

CAROLINAS CONTACTS

CRSMCA - Covering the Carolinas for over 75 years



2021 GMW Distinguished Service Award / 9
Surviving the Supply Chain Crisis / 15
Hoarding, Ghost Orders & Pop-Up Warehouses / 19

STATE OF SUPPLIES WITHIN THE ROOFING INDUSTRY

MARCH/APRIL 2022



Thank you!

Sponsors of the 2022
**CAROLINAS MID-WINTER
 ROOFING EXPO**



DIAMOND



Beacon Roofing Supply

GOLD



SILVER



GOODWILL



DOUG GENTILE, CPA



PAST PRESIDENT

ABC Supply Co. inc.
 Andy Abrams [2003-04]
 Henry Sackett [2010-11]

ABC Supply Co. inc.
 Erik Hauck [2019-20]
 Bubba Kearse [2020-21]

ATKINS ROOFING & MAINTENANCE, LLC
 Johnny Atkins, Jr. [2004]



Ben Pickens, Jr. [1987]
 Jim Pickens [2008]



Rick O'Connor [2012-13]
 Scott Mathias [2018-19]

CURTIS CONSTRUCTION ROOFING & SHEET METAL
 Ken Tetterton [1997]

Hamlin roofing company inc.
 Todd Smith [2017-18]

INTEGRATED PRODUCTS GROUP
 Ryan Walsh [2017-18]

CRSMCA thanks these companies for supporting YOUR Association through sponsorships!



**ANNUAL MEETING &
 SUMMER CONVENTION**



JUNE 23-26, 2022
 MARRIOTT HILTON HEAD
 RESORT & SPA
 HILTON HEAD, SC



**CONFERENCE AGENDA &
 REGISTRATION FORMS ON PAGE 10**

TABLE OF CONTENTS

March/April 2022

04

Message from CRSMCA
Executive Director,
Carla Sims

07

NRCA's Supply Chain
Shortage Info

09

2021 Gordon M.
Waters Distinguished
Service Award

10

Registration Info:
Annual Meeting &
Summer Convention

18

Hoarding, Ghost
Orders & Pop-Up
Warehouses

23

National Ladder
Safety Awareness

- 04 Message from Executive Director
- 05 News from the Carolinas
- 06 National Safety Stand-Down
- 07 NRCA's Supply Chain Shortage Info
- 08 Photos | Carolinas Mid-inter Roofing Expo
- 09 2021 Gordon M. Waters Award
- 10 Conference Agenda & Registration
Annual Meeting/Summer Convention
- 14 How Can Technology Help Attract and
Retain Employees?
- 15 Attracting Women to the Construction
Industry is Key
- 15 What Are Some Contractors Doing to
Survive the Supply Chain Crisis?
- 16 5th Annual Golf Tournament
- 18 Hoarding, Ghost Orders & Pop-Up
Warehouses
- 19 Supply Chain Chaos
- 22 National Ladder Safety Awareness
- 23 Safety Talks | Charlas de Seguridad

CAROLINAS ROOFING & SHEET METAL CONTRACTORS ASSOCIATION, INC.

PO BOX 7643
CHARLOTTE NC, 28241-7643

710 IMPERIAL COURT
CHARLOTTE, NC 28273

704.556.1228
www.crszca.org
staff@crsmca.org

CRSMCA STAFF MEMBERS

Executive Director, Carla B. Sims
Assistant, Karin Barahona

CRSMCA MAGAZINE MEMBERS

Chairman, Henry Sackett, ABC Supply Company, Inc.
Josh Dernosek, CL Burks Construction
Brandon Jackson, Petersen Aluminum Corporation
Rainy Ugenmach, NBHandy Company
Carla Sims, CRSMCA

Carolinas Contacts address 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.

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.

AFFILIATED WITH NATIONAL ROOFING CONTRACTORS ASSOCIATION, INC.





**Message from Executive Director,
Carla B. Sims**



Be sure to mark your calendars for the **79th Annual Meeting/Summer Convention** that hosts a family-friendly event for all members to join! This event will be held at the Marriott Hilton Head Resort & Spa in South Carolina on June 23-26. On the agenda will be educational presentations that include a round-table discussion between panel members and attendees, a motivational speaker [your significant will not want to miss this either!], a beach social for the entire family, networking receptions, introduction of the 2022-2023 Board members and special recognition for our elite members! *A weekend of fun for everyone!*

Don't forget to about CRSMCA's 5th Annual Golf Tournament, Thursday, October 13, 2022 being held at the Rocky River Golf Club in Concord, North Carolina. Enjoy a day of fun with your peers on the golf course. This is a great opportunity for the roofing industry to unite in a networking and fun environment; vendors can participate at a sponsored hole to interact with players and contractors can participate as players and have an opportunity to purchase Mulligan Packages as well as raffle tickets for prizes during the tournament. *Registration is open* on the CRSMCA website at <https://crsmca.org/meetinginfo.php?id=69&ts=1647452825>.

I look forward to speaking with you soon and know that this will be a great opportunity for CRSMCA!

-Carla B. Sims, CRSMCA Executive Director

CRSMCA feels back to normal. With the Carolinas Mid-Winter Roofing Expo behind us, CRSMCA has continued to move ahead with Spring District meetings. To date, CRSMCA has hosted meetings in Marion, NC; Winston-Salem, NC; and Charlotte, NC. Following are the remaining dates and information... visit the CRSMCA website (www.crsmca.org/meetings.php) for details and to register!

Tues, April 26 | "The Potential Code Updates Coming to NC"
BOCCI Trattoria & Pizzeria [Cary, NC]

Thurs, April 28 | "Employee Retention Credit Program"
Axes & Allies [Wilmington, NC]

Thurs, May 5 | Social gathering with lunch
TopGolf of Myrtle Beach [Myrtle Beach, SC]

Thurs, May 12 | "Digital Marketing for Roofers"
Liberty Tap Room & Grill [Columbia, SC]

Thurs, May 19 | Social gathering & Mini-meeting
Location to be announced [Greenville, SC]

Thurs, May 26 | Social gathering with dinner
Location to be announced [Charleston, SC]

find us on social media



CRSMCA EXECUTIVE MEMBERS

- President, Matthew Williams, CityScape Roofing, Inc.
- 1st Vice President, Bert Pickens, Pickens Contracting, Inc.
- 2nd Vice President, Jason Tetterton, Curtis Construction Co., Inc.
- Secretary/Treasurer, BobbieJo Deal, CityScape Roofing, Inc.
- Past President, Eric Campbell, Campbell Professional Roofing, Inc.

CRSMCA BOARD OF DIRECTOR MEMBERS

- 01
- 02 Casey Morgan, Triad Roofing Co., Inc. [Winston-Salem, NC]
- 03 Robert Hodges, RK Hydro-Vac, Inc. [Charlotte, NC]
- 04 David Panella, Hamlin Roofing Co., Inc. [Garner, NC]
- 05
- 06
- 07 Jimbo Spann, Spann Roofing & Sheet Metal [Conway, SC]
- 08
- 09
- 10

ASSOCIATE GROUP EXECUTIVE MEMBERS

- President, Sean Dougherty, OMG, Inc.
- 1st Vice President, Chris Love, Mid-States Asphalt
- 2nd Vice President, Darren McEvoy, Premier Building Products, Inc.
- Secretary/Treasurer, Tara Burgei, Johns Manville
- Past President, Bubba Kears, ABC Supply Company, Inc.

ASSOCIATE LIAISON MEMBERS

- 01 David Summers, Beacon Roofing Supply [Advance, NC]
- 02 Steve Hall, Sika-Sarnafil [Winston-Salem, NC]
- 03 Brad Damewood, Beacon Roofing Supply [Charlotte, NC]
- 03 Andy Butler, Roofers Supply of Greenville [Greenville, NC]
- 04 Justin Maycher, GAF Materials Corporation [Raleigh, NC]
- 05 Chad Bolt, ABC Supply Company, Inc. [Greenville, NC]
- 05 Todd Casey, Beacon Roofing Supply [Goldsboro, NC]
- 06 Anna Read Maltos, Superior Distribution [Wilmington, NC]
- 07 Lee Wells, Beacon Roofing Supply [Myrtle Beach, SC]
- 08
- 09 Nathan Rollins, HB Fuller Construction Adhesives [Greer, SC]
- 10 David King, NBHandy Company [Charleston, SC]

NEWS FROM THE CAROLINAS



LEARN ABOUT THE CRSMC SELF-INSURERS FUND PROGRAM

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 2018, 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?**



WHAT IS THE CRSMCA MASTER INSTALLERS CERTIFICATION PROGRAM?

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 DO 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 on the CRSMCA website at www.crsmda.org/master_installers. Should you wish to be an instructor, donate materials, and/or be a hands-on instructor; please contact Carla Sims at the CRSMCA office at 704.556.1228 or csims@crsmca.org.

IT'S THE LAW!

Provided by OSHA Newsletter
Employers are required to display certain posters informing workers of their to safe workplaces and proper pay. These posters are free, available in multiple languages, and may be downloaded online.

Find details and information at www.osha.gov/publications/poster

OSHA
Job Safety and Health
IT'S THE LAW!

All workers have the right to:

- A safe workplace.
- Raise a safety or health concern with your employer or OSHA, or report a work-related injury or illness, without being retaliated against.
- Receive information and training on job hazards, including all hazardous substances in your workplace.
- Request a confidential OSHA inspection of your workplace if you believe there are unsafe or unhealthy conditions. You have the right to have a representative contact OSHA on your behalf.
- Participate (or have your representative participate) in an OSHA inspection and speak in private to the inspector.
- File a complaint with OSHA within 30 days by phone, online or by mail if you have been retaliated against for using your rights.
- See any OSHA citations issued to your employer.
- Request copies of your medical records, tests that measure hazards in the workplace, and the workplace injury and illness log.

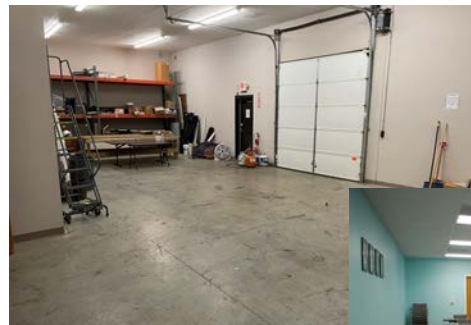
Employers must:

- Provide employees a workplace free from recognized hazards. It is illegal to retaliate against an employee for using any of their rights under the law, including raising a health and safety concern with you or with OSHA, or reporting a work-related injury or illness.
- Comply with all applicable OSHA standards.
- Notify OSHA within 8 hours of a workplace fatality or within 24 hours of any work-related hospitalization, amputation, or loss of an eye.
- Provide required training to all workers in a language and vocabulary they can understand.
- Permanently display this poster in the workplace.
- Post OSHA citations at or near the place of the alleged violations.

On-Site Consultation services are available to small and medium-sized employers, without citation or penalty, through OSHA-supported consultation programs in every state.

Contact OSHA. We can help.

1-800-321-OSHA (6742) • TTY 1-877-889-5627 • www.osha.gov



Looking for Training Space in the Charlotte Area?

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 csims@crsmca.org.



APRIL | DISTRACTED DRIVING AWARENESS MONTH

The National Safety Council is leading an effort to raise awareness about the dangers of distracted driving in workplaces, homes and communities.

Talking on a cell phone—even hands-free—or texting diverts your attention away from driving. On a typical day, eight people are killed and hundreds more are injured in distraction-affected crashes. The National Safety Council encourages employers to create a distracted driving program and engage their workforces with communications and resources.

www.nsc.org/road/distracted-driving-awareness-month



www.labor.nc.gov

The NCDOL is pleased to offer **pre-recorded webinars** ready for you and your employees to view at your convenience. To access a webinar visit www.labor.communications.its.state.nc.us/OSHPublic/ETTA/class_regist/calendar.cfm, double-click on the applicable safety and health topic below and it will automatically start the training session.

Note: Some of the webinars are hosted on a training platform and will require you to log in with your name and email in order to access the training session. *The Department of Labor does not provide certificates for employees viewing our pre-recorded webinars. These webinars were live recordings and contain chat conversations. For this reason, you will not be able to interact with the instructor during the recording. If you prefer to receive a certificate and have interaction with an instructor, please refer to our training schedule above for current live webinar offerings.*

Training information, registration and course details can be found at www.labor.nc.gov/safety-and-health/training

Upcoming Training Events:

- April 13 Lockout/Tagout [webinar]
- May 3 Steel Erection [webinar]
- May 3 Scaffolds [webinar]
- May 5 Scaffolds [webinar]
- May 5 Steel Erection [webinar]
- May 6 Fall Protection [webinar]
- May 6 Stairways & Ladders [webinar]



www.llr.sc.gov

SCLLR ACCEPTING 2022 SAFETY AWARD APPLICATIONS

The South Carolina Department of Labor, Licensing and Regulation would like to invite employers to participate in the 2022 Safety Awards program. The program recognizes companies' efforts to reduce recordable occupational injuries and illnesses during the past year.

The program is open to any qualifying South Carolina employer, whether large or small, public or private. Awards are presented in (3) categories: Palmetto Shining Star, Rising Star, and Gleaming Star. Applications are available online at: www.llr.sc.gov/aboutus/mediacenter/news/2022/index.aspx.

Application deadline is May 13, 2022!

Training information, registration and course details can be found at www.scosha.llronline.com/outreach/training.aspx

Join National Safety Stand-Down to Prevent Falls in Construction

MAY 2 - 6, 2022



PLAN. PROVIDE. TRAIN.
Three simple steps to preventing falls.

Fatalities caused by falls from elevation continue to be a leading cause of death for construction employees, accounting for 351 of the 1,008 construction fatalities recorded in 2020 (BLS data). Those deaths were preventable. The National Safety Stand-Down raises fall hazard awareness across the country in an effort to stop fall fatalities and injuries.

Conduct a Safety Stand-Down

Companies can conduct a Safety Stand-Down by taking a break to have a toolbox talk or another safety activity such as conducting safety equipment inspections, developing rescue plans, or discussing job specific hazards. Managers are encouraged to plan a stand-down that works best for their workplace anytime. OSHA hosts an Events page with events that are free and open to the public to help employers and employees find events in your area.

If you plan to host a free event that is open to the public, contact your Regional Stand-Down Coordinator. For more information, visit www.osha.gov/stop-falls-stand-down



www.nrca.net

National Roofing Week 2022 | June 5-11

National Roofing Week raises awareness of the significance of roofs to every home and business and share the industry's good deeds.

Organized by NRCA, National Roofing Week traditionally takes place during the first full week of June and promotes the importance of hiring a professional roofing contractor and making informed decisions about maintaining or replacing any roof system.

In celebration of National Roofing Week, NRCA will host the new 15 Seconds of Fame Raffle, sponsored by A.C.T. Metal Deck Supply. Open to all NRCA member companies, the raffle involves companies making a 15-second video about their company and submitting it to NRCA for a chance to win a prize.

NRCA also will be sharing its members' stories through its various social media outlets and Professional Roofing magazine. Members throughout the U.S. are encouraged to share their stories of charitable giving, crew and staff appreciation, and signature roofing projects with NRCA.

Want to show support for National Roofing Week? Get your crews National Roofing Week T-shirts! Supplies are limited, so order soon! For more information, visit the National Roofing Week page on NRCA's website. Additional National Roofing Week materials will be available during the coming months.



VISIT NRCA'S SUPPLY CHAIN SHORTAGE INFORMATION WEBPAGE

The COVID-19 pandemic has affected the roofing industry in numerous ways, including leading to a widespread shortage of materials. The prices for materials have been increasing, and supply chains have been disrupted as lockdowns, tariffs and other factors cause delays and limited availability.

Additionally, Russia's invasion of Ukraine contributes to the supply chain issues.

In response, NRCA has made available a Supply Chain Shortage Information webpage to help its members stay up to date with the latest news regarding materials shortages and price hikes in the industry.

www.nrca.net/resources/supply-chain-shortage

NEW YEAR. NEW EDUCATIONAL OPPORTUNITIES!

Space is limited and class sell out, register today!

www.nrca.net/news-events/calendar/

NATIONAL ROOFING CONTRACTORS ASSOCIATION

National Roofing Week

NRCA

JUNE 5-11

AssuredPartners

Solutions - Not Just Insurance!

- Personal Insurance
- Employee Benefits
- Commercial Insurance
- Surety
- Risk Management

Cindy Shumpert

803.732.6331
Cindy.Shumpert@AssuredPartners.com

Proudly Supporting
CRSMCA

CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 17-19, 2023

2023 CAROLINAS
MID-WINTER
ROOFING EXPO

BENTON CONVENTION CENTER
WINSTON-SALEM, NC



2021 GORDON M. WATERS DISTINGUISHED SERVICE AWARD

HISTORY OF GORDON M. WATERS

Back in 1942 a group of Carolinas roofers and sheet metal workers gathered in Charlotte to reorganize the Carolinas Roofing and Sheet Metal Contractors Association. There was a nice-looking young fellow by the name of Gordon Waters, who was a new to attending the Association. He was asked to act as temporary secretary and did his job nicely. He looked good to the group, and when election of officers was made Gordon Waters had been chosen to head the Association. Gordon made us a good president and had the backing of the whole membership. The members elected him to represent the Carolinas Roofing and Sheet Metal Contractors Association at the United Roofing Contractors Association Chicago convention. He looked good to folks there, who elected him on the Board of Directors of the national association, even though we had another Carolinian on the Board. In the two years, on the Board and on committees his work was such that at the St. Louis convention in February, Gordon was elected Second Vice President of URA. So much for associational work.

Gordon lived in Rocky Mount, NC and headed up Water Brothers who started in business in 1921. They installed roofing and sheet metal work but did not handle furnaces. In May 1946, they were approved to apply bonded roofs by Barrett and Johns Manville. They were busy and had quite a bit of work lined up for the summer and fall.

Gordon said things looked good for him that year, if they could just get deliveries of material. He said labor conditions had improved for them.

They had been approved for on-the-job training for veterans and were employing ten returned veterans that year. He said veterans are good average employees.

Gordon was interested in improving his equipment, had put in a spot welder, and was also adding to his hoisting equipment, he was looking around and think of power shear and power rollers. It was a pleasure to associate with roofers like Gordon Waters.

In 1964, the CRSMCA Board developed the Gordon M Water Distinguished Service Award in honor of Mr. Waters for his service and commitment to the roofing industry and in 1965 became the first recipient of this award. For 54 years this honor has been passed down to deserving individuals. This is CRSMCA's highest honor. This award is based on these qualifications:

Good Moral Character - Good Business Model - Community Leader Proven service and leadership to the association - Must be unanimous decision by the nominating committee - Has served on the CRSMCA Board - Responds positively when asked to serve - Shows true passion for the association.

David Griffin is the recipient of the 2021 Gordon M. Waters Distinguished Service Award and he exemplifies the qualifications of this award.

Not only has David been an avid promoter of the roofing industry, growing in the roofing industry and as well as within your own company, he also shares these same desires with the CRSMCA. It is his desire to share what he has learned from other leaders and through his own experience that has been a true asset for CRSMCA and the members.

Our recipient has served on educational committees for CRSMCA as well as formed the CRSMCA Master Installer Certification Program and continues to bring valuable educational topics to CRSMCA. Our recipient served over 15 years on the CRSMCA Board of Directors as a District Director and serving through the chairs of the Secretary/Treasurer role through his term of President in. Our recipient began his career as a Roofer for AAR Roofing at the age of 17. He went into the office around 19 years old doing CAD drawings for AAR. He wanted to become an estimator, so he took it upon himself to take old plans home to learn how to bid on projects. He would compare his bids to the previous bid totals and learned how to be an estimator on his own. AAR eventually promoted him to an Estimator.

Around 1996, AAR asked him to run their office in Wilson, NC. He did this for the next 3 years and then opened an AAR office in Conway, SC in 1999.

In 2002, Ken Gwyn (Triad Roofing-Winston-Salem, NC) and Roger Trute (Allied Roofing-Kernersville, NC) approached our recipient about running a new company in Conway, SC as part owner and President. That was the start of Coastal Commercial Roofing Co., Inc.

Coastal Commercial Roofing Co., Inc was founded in February 2002. The Bulldog Group wOur recas founded in 2008 as a separate company but in 2015, Bulldog became the Holdings company for all the other companies in their organization. At that time, our recipient sold his Coastal Commercial Roofing stock to Bulldog Group and became a stockholder in the Bulldog Group, Inc. He is still the President of Coastal Commercial Roofing Co and a stockholder of Bulldog Group.

Our recipient, David Griffin, married his lovely wife, Kimberly (Kim), on June 26, 1999. They have two sons, Dylan and Caden.

Please welcome David Griffin to the podium as the 2021 Gordon M. Waters Distinguished Service Award recipient.





79th ANNUAL MEETING/SUMMER CONVENTION JUNE 23-26, 2022

Marriott Hilton Head Resort & Spa

2 Grasslawn Ave | Hilton Head Island, SC | 843.686.8400

SCHEDULE OF EVENTS

Thursday, June 23, 2022

8:00am SHOTGUN START

Golf Outing (*Location TBD*)

12:00pm - 5:00pm

Registration Desk Open

1:30pm - 2:30pm

CRSMCA Executive Committee Meeting

3:00pm - 4:00pm

**CRSMCA Board of Directors & Associate Group
Liaisons Meeting**

4:00pm - 6:00pm

Networking Reception

Friday, June 24, 2022

8:00am - 12:00pm

Registration Desk Open

8:15am - 8:45am

Associate Group Membership Meeting

8:45am - 9:00am

Welcome Announcements | Business Session

To provide conference details, recognize CRSMCA Board members and special sponsors.

9:00am - 10:00am

NRCA Update

NRCA will update CRSMCA members on NRCA activities and trends within the roofing industry and nationwide.

10:00am - 11:30am

Education Session

4:00pm - 6:00pm

Networking Reception

Saturday, June 25, 2022

8:30am - 12:00pm

Registration Desk Open

9:00am - 10:25am

Past President Roundtable Q & A

Moderated by DSA Recipient

CRSMCA Members will discuss current membership needs and important issues

10:30am - 11:45am

CRSMC-SIF Presentation

Sponsored by the CRSMC-Self Insurers Fund

12:00pm

Beach Social

CRSMCA will host a Beach Social for all attendees to come and enjoy fun and networking. Bring your beach games for all to enjoy and participate in!

4:00pm - 6:00pm

Cocktail Reception with Honors Recognition

CRSMCA Executive Committee will recognize the leaders of CRSMCA, welcome new Board members, honor the 2022 graduating class of the CRSMCA Master Installers Certification Program, and announce the Gordon M. Waters Distinguished Service Award recipient.



HOTEL RESERVATIONS ARE OPEN UNTIL MAY 22, 2022

<https://www.marriott.com/event-reservations/reservation-link.mi?id=1643760354478&key=GRP&app=resvlink>

Online Reservations:

Phone reservations:

843.686.8400

Group Code: Carolina Roofing



79th Annual Meeting & Summer Convention

June 23-26, 2022

Myrtle Hilton Head Resort & Spa

2 Grasslawn Ave | Hilton Head Island, SC | 843.686.8400

REGISTRATION FORM

COUPLE REGISTRATION FEES:

Regular Couple Registration	\$545
Past President Couple Registration	\$445
RETIRED! Past President Couple Registration	\$225
Children Registration [19 and over]	\$ 50
Children Registration [18 and under]	\$ 25

COMPANY NAME _____

ADDRESS _____ CITY _____ STATE _____

PHONE _____ EMAIL _____

List first and last names, as they should appear on the name badge.

Please check the box if you are a first time attendee.

(First time attendees receive a \$25 DISCOUNT!)

COUPLE 1

 Name _____ Shirt Size _____
 Guest _____ Shirt Size _____

CHILDREN REGISTRATION:

Name _____ Age _____ Shirt Size _____
 Name _____ Age _____ Shirt Size _____

COUPLE 2

 Name _____ Shirt Size _____
 Guest _____ Shirt Size _____

CHILDREN REGISTRATION:

Name _____ Age _____ Shirt Size _____
 Name _____ Age _____ Shirt Size _____

CANCELLATION POLICY: All requests for refunds *must* be made in writing prior to May 15, 2022 for a 50% refund. **NO REFUNDS will be accepted after May 15, 2022**

ALL REFUNDS WILL BE ISSUED AFTER JUNE 30, 2022

PLEASE INDICATE YOUR EVENT(S) PARTICIPATION:

Thursday, June 23, 2022 \$125 per player
 Golf Tournament (Location TBD) | Shotgun start at 8am

 Name _____

 Name _____

 Name _____

 Name _____

Saturday, June 25, 2022 Beach Social FREE!

 Name _____ Age _____

 Name _____ Age _____

 Name _____ Age _____

 Name _____ Age _____

 Name _____ Age _____

 Name _____ Age _____

Payment Information:

Total Registration Fee: \$ _____

Total Golf Fee: \$ _____

Total Children Fee: \$ _____

GRAND TOTAL \$ _____

Method of Payment*:

Check Enclosed No. _____ VISA | MC | AMEX

**PAYMENT MUST ACCOMPANY REGISTRATION TO BE PROCESSED!*

Account Number** _____ Exp. Date _____ CVV Code _____

Name (as it appears on card) _____ Signature _____

*** Please be sure to include your credit card information. Due to PCI Compliance, CRSMCA is no longer able to retain your credit card authorization. Thank you for your understanding.*

RETURN FORM TO: CRSMCA PO BOX 7643, CHARLOTTE, NC 28241

cbsims@crsmca.org

SPONSORSHIP FORM

CRSMCA would like to **thank you** for your consideration in purchasing a sponsorship. All sponsorship purchases are applied to the **advancement of education** to the CRSMCA membership.

ALL SPONSORSHIPS WILL RECEIVE THE FOLLOWING RECOGNITION, AS WELL AS ADDITIONAL BENEFITS

WHERE NOTED:

Listing in the CRSMCA *Carolinas Contacts* Magazine, Listing in the Annual Program, Listing in the Annual Banquet Program, Listing on the CRSMCA website, Listing in the 2022-2023 CRSMCA Membership Directory, and verbal recognition at the Annual Meeting/Summer Convention

PROFESSIONAL SPONSOR **\$5,000**

Included with your sponsorship is a company banner, TWO complimentary couple and TWO golf registrations

GOLF OUTING SPONSOR **\$5,000**

Included with your sponsorship is a company banner, ONE complimentary couple and TWO golf registrations

DIAMOND SPONSOR **\$3,000**

Included with your sponsorship is ONE complimentary couple and ONE golf registrations

Bags T-Shirts

PLATINUM SPONSOR **\$2,000**

Included with your sponsorship is ONE complimentary couple registration

Thursday Reception Friday Reception

GOLD SPONSOR **\$1,500**

Included with your sponsorship is ONE complimentary golf registration

Beach Social Chairs [Set of 20 chair/set for social event on Saturday, 12p – 4pm]
 Audio/Visual Support Saturday Reception

BRONZE SPONSOR **\$500**

Badges

PAST PRESIDENT SPONSOR **\$200**

GOODWILL SPONSOR **\$200**

GOLF OUTING AWARDS

I would like to sponsor the 1st place team prize
**Sponsor company provides CRSMCA with (4) items*

I would like to donate funds for the 1st place team prize
**Sponsors company provides monies to CRSMCA*

METHOD OF PAYMENT:

Check Enclosed

Amount authorized: \$ _____

AMEX | MasterCard | Visa

Company Name _____

Contact Name _____

Account No.** _____

Exp Date _____

CVV Code _____

Name (as it appears on card) _____

Signature _____

****Due to PCI Compliance, CRSMCA is no longer able to retain your credit card authorization. Please be sure to include your credit card information. PLEASE SUBMIT YOUR COMPANY LOGO VIA EMAIL TO CBSIMS@CRSMCA.ORG TO BE PRESENTED DURING THE GENERAL SESSIONS**

Please send the form with payment information to the following address or email listed:

**CRSMCA
P O Box 7643
Charlotte, NC 28241-7643**

cbsims@crsmca.org

****Please return by May 15, 2022 to be listed in the 79th Annual Meeting & Summer Convention Program****

HOW CAN TECHNOLOGY HELP ATTRACT AND RETAIN EMPLOYEES?

As the construction industry continues to face a labor shortage, developing and retaining talent is crucial. Technology can play an important role in retention and satisfaction when implemented with employees in mind, according to www.forconstructionpros.com.

A survey from TRUCE Software asked workers to weigh in regarding how employers can use technology to enhance the employee experience.

Thirty-one percent of respondents said enforcing work/life boundaries is the best way employers can attract, retain and empower employees, and 21% said offering the latest technology is the best way to do so.

Respondents also largely view technology at work favorably; half believe work-related technology will help them be more productive at work in 2022, and more than a third believe it will allow more flexibility. A 2021 TRUCE Software study specific to workforce mobility found 60% of respondents believe mobile devices make them more productive on the job.

However, technology at work brings challenges. Respondents expressed a desire for more policies to protect work/life balance, and about 25% said having to always be connected was their biggest concern with work technology. Forty-three percent of respondents said they believe it is solely their responsibility to manage the blurred lines between work and personal life; in general, people over 45 said they believe it is a personal responsibility and those younger than 45 more commonly viewed it as the employer's responsibility.



Advertise with the Carolinas Contacts Magazine

The CRSMCA Carolinas Contacts Magazine is published every other month, six-times a year, and is placed in over 800 roofing industry professional email inboxes throughout the Carolinas, Georgia, Virginia and more located in

the southeast region. The CRSMCA Carolinas Contacts Magazine is also displayed on the CRSMCA website page with archived issues.

The magazine provides valuable information from products to services and regulations that are important to the roofing industry businesses as well as news and events within the roofing industry.

Submit full-color, high-resolution pdf artwork to or for additional information on placing your advertisement, contact Carla Sims at csims@crsmca.org

MEMBER PRICING

Ad Size	6xs	3xs
Full Page	\$588	\$615
1/2 Page	\$345	\$360
1/3 Page	\$255	\$268
1/6 Page	\$199	\$210
Contractor Ad	\$165	----

NON-MEMBER PRICING

Ad Size	6xs	3xs
Full Page	\$588	\$615
1/2 Page	\$345	\$360
1/3 Page	\$255	\$268
1/6 Page	\$199	\$210

AD SPECIFICATIONS

Size	Horizontal (width x height)	Vertical (width x height)
Full Page	7.5" x 10" (no bleed)	--
1/2 Page	7.5" x 4.625"	3.625" x 10"
1/3 Page	5" x 4.625"	2.375" x 10"
1/6 Page	3.625" x 4.625"	--
Contractor Ad	3.5" x 2"	--



COMMERCIAL SALES CENTERS CAROLINAS

Servicing All Your Commercial Roofing Needs

PRO+ Digital Suite

- Delivery Tracking
- Digital Order Entry
- Order History
- Online Bill Pay
- Custom Order Templates
- Branch Locator

Engineering Support

- Lead Generation
- Job Tracking
- Job Quotes
- Tapered Design
- Metal Design
- LEED-Green

Project & Business Support

- Tech Support
- Logistics
- Material Sourcing
- Product Updates
- Data Bulletins
- Quick Turn-Around

5945 Harris Technology Blvd.
Charlotte, NC 28269
833-552-2122
Servicing Charlotte, Upstate SC,
Asheville, Statesville Markets

1240 Atlas Road
Columbia, SC 29209
866-580-0552
Servicing Columbia, Charleston
& Myrtle Beach Markets

1424 S Bloodworth St.
Raleigh, NC 27610
833-408-1911
Servicing Raleigh, Greensboro
& Eastern NC Markets



ATTRACTING WOMEN TO THE CONSTRUCTION INDUSTRY IS KEY

The U.S. Bureau of Labor Statistics shows only 10.9% of all people working in the construction industry are women, and women account for only one out of every 100 employees in the field, according to www.forconstructionpros.com. As Women in Construction Week approaches and the construction industry continues to struggle with a long-term labor shortage, attracting more women to the industry could be key.

Following are some tips that could change the way women view careers in construction and help attract them to the industry.

- **Money talks.** Although women lag in earnings in all industries, the gender pay gap is much smaller in the construction industry. In 2018, women working full-time in construction and extraction occupations made \$785 per week at the median compared with \$834 for men. Although women overall earn 81 cents for every dollar earned by a man, women in construction make 94 cents for every dollar earned by a man. The construction industry offers women well-paid jobs that do not require a college degree; job security; competitive benefits; paid vacation and the satisfaction of building something that contributes to their communities.
- **Highlight the training and advancement opportunities available.** There can be a psychological barrier for women to enter a job they believe is a man's job. But companies just need to train the right people, regardless of gender. Many women do not realize construction careers are accessible through apprenticeships, which provide paid on-the-job learning combined with postsecondary classroom instruction. Women-focused pre-apprenticeship programs have succeeded in increasing women's access and success in construction careers.
- **Change perceptions and advocate for equality.** There are a wide range of roles in the construction industry, and women must be encouraged to seek these roles and given the opportunity to advance. Children are being exposed to potential careers at a young age, and the industry should tailor its message to young girls—not just boys—and change outdated perceptions. Also, when women enter construction careers, company leadership must ensure they are being respected. For example, be sure there are female personal protective equipment options that include work clothing that fits properly and allows women to do their jobs comfortably and safely. It is important for women to see the construction trades as a viable career path, and normalizing it can help the industry reach that goal.

WHAT ARE SOME CONTRACTORS DOING TO SURVIVE THE SUPPLY CHAIN CRISIS?

Prices for essential parts such as roofing materials or steel pipe have risen by at least 50% in a year, and lead times for materials have increased significantly, according to www.constructiondive.com.

Supply chain issues are leading to some contractors taking measures such as renting or building warehouses to stockpile supplies, or putting in “ghost orders”—multiple bids for a single product.

“It’s as bad as any time during COVID,” said Erin Roberts, who leads Ernst & Young’s global construction and engineering practice. “You’ve got all this demand after a brief pause shutting down the supply chain, and it’s just causing havoc.” Supply shortages have led to the largest annual spike of input prices to construction since data collection began in 1987. On average, input prices for nonresidential construction surged more than 24% during the past year. And construction companies are trying to manage owners’ expectations amid the chaos.

“We’re at the point now where we’re warehousing materials and getting them wherever we can,” said Peter Tuffo, president of Boston-based Suffolk Construction’s South Region. “If you have to move it twice, you move it twice. But you know what? That cost of moving it twice is much less than having no work to put in place for that month.” Chris Bailey, senior vice president of integrated solutions at XL Construction, said some lead times for materials have been pushed into 2023. His most challenging materials and lead times include roofing and roof insulation, steel bar joists and metal decking—all with a lead time of eight to 10 months. EPDM membranes reportedly are nearly impossible to find.

Additionally, with companies renting warehouses to store materials, a shortage of warehouse space has emerged. Some contractors even are building their own warehouses—temporary structures on or near job sites to store materials. Manufacturers have had to pull back on orders. Chris Fitzgerald, global vice president at Downers Grove, Ill.-based Univar Solutions said if a product is limited, he might only give customers 70% of the previous year’s order. Additionally, Brian Sudduth, president at Fort Lauderdale, Fla.-based Miller Construction Co. said mid-level suppliers are “pushing back and asking for project-specific information ... so they don’t have a bunch of ghost orders down the line.” Contractors have started to kick off the preconstruction phase of projects as much as 18 months ahead of groundbreaking, which is almost a year earlier than typical. The extra months are spent gathering supplies. “You’re spending the first two months ordering to get material there so it’s onsite or in a bonded warehouse or in storage bins,” said Granger Hassmann, vice president of preconstruction at Adolfson & Peterson Construction, Minneapolis. “Wherever you can put it just to make sure you’ve got it and it’s captured.”



CAROLINAS ROOFING AND SHEET METAL
CONTRACTORS ASSOCIATION, INC.

PROFESSIONAL ROOFING CONTRACTORS COVERING THE CAROLINAS

5th Annual
GOLF
-Tournament-



Because a day of golf is always a good idea.

OCTOBER 13 AT 9AM

Rocky River Golf Course [Concord, NC]

www.crsmda.org

THURSDAY, October 13, 2022

ROCKY RIVER GOLF CLUB | CONCORD, NC

CAPTAIN'S CHOICE – TOURNAMENT PLAY BEGINS AT 11:15AM
EVENT INCLUDES TOURNAMENT, POKER RUN, AND AWARDS PROGRAM

DEADLINE TO REGISTER YOUR TEAM IS SEPTEMBER 1, 2022

REGISTER ONLINE AT WWW.CRSMCA.ORG or

COMPLETE THIS FORM AND RETURN TO CRSMCA

[accompanied by payment for processing or registration will not be processed until received]

PLAYER 1.

Name & Company *(if different from above)*

PLAYER 2.

Name & Company *(if different from above)*

PLAYER 3.

Name & Company *(if different from above)*

PLAYER 4.

Name & Company *(if different from above)*



EVENT AGENDA:

- 8:00am ASSIGNED! Sponsors Check-In
- 9:45am Team Check-In
- 10:45am Lunch provided
- 11:15am Tournament play begins [Captain's Choice]
- 6pm Pickup Awards & Prizes

TEAM REGISTRATION - \$475.00

**registration includes player fee, green fees, golf-cart rental, lunch);*

ITEMS MUST BE PRE-PURCHASED

MULLIGAN'S PACKAGE: # _____ PKGS x \$10 = \$ _____

includes (1) mulligan, (1) tee-buster, and (5) raffle tickets for drawings

RAFFLE TICKETS: # _____ tickets \$ _____

\$2 each or \$10/6 tickets or \$20/15 tickets

TOTAL DUE: \$ _____

PAYMENT DETAILS:

Company Name

Contact Name

Credit Card No.

Exp Date

CVV Code

Name on Card

E-Mail for receipt and confirmation

PO Box 7643, Charlotte, NC 28241-7643 | 704.556.1228 | cbsims@crsmca.org

Proceeds benefit the CRSMCA Scholarship Fund, organized by CRSMCA members to donate to a member and/or family member to further their education. CRSMCA Scholarship Fund is a registered 501 (c)(3) non-profit organization. All donations are fully tax deductible to the extent allowable by law.

HOARDING, GHOST ORDERS AND POP-UP WAREHOUSE: Construction's New Supply Chain Playbook

Written by Joe Bousquin, ConstructionDive, Published Feb 23, 2022

Following are few details from the article that we would like to share with you. To view the article in its entirety, please visit: www.constructiondive.com/news/hoarding-ghost-orders-and-pop-up-warehouses-constructions-new-supply-cha/619131/?utm_source=Sailthru&utm_medium=email&utm_campaign=Issue:%202022-02-23%20Construction%20Dive%20Newsletter%20%5Bissue:39943%5D&utm_term=Construction%20Dive

Few old-timers can remember searching harder for roofing materials, bar joists or steel pipe. Prices for essential parts like these have risen by at least 50% in a year, and delivery dates are at least as long, if not twice. To survive, some contractors have resorted to hoarding.

Supply shortages, worsened by surging demand, have led to the largest annual spike of input prices to construction since 1987, when data collection began.

The Associated General Contractors of America spelled out the pain in numbers. Price increases for construction materials, 12-month change through January 2022.

Construction Product	Change
Steel mill products	112%
Steel pipe and tube	78%
Structural metal, non-industrial buildings	60%
Metal bar joists & rebar	55%
Plastic construction products	35%
Aluminum mill shapes	33%
Copper and brass mill shapes	25%
Architectural coatings	24%
Gypsum products	23%
Lumber and plywood	21%
Insulation materials	19%
Asphalt felts and coatings	18%

Long Lead Times

Most challenging materials and lead times include:

- Roofing and roof insulation (8 - 10 months)
- Steel bar joists (8 - 10 months)
- Metal decking (8 - 10 months)
- Aluminum windows and window curtain walls (6 - 12 months)
- Precast concrete wall panels (6 - 10 months)
- Structural steel (6 - 8 months)
- Metal studs and cold formed metal framing (2 - 4 months)

Roofing materials are as scarce as hen's teeth.

SAFRAN LAW OFFICES



SERVING INDUSTRY FOR OVER 30 YEARS

FIND US ON THE WEB:



www.safranlaw.com

SCHEDULE A LUNCH AND LEARN:



law@safranlaw.com

FOLLOW US ON TWITTER:



[@safranlawBJS](https://twitter.com/safranlawBJS)

SUPPLY CHAIN CHAOS

Material shortages and price volatility plague the industry

Written by Chrystine Elle Hanus & Mark Graham, NRCA's Professional Roofing , February 2022

First it was toilet paper and flour. Then it was lumber, home gym equipment and homeschool supplies. Now it's semiconductor chips, groceries and parts needed for home improvement projects, including roof systems. What started as various industry hiccups at the beginning of the COVID-19 pandemic has evolved into a full-blown breakdown in the global supply chain.

Rising construction material costs and lack of availability is making it difficult to provide estimates for roofing projects, let alone complete them. Roofing companies are struggling to get projects started, and major roofing projects are being put on hold. To navigate through the supply chain crisis, it's helpful to know how the industry got to this point, its current state and where it's headed.



A global problem

Unfortunately, there is no historical precedent for the current supply chain shortage, according to David Dreyfus, an assistant professor in the department of supply chain management at Rutgers Business School in Newark, N.J. The world was not globalized during the 1918 flu pandemic as it is now. Dreyfus notes even the pharmaceutical shortages experienced after Hurricane Maria in 2017 that affected Puerto Rico's manufacturing sector only lasted a few months.

"The entire world experienced the same disruption, this pandemic," Dreyfus said in a November 2021 New England Cable News article. "So instead of it being isolated to a natural disaster like a hurricane or tsunami where it's just one area of the world, the entire world closed down."

Supply chain problems are not new; they existed before the pandemic. There was a shortage of drivers to transport supplies, and online shopping increased the number of goods to be delivered, according to Douglas Hales, a professor of operations and supply chain management at University of Rhode Island's College of Business, South Kingstown. Even with ports in Los Angeles and Long Beach, Calif., operating at capacity, there still are too few truckers, not enough workers in warehouses and distribution centers, and other logistical problems.

"Ships are waiting to unload, and port operators say companies are not picking up their goods quickly enough," Hales says. "Truckers report delays with crane operators and say they are stymied by cross-country trucking regulations. Those rules merit a review."

The head of the Teamsters union in the Los Angeles and Long Beach port areas says supply chain problems are complex.

"The problem is the way the trucking industry in the [Los Angeles and Long Beach] port area is done," said Teamsters General President Jim Hoffa during a Dec. 8, 2021, Zoom presentation.

"It's being done on the terrible, terrible basis of [employee] misclassification. It's rotten to the core, and that's why truckers are not showing up. I don't blame them."

During the presentation led by the union, according to the Los Angeles Daily News, Hoffa said the problem isn't too few drivers but rather a system in which drivers must bear much of the financial burden themselves, including paying for trucks and fuel while having no regular employee benefits, such as sick pay or health insurance.

www.METALDECKSUPPLY.com
YOUR ONE-STOP METAL DECK SHOP!

METAL DECK SUPPLY
50 YEARS 1970 - 2020

VISIT US AT BOOTH #212

METAL DECK REPLACEMENT?

- ✓ LARGEST INVENTORY IN STOCK FOR IMMEDIATE USE
- ✓ KNOWLEDGEABLE STAFF
- ✓ VARIETY OF DECK IN STOCK
- ✓ PICK UP OR DELIVERY
- ✓ MOBILE WEBSITE

PROUD MEMBER

CONTACT US TODAY FOR THE BEST SERVICE AND LEAD TIME

ALL ORDERS READY IN 2 HOURS FOR "TOUCH-FREE" PICKUP

800.894.7741 | SALES@METALDECKSUPPLY.COM

Los Angeles Daily News reports Hoffa has spoken with the Biden administration's new labor secretary, Marty Walsh, a former union president, and said he's hopeful something might be done to rectify the situation. California Senate Bill 338, which took effect Jan. 1, penalizes cargo owners who use companies with drivers who aren't employees. However, another piece of legislation, California Assembly Bill 794, would disqualify trucking companies from receiving funding for clean trucks. "It's a big battle," Hoffa said. "It's going to be a battle all the way."

Despite the supply chain crisis, Los Angeles-area ports are on track for a record year, according to L.A. Biz. As of Dec. 15, 2021, more than 18.5 TEUs (20-foot equivalent units) have moved through San Pedro Bay—up 18.5% from the first 11 months of 2020.

Domestic issues

Compared with other industries, the U.S. roofing industry is mostly domestic in nature. A vast majority of roofing products and materials used are manufactured in the U.S. from U.S.-sourced raw materials by U.S. suppliers and distributors and installed by U.S. roofing contractor companies. Although the global economy has some effect on many purchasing decisions, the U.S. roofing industry is largely driven by the U.S. economy, interest rates and consumer sentiment.

During the past decade, the U.S. roofing industry has experienced consistent, moderate growth. The materials and products supply chain has expanded, and field personnel have been added to fill the growing need. In many regions, growth has been limited by a lack of adequately trained field personnel.

At the same time, energy code requirements and sustainability incentive programs have resulted in a demand for more energy-efficient roof systems. Mandated increases in insulation values necessitate thicker and greater amounts of insulation resulting in demand for additional materials and installation labor.

By many measures, 2020 was a productive year for the U.S. roofing industry. For example, 2020 was a near-historic record year for asphalt shingle roof system installations. Homeowners invested in reroofing and maintaining their homes during the pandemic, and the roofing industry responded to several weather events involving high winds and hail. Institutional and industrial segments of the U.S. roofing industry experienced similar activity.

But one noticeable change that came with the pandemic is the roofing material and product inventory shrunk considerably as some material suppliers and distributors reduced their inventories during the earliest days of the pandemic. Since the start of the pandemic, far more roofing materials and products are being shipped on a job-specific basis, especially roof insulation, roof

covering products and certain specialty products such as fasteners and adhesives.

At the end of 2020, there was a degree of uncertainty in the U.S. economy and within the roofing industry. Contractors were unsure whether roofing would be deemed an "essential" business, and U.S. roofing manufacturers, distributors and contractors placed minimal orders for materials and products. As a result of reduced demand, manufacturers scaled back their off-season production. Because of this, inventories were uncharacteristically low at the start of the 2021 roofing season.

NRCA was successful in lobbying for roofing to be classified as an essential business, and by February 2021, demand for roofing rebounded in many areas of the U.S. Roofing contractors' backlogs of work grew significantly spurred by low interest rates and stimulus funding. By March, roofing material shortages were common, and prices were increasing significantly and continue to fluctuate as demand for roofing services is high. On Sept. 22, 2021, NRCA held a Telephone Town Hall featuring leaders of significant industry manufacturers who shared updates and answered questions regarding the supply chain crisis.



Metal Roof Clips & Accessories

We manufacture and supply clips and accessories for the following roof systems:

- New Tech
- Englert
- Ultra Seam
- Zimmerman
- Knudson
- Rollformer
- Schlebach
- Quadra-Pro™
- and many more

LSI GROUP INC.
METAL BUILDING COMPONENTS
Logan Stampings - Roof Hugger - BPD

866-766-3254

Use our Online CLIP FINDER at WeGotClips.com



During the town hall, manufacturers raised a concern about “ghost orders,” where contractors placed orders with several suppliers for the same job or for materials that would not be used right away, which resulted in excess materials in some contractors’ warehouses while others awaited materials. Despite ordering issues, asphalt shingle production and installation remained extremely high during 2021, and roofing contractors in many regions are reporting significant backlogs of work well into 2022.

Manufacturers are reporting similar demand with anticipated lead times for fulfilling new orders between four and 12 months or longer. Shortages of materials and products are at the point where availability is limiting the ability to perform roofing work to a greater extent than a lack of adequately trained field personnel, a problem that has plagued the industry for years. It should be no surprise manufacturing prices go up because raw material prices go up. In some cases, the timing for determining the price roofing contractors pay for materials and products also has changed. Recently, several manufacturers have instituted new policies basing pricing at the time of shipment rather than at the time the order is placed. As a result, roofing contractors don’t have accurate material and product pricing at the time they prepare a proposal or bid for a homeowner or building owner. This is an obvious problem for roofing contractors as well as homeowners and building owners because there is likely potential for more price increases. According to the Associated Builders and Contractors, through November 2021, nonresidential construction material prices increased 24.5% compared with one year ago. Softwood lumber prices have fluctuated wildly and are up 3.5% year-over-year and up 6% from October to November 2021. Iron and steel prices are up 105.1% year-over-year and 3.6% from October to November 2021.

“There is no indication material prices will fall in the near future,” says ABC Chief Economist Anirban Basu. “With the Omicron variant now circulating around the world and leading to a wave of lockdowns and supply chain disruptions, demand for key commodities will continue to exceed supply. Among the implications is that estimators will be under enormous pressure to predict materials prices amid enormous volatility and uncertainty. Many ABC members expect profit margins to decline over the next several months.”

Further exacerbating the supply chain problem, in some situations, such as the aftermath of Hurricane Ida in 2021, roofing manufacturers were faced with declarations of force majeure (unforeseeable circumstances) regarding supply contracts and shipments from raw material providers, causing raw material slowdowns. In some cases, manufacturers need to find alternative raw material sources, resulting in stoppages in material and product manufacturing that likely have notable effects on material and product pricing.

Similar to other industries, the roofing industry continues to feel the effects of shortages of delays in and high pricing for

TAKEAWAYS

Commercial property insurer and supply chain resilience expert FM Global® identified six facets of the current supply chain crisis and takeaways:

1. The COVID-19 pandemic has disrupted demand and product supply. FM Global takeaway: Although the pandemic triggered supply chain problems, there are other contributors that are not going away.
2. The supply chain is susceptible to cyberattacks, such as the one on the Colonial Pipeline that disrupted the U.S. fuel supply. FM Global takeaway: Cybercrime has become big business, making cybersecurity a key part of business strategy.
3. Port backlog is an issue as goods have accumulated faster than workers can move them; an estimated \$24 billion of goods sit outside of California ports. FM Global takeaway: There are no assurances backlogs and elevated shipping costs will not continue through the middle of next year or longer.
4. Many countries lack enough truck drivers to move the goods that are backlogged in ports and other locations. FM Global takeaway: The truck driver shortage will strengthen the case for autonomous-vehicle development and lowering the interstate truck driving age.
5. Deadly floods have destroyed communities, severed railway links and disrupted manufacturing in China and Europe. FM Global takeaway: Although no single weather event can be conclusively attributed to a changing climate, flooding is a well-documented effect of warming temperatures and a growing risk to business.
6. A chip shortage has occurred as the pandemic closed factories and triggered a surge in technology demand, affecting auto, gaming, smartphone and medical device manufacturing, among many other industries. FM Global takeaway: Chip booms and busts have been common during technology’s history and likely will recur in the future.

In May 2021, FM Global released its 2021 FM Global Resilience Index designed to help organizations optimize their supply chains by providing data regarding the relative resilience of countries’ and territories’ business environments. The report is available at [fmglobal.com](https://www.fmglobal.com).

transporting roofing materials and products from manufacturers to suppliers and distributors, roofing contractors' warehouses and job sites. NRCA expects roofing material and product shortages, long lead times and significant price volatility to continue through this year.

Moving forward

To help alleviate supply chain issues, some manufacturers, such as Owens Corning, Toledo, Ohio, are ramping up manufacturing. The company's plans for 2022-23 include a multimillion-dollar investment that will increase capacity across its shingle plant network, adding the equivalent of a full shingle line to its shingle production capability. In addition, the company will make significant investments in increased inventory levels and warehousing to meet demand surges during peak seasons.

"Given the industry's fiberglass mat constraints, we are also excited to share that we have announced an expansion to our fiberglass mat facility in Arkansas that will significantly expand our mat capacity starting in 2023," says Gunner Smith, president of roofing for Owens Corning. "These investments will increase our production capacity in our roofing accessory products as well, supporting the growth of our Total Protection Roof System."

NRCA will continue to monitor the supply chain crisis and keep the industry apprised of developments. You can find more information on NRCA's dedicated supply chain shortage information webpage at nrca.net/resources/supply-chain-shortage. This section provides up-to-date news and what you can expect to see in the coming months, as well as a suggested price acceleration clause for your contracts to address unforeseen price increases and a recording of an NRCA supply chain webinar with industry leaders.

NRCA encourages you to share this information with your homeowner and building owner clients, building managers, general contractors and construction managers involved in roof purchasing decisions.

CHRISTINE ELLE HANUS is Professional Roofing's associate editor and an NRCA director of communications.

MARK S. GRAHAM is NRCA's vice president of technical services.



NATIONAL LADDER SAFETY MONTH PROMOTES SAFE LADDER USE

NRCA

Ladders are one of the most frequently cited Occupational Safety and Health Administration violations each year, accounting for construction industry fatalities and injuries.

This month marks the American Ladder Institute's sixth annual National Ladder Safety

Month, and there are various ladder safety resources available to help raise awareness and prevent falls.

- LadderSafetyTraining.org, an American Ladder Institute website, offers various training materials, including free interactive training modules.
- The National Institute for Occupational Safety and Health offers a free app called Ladder Safety, which provides immediate access to ladder safety tips and resources and can help with proper ladder positioning. The app is available for Apple and Android products.
- CPWR—The Center for Construction Research and Training offers ladder safety toolbox talks and videos.
- OSHA provides an eTool regarding ladder safety complete with pictures.



For more information, visit www.laddersafetymonth.com.

SAFETY TALKS



Cutting Corners on Small Jobs

A few years ago, a roofing contractor was working on a flat roof on which a 2-man crew was installing sheet metal. This job was only expected to last a few hours and was a relatively small single-story building – 15 feet in height and less than 50 feet wide. The two men working on this job were Matthew and Jared. Matthew had been doing roofing and sheet metal work for 15 years, Jared was relatively new to the industry.

While the two men were working on the roof, an OSHA compliance officer noticed them and stopped to observe. From her vehicle, she noticed that the two men working on the roof had no visible form of fall protection. She took pictures of the two men on the roof, both of whom appeared to be laying sheet metal and conducting roofing work. Following that, she video-recorded them. The photos and video showed that both Matthew and Jared were working on their knees and occasionally were leaning over the edge and that neither was wearing fall protection. The OSHA compliance officer then exited her vehicle, showed her credentials to the men, and called them off of the roof. Matthew explained to her that he was the foreman on the project and that he was also acting as the safety monitor.

In explaining the company's safety program to the OSHA compliance officer, Matthew told her that the company is a member of a workers' compensation self-insurance fund that uses a safety inspector to periodically monitor employees for compliance with safety rules at random jobsites. He went on to explain that he was not afraid of getting caught doing sheet metal work on this particular job while he was supposed to be performing the duties of a safety monitor, because (in Matthew's words) "Everyone cuts corners on smaller jobs because they know they will not get inspected – and besides, no one wanted to spend an hour setting up safety equipment for a job that could be completed in a just a few hours anyway."

The employer was cited by OSHA for violating an OSHA standard that requires the safety monitor have no other responsibilities which could take his/her attention from the monitoring function.

In discussing this incident with Matthew, he acknowledged his failure to adequately perform the safety monitor function but justified his actions because he was "bored" just standing there as a safety monitor and wanted to finish the job more quickly.

DISCUSS WITH YOUR CREW

- After Matthew expressed his belief that "everyone cuts corners on smaller jobs," what kind of roofing jobs do you think that OSHA compliance officer is going to be looking at in the future for violations of OSHA rules?
- After paying a hefty OSHA fine and hearing Matthew's view on cutting corners, how do you think this incident changed the way that Matthew's employer now views him?
- Jared was the laborer on this job and was relatively new to the industry. What values relative to safety do you think have been instilled in him after working with Matthew on several jobs?

SAFETY TALK ATTENDEES:

CHARLAS DE SEGURIDAD

Recortes en trabajos pequeños

Hace unos años, un contratista de techos estaba trabajando en un techo plano en el que un equipo de 2 hombres estaba instalando chapa metálica. Se esperaba que este trabajo solo durara unas pocas horas y era un edificio relativamente pequeño de un solo piso: 15 pies de altura y menos de 50 pies de ancho. Los dos hombres que trabajaban en este trabajo eran Matthew y Jared. Matthew había estado haciendo trabajos de techos y chapa durante 15 años, Jared era relativamente nuevo en la industria.



Mientras los dos hombres trabajaban en el techo, un oficial de cumplimiento de OSHA los notó y se detuvo a observar. Desde su vehículo, notó que los dos hombres que trabajaban en el techo no tenían ninguna forma visible de protección contra caídas. Tomó fotos de los dos hombres en el techo, quienes parecían estar colocando chapa metálica y realizando trabajos de techado. Después de eso, los grabó en video. Las fotos y el video mostraron que tanto Matthew como Jared estaban trabajando de rodillas y ocasionalmente se inclinaban sobre el borde y que ninguno de los dos llevaba protección contra caídas. El oficial de cumplimiento de OSHA luego salió de su vehículo, mostró sus credenciales a los hombres y los llamó del techo. Matthew le explicó que él era el capataz en el proyecto y que también estaba actuando como monitor de seguridad. Al explicar el programa de seguridad de la compañía al oficial de cumplimiento de OSHA, Matthew le dijo que la compañía es miembro de un fondo de autoseguro de compensación de trabajadores que utiliza un inspector de seguridad para monitorear periódicamente a los empleados para verificar el cumplimiento de las reglas de seguridad en sitios de trabajo aleatorios. Continuó explicando que no tenía miedo de ser atrapado haciendo trabajos de chapa en este trabajo en particular mientras se suponía que debía realizar las tareas de un monitor de seguridad, porque (en palabras de Matthew) "Todos cortan esquinas en trabajos más pequeños porque saben que no serán inspeccionados, y además, nadie quería pasar una hora configurando equipos de seguridad para un trabajo que podría completarse en un solo unas horas de todos modos". El empleador fue citado por OSHA por violar un estándar de OSHA que requiere que el monitor de seguridad no tenga otras responsabilidades que puedan desviar su atención de la función de monitoreo. Al discutir este incidente con Matthew, reconoció su incapacidad para realizar adecuadamente la función de monitor de seguridad, pero justificó sus acciones porque estaba "aburrido" simplemente parado allí como monitor de seguridad y quería terminar el trabajo más rápidamente.

DISCUTA CON SU TRIPULACIÓN

- Después de que Matthew expresó su creencia de que "todos cortan esquinas en trabajos más pequeños", ¿qué tipo de trabajos de techado cree que el oficial de cumplimiento de OSHA va a considerar en el futuro para detectar violaciones de las reglas de OSHA?
- Después de pagar una fuerte multa de OSHA y escuchar la opinión de Matthew sobre cortar esquinas, ¿cómo cree que este incidente cambió la forma en que el empleador de Matthew ahora lo ve?
- Jared era el trabajador en este trabajo y era relativamente nuevo en la industria. ¿Qué valores relativos a la seguridad crees que se le han inculcado después de trabajar con Matthew en varios trabajos?

ASISTENTES DE LA CHARLA DE SEGURIDAD:
