.g. contract amount, invoice due date, payment date – but some are more complicated and require a little extra review.

By the way, this is where an attorney comes in handy. Not only is it their job to make sure their clients' contracts are fair, but the mandatory language of certain provisions and the validity of clauses vary from state to state, so an expert on local construction laws is invaluable.

PAY-IF-PAID/ PAY-WHEN-PAID

These contingent or conditional payment clauses should be familiar to anyone who has performed work as a general contractor or a subcontractor.

These provisions allow a GC to withhold payment from subs until the GC receives payment from the owner for the subs' work. A sub who signs a contract containing one of these clauses makes life down the road potentially harder for his or her company and gives an easy out to the GC if the owner cannot or will not pay.

In some states, these clauses are not enforceable, said Josh Leavitt, principal and chair of the construction law practice at Much Shelist in Chicago, and then other states will only enforce them if crafted to meet the wording of statutory requirements. Most states, he said, also have enacted prompt pay acts for public contracts, private contracts or both, so those laws come into play as well when figuring out if a GC is even entitled to hold back payment because of nonpayment by the owner.

Both GCs and subs, Leavitt said, need to be aware of how the pertinent statutes work together and determine if prompt pay protections can be waived by contract.

Even though these provisions can shift significant financial risk to the sub, many sign without question in order to secure the job.

But is there any negotiating room for subs when it comes to contingent payment clauses? Now that there is increased demand for a short supply of reliable subs that can manage projects adequately and perform quality work, Holcomb said subs might have enough leverage to do just that.

“In an up economy,” said attorney Scott Holcomb, member at Dickinson Wright in Phoenix, “subcontractors have the upper hand. Subs could say ‘I don't need this work’ and walk away.”

Justine Kastan, attorney at Rutan & Tucker in California, said complete elimination of a contingent payment clause is unlikely but added that the GC could be amenable to modifications such as adding a backstop date for payment or giving the sub the right to stop work in the event of late payments.

Kastan noted that in her experience, most GCs are willing to at least discuss reasonable requests in an effort to maintain good relationships with their subs.

CHANGE ORDERS

Change orders are not simply documents that detail modifications to the work and alter the original contract price. These documents can change schedules and even modify terms of the original contract, so both subs and GCs need to examine them in detail before signing.

And, according to Kastan, GCs and subs want to shoot for the broadest

possible change order clause, with the ability to be fully compensated for time, costs and profit for any work added to the original scope. Change order clauses in both owner-GC and GC-sub contracts usually end up being crafted more narrowly than that, but as a contractor, “that’s where you’re trying to go,” she said.

Contractors also need to take the digital age into consideration. Holcomb said the Uniform Electronic Transactions Act has contributed to a big shift in the way communications are handled during the course of a project and potentially the way changes to the contract are considered “signed” and complete.

“Your contract can provide that all changes have to be written and signed, but if [the person authorized to sign] sends an email, that can give approval,” Holcomb said. Even a Microsoft Outlook email that has the sender’s name at the top can be equivalent to a wet ink signature when digital communications are part of the contract. So if the superintendent or project manager is authorized to approve changes but common practice within the company is to have upper-level management sign off first, that process can be sidelined if the super or PM have sent emails to the client agreeing to the changes or other alterations to the contract.

Another way contracts can be modified is through conduct, Holcomb said. “People focus on terms [of a contract], but what is more critical is what they do,” he said. Even if the contract states that all changes must be in writing, he said, and the first few changes are performed without written approval, Holcomb said, that is a good argument that the “in writing” requirement can be waived.

So, if an owner denies a GC’s request to be paid for extra work on the basis that there was no written change order as the contract prescribes, but has routinely approved and paid for

changes requested verbally, then the owner could have to pay for the disputed changes anyway. This also applies to the GC-sub relationship.

DAMAGES FOR DELAYS

The owner can hold up a GC’s progress on a job in various ways, just like subs can hold up each other’s work. But what are contractors’ rights when it comes to recovering damages for those delays? After all, when a project is running late, no matter the reason, contractors still have to keep paying for things like equipment rentals, insurance and jobsite trailers (general conditions).

“Owners will always want to put (into the contract) that remedies for delays are limited to an extension of time and no (financial compensation) for damages.” Holcomb said. But, again, in the current market, owners and GCs might be willing to negotiate.

And, according to Leavitt, courts have taken another look at what kind of delay damage claims owners and GCs can deny, leaning toward more reasonable terms.

Subs can minimize the chance of delays, Holcomb said, by making sure the clock on their schedule time begins when they start their scope of work. If not, significant delays due to problems with earlier trades can put them behind schedule before they even step one foot on the job.

RETAINAGE

It’s not unusual for owners to withhold a percentage from a contractor’s regular payments, a move meant to provide extra insurance that the contractor will stick around to make sure the project is completed satisfactorily. In turn, the GC also holds the same percentage, typically 5% to 10%, from subs’ pay.

Like other contract clauses, the amount of retainage allowed to be withheld and when it has to be paid

varies from state to state. But the terms of retainage can be negotiated as well, especially if you’re an “early-in” sub like an excavation or foundation contractor.

On a large project, Holcomb said, retainage for contractors performing work on the first phases could be held for a year or more, since it’s typically released after the project is 100% complete. Another issue with retainage is that the GC or a sub might have to pay in full for a very expensive custom item and withholding a percentage of the reimbursement would impose a significant financial burden on them.

However, federal agencies, he said, and more private project owners are making efforts to reduce the financial pressure by cutting the percentage of retainage held at some point in the project, paying retainage to early-in subs and not withholding it all for some costly materials.

If contractors want to ensure they don’t get shortchanged due to these provisions or other items during the course of a project, Holcomb said, it boils down to solid legal counsel and early discussions between the parties so that the details can be hammered out in advance of the project.

But contractors shouldn’t expect a clean sweep, with their client agreeing to all their demands. “At some point,” Leavitt said, “somebody has to take certain risks.”

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WHERE'S THE FIRE EXTINGUISHER?

It is a rare occurrence to have a fire at home or at work, but when we do we only have a few seconds or minutes to make the correct decisions and to take the appropriate actions.

Otherwise, a small fire can expand and quickly get out of control putting people and property at risk of injury and damage. There is a short amount of time in the initial stage of any fire when it could be easily extinguished. This is known as the incipient stage. The length of a fire's incipient stage varies and depends totally on the situation. Some could be measured in seconds while others in minutes to even hours.

The key to successfully extinguishing any fire is to attack it at the right time with the right type of extinguisher, which can range from your foot kicking dirt over it to as much as a fire truck pumping thousands of gallons of water over it. In other words, fighting fires is just like roofing, the job is easier when you have the right tools for the job. Just a few weeks ago Cory learned that lesson.

Cory's crew had generated a bunch of trash at the work site and instead of hauling it off to a dumpster they thought it would be easier and quicker to just pile it up and burn it, but things went wrong. As soon as they lit it up the wind began to blow (one of those springtime winds that appear out of nowhere with no warning) and the fire grew rapidly. Pieces of flaming paper were flying away. Cory recognized the seriousness of the situation and yelled for someone to get the extinguisher, so he could put the fire out. Instead of hearing, "Here I come with it," all Cory heard was, "Where's the fire extinguisher?"

DISCUSSION NOTES:

- If you prevent fires you will not have to fight fires and the time to prepare for fighting fires is **BEFORE** the fire begins. The company rules and a jobsite rules regarding open fires.
- Discuss where smoking is permitted, and where it is strictly prohibited.
- Discuss housekeeping standards on the current jobsite, and how poor housekeeping can be a fire hazard.
- Discuss where the portable fire extinguishers are on this jobsite and determine if additional extinguishers are warranted.
- Assign someone the responsibility of inspecting the portable fire extinguishers on a regular and frequent basis.
- All crew members have been trained in the use of portable fire extinguishers.



DONDES EL EXTINTOR DE INCENDIOS?

Es poco común tener un incendio en el hogar o en el trabajo, pero cuando lo hacemos, solo tenemos unos segundos o minutos para tomar las decisiones correctas y tomar las medidas adecuadas. De lo contrario, un pequeño incendio puede expandirse y rápidamente perder el control poniendo a las personas y propiedades en riesgo de lesiones y daños. Hay un corto período de tiempo en la etapa inicial de cualquier incendio cuando podría extinguirse fácilmente. Esto se conoce como la etapa incipiente. La duración de una etapa incipiente del fuego varía y depende totalmente de la situación. Algunos pueden medirse en segundos y otros en minutos o incluso horas.

La clave para extinguir con éxito cualquier incendio es atacarlo en el momento adecuado con el tipo de extintor adecuado, que puede ir desde el pie pateando tierra hasta un camión de bomberos que bombea

miles de galones de agua sobre él. En otras palabras, combatir incendios es como techar, el trabajo es más fácil cuando tienes las herramientas adecuadas para el trabajo. Hace solo unas semanas, Cory aprendió esa lección.

La tripulación de Cory's había generado un montón de basura en el sitio de trabajo y en lugar de arrastrarla a un contenedor de basura pensaron que sería más fácil y rápido simplemente amontonarla y quemarla, pero las cosas salieron mal. Tan pronto como lo encendieron, el viento comenzó a soplar (uno de esos vientos primaverales que aparecen de la nada sin previo aviso) y el fuego creció rápidamente. Trozos de papel en llamas volaban lejos. Cory reconoció la gravedad de la situación y gritó que alguien tomara el extintor para poder apagar el fuego. En lugar de escuchar "Aquí vengo con eso," todo lo que Cory escuchó fue, "¿Dónde es el extintor de incendios?"

NOTAS DE DISCUSIÓN:

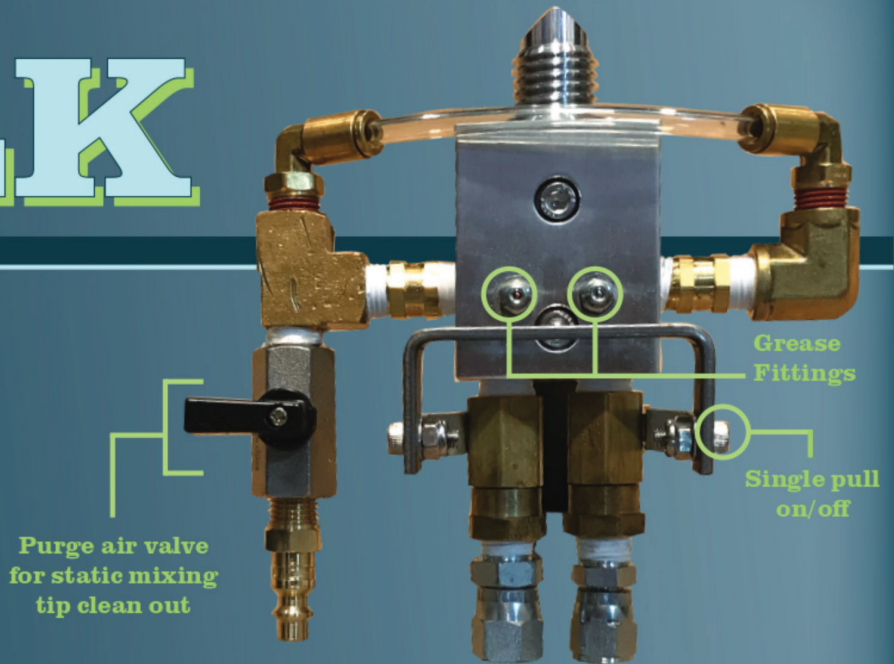
- Si previene incendios no tendrá que luchar contra incendios y el tiempo para prepararse para la lucha contra incendios es ANTES de que comience el fuego.
- Discuta las reglas de la compañía y las reglas del lugar de trabajo con respecto a incendios abiertos.
- Discuta dónde se permite fumar y dónde está estrictamente prohibido.
- Discuta los estándares de limpieza en el sitio de trabajo actual, y cómo el mal manejo de la casa puede ser un peligro de incendio.
- Discuta si los extintores de incendios portátiles se encuentran en este lugar de trabajo y determine si se requieren extintores adicionales.
- Asigne a alguien la responsabilidad de inspeccionar los extintores portátiles de forma regular y frecuente. Todos los miembros de la tripulación han sido entrenados en el uso de extintores portátiles.

Introducing
The

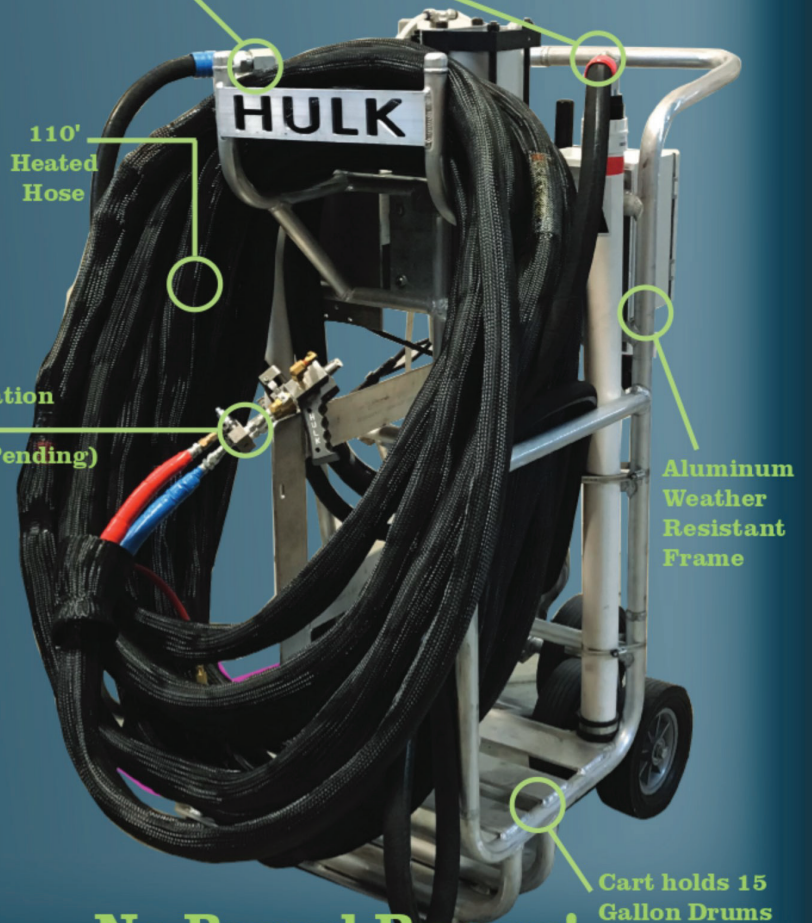
HULK

The HULK and the HULK Dispensing Gun were designed with the contractor in mind. They eliminate problems from current equipment, such as crossed over guns and clogged screens. They allow for ease of application with minimal problems. Contractors that have purchased our equipment are available for references.

Features:
(top view of gun)



Suction tube converts rapidly to either 15 or 55 gallon without attachments



110' Heated Hose (115v)

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