

CAROLINAS CONTACTS

November/December 2018

CONSTRUCTION COSTS ACROSS THE BOARD

Preview of Exhibitor
Listing, Carolinas
Mid-Winter
Roofing Expo



CRSMCA – COVERING THE CAROLINAS FOR OVER 65 YEARS



Annual Meeting & Summer Convention

75th anniversary

thank you to our Sponsors

Professional



Diamond



Gold



Bronze



Past President



Goodwill



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November|December 2018

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Scott Mathias

WATTS & ASSOCIATES
ROOFING, INC.



from the **PRESIDENT**

As holiday season is upon us, I would like to wish all my CRSMCA friends a Merry Christmas and Happy New Year.

In the past few months, the Carolinas has experienced a lot weather rain/snow/ice/rain that is leaving us all tied to the job. Remember to take a break in mid-January for the 2019 Carolinas Mid-Winter Roofing Expo. The conference will be held January 22-24 at the Raleigh Convention Center in Raleigh, North Carolina. CRSMCA will

be providing a Roofing Industry Career Day for students in the surrounding areas and counties, invited by the CRSMCA Planning Committee.

Education is always a gateway to networking at the Carolinas Mid-Winter Roofing Expo, there will be a variety of education from the Master Installers Certification Program, OSHA 10-Hour, Maciek Rugar [NRCA Technical Services], and an Architects Q & A.

As you make your way around the exhibit trade show floor, for the Car-

olinas Mid-Winter Roofing Expo, take time to notice your CRSMCA members that are sponsoring the conference and THANK your members for the continued support to make the roofing industry stronger and for the growth of CRSMCA.

On behalf of the CRSMCA Boards, I THANK YOU for your support and look forward to seeing the growth within the roofing industry and how CRSMCA can bring YOUR companies more opportunities to grow and learn!



CAROLINAS ROOFING & SHEET METAL CONTRACTORS ASSOCIATION

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Charlotte, NC 28241-7643 www.crsma.org
710 Imperial Court staff@crsmca.org
Charlotte, NC 28273

**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.

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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

CRSMCA members are upon a very busy timeframe of the year with holidays, weather obstacles, and yearend. I would like to take this opportunity to personally invite each and every single one of you to the 2019 Carolinas Mid-Winter Roofing Expo in Raleigh, North Carolina. The Expo will be held January 22 - 24, 2019.

This conference offers exciting opportunities to both Contractors and Associates. Contractors will have the opportunity to send all personnel to the conference for a one-time fee of only \$75.00. Also, for Contractors, there will be a FREE OSHA 10-Hour Training course, held over the 2-day expo. The training is first come, first served and space is limited.

Exhibitors/Associates are provided 2 FREE passes to pass out to contractor companies, regardless of current membership status of CRSMCA. Each pass will give admission to the entire company and these will eliminate the \$75.00 admission fee. There is also an exciting sponsorship opportunity available to Exhibitors/Associates called "Square Card". Each contractor-attendee will be given a card with different exhibitor logos and booth placement. Once the contractor-attendee gets all signatures on the squares, they will be entered into a drawing for different door prizes. This is a guaranteed way to get foot traffic to your booth. Sponsorship space is also limited, so please contact the CRSMCA office if you are interested in the purchase of a sponsorship.

I am looking forward to seeing you all at the Carolinas Mid-Winter Roofing Expo.

From my family to yours, please have a safe and blessed holiday season. I hope all of you had a great 2018, and are ready for what 2019 has in store.



ASSOCIATION

in Action

Carla B. Sims

CRSMCA
EXECUTIVE DIRECTOR



Merry Christmas to everyone... Santa Claus will be visiting homes soon and then we will be making New Year's resolutions. I hope everyone has had a great 2018-year and looking forward to making 2019 another year full of great memories!

As the 2019-year gets started, be sure to make your plans to attend the big show for the CRSMCA members. The Carolinas Mid-Winter Roofing Expo will be in Raleigh, North Carolina from January 22-24 at the Raleigh Convention Center and the Marriott Center City hotel. This conference will provide up to 80 exhibitors and over 400 attendees from vendors to contractors and architects and consultants. The conference provides a number of benefits to all attendees from networking with roofing industry professionals to educational seminars for earning CEUs for accreditations. Be sure to check out the full agenda

within this issue OR by visiting the CRSMCA website (www.crszca.org).

Following the Carolinas Mid-Winter Roofing Expo will be the 2nd Annual Spring Golf Tournament that will be held on Thursday, May 9, 2019 at the Rocky River Golf Course in Concord, North Carolina. This event WILL sell out to sponsors and golf tournament players, so I will urge you all to register early! There are eight (8) sponsorship opportunities remaining, golf hole sponsor to the beverage cart sponsor. Registration for the golf tournament players will open AT the Carolinas Mid-Winter Roofing Expo, so be sure to stop by the CRSMCA BOOTH TO PICK UP THE REGISTRATION FORM!

I look forward to catching up with you all at the Carolinas Mid-Winter Roofing Expo and seeing how the CRSMCA staff can better assist you and your companies!

AVERAGE INDUSTRY WAGE EXCEEDS \$30 FOR FIRST TIME THIS SEPTEMBER

Written by Dan Shaw,
dan.shaw@dailyreporter.com; October 5, 2018

Average hourly wages in the construction exceeded \$30 an hour for the first time ever this September, a prominent trades group reported.

The AGC reported that average hourly wages in the industry hit \$30.18 in September, an amount that was 3.1 percent higher than the comparable figure from a year earlier. The industry's average hourly wages are now 10.7 percent higher than those for all non-farm private-sector jobs.

Also, the AGC reported that the U.S. construction industry gained 315,000 jobs from September 2017 to September 2018, hitting a 10-year high. Drawing on federal data, the AGC reported that 7,286,000 people were employed in the industry last month, the largest number seen since May 2008.

Although the news will be welcomed by many, AGC officials warned that the industry is still being put at risk by a protracted labor shortage.

"The construction industry added workers and increased pay in the past year at rates higher than the overall economy," said Ken Simonson, AGC chief economist. "However, the pool of unemployed workers with construction experience has nearly evaporated, pushing up contractors' costs and adding to the project completion times."

Noting one more sign that the labor shortage isn't likely to go away anytime soon, the AGC reported that the unemployment rate in the construction industry was at 4.1 percent in September. That was down from the 4.7 percent rate seen in the same month last year. The construction unemployment rate is calculated by taken into account people who are out of work and were last employed in the industry.

STATUS NOTICE: NCRC, NCBC CH. 34 + NCEBC

A reminder out there to all those designers who are doing alterations on existing buildings. There have been so many changes in the last several years regarding which code is applicable that it is easy to lose track, especially when there were overlapping options for a couple of years. That is no longer the case. NCDOL has become aware of more designers and even some inspectors still referencing codes that are no longer in effect. So here is a formal reminder:

APPLICABLE CODES FOR ALTERATIONS OR ADDITIONS TO EXISTING BUILDINGS

2015 NC Existing Building Code
effective 03/01/2015

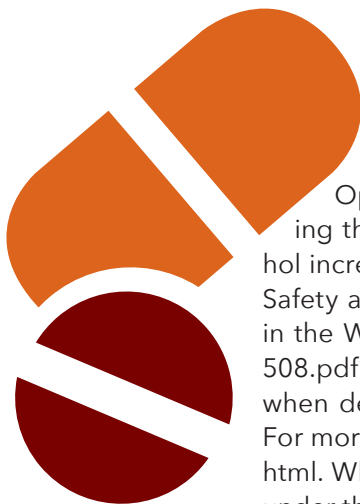
2012 NC Rehabilitation Code
no longer in effect as of 03/01/2018

2012 NCBC Ch. 34
deleted from 2012 NCBC when the 2015 NCEBC went into effect

2018 NCBC
After its adoption by the BCC, may be used as an alternate method of construction per NC Admin Code 102.5 if requested by the owner of the owner's agent.

NIOSH FACT SHEET ADDRESSES OPIOID OVERDOSES IN THE WORKPLACE

Opioid overdoses are increasing in the workplace, with the Bureau of Labor Statistics finding that between 2013 and 2016, overdose deaths from non-medical use of drugs and alcohol increased by 38% annually. In response to this trend, the National Institute for Occupational Safety and Health has released a new fact sheet, Using Naloxone to Reverse Opioid Overdose in the Workplace (link to publication: <https://www.cdc.gov/niosh/docs/2019-101/pdfs/2019-101-508.pdf?id=10.26616/NIOSH PUB2019101>). It provides a series of steps for employers to consider when deciding whether to make the overdose reversal medication available in the workplace. For more information, see the news release at <https://www.cdc.gov/niosh/updates/upd-10-11-18.html>. When implementing a naloxone program, employers are reminded of their responsibilities under the Occupational Safety and Health Act to provide their employees with a safe and healthful workplace.



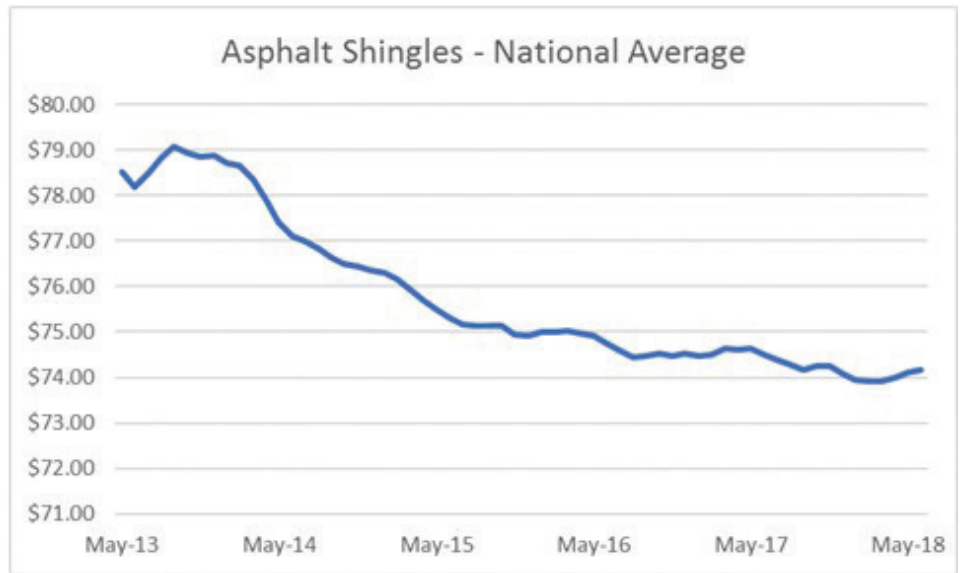
NEWS

in the Carolinas

PRICING IN THE ROOFING INDUSTRY

Reprinted from CoreLogic, a leading property information, analytics and services provider. The company's public, contributory and proprietary data includes over 3.5B records spanning more than 50 years. CoreLogic is headquartered in Irvine, CA.

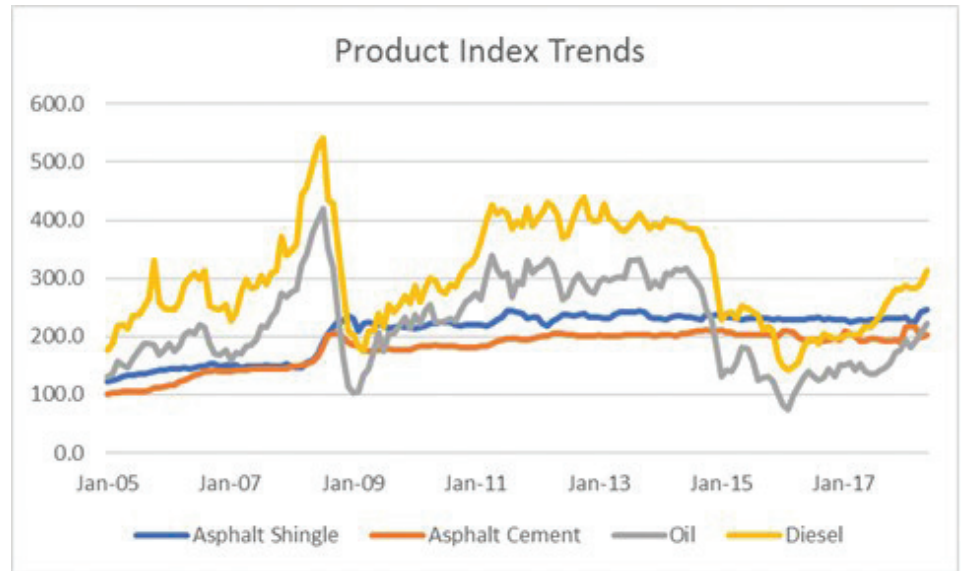
The average price nationally for roofing materials, like asphalt shingles, has remained mostly stable the last couple years until the storms of late 2017 hit. Since the first quarter of 2018 contractors have seen prices moving upward by more than 10%. Several factors contribute to the rise in roofing materials and contrary to popular belief it's not always directly related to the price of crude oil.



CoreLogic Construction Data

Cost of Oil and Fuel

While it is possible asphalt can be affected by the change in the price of oil, it does not typically track with either light or heavy crude prices. Oil prices have receded in the last three years, yet these changes have not directly carried over to shingle manufacturing. The following graph illustrates the seasonal fluctuations of asphalt shingles compared to the price of oil and diesel fuel.



US Bureau of Labor Statistics

COMMERCIAL RATES RISE NEARLY 3% IN SECOND QUARTER

Written by Mark A. Hofmann, published on September 9, 2018

Commercial insurance prices in the United States increased by nearly 3% during the second quarter of 2018, according to a survey released Monday by Willis Towers Watson PLC.

"Price changes of this magnitude have not been reported in almost four years," said Willis Towers Watson in a statement regarding its Commercial Lines Insurance Pricing Survey. The survey compared prices charged on policies written during the second quarter of 2018 compared with the same quarter in 2017.

Continued on page 12

Asphalt flux is a major component of asphalt shingles but not all refineries produce it. Refineries with Cokers, which is essentially a huge furnace, may choose to further process residual oil into petroleum coke used for aluminum and steel production. If they do, it means there's less flux to make asphalt. Historically asphalt production is much less volatile compared to diesel and gasoline production.

Contractors are more likely to see price increases as a result of additional fuel surcharges on transportation of materials, so in some ways it is related to the price of oil. The higher fuel costs will continue to put pressure on national average truckload rates. Flatbed freight rates are up 10% the first half of 2018 due to load-to-truck ratios nearing 100%.

**SC DEPARTMENT OF
LABOR, LICENSING AND
REGULATION/SC OSHA**

General Information

803-896-7665 asksosha@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.



**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@coastal-commercialroofing.com.

NEWS *in the Carolinas*



**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.communications.its.state.nc.us/OSHPublic/ETTA/class_regist/calendar.cfm

**OSHA LAUNCHES
PROGRAM TO
TARGET HIGH INJURY
AND ILLNESS RATES**

OSHA is initiating the Site-Specific Targeting Program to target workplaces with high injury rates for inspection. Using injury and illness information electronically submitted by employers for calendar year 2016, OSHA will inspect establishments that should have provided 300A data, but did not. This program helps OSHA ensure that employers provide safe and healthful workplaces by directing enforcement resources to those workplaces with the highest rates of injuries and illnesses. For details on the program, and recordkeeping and reporting requirements, read the news release at <https://www.osha.gov/news/newsreleases/trade/10302018>.



NRCA ACTION ALERT: URGE YOUR MEMBERS OF CONGRESS TO SUPPORT THE WORKFORCE FOR AN EXPANDING ECONOMY ACT

To address the chronic workforce shortages in the roofing industry, Congress needs to pass the Workforce for an Expanding Economy Act. This legislation will address workforce shortages in roofing and similar industries by establishing a new visa system that enables employers to meet their workforce needs and grow their businesses. H.R. 6536 establishes an innovative, market-driven visa system that allows potential immigrant workers to fill job openings for employers with year-round, non-farm positions that cannot otherwise be filled. This is a vital long-term solution to the roofing industry's workforce needs.

LET CONSUMERS KNOW EXPERIENCED ROOFING PROFESSIONALS ARE AVAILABLE FOR POST-HURRICANE REPAIRS

Be sure homeowners and business owners know NRCA members are available to provide expertise in the areas affected by Hurricane Florence regarding immediate steps to take to restore a damaged roof system in the storm's aftermath.

Consumers must exercise extreme caution when selecting a roofing contractor to make needed repairs. It is important they are aware fraudulent contractors take advantage of homeowners with damaged homes and will prey on the emotions of homeowners and business owners whose roof systems have been badly damaged by Hurricane Florence.

NRCA's consumer website, www.everybodyneedsarroof.com, offers resources roofing professionals can share with their customers regarding how to handle roof system repairs after natural disasters such as hurricanes. The resources include criteria for selecting a professional roofing contractor; what to do before making roof system repairs; post-storm safety tips; and insurance information.

View the document regarding roof system repair after a hurricane and share with your customers.

To view the natural disaster resources page, visit <http://www.everybodyneedsarroof.com/cope-with-natural-disasters>.

ROOFING CONTRACTORS SEE RISE IN REVENUES, PROFITS

Despite the U.S. roofing industry's labor shortage, the sector is in its fourth consecutive year of improved profitability and double-digit percentage sales increases, according to www.businessobserverfl.com.

Financial information firm Sageworks reports this is in large part because roofing contractors are keeping up with demand in new home construction and storm-related damage repair work.

On average, sales among privately held roofing contractors have increased 14 percent during the 12 months ending May 1. That follows a 15 percent increase in 2017 and 13.5 percent increase in 2016.

Meanwhile, the average profit margin for roofing contractors was 6 percent during the 12 months ending May 1. The industry has experienced four consecutive years of margin increases, going back to 4.2 percent in 2014.

"Roofing contractors have experienced stronger sales growth in recent years, tracking pretty closely with sales increases among all types of construction firms in our database and outperforming private companies broadly when you look across all industries," Sageworks Analyst Libby Bierman said in a statement. "And like many sub-industries in the construction sector, roofing contractors don't typically have the fattest margins. However, roofers have been able to improve their profitability in recent years."

Still, Sageworks acknowledges the industry faces significant challenges, including the labor shortage and rising material costs.

JOIN NRCA TO TAKE OVER CAPITOL HILL

The purpose of the event is to bring the roofing industry together to meet with members of Congress and their staff and deliver the industry's message with "one voice".

On March 6-7, 2018, the roofing industry came together in Washington, D.C., for Roofing Day in D.C. 2018. The event was a success with more than 400 professionals from all segments of the roofing industry coming together to deliver our industry message with "one voice" to Congress. From states as far as Hawaii and Alaska, roofing professionals from all segments of the industry showed up and made a lasting impression on legislators, bringing to their attention our urgent need for regulatory reform, enhanced career and technical educational programs, and immigration reform that meets our workforce needs.



NRCA HAS ANNOUNCED ROOFING DAY IN D.C. 2019 IS APRIL 3-4, 2019

All contractor members and other roofing professionals are urged to participate in this transformative event in Washington D.C. **Mark your calendars - Save the Date!** www.nrca.net/roofingday

START SAFELY, END SUCCESSFULLY

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

NRCA's Health & Safety Resources available to you:

- NRCA's Pocket Guide to Safety - new and updated! This pocket guide explains the latest federal and state-plan OSHA regulatory requirements along with EPA and DOT rules affecting roofing work.
- NRCA's Toolbox Talks - teaching safety never has been this easy. Review more than 100 safety lessons with your crews.
- The NRCA Safety Manual [Third Edition] - this manual gives updated and expanded explanations to improve worker safety at roofing job sites.

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 bene-

fits 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.tarcroof.org
- Kentucky Roofing Contractors Association, www.krca.org
- Roofing & S/M Contractors Association of GA, www.rsmca.org
- Florida Roofing & Sheet Metal Association, www.floridarroof.com



RECALL NOTICE! 3M™ DBI-SALA® 16 FOOT TALON™ SELF RETRACTING LIFELINE

Read bulletin at <https://safetytownsquare.3mcanada.ca/articles/recall-field-service-3m-dbi-sala-16-foot-talon-self-retracting-lifeline>.

EFFECTIVE NOVEMBER 10, 2018 - OSHA'S CRANE RULE

The Federal Register has published the FINAL RULE for the qualification of crane operators, OSHA has provided further guidance and clarification on the effective dates of its new qualification requirements for crane operators. The two most important dates to be aware of are:

- November 10, 2018 - Crane operators must be certified. Certification may be by type alone and must be issued by an accredited certifying body such as NCCCO.
- February 7, 2019 - Employers must evaluate their crane operators according to specified criteria and a stipulated process.

For more detailed information, visit the National Commission for the Certification of Crane Operators (NCCCO) at www.nccco.org/general/oshas-crane-rule.

Commercial, cont. from page 8

"Commercial auto, commercial property and excess/umbrella liability all indicated material price increases," with commercial auto posting "meaningful price increases at or near double digits for the third consecutive quarter," according to the statement. CLIPS also found that commercial property price data,

which had been showing small price decreases, now shows increases in the low- to mid-single digits for the third consecutive quarter. Workers compensation was the only standard surveyed line with ongoing price reductions.

"Almost all lines show a more rapid pace of price increases," Ben Williams, New York-based director,

pricing, product, claims and underwriting practice, North America for Willis Towers Watson, said in the statement. "Notably, mid-market and large accounts prices have recently seen the largest increases. This is fodder for thought, as the history of CLIPS suggests that larger accounts have been leading indicators of market adjustments."



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

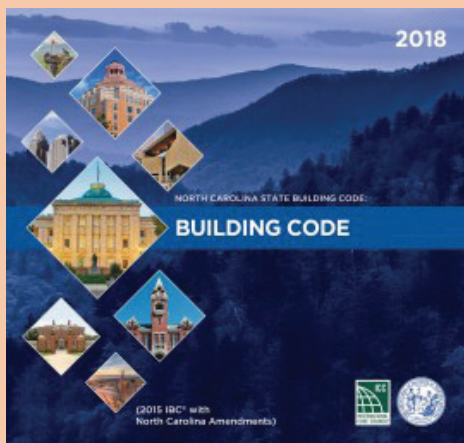
704.556.1228
cbsims@crsmca.org
www.crsmca.org

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-Winter 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@wattsroofing.com) or me at any time. **WE WOULD LOVE TO HEAR FROM YOU!**



2018 BUILDING CODES AVAILABLE ONLINE

The 2018 North Carolina Building Codes are available for order on the NCDOI webpage. Once you get to the page, click on the link marked "Purchase State Building Code On-Line" and you will be taken to a separate page where you may select which 2018 NC Building Code you wish to purchase.

When you go through the "NCDOI webpage," the price offered will be the same as the price offered to an ICC member who purchases a NC Building Code direct from the ISS Store, meaning you will receive the ISS-member-discount without being a member.

These codes will go into effect on January 1, 2019. Remember, early use of a specific 2018 NC code section is permitted using the 2012 NC Administrative code & Policies Section 102.5 which states:

102.5 Any rules that are adopted by the Building Code Council and approved by the Rules Review Commission shall be accepted by the Code Enforcement Official as an alternate method of construction prior to the effective date if requested by the owner or his agent.



CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22-24, 2019

Raleigh Convention Center | 500 Fayetteville Street | Raleigh, NC

CONFERENCE AGENDA

Tuesday, January 22, 2019

7 a.m.-4 p.m.

CRSMCA Master Installer Certification Class
(Raleigh Convention Ctr, Room 201)

8 a.m.-5 p.m.

Exhibitor Setup

9-11 a.m.

CRSMCA Associate Group Liaisons Meeting
(Raleigh Convention Ctr, Room 202)

11 a.m.-6:30 p.m.

REGISTRATION DESK OPEN

11:30 a.m.-1:30 p.m.

CRSMCA Executive Committee Meeting
(Raleigh Convention Ctr, Room 202)

2-5 p.m.

CRSMCA Board of Directors & Associate Group Liaisons Meeting
(Raleigh Convention Ctr, Room 203)

5:30-6:30 p.m.

Exhibitors Welcome Reception
Open Play for Cornhole Tournament
(Tournament to be begin on Wed, January 23 at 2 p.m.)
(Exhibit Hall A, Raleigh Convention Center)

Wednesday, January 23, 2019

7:30 a.m.-5 p.m.

REGISTRATION DESK OPEN

8 a.m.-4 p.m.

OSHA 10-Hour Training
(Raleigh Convention Ctr, Room 201)

SESSIONS HELD MARRIOTT - STATE ABCD*

*light continental breakfast provided

8-8:25 a.m.

Welcome Announcements from Convention Expo Chairman
CRSMCA Business Session;
Most Valuable Employee Award Recognition

8:30am-10 a.m.

EDUCATION SESSION: Mark Graham NRCA Technical Services

10-11:30 a.m.

EDUCATION SESSION: Code Official

11:30 a.m.-1 p.m.

Lunch (Exhibit Hall)

12-6:30 p.m.

EXHIBIT HALL OPEN
Cash bar available 2-5 p.m. (Exhibit Hall A, Raleigh Convention Center)

2-5 p.m.

Cornhole Tournament
Please register by 12 p.m.,
Wednesday, January 23

5:30-7 p.m.

NETWORKING RECEPTION
(Marriott Rye Bar)

Thursday, January 24, 2019

7:30-10 a.m.

REGISTRATION DESK OPEN

7:30 a.m.-12 p.m.

Exhibitor Dismantle/Move Out

7:45-8:15 a.m.

CRSMCA Associate Group/ Exhibitors Pre-Selection Meeting
(Raleigh Convention Ctr, Room 201)

8 a.m.-12 p.m.

OSHA 10-Hour Training
(Raleigh Convention Ctr, Room 201)

SESSIONS HELD MARRIOTT - STATE ABCD*

*light continental breakfast provided

9-11 a.m.

EDUCATION SESSION:
Architect Q & A Panel Sessions



THE 50/50 RAFFLE IS BACK!

CRSMCA Hosts Carolinas Mid-Winter Roofing Expo

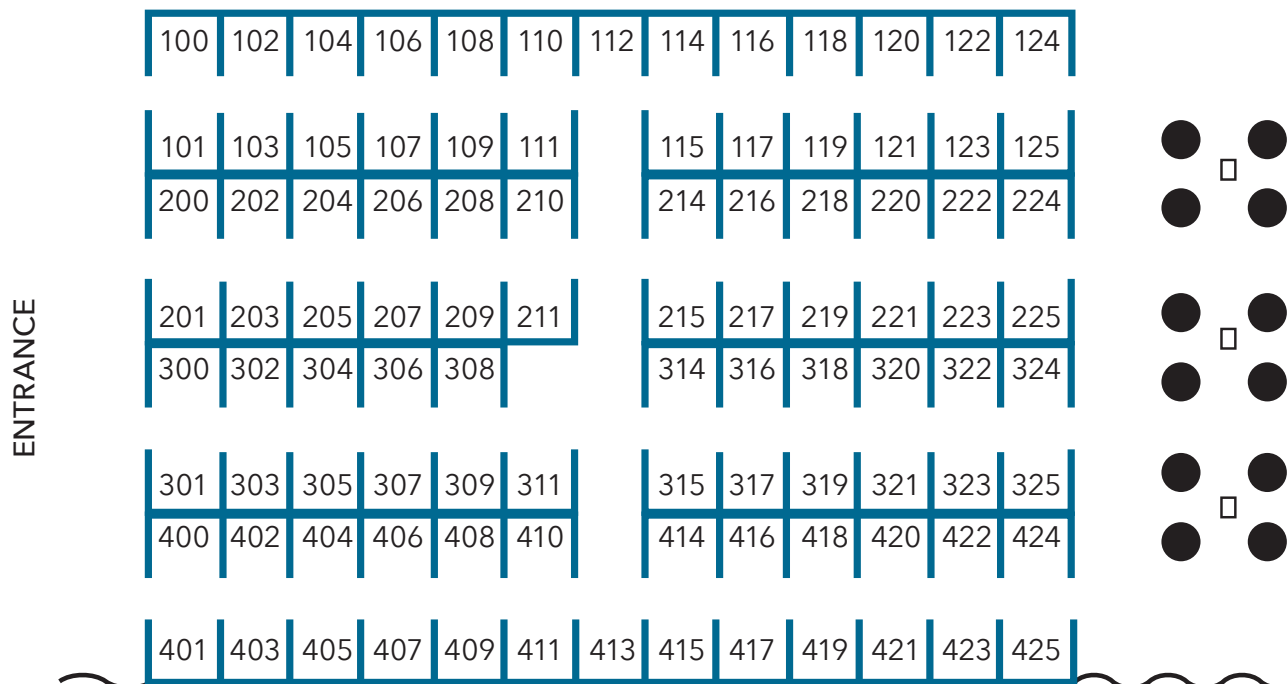
CRSMCA hosts one of the largest regional roofing trade shows in the southeast. With over 100 exhibiting companies providing details for the roofing industry, from safety tools to equipment to the latest technology; and over 400 contractors, architects, consultants, etc. attending for education and networking. 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.



Raleigh Convention Center, Exhibit Hall



CAROLINAS MID-WINTER ROOFING EXPO 2019 EXHIBITORS LISTINGS

A.C.T. Metal Deck Supply **BOOTH 214**

A.C.T. Metal Deck Supply is Your Local Deck Supplier! We will exhibit "A", "B", "F", and "N" Roof Decks as well as ½", 9/16", and 1" Form Decks and deck accessories available for immediate pick up at our local Greensboro warehouse as well as our other 14 locations across the country.

ABC Supply Company, Inc. **BOOTHS 101, 103, 105,** **200, 202, 204**

ABC Supply is the nation's largest distributor of roofing and one of the largest distributors of siding, windows, gutter and other select exterior building products. With over 600 locations in 49 states, ABC Supply has exclusively served professional contractors for over 30 years,

AccuLynx | BOOTH 402

AccuLynx is powerful and easy to use roofing contractor software with the best customer support in the business. Designed to help you manage and grow your business, AccuLynx gives roofing contractors the tools to streamline their process, grow their profits and help deliver superior service.

Adler Roof-Vac **BOOTH 321**

Roof Vacuum Services- Re-

moval of ballast river rock, pea gravel, slag, iron stone and other rock from roofs via industrial vacuum. We also provide wet vac services and vacuum Hi-Rise buildings.

Aldo Products Company, Inc. | BOOTH 225

Aldo Products is a North Carolina based manufacturer of roof coatings, primers and sealants employed in commercial roof repair and restoration. The Company's products are approved and rated by FM Global, UL, the Cool Rating Council, Miami-Dade. And Florida Building Code.

APOC | BOOTH 219

APOC is the premier manufacturer of roofing, waterproofing, and maintenance products that maximize productivity, profitability, and energy efficiency. From repair and restoration of commercial buildings to new residential construction, APOC delivers the quality, performance, and ingenuity contractors demand. Visit www.apoc.com or call 1-800-562-5669.

Assured Partners **BOOTH 217**

Please visit Mark Fryer, Chris Daves and Cindy Shumpert to find out more about AssuredPartners and our relationship with the Carolinas Roofing and Sheet Metal

Contractors Self Insurers Fund. AssuredPartners has been Third Party Admin for the Self-Insurers Fund for the past 22 years and also writes insurance for a number of CRSMCA members. At AssuredPartners our focus is on relationships and partnership with successful regional and local firms who are as fervent as we are about providing clients with unparalleled service.

ATAS International, Inc. **BOOTH 221**

ATAS International has an expansive selection of products in aluminum, steel, zinc, stainless steel, and copper. Profiles include ribbed wall panels, corrugated styles, standing and batten seam roof systems, metal shingles, tiles, and more. Additional options include curved and perforated panels; concealed or exposed fasteners; and smooth or embossed textures.

Atlantic Construction Sales | BOOTH 411

Atlantic Construction Sales represents Firestone Building Products in the Carolinas and Virginia. Our clients include commercial roofing contractors, architects and design professionals, specifiers, building owners and building managers. We can assist you with all your exterior commercial, industrial

and institutional building envelope needs from low slope roofing, steep slope roofing, metal roofing, metal wall panels, light management systems, vegetative roof systems and roof pavers.

Atlas Roofing Corporation

BRONZE | BOOTH 425

For over 30 years, Atlas® Roofing Corporation has served homeowners, contractors, builders, and distributors by manufacturing quality roofing materials. Atlas roofing products are designed to meet every market segment and offer the largest and most innovative variety of premium roofing underlayment and roll roofing products.

Attic Systems **BOOTH 404**

Attic Systems is an exciting opportunity for roofing contractors. Using proven marketing, sales and installation systems, our dealers upsell attic air sealing and insulation services on sales and service calls to existing and new customers. Attic Systems contractors can generate \$4,000-\$8,000 in more revenue on their roofing replacement jobs.

Beacon Roofing Supply/ Best Distributing Co.

BOOTHS 309, 311

Beacon Roofing Supply,

INC. is one of the largest distributors of residential and non-residential roofing and complementary building product in North America. Beacon currently operates in 550+ locations in 50 US states and 6 Canadian provinces. We are known throughout the building supply industry for having quality people, quality service and quality building products.

Berridge Manufacturing Company | BOOTH 318

Berridge Manufacturing Company leads the industry with over 30 architectural metal products produced from the highest quality 24 GA Galvalume® steel, with many also available in 22 GA Galvalume® steel and 0.032 or 0.040 Aluminum. Berridge offers over 30 color finishes and virtually unlimited custom color options.

BOSS Products BOOTH 304

BOSS Products manufac-

tures adhesives, sealants, lubricants, and related products. Boss Products was established in Elizabethtown, KY and has been serving the industry since 1970.

Charlotte Payroll BOOTH 324

Construction Metal Products, Inc. BOOTH 424

CMP manufactures a complete line of metal roofing systems for residential. Commercial and industrial applications. CMP will be displaying examples of standing seam and light gauge panel systems, in addition to wall panels and other specialty products.

D-MAC Industries, Inc. BOOTH 112

Need a cure for your RUSTY DECK HEADACHE? D-MAC will EASE YOUR PAIN with SAME DAY STEEL roof DECK and accessories from one of our 30 stocking locations including locations including Char-

lotte, NC; Rocky Mount, NC and Charleston, SC. Stop by our booth 112 and say "Same Day Steel Deck" and get a free gift!

d7 Marketing Solutions BOOTH 320

d7 Marketing Solutions is a sales and marketing firm specializing in the building envelope of the commercial construction industry. Our products include aluminum composite wall panel systems, standing seam metal roofing systems, single skin wall panel systems, continuous insulation systems, and rigid insulation systems.

Direct Metals, Inc. BOOTH 300

Dunn & Abee, Inc. BOOTHS 201, 203, 205, 207

Kirk, Gwyn and Justin look forward to you stopping by our booth. It's always good to see our customers and friends. Take a minute to see what's new in equipment, tools and safety.

EPILAY, Inc. | BOOTH 102

EPILAY synthetic roofing underlayment is a product of advanced engineering recommended for sloped roofing. Lightweight, 1-year UV-protection, 4-ply construction, walkable with anti-skid bottom surface; does not wrinkle easy installation, will not wrinkle, bleach or dry out. Class A Fire ASTM E1 08. Free sample rolls to try.

ER Systems | BOOTH 107

ERSystems® is an international leader in cool roof

coating technology and a strong supporter of sustainable and renewable building technologies. ERSys-tems' highly reflective roof coatings are Energy Star certified, meet LEED requirements and have been used to restore millions of square feet of metal, BUR, single ply membrane, and foam roofing systems.

The Estimating Edge BOOTH 223

For over 30 years, The Estimating Edge has been a trusted provider of construction estimating software. Built by trademan, for tradesmen, The EDGE® Estimator is designed around the user workflow and has many features other solutions do not have. Reduce your risk and use it to perform a takeoff and create an estimate - all from one software application.

GAF Materials Corporation BOOTHS 206, 208, 210

GAF, now the largest roofing manufacturer in the world, has options for both residential and commercial properties, including products containing recycled materials, reflective or "cool" roofing, re-cover roofing to reduce landfill waste, and solar roofing products. GAF has worked to incorporate sustainable practices into our manufacturing process, including the recycling of shingle waste at plants, and a Zero-Waste-to-Landfill effort. And be sure to ask about our Certified Green Roofer program that recognizes professional roofing contractors for recycling!

METAL DECK REPLACEMENT?

METAL DECK SUPPLY

CAROLINAS... WE HAVE IT IN STOCK NOW!

VISIT US AT BOOTH #215

- ✓ Largest Inventory in Stock For Immediate Use
- ✓ 15 Locations to Serve You
- ✓ Knowledgeable Staff
- ✓ Pick Up or Delivery

CALL TODAY FOR THE BEST SERVICE & LEAD TIME!

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 GREENSBORO, NC • HAGERSTOWN, MD • HOUSTON, TX • INDIANAPOLIS, IN • JACKSONVILLE, FL
 KANSAS CITY, MO • KNOXVILLE, TN • MILAN, TN • SAN ANTONIO, TX • ST. LOUIS, MO

Please stop by the GAF booth and acquire about one of the many product offerings from TPO roofing, asphalted roofing, shingles, and coatings.

Gulf Coast Supply & Manufacturing
BOOTH 401, 403

IKO Premium Roofing Products | BOOTH 104

IKO's Dynasty with ArmourZone premium laminated performance shingle offers protection from inclement weather and peace-of-mind with 11 High Definition colors. Stop by booth #104 to see a demo on the benefits of the Dynasty with ArmourZone!

IR Analyzers, Inc.
BOOTH 414

Since 1984, IR Analyzers/Vector Mapping has provided fast, professional service, the highest quality Infrared, Nuclear and Capacitance Roof Moisture Surveys, and ELD Fusion® Electronic Leak Detection. Fusion testing combines Low Voltage Vector Mapping with High Voltage Electronic Leak Detection for 100% membrane coverage.

Johns Manville
BOOTH 115

For over 150 years the Johns Manville name has come to represent strength, quality and consistency. At Johns Manville Roofing Systems, scientific advances are producing better system performance, easier installations, greater energy efficiency and more environmentally friendly applications.

Kee Safety | BOOTH 408

Lifting Equipment Solutions
BOOTHS 106, 108

Specializing in roof loading cranes, man-lifting and material elevators, hot air welders, TriRex safety cart and safety rails.

Marathon Roofing Products | BOOTH 306

Marathon is ranked as one of the nation's leaders in the manufacturing and master distributors of commercial roof drains, vents, equipment, accessories. MRP Supports provides self-leveling technology for roof deck systems using pedestals. Makes ordinary projects extraordinary.

McElroy Metal, Inc.
BOOTH 322

McElroy Metal is a leading manufacturer of metal roofing, metal siding, and sub-structural components with locations across the United States. McElroy's product line includes a wide variety of architectural standing seam roofing systems as well as many industrial and commercial wall and roof panels.

Metal Fastening Systems, Inc. | BOOTH 222

The next generation of high-performance fasteners and accessories.

Metal Roofing Systems
BOOTH 224

Metal Roofing Systems has manufacturing facilities in Stanley, North Carolina and Myrtle Beach, South Carolina. Metal Roofing Systems can provide customers the

critical services from more than 30 in-stock colors, multiple panel profiles, trim components, installation experts, detailed shop drawings and submittals, and large selection of metal roofing accessories.

Mid-Atlantic Roofing Supply | BOOTH 220

Mid-States Asphalt
BOOTH 307

Mid-States Asphalt manufactures and distributes a variety of products for built-up roofing (BUR) and other commercial applications. From roofing asphalt to tapered insulation, including a wide variety of roll products.

Mule-Hide Products Co., Inc. | BOOTH 100

Mule-Hide Products has a history of providing weather-tested products for contractors. Discover a diverse range of low-slope roofing solutions including: assistance in membrane and system selection, individualized training, an extensive warranty program and nationwide distribution.

NBHandy Company
BOOTH 400

NBHandy provides the most comprehensive offering of architectural metal roofing solutions in the market. We also represent the most recognized and specified brands in single-ply roofing with Carlisle, Fibertite, and Sarnafil. Our dedicated commercial and residential roofing sales staff will be at the Expo conference representing our value prop-

osition as The Preferred Choice.

NCDOL - OSH Division
BOOTH 406

The Occupational Safety and Health Division administers a broad scope of workplace safety and health laws that apply to the private sector and all state and local government agencies. OSH offers free services to more than 260,000 private and public employers through its Consultative Services Bureau. The Education, Training and Technical Assistance Bureau provides a variety of training and outreach services for the public, to include participation at conferences and safety schools. As a participant in the CRSMCA event, OSH employees will hand out information on general services as well as safety and health information related to the construction industry.

Petersen Aluminum Corporation | BOOTH 305

Brandon Jackson, Mike Weis, Dave Landis and Michael Abernathy will be representing Petersen Aluminum Corporation at this year's Expo. Petersen Aluminum Corporation (PAC) is a full-service Division 7 Metal Manufacturer that specializes in Roof and Wall applications. This year PAC has added more profile options to the growing Metal Wall System Line.

POLYGLASS® USA, Inc.
BOOTH 302

Polyglass U.S.A., Inc. is an ISO 9001:2015 certified, leading manufacturer of roofing and waterproof-

ing systems for low- and steep-slope applications. Known for its self-adhered modified bitumen roofing systems based on the company's patented ADE-SO® Technology and CURE Technology®, Polyglass also produces a full line of premium roof coatings and roof maintenance systems. Providing quality, innovation and service at its best, Polyglass adds value worldwide. For more information about the premium products and services offered by Polyglass, call 800.222.9782 or visit www.polyglass.us.

Premier Building Products, Inc.

BOOTHS 301, 303

We will be displaying the newest product information from: Carlisle SynTec, Hunter Panels, Georgia Pacific DensDeck, Metal-Era, Ludowici, Bilco and more. Come meet with our team and our vendor partners.

R.K. Hydro-Vac, Inc.

BOOTHS 215, 314

R.K. Hydro-Vac specializes as a service company dedicated to providing an environment conducive to continuous satisfaction and improvement for our customers, employees, suppliers and shareholders. In addition, RK provides a full line of roof preparation

services, experience in industrial and commercial vacuuming such as plant cleaning and water filtration systems.

Roofers Supply of Greenville | BOOTH 308

Roofers Supply of Greenville is recognized as a leader in commercial roofing sales and distribution throughout the Southeast. We offer many services including architectural specification and design assistance, field technical expertise, tapered roof insulation design and pricing and much more. We stand ready to meet all of your commercial roofing needs.

Roofing Tools & Equipment, Inc.

BOOTHS 315, 317, 319

Roofing Tools & Equipment Co., Inc. started in 1949 as Tarheel Hardware. Since then the company has expanded its inventory to include a complete line of roofing and sheet metal tools and equipment. There are three locations through North Carolina: Wilson, NC; Wilmington, NC; and Raleigh, NC.

Royal Adhesives & Sealants | BOOTH 316

Royal Adhesives & Sealants is a leading supplier of specialty adhesives,

sealants, and tapes. Sold under the Millennium One Step™, Millennium One Step Green®, Lockin' Pocket®, Hurricane Force®, and EternBond® brands. Royal Adhesives is now an H.B. Fuller Company.

Sika Corporation - Sarnafil Division BOOTH 218

Sika Sarnafil's Roofing and Waterproofing systems, products and services are designed to precisely fit your local needs worldwide. With more than 50 years of experience throughout the world, on buildings of all types and many diverse climates, Sika Sarnafil is the worldwide market leader in thermoplastic membrane technology.

Slator, LLC | BOOTH 110

Soprema, Inc.

BOOTH 413

Soprema will host roof samples and brochures along with computer display editable details and labor saving installation options.

Titebond | BOOTH 410

Triangle Fastener Corporation | BOOTH 325

Triangle Fastener Corporation Fastening Systems and Solutions for Commercial Construction.

Tropical Roofing Products | BOOTH 216

Tropical Roofing Products is a trusted national manufacturer of Fluid Applied Roof Restoration Systems and Coatings used in the repair, maintenance and restoration of low slope roofing systems sold exclusively through Wholesale Distribution partners and preferred by Roofing Contractors, Building Owners, Property Managers, Architects, and other specifiers. www.tropicalroofingproducts.com 800-432-2855 or Wendy Parker 704-533-2669

VELUX Skylights & Sun Tunnels | BOOTHS 109, 111

VELUX, the world leader in skylights is pleased to provide you with all your skylight needs. From structural skylights, Dynamic Domes to our residential line. Please stop by booth 111 to see our showcase of skylight displays.

W.R. Walsh & Associates BOOTHS 209, 211

W.R. Walsh represents market leading manufacturers in the roofing industry. Come by to see the latest offerings from Atlas Roofing, Karnak, Trufast, Continental Materials, Resisto, Babcock-Davis and American Skylights.

CAROLINAS MID-WINTER ROOFING EXPO REGISTRATION FORM

JANUARY 22 - 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER
 500 Fayetteville Street | Raleigh, NC 27601

Company Name		Contact Name	
Company Address	City	State	Zip Code
Phone	Fax	*EMAIL FOR CONFIRMATION	

COMPLIMENTARY REGISTRATION FOR COMPANY JOINING CRSMCA AT TIME OF REGISTRATION!

Contractor \$75.00 PER COMPANY Non-Exhibitor [Mfr/Dist] \$325.00 PER PERSON

Architect/Engineer/Consultant (COMPLIMENTARY REGISTRATION) AIA|RCI NO. _____

1. _____ NAME <input type="checkbox"/> I AM ATTENDING THE OSHA 10-HOUR CLASS	2. _____ NAME <input type="checkbox"/> I AM ATTENDING THE OSHA 10-HOUR CLASS
3. _____ NAME <input type="checkbox"/> I AM ATTENDING THE OSHA 10-HOUR CLASS	4. _____ NAME <input type="checkbox"/> I AM ATTENDING THE OSHA 10-HOUR CLASS
5. _____ NAME <input type="checkbox"/> I AM ATTENDING THE OSHA 10-HOUR CLASS	6. _____ NAME <input type="checkbox"/> I AM ATTENDING THE OSHA 10-HOUR CLASS

PAYMENT INFORMATION:

AMOUNT DUE CRSMCA: \$ _____ Check Enclosed MasterCard/VISA American Express

Credit Card Number	Expiration Date	CVV CODE
Name on Card		Signature

PLEASE RETURN FORM WITH REGISTRATION FEES TO:

CRSMCA
 PO BOX 7643
 CHARLOTTE, NC 28241-7643
 EMAIL TO: cbsims@crsmca.org



The Carolinas Mid-Winter Roofing Expo host hotel is the Marriott City Center located at 501 S. Salisbury Street in Raleigh, North Carolina. CRSMCA has a **special room rate at \$179 plus applicable tax.** Group rate will be available until **December 21, 2018** or until the room block is sold out, be sure to book early!

Reservations can be made by phone:
 800.228.9290 | 919.833.1120
 Use Group Code: Carolinas Roofing & Sheet Metal CRSMCA Trade Show
 Website: www.marriott.com/rdumc

<p>FOR OFFICE USE:</p> <p>_____</p> <p>Date Received</p> <p>_____</p> <p>Date Entered</p> <p>_____</p> <p>Entered By</p>	<p>CANCELLATIONS MUST BE SUBMITTED IN WRITING AND RECEIVED BY THE CRSMCA OFFICE BY JANUARY 1, 2018. A 50% CANCELLATION FEE WILL BE APPLIED TO THE REFUND.</p> <p>CRSMCA WILL NOT GRANT ANY REFUNDS AFTER JANUARY 1, 2018.</p>
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CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

**RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER
500 Fayetteville Street | Raleigh, NC 27601**

SPONSORSHIP OPPORTUNITIES

CRSMCA would like to **thank you** for your consideration in becoming a sponsor. All sponsorships are applied to the **advancement of education** to the CRSMCA membership.

\$5,000 CORPORATE*

Complimentary banner; ONE complimentary booth; complimentary ½ page ad in the *Carolinas Contacts* Magazine; signage at the Carolinas Mid-Winter Roofing Expo; listing in the *Carolinas Contacts* Magazine and on the CRSMCA website

\$3,000 PLATINUM

Opening Reception

ONE complimentary booth; complimentary ½ page ad in the *Carolinas Contacts* Magazine; signage at the Carolinas Mid-Winter Roofing Expo; listing in the *Carolinas Contacts* Magazine and on the CRSMCA website

\$2,000 DIAMOND

Wednesday Reception

Wednesday Lunch

TWO complimentary attendees; complimentary ½ page ad in the *Carolinas Contacts* Magazine; signage at the Carolinas Mid-Winter Roofing Expo; listing in the *Carolinas Contacts* Magazine and on the CRSMCA website

\$1,500 GOLD

Wednesday Breakfast

Thursday Breakfast

Lanyards

Complimentary ½ page ad in the *Carolinas Contacts* Magazine; signage at the Carolinas Mid-Winter Roofing Expo; listing in the *Carolinas Contacts* Magazine and on the CRSMCA website

\$1,000 SILVER

Badges

Audio/Visual

Complimentary ¼ page ad in the *Carolinas Contacts* Magazine; signage at the Carolinas Mid-Winter Roofing Expo; listing in the *Carolinas Contacts* Magazine and on the CRSMCA website

\$ 750 BRONZE

Complimentary business card ad in the *Carolinas Contacts* Magazine; signage at the Carolinas Mid-Winter Roofing Expo; listing in the *Carolinas Contacts* Magazine and on the CRSMCA website

\$ 300 CONTRACTOR GOODWILL

Listing in the *Carolinas Contacts* Magazine and on the CRSMCA website, free company admission

\$ 200 PAST PRESIDENT

Listing in the *Carolinas Contacts* Magazine and on the CRSMCA website (for CRSMCA past presidents only)

Method of Payment:

Amount Enclosed \$ _____ Check # _____

Amount to be charged \$ _____ American Express MasterCard Visa

Company Sponsoring _____

Contact Name _____

Name (as it appears on the card) _____

Card Number _____

Exp. Date _____

CVV _____

Signature _____

Date _____

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

Carolinas Roofing and Sheet Metal Contractors Association, Inc.
P O Box 7643
Charlotte, NC 28241-7643
cbsims@crsmca.org

****Please return by November 15, 2018 to be listed in the Carolinas Contacts Magazine.**

****PLEASE SUBMIT YOUR COMPANY LOGO VIA EMAIL TO CBSIMS@CRSMCA.ORG TO BE PRESENTED DURING GENERAL SESSIONS**

CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER
500 Fayetteville Street | Raleigh, NC 27601



2019 Most Valued Employee Award

This program is designed to honor one outstanding employee from North Carolina and one from South Carolina to be recognized during the Carolinas Mid-Winter Roofing Expo. Each state will select their MVE of the Year. The purpose of the award is to recognize excellence within CRSMCA and allow recipients to serve as role models for other employees, as well as increase professionalism and attract additional employees to the roofing industry. *Only one employee per branch office of a company may be nominated for the MVE of the Year Award.*

Judges will include CRSMCA members. Judges' decisions will be based on evidence of professionalism; uniqueness or significance of a nominee's contribution; and benefit to a nominee's company and co-workers or community.

Award recipients will receive a plaque, free registration to the Carolinas Mid-Winter Roofing Expo, and one night lodging during the Carolinas Mid-Winter Roofing Expo. Winners will be formally honored and presented the award during the Business Session on Wednesday, January 23, 2019 in Raleigh, North Carolina.

Nominations must be received by the CRSMCA office by DECEMBER 15, 2018. For more information or to obtain additional nomination forms contact Carla Sims at CRSMCA, at cbsims@crsmca.org or call 704-556-1228.

Most Valued Employee Award Nomination

Name of Nominee

Employer

Title/Position with Employer

Submitted By

Company

Describe below or attach your reason for the nomination. Several issues to consider and discuss, if appropriate, are:

- on-the-job performance
- attracting new employees and helping retain existing employees
- contributions to a team effort
- leadership
- community service and volunteerism
- other noteworthy contributions and activities



ASHRAE Publishes Energy Simulation-Aided Design Standard

Media Contact: Allen Haynes, ahaynes@duffey.com,
Published on April 24, 2018

ASHRAE published a new standard describing a methodology to apply building energy modeling throughout the design process.

ASHRAE Standard 209-2018, Energy Simulation Aided Design for Buildings except Low Rise Residential Buildings, defines minimum requirements for providing energy design assistance using building energy simulation and analysis.

The standard defines consistent energy modeling procedures to quantify the impact of design decisions when they are being made. To minimally comply with Standard 209-2018, building project teams must evaluate energy-efficiency options using modeling early in the design process (schematic design).

“For many buildings, energy modeling is typically employed only near the end of the design process to determine if a building meets minimum requirements for energy-efficient design, outlined in Standard 90.1,” said Jason Glazer, chair of the Standard 209 committee. “Standard 209-2018 requires building energy modeling earlier in the design process, so the information it provides will more effectively inform design decisions and result in higher performing buildings.”

This new standard will be useful to building owners, architects, government agencies and many others who want their projects to benefit from the use of simulation. By referencing the standard, they can identify appropriate modeling tasks and procure modeling services that add value in the design process.

The standard also describes analysis activities from early concept development to post-occupancy. The standard applies to new buildings, major renovations and additions, and defines nominal requirements for using modeling to support integrated design efforts.

Standard 209-2018 defines seven design-phase modeling cycles, each with specific modeling goals coordinated with the typical design process. Each modeling cycle is an extension of a general modeling cycle that can be applied any time during design. Three additional modeling cycles are defined for construction and operation phases and include a design and post-occupancy performance comparison to help owners and modelers understand the impact of design phase modeling assumptions and inform future modeling efforts.



The cost of ASHRAE Standard 209-2018 is \$67 for ASHRAE members (\$79, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

ABOUT ASHRAE

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's-built environment today. More information can be found at www.ashrae.org/news.



BILLIONS OF DOLLARS IN CONSTRUCTION FUNDING IN FY 2019 FUNDING BILLS

Congress approves 2.4% increase in military construction spending for USACE, NAVFAC, and Dept. of Veterans Affairs



Written by Associated General Contractors of America, published on September 13, 2018

On Sept. 13, Congress passed

a Fiscal Year (FY) 2019 appropriations bill - which the president is expected to sign into law - that increases military construction spending by 2.4%, and boosts Corps of Engineers funding 11% increase to the most Congress has ever appropriated to the agency. The bill provides a total of \$10.3 billion for projects through the U.S. Army Corps of Engineers (USACE) and Naval Facilities Engineering Command (NAVFAC); hospital, medical clinic and cemetery projects through the Department of Veteran Affairs (VA); and harbor maintenance, lock, dam, levee and environmental restoration projects through the USACE Civil Works Program.

The FY 2019 appropriation funds construction, operation, and main-

tenance of military family housing at \$1.6 billion; \$173 million above FY 2018 and the same as the president's FY 2019 budget request.

Major and minor construction within the VA is funded at \$1.8 billion. In addition, \$2 billion is provided for infrastructure repair, with the funding allocated to major and minor construction and non-recurring maintenance. Within the infrastructure total funding, \$750 million is targeted to seismic corrections at VA facilities nationwide.

The total USACE Civil Works Program is funded at \$7 billion, an 11% increase over last year and the highest ever Congress has appropriated to the agency. The Construction account receives \$2.18 billion, and the Operations & Maintenance account received a record-level of \$3.74 billion (which includes \$1.55 billion in funding from the Harbor Maintenance Trust Fund and full use of estimated

annual revenues (\$326.5 million) from the Inland Waterways Trust Fund.

In addition, lawmakers pushed back on President Trump's efforts to move the USACE Civil Works Program out of the Department of Defense and moved into the Department of Transportation (navigation) and Department of Interior (flood control and environmental restoration), part of a broader reorganization of executive agencies announced earlier this year. In a joint statement, members of Congress stated that no funds could be used to reorganize the agency.

AGC applauds the passage of these appropriation bills. AGC firmly believes passing appropriations bills in a timely fashion helps provide federal agencies and, in turn, federal construction contractors with financial and operational certainty that helps them with the planning and execution of infrastructure projects.

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FREIGHT EXPECTATIONS

Trucking market tightens, as increased freight demand gives way to record-high rates in 2018

Written by Jonathan Samples, Published by Metal Center News on Aug 6, 2018

Most service centers consider logistics and transportation a key part of their business, but offering these services is becoming increasingly difficult in what analysts are describing as a carrier-friendly freight market. New trucking regulations, paired with record demand, has contributed to a tightening of capacity and soaring prices, putting budgets and deliveries in jeopardy.

“When we’re looking at the trucking market specifically, it is as tight as we have ever seen it before,” says Eric Starks, chairman and CEO of transportation research firm FTR, Bloomington, Ind. “If you’re a carrier, you’ve never seen it this good. If you’re a shipper, you’ve never seen it this bad. It’s definitely a very strained market.”

Because the vast majority of metal products are transported by truck, particularly flatbed trucks, capacity issues in this sector can have major implications for metal distributors. Tight capacity not only increases the cost of moving metal but also makes it more difficult for service centers to ensure timely shipment of their products.

FREIGHT DEMAND AND RATES

Of the reasons why, capacity has shrunk to record lows, none is more important than freight demand. Starks says 90 percent of the reason why capacity tightens or loosens up depends on tonnage. “It’s all about freight,” he says. “That is the biggest thing.”

Beginning late last year, freight demand began increasing at a fairly steady clip, and then kept on going. Truckstop.com’s weekly Market Demand Index, which measures relative truck demand in the spot market, is tracking well above last year, setting new record highs in January and June. “Traditionally, the market has been running 2 to 2.5 percent annual increases in truck freight,” Starks explains. “Well, we’re going to be growing upwards of 6 percent. That’s a pretty big increase.”

Similarly, active truck utilization has been at or near 100 percent for more than six months. “We remain at essentially full utilization of seated trucks and likely will for most

of the rest of the year,” says Avery Vise, vice president of trucking research at FTR, who notes the current active truck utilization trend is expected to be the longest known run at full utilization.

With freight demand only expected to increase during the summer shipping season, there are other factors removing capacity from the market. Beginning in December, a federal mandate requiring most commercial truck drivers to use an electronic logging device to record hours of service went into effect and hard enforcement of the rule began April 1.

In response to the ELD rule, a number of carriers simply dropped out of the market.

“We have seen that the ELD mandate has definitely pulled some capacity out of the marketplace,” says Starks. “As we move through the summer and into the fall, it’s going to have some adverse effects. Even if it’s not a huge impact overall, when you’re in a tight market like this anything that could remove capacity or change productivity in a negative way becomes a problem.”

Allan Welch, corporate transportation manager at Olympic Steel Inc., Bedford Heights, Ohio, agrees. He notes that because drivers can no longer “fudge their numbers” there’s been a noticeable loss in productivity. “We’re losing somewhere between 12 and 17 percent of efficiency with the new electronic logs,” he says. “It’s a big issue with everything else that’s going on.”

In this environment, metal distributors can expect both spot and contract trucking rates to continue to increase. The current spot market rate is nearly \$2.40 per mile, a record high, according to Vise, who adds that strong demand through the remainder of 2018 will push all rates higher.

“If we look at the outlook for all rates, we would expect year-over-year growth to moderate in spot rates with contract growth around 10-12 percent year to year and total rate growth slightly higher than that,” says Vise. “Rates are not going to go down at the end of the year; there’s just going to be a steady and somewhat less sharp increase for the rest of the year.”

SECURING CAPACITY

With shipping rates this high, it's easy to understand why cost would be a major concern for metal distributors. However, Starks says service centers need to be thinking first and foremost about capacity.

"Don't think about cost right now," he says. "Cost is almost irrelevant in some respects. Can you find capacity and get your stuff moved when you want it moved? That is a big deal right now. Nobody wants to overpay for anything, but the last thing you want to do is not meet your customer demand because you could not get the product there."

How service centers are able to ensure that capacity depends largely on their existing relationships with carriers and drivers.

Joel Mazur, vice chairman of Esmark Steel Group, Chicago Heights, Ill., says the current market is challenging, but it's important for shippers to focus on the things they can control. "For any company right now, service centers in particular, it's very important that you have a good relationship with a good carrier, somebody that's going to be able to provide service for you," he says. "We work very hard at that, and I'm sure that the industry is working very hard at that, particularly in light of the increased costs and increased challenges."

For Olympic's Welch, this means being the "shipper of choice," not the shipper of last resort. Much of this can be accomplished at the loading dock, he says, noting that the ELD mandate has placed an emphasis on efficiency and maximizing drivers' time.

"Whether a driver is coming in to deliver or they're going out to make a delivery, we want them in and out in an hour or less," says Welch. "And when they're there, do the little things like have restrooms available and have donuts or coffee available to at least make them feel welcome. That's very attractive to carriers."

The consequences of not streamlining your distribution facility can be severe, according to Starks. "You have to make sure that you're not holding a truck at a facility for an extended period of time because that's an asset," he says. "You'll have a carrier fire you because you're holding onto their driver and their equipment."

Exactly how long the current conditions will hold is unknown, but experts agree the fundamentals of the freight market aren't expected to improve much for shippers at least through 2018 and possibly into next year.

FTR's Vise notes that active truck utilization is expected to dip slightly towards the end of the year, as a result of new truck orders and increased efficiency. "The very modest softening we will see by the end of the year will come not from

weaker demand but from higher capacity through these increases and through ongoing supply chain adjustments to the current situation, such as productivity enhancements and better dock scheduling and management."

Furthermore, overall economy activity, which Mazur says dictates freight demand and costs, isn't expected to slow down. "If there's a softening in the economy, all of a sudden there are trucks available," he says. "But I think you're going to see continued improvement in the economy. I don't necessarily see a potential easing in 2018 and probably through 2019 as well. I just don't see that happening."

Starks agrees that economic growth will continue to place heavy demands on the freight market, adding he anticipates capacity issues to persist into next year. "I think through the middle of 2019 is going to be the pain point for a lot of people, and they're still going to need to figure out how they secure that capacity," he says.

Commercial, Industrial



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DIVE BRIEF

- Total construction starts in 2019 will inch up to t\$808.3 billion from the \$806.8 billion predicted for this year, according to the 2019 Dodge Construction Outlook report, which was released Thursday at Dodge Data & Analytics' 80th annual Outlook Executive Conference in National Harbor, Maryland. In dollar terms, nonresidential building will stay at its current level, residential building will decrease 2% and nonbuilding construction (highways, bridges, environmental public works, etc.) will increase 3%, the report found.
- This stabilization comes on the heels of healthy double-digit increases ranging from 11% to 14% each year from 2012 through 2015, 7% increases in both 2016 and 2017, and a 3% increase estimated for this year, according to the report. While the construction industry faces growing headwinds in the form of rising interest rates and trade tensions, Chief Economist and VP of Economic Affairs Robert Murray said that the data does not yet signal a transition to decline. "The fundamentals continue to be sound, and I don't think we're going to be seeing a repeat

of what took place back in 2008 and 2009," he said at the event.

Commercial building will see a square footage decreases in all categories – warehouse, office, hotel, store and shopping center – with overall value dragged down by the store construction sector, which has been disrupted by online retailers. The overall nonresidential estimates, however, are buoyed by expected growth in the institutional building sector (partly due to school construction bond measures passed in several states), manufacturing plant construction and public works construction.

DIVE INSIGHT

The stock market's slumps in the past several weeks have had many observers spooked, but while warning flags of a decline are beginning to appear in the form of a tightening labor market, rising inflation and other factors, economists at Dodge's Outlook Executive Conference were confident that the industry will not be looking at a repeat of the 2008 financial crisis any time soon.

The U.S. economy's momentum is currently the industry's strongest tailwind, Murray said, with growth projected to hit 3.1% this year, according

to the Congressional Budget Office. Easing up of lending standards for businesses and Dodd-Frank restrictions on mid-sized banks, which are often important for financing projects in local markets, have also helped fuel momentum forward, he added.

Meanwhile, President Donald Trump's Tax Cuts and Jobs Act has yielded more of a mixed bag of results. Although Dodge attributed current growth in the U.S. economy and commercial building sector to the legislation, the report expects some of the benefits of these cuts to begin to fizzle out in 2019, returning the economy to a growth rate of about 2.5%.

As for headwinds, the trade war that's brewing between the U.S. and China and resulting U.S. tariffs on \$200 billion of Chinese goods have the potential to drive material prices up and increase inflationary pressures, many economists have noted.

In an analysis of U.S. Department of Labor data, the Associated General Contractors of America found that material prices rose almost 9% from May 2017 to May 2018, which is the biggest annual increase in seven years. This data did not yet factor in the 25% tariff on steel and 10% tariff on aluminum, which AGC expects will hurt construction, in particular, by causing budget overruns, project delays and even cancellations.

Regarding rising inflation, Dodge anticipates one more Federal Reserve interest rate hike by the end of the year to a range between 2.25% and 2.5%, as well as three to four quarter-point hikes next year, but the question analysts are considering, according to Murray, is: "Have [these rates] reached the threshold yet where they're going to be cutting off construction?"

"I don't think it's close to that point yet," he said. "Basically, the levels of activity we're expecting in 2019 are not that different than what we saw in 2018."





Published on November 9, 2018 by AGC of America

Tariffs and Tight Labor Market May Push Future Bid Prices Higher; Association Officials Call for End to Costly Tariffs, Resolution of Trade Disputes and More Funding for Career and Technical Education

The price of new nonresidential buildings accelerated in October as contractors attempted to recoup fast-rising costs for materials and labor, according to an analysis by the Associated General Contractors of America of new Labor Department data. Association officials said that trade tensions and labor shortages are contributing to higher construction prices, making it harder for public officials to improve aging and over-burdened infrastructure.

“Contractors and subcontractors raised their bid prices in November to make up for past cost increases, but the cost of goods and services that they buy rose even faster,” said the association’s chief economist, Ken Simonson. “That makes further bid-price increases likely but also implies some contractors will just stop bidding on projects where costs are too unpredictable to ensure they can be built profitably.”

Simonson observed that the producer price index for inputs to construction industries—a weighted average of all goods and services used in construction—climbed 0.6 percent in October, following a 0.2 percent rise in September, bringing the 12-month increase to 6.6 percent. In contrast, an index that measures what contractors say they would charge to construct five types of nonresidential buildings had a smaller 12-month gain—5.0 percent—despite having jumped 2.0 percent in October. The larger increase in contractors’ costs than in their bid prices implies a squeeze on profit margins and sets up the prospect of

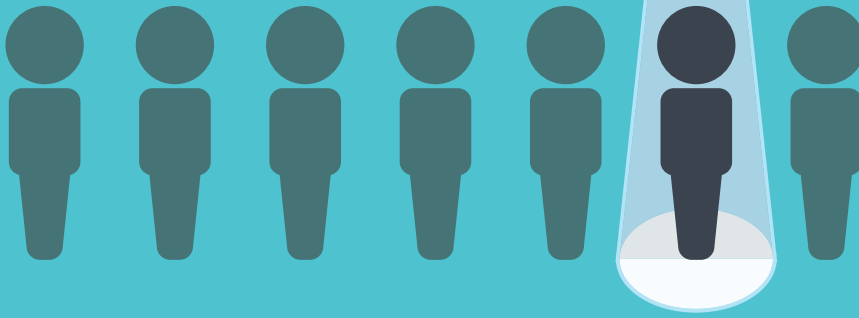
further bid-price increases, the economist said.

Metals and petroleum-based products registered the largest increases among construction inputs, Simonson noted. He pointed out that from October 2017 to October 2018, there were producer price index increases of 27.0 percent for diesel fuel, 18.2 percent for steel mill products, 11.6 percent for asphalt paving mixtures and blocks and 8.2 percent for aluminum mill shapes.

“It appears the tariffs imposed on steel, aluminum and thousands of Chinese imports are starting to affect the cost of many items used in construction,” Simonson said. “As inventories of goods purchased before the tariffs took effect are depleted, contractors are likely to face even higher costs, which they will need to put into their bid prices if they hope to make any profit on future projects. At the same time, labor costs are accelerating. The Labor Department reported last week that average hourly earnings for all employees in construction rose 3.9 percent in the 12 months through October—the fastest pace in nearly 10 years.”

Association officials said higher construction prices are likely to undermine future public-sector investments in infrastructure and could stifle demand for new private-sector developments. They urged Washington officials to resolve trade disputes and remove costly tariffs. And they called on Congress and the administration to work together to double investments in career and technical education over the next five years.

View producer price indexes for construction at the AGC of Americas (<https://www.agc.org/news/2018/11/09/construction-bid-prices-accelerate-october-contractors%E2%80%99-costs-rise-faster-higher>).



Is Leasing Employees the Answer to Workers' Comp, Labor Shortage Issues?

*Written by Laurie Cowin,
ConstructionDive,
Published on September 24, 2018*

Smaller companies pinched by the labor shortage and looking to reduce their risks and administrative burdens are continually turning to employee leasing agencies.

As construction backlogs continue stacking up while the labor pool tightens, some contractors are looking to "employee leasing" options to meet their staffing needs.

The practice of employee leasing, which is conducted through professional employer organizations, can offer several perks to companies, such as reducing the risk and the burden of administrative responsibilities relating to payroll and insurance. Before considering this option, though, it's imperative to understand where the line is drawn between PEO and contractor.

PEO 101

But first, what is a professional employee leasing organization? When small- and medium-sized businesses want to outsource human resources burdens involving payroll, benefits, tax administration and regulatory

compliance, many turn to PEOs, which offer the full gamut of HR solutions, according to the National Association of Professional Employer Organizations.

Simply put, a PEO is "all about outsourcing employment-related work that doesn't make money and takes time away from things that do," said Mike Burgelin, president at national PEO called Employee Leasing Quotes. "That can include administrative work like payroll, tax reporting, workers' compensation audits, compliance issues and unemployment claims, to name a few. The PEO model streamlines these services to one point of contact, thereby reducing paperwork, costs and most importantly, time." PEOs are designed to partner with their clients on a more one-on-one, full-time basis, as opposed to a staffing agency, which is more commonly used when temporary labor is needed, said Burgelin.

Many companies, and contractors in particular, are becoming more comfortable with contracting third parties to handle responsibilities that are outside of their core business and are realizing the benefits of working with PEOs. NAPEO's research shows that small businesses that work with PEOs grow 7% to 9% faster, have lower employee turn-

over and are 50% less likely to go out of business.

As such, the trend is inching toward a tipping point. As more small businesses start to use PEOs, the corresponding awareness of the companies grows, enabling even further growth. In recent years, the PEO industry has grown by up to 15% a year. "The biggest impediment to growth is awareness," said Pat Cleary, NAPEO's CEO. "At some point that awareness becomes exponential."

Construction and trades are among the most prominent industries that use PEOs, Burgelin said, largely because workers' compensation insurance can be the most expensive part of doing business. "A PEO's master workers' comp policy can allow for immediate discounts on insurance rates, even for those who have had claims issues," he said. "Plus, because the PEO is managing payroll, a direct audit is created each pay period, saving the employer time compared to traditional policy audits."

On average, a PEO's administrative costs range from 2% to 4% of its annual payroll, but pricing varies based on the specific contract.

PEO SELECTION

Once a contractor determines whether using a PEO is a viable option, it then must evaluate the PEOs based on its services. Clients also seek PEOs that do business in their professional space and understand the industry.

Attorney Quinlan S. Tom, co-chair of the Wendel Rosen Construction Practice Group in Oakland, California, said a proven track record of reliability is the biggest factor when selecting a reputable PEO. His colleague, Margaret J. Grover, partner in Wendel Rosen's Employment Practice Group, agrees. "A lot of PEOs are focused on one industry or another. You want somebody that's in your industry and understands what skills

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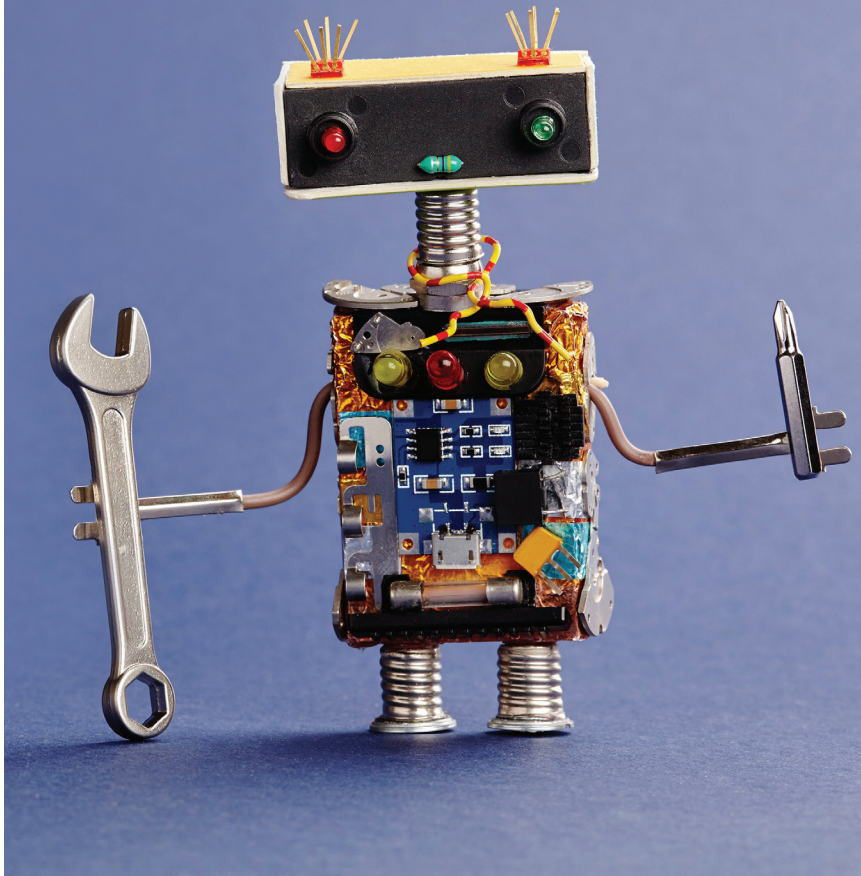
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TECHNOLOGY CAN EASE THE LABOR SHORTAGE, SURVEY SAYS



Written by Laurie Cowin, *ConstructionDive*,
Published on September 12, 2018

DIVE BRIEF

The Associated General Contractors of America and Autodesk recently released a survey of more than 2,500 construction professionals in which 80% indicated they are having a tough time filling hourly craft positions. In addition, 81% of construction firms said it will continue to be hard – or get harder – to find craft workers this year.

The labor shortage, which AGC chief economist Ken Simonson described as “significant and widespread,” has caused companies to increase pay, benefits and training in an effort to attract more workers. Nearly half of firms that responded to the survey indicated it’s taking them longer to complete projects and that their bid prices are higher because of higher than anticipated costs.

Some companies, the survey found, are introducing new technology such as virtual construction, offsite prefabrication, BIM, drones, GPS, laser-guided equipment and 3D printing to help ease labor shortages.

DIVE INSIGHT

Sarah Hodges, senior director of the construction business line at Autodesk, said in a webinar introducing the survey findings that “This survey is a call to action for the industry at large. It outlines there’s clearly a need, clearly there are jobs and clearly the time to act is now. The industry is at a tipping point.”

With the world’s population expected to reach 9.7 billion by 2050, Hodges said, building has to change in fundamental ways. Up to 13,000 new buildings need to be erected per day to meet the needs of the growing population.

Hodges believes technology is one avenue to address the labor shortage and help achieve the necessary building growth. Tech enables connectivity between the job-site and back office like never before, she said, as well as changing how information is collected and analyzed, both of which can

Continued on page 35

Written by collective Construction-Dive Staff, published on January 25, 2018

We rounded up our articles examining the complex legal landscape of the industry.

Contracts are crucial components of the construction process, but they can be among the most complicated and controversial aspects as well. As the industry shifts to increasingly collaborative project delivery methods and adopts new materials and technologies, construction professionals need to stay up to date on the how the legal landscape is evolving – or not – to ensure their work is verified and protected.



We look at the best times to use cost-plus-fee with guaranteed maximum price contracts, and what owners and contractors need to know.

7. Why collaboration is key to preventing 'a war' in cost-plus contracts

Although this contract approach comes with both positives and negatives for owners and contractors, it can be the best option when executed effectively.

8. Architects, contractors vie to be the owner's best resource

Some architects say the blurred lines between their responsibilities and contractor services are cutting them out of the design picture.

CONSTRUCTION CONTRACTS: EVERYTHING YOU NEED TO KNOW

Our monthly series, The Dotted Line, provides an in-depth look at the evolving world of construction contracts and project delivery. Here are those resources, in one place:

FROM BIDDING TO CLOSEOUT

1. How to negotiate the construction bidding process and avoid 'a real nightmare'

Contractors can often make mistakes during the early stages of a project – especially when they don't fully understand the scope of work.

2. Inside the 'dance' of subcontractor negotiations

Subs can attempt to negotiate for a wide range of items in their contracts, but general contractors say it all must tie into their agreements with the owner.

3. How effective contracts can 'drive

the train' of the project closeout process

Finishing a project can be a complicated task if contractors don't think about closeout at all stages.

PROJECT DELIVERY AND CONTRACT TYPE

4. How design-build can create a 'symphony' of collaboration

Experts from Mortenson and Clark Construction say if executed correctly, the design-build method can be successful for any project type.

5. Do lump sum contracts create a simple agreement or potential minefield?

The days of the lump sum contract being the most straightforward construction contract may be over.

6. How GMP contracts keep projects from endless 'costs and costs and costs'

9. Understanding IDIQ contracting's win-win potential

The contract mechanism helps public agencies control their costs and allows contractors to benefit from a long-term supply of work.

10. How to prepare for a construction project audit

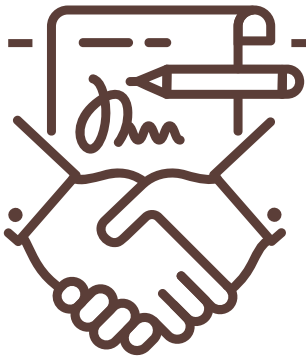
Project finances might be the first thing that comes to mind when it's time for a project audit, but they only represent one element of a comprehensive review. Here's a look at the big picture.

TERMS AND CONDITIONS

11. Why overlooking general conditions can derail a construction contract

Experts point to these four types of general conditions as crucial aspects of a project's success.

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MITIGATING THE RISK OF UNFORESEEN SITE CONDITIONS

Written by Kim Slowey, Construction-Dive, published on September 25, 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.

When construction companies across all trades enter into a contract, they bank on knowing that their agreed-upon scopes of work will be the extent of their obligations. To that end, the bidding process is an exercise in due diligence with estimators and others on the project team running through the specifications over and over and gleaning any other necessary information from meetings with the owners' representatives and visits to the site.

But no matter how conscientious contractors may be, there is still a chance that something below the radar, also known as unforeseen site conditions, will reveal itself after the work starts. And if contractors aren't careful in how they handle these surprises, they could find themselves footing the bill for some very expensive extras.

"Scope of work issues," said John-Patrick Curran, a partner at Sive Paget & Riesel in New York, "are invariably the single largest sources of conflict between owners and contractors."

The word "site" makes many think that this situation typically occurs during excavation or is somehow otherwise exclusive to the ground underneath or around a structure, but that is not always true. Contractors can also en-

counter unforeseen conditions once construction is underway. For example, during a renovation, there could be rotted structural members previously hidden from view or asbestos- or lead-containing materials that must be remediated.

And, of course in the field, Curran said, construction crews could unexpectedly encounter underground storage tanks, bedrock at a much shallower depth than geotechnical reports indicated or contamination that has the potential to expose workers to dangerous chemicals, as is sometimes the case when crews are excavating sites that were used as storage for petroleum tanks or were home to paint-related or industrial manufacturing operations.

"About 75% of the time," said Steve Summers, executive vice president of Gray Construction in Lexington, Kentucky, "there is some level of unanticipated or unforeseen conditions encountered on a construction jobsite." More often than not, he said, these scenarios involve soils or organics that require removal, replacement or some type of treatment.

Many contractors might believe they are not responsible for work they did not include in their proposal, but this is not always true if the contractor did not take care to perform some pre-bid investigation of the project.

For example, American Institute of Architects Form A201- General Conditions of the Contract of Construction states in Section 3.2: Review of Contract Documents and Field Con-

ditions by Contractor, that "Execution of the contract by the contractor is a representation that the contractor has visited the site, become generally familiar with local conditions under which the work is to be performed, and correlated personal observations with requirements of the contract documents."

So what does this mean? In a nutshell, the contractor is responsible for confirming that they've done their homework on the site and have identified any anomalies.

But, as a contractor, how deep does one have to dig? Contractors are not expected to do exhaustive studies prior to an agreement with the owner, Curran said, but they should pick up those items that would be apparent during the course of an ordinary inspection.

In addition, it's important to keep in mind, he said, that contractors are entitled to rely on physical conditions depicted in construction documents.

The way this plays out when it comes to site work for a Gray Construction project, Summers said, is that the geotech or testing company will identify unforeseen site conditions and issue a report. "From there," he said, "the subcontractor will raise a flag to make a change. At this point, it is up to Gray Construction to determine if it is an area of risk that is included in our contract or not."

Once work begins, if a contractor does come across conditions that differ from those presented in the con-

tract documents, according to the aforementioned AIA contract, then it is their obligation to promptly notify the architect of any "errors, inconsistencies or omissions" via a request for information. If the contractor fails to perform its obligations under the contract, then it can be held responsible for the unforeseen conditions it has encountered.

According to Summers, standard contracts like those published by the AIA are about as fair as contracts get. "At Gray, we prefer the standard unforeseen clauses such as AIA, as we feel they are pretty fair to all parties and are clearly understood throughout the industry," he said. "Unfortunately, the trend with owner contracts tends to try to push all site and unforeseen conditions risk to the contractors, regardless of their involvement in the site selection or due diligence process."

If an owner does try to allocate the responsibility for all unforeseen conditions to the contractor and gets a reputation for being unreasonable and refusing to negotiate these points, however, this can backfire. In fact, unforeseen site conditions, according to a recent article in the City Journal, a publication of the Manhattan Institute, are one of the many reasons New York City infrastructure costs are so high. Reportedly, Metropolitan Transportation Authority contracts allocate all of the financial risks for unforeseen geological conditions to the contractor, and construction companies respond by padding the figures in their bids to cover any contingencies.

Conversely, said attorney Quinn Murphy of Sandberg Phoenix in St. Louis, Missouri, some contractors have been accused of taking advantage of the fact that there are unknowns on a project by bidding low and then counting on being able to submit money-making change orders to up the contract amount after the fact.

Murphy said there are three steps contractors should take to avoid be-



ing drawn into a dispute around unforeseen site conditions or having to pay for something they genuinely didn't see coming.

First, he said, contractors should understand the allocation of risk in their contracts – knowing who is responsible for unforeseen conditions – and understand their responsibilities when it comes to making pre-bid inspections.

Next, no matter the contract language, contractors should meticulously inspect the property and make sure the contract documents reflect actual conditions. Murphy said to use photos, reports, etc., as this sort of record-keeping makes it easier to support unforeseen condition claims.

Contractors should be thoroughly familiar with the contractor notice requirements in their contract as well. "If you encounter unforeseen conditions that will affect the work, you have to [make notification] within [a certain number of] days," Murphy said. "You have to go through the submittal process." However, he said, it sometimes takes weeks to perform certain analyses.

In these cases, contractors should consider a "bookmark" notification to the architect or other designated project team member that will preserve their rights while they gather the necessary supplemental informa-

tion about the potential change.

In general, though, contractors shouldn't agree to a short-term analysis window, Murphy said, and managers should make sure staff know to notify them immediately if they come across something in the field that might be an unforeseen condition.

Gray personnel, Summer said, note potential unforeseen conditions on daily or weekly reports or use the notification provisions of the contract to assure that proper communication and documentation occurs throughout the project.

Third, Murphy said, contractors have to understand the change order process and the owner's ability to direct work. If a company encounters unforeseen conditions, it has to provide notice and submit a change order, but the owner will most likely require that it continue working.

Murphy said he never recommends that his clients agree to that provision, but if it is part of the contract, those signing on should at least be aware of the possibility of incurring extra costs during negotiations as to whether the work in question is an unforeseen condition.

Also, if a contractor digs in and refuses to perform the work, then it can be held responsible for the resulting delays. "Most of these claims are for

Continued on page 37



AIA ADDRESSES INDUSTRY NUANCES WITH 13 CONTRACT UPDATES

Written by Kim Slowey, *Construction Dive*, Published on Oct 31, 2018

DIVE BRIEF

- The American Institute of Architects on Tuesday released 13 new and revised contract documents that the organization said would better represent construction industry «trends and nuances.» AIA Contract Documents & Risk Management Managing Director Kenneth Cobleigh said the changes would “ensure the design and construction industries are working under the best agreements possible for their businesses.”
- The AIA said significant changes in this round of revisions include the option for a contractor and subcontractor to set terms and conditions for an agreement that includes multiple scopes of work (A421-2018; A422-2018) and updates to better address the legal issues involved in joint venture business relationships (C101-2018).
- “Other noteworthy changes include an alignment of master agreements with 2017 updates, allowances for electronic delivery of bidding documents and the addition of mediation to the architect-consultant agreement for special services,” AIA outlined.

DIVE INSIGHT

Most commercial contractors are likely familiar with the AIA series of construction agreements and documents as they are used often throughout the industry, although there are new publishers like ConsensusDocs that have also come to market with their own line of contracts.

The AIA typically issues updates to its contracts every 10 years, the last one in the spring of 2017. Some highlights from those revisions are:

- A provision that the architect is to act with impartiality when exercising the authority given to it in the contract.
- More opportunities for direct communication between the contractor and owner, while still keeping the architect in the loop.
- More details about insurance requirements.
- A new section on retainage, the amount typically withheld from a contractor’s payment until the end of the project or until the contractor’s work has gained final acceptance.
- An allowance for a termination fee.
- More references to electronic communication.
- More access to the owner’s financial information.
- The addition of a sustainable projects exhibit.

you need, what kind of experience you're looking for and that has those people in their stable of workers.

"The other thing to look at is what kind of contract they're willing to provide," she continued. "Contracts between general contractors and PEOs can vary dramatically. Some of them will say, for example, that any mistake in payroll is the GC's problem. The PEO will issue the paycheck, but the GC is liable if the hours aren't recorded correctly. Other PEOs will say that if the GC gives them the hours, they'll figure out what overtime is owed and any other premiums per the contract."

Grover also recommends contractors ask a potential PEO about how it handles legal documentation. "One of the risks becoming more apparent is whether your workers are properly qualified to work in the U.S.," she said. "One question I'd ask the PEO is what screening they're doing in terms of the I-9 form and supporting documentation."

Attorney Jennifer Monroe Moore, co-chair of the staffing/PEO Group of Ogletree, Deakins, Nash, Smoak & Stewart, P.C. in Tampa, Florida, recommends finding out whether the PEO is well-funded and could handle a catastrophic incident.

"If I was a [contractor] and I had a death on the job, I'd want to make sure the PEO wasn't a mom-and-pop [operation] with a small workers' comp coverage," she said. "The last thing you'd want is to have an issue as to who was responsible from an under-coverage situation." But, she added, most national and regional PEOs ensure they comply with individual state laws.

Moore also recommends the client have a detailed conversation with the PEO about issues such as ensuring necessary inspections are complete and determining who is responsible for workplace safety and who will take financial responsibility if a claim arises. "You're really talking about how you want your relationship to be with the PEO [and] what services are part of it and creating a contract based on how you want that relationship to look and play out. But the most important thing is to look at where you are from a geographic standpoint in terms of what the law requires."

NAPEO's website also provides 10 guidelines for selecting a PEO, including determining HR and risk management needs, procuring professional references and understanding how employee benefits are tailored.

To read more of this article, visit <https://www.constructiondive.com/news/is-leasing-employees-the-answer-to-workers-comp-labor-shortage-issues/530713/>.

drive increased efficiencies.

Autodesk is trying to arm students, of which she sees an influx of in the industry, and craft workers with technology, Hodges said, not only to automate parts of the process, but also to enhance problem-solving. "Construction is not a dangerous, dead-end career," Simonson said. "It provides great opportunity to use tools and technologies of many kinds."

Brian Turmail, senior executive director of public affairs at AGC, agrees tech is a changing the landscape, citing its increasing availability, affordability and, most importantly, adaptability. "We're seeing smarter technology, such as a robot that can handle a slightly crooked screw, whereas before it couldn't," he said. "We as an association need to spend more time and energy about how to teach firms to take advantage of technology. We think the project site 10 years from now will look very different than it does today."

Dan Gilbane, senior vice president of Gilbane Building Co.'s southwest division, describes this as a "rare time in the construction industry" where most geographies and market sectors are in growth mode. Gilbane sees a tremendous opportunity to leverage technology, including the use of drones, 3D printing and virtual environments. Using such technologies, which appeal to Gilbane's young workers, has made a "huge impact on our business not only from attracting and retaining talent, but also by accelerating productivity," he said.

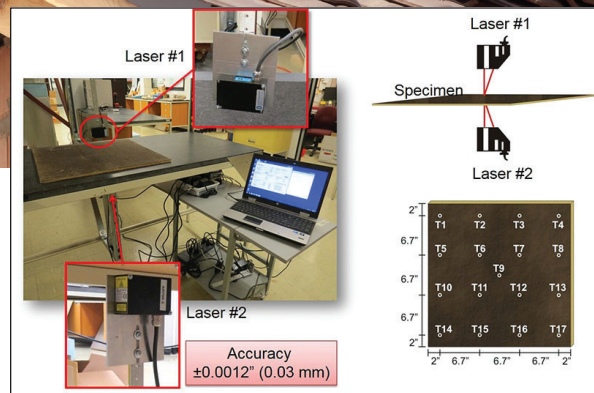
In addition to the survey findings, AGC announced it retooled its workforce development plan introduced five years ago that lists steps federal officials should take to support construction workforce development. In late July, Congress passed, and President Trump signed into law the Strengthening Career and Technical Education for the 21st Century Act, part of which reauthorized the Carl D. Perkins Vocational and Technical Education Act, boosting funding for construction-focused programs and career pathways.

"More work needs to be done, though," said Simonson. "Solving the chronic workforce shortages will require active support from all levels of government."

Updated recommendations include doubling funding for career and technical education throughout a five-year span, as well as allowing more immigrants with construction skills to legally enter the country. AGC also is launching a targeted digital ad recruiting campaign and establishing a workforce venture fund. "The plan serves as a guide to let each player know what they can and should do to prepare the next generation of construction workers," Simonson said.

RCI FOUNDATION FUNDS SPRI RESEARCH

Fastener pull-through testing on rigid roof components



Published on September 20, 2018 by RCI Publications

The RCI Foundation has approved a two-year research grant totaling up to \$50,000 to SPRI (representing the Single-Ply Roofing Industry) for research on the roofing assembly. SPRI is a collection of commercial roofing industry experts dedicated to providing an open forum for discussion, education, and innovation.

The objective of this study is to measure and record the influence on roof substrate materials as moisture content varies. In this research, the equilibrium moisture content will be recorded at two temperature and relative humidity conditions (winter and summer in ASHRAE Zone 3 has been selected). At equilibrium and Thermal Resistance Ratio 80 (TRR-80), determined by testing on current materials, the influence of moisture concerning compressive strength, stability of dimension and density, flexural strength, and fastener pull-through will be recorded. TRR-80 is the amount of moisture that could be present with each material before it loses 20% of its thermal resistance.

The resulting data will be published for free use by the roofing industry and others to judge the ability of existing in-service roof substrate materials to be reused or repurposed. This information is of great value when determining if substrate materials can be left in place when considering a roof recovery project. It is also useful when the roof is tested directly after installation as a specified condition of acceptance.

There are some data available that can be used for this evaluation; however, most of this information is over 30

years old and does not include modern-type products that are used as substrates. A list of current-day roof substrate products (using generic designations) to be included in the testing process, along with a list of ASTM test procedures available for use to obtain the data have been developed for this study through SPRI task force efforts.

Dimensional stability test apparatus.

The goal of this research is to provide current data that will allow roof consultants and other roofing industry stakeholders to make more informed decisions regarding the suitability of the substrate when testing for roof recovery options and new installation projects. Expected completion date is November 2019.

“SPRI is excited to have the support of the RCI Foundation for this very important research project. The data generated from this project will be extremely helpful in making informed decisions about the suitability of leaving an existing substrate in place installing a new roof system,” says SPRI Technical Director Mike Ennis.

If you have questions or would like more information about the RCI Foundation, please contact Development Officer Rick Gardner at rcif@rci-online.org or call 919-859-0742.

12. 5 of the most commonly misinterpreted terms in construction contracts

From incorporation clauses to mechanics' lien language, legal experts explain the terms that create the most confusion among contractors.

13. What contractors need to know about the AIA's 2017 contracts revamp

The latest contract documents update, which occurs every 10 years, includes changes to insurance and bond provisions, termination fees and retainage.

14. How force majeure contract clauses can plan for the unexpected

Contractors who haven't examined their contracts could be in for a surprise if they expect financial compensation for many events that delay work.

15. 4 ways to avoid suspension or debarment on federal contracts

It can be easier to comply with federal regulations up front than to deal with the fallout from debarment or suspension.

16. What construction companies should know about post-disaster FEMA contracting

Contractors considering registering with FEMA for disaster recovery work may want to explore other options.

17. 4 reasons why construction companies should let an attorney review contracts

Some major contract provisions can bring a construction company to its knees if they go unaddressed by an attorney.

NAVIGATING PROJECT CHALLENGES

18. How construction firms can manage the 'necessary evil' of change orders

Although change order provisions are crucial in a contract, they can sometimes represent more of a trust

issue than a legal issue.

19. Navigating construction disputes, from mediation to litigation

Contracts typically provide a variety of dispute resolution options, but all parties must know the cost and potential success of each method before forging ahead.

20. How employers can protect construction workers from external threats

Companies are going the extra mile to ensure their employees are safe from hazards ranging from roadside risks to job site crime.

21. How to avoid schedule delays through careful planning, effective contracts

Construction companies should determine the biggest risks to their schedules, steps to achieve timely completion and the legal consequences of failing to deliver.

22. How to juggle resources across projects and stay on schedule

Communication and planning are key for both general contractors and subs to stay on pace amid an environment of booming demand and limited resources.

23. How contractors can navigate local hiring requirements

Hiring quotas can sometimes put added pressure on contractors already grappling with a severe shortage in the available labor supply.

ADDITIONAL FACTORS TO KEEP IN MIND

24. How to navigate 'the 3 Cs' of construction bonding

Payment and performance bonds aren't just for public projects anymore.

25. How training programs can 'fund the future' of a skilled workforce

Whether contract-mandated or company-driven, training programs play a critical role in pumping up the lean construction worker pipeline.

early-phase work," Murphy said, "so [there can be] a domino effect of liquidated damages. If everyone looks back and blames you, the claims are massive."

If it's not possible to have that clause completely removed, then the next best move is to have it revised to provide some protection. For example, Murphy said, the owner could retain the right to require the contractor to keep working after a claim of unforeseen conditions, but only up to a certain percentage of the value of the base contract amount.

What this tells the owner, he said, is that there is no blank check – no circumstance where the contractor can be directed to do unlimited extra work with no meaningful obligation to be paid for it.

But, ultimately, much of the responsibility lies with the contractor in protecting itself against having to pay for and perform work related to unforeseen conditions. If a contractor signs a contract stating it's responsible for all conditions and hasn't done its due diligence in determining the validity of site conditions, Curran said, that's just schedule-killing litigation waiting to happen. "Delays of any fashion are detrimental to everyone involved," he said. "If you have to go to court, you've already lost."

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WHICH HAZARDS TOP OSHA'S 10 MOST-CITED SAFETY VIOLATIONS LIST?

Written by [Kim Slowey@kimslowey](mailto:Kim.Slowey@kimslowey.com)
Published on Nov. 12, 2018

Some things never change, and that can be said for almost all the entries on OSHA's 2018 top 10 Most Frequently Cited Violations list. In fact, eight of the most violated standards by all industries were on last year's list, and the top four – fall protection, hazard communication, scaffolds and respiratory protection – have been on the list since the agency started compiling it in 2015.

The list covers violations that OSHA issued during fiscal year Oct. 1, 2017 through Sept. 30, 2018, but the data is preliminary. Here is a breakdown of the total number of violations per standard (includes all industries) as well as details about each standard.

1. Fall protection (general requirements) - Standard 1926.501: 7,270 violations

OSHA statistics have shown that falls are the leading cause of U.S. construction site deaths.

This standard covers construction and all other industries and includes general regulations like the requirement that employers provide fall protection systems and protections for employees working near or walking on surfaces from which they can fall six feet or more, including roofs, ex-

cavations and hoist areas. The standard also includes protections from falling objects.

Included in the citations for fall protection was one issued to Kasper Roofing & Construction, based in Windermere, Florida, in April. OSHA cited Kasper after one of its employees fell to his death on a jobsite near Orlando. The agency proposed a fine of \$134,000.

2. Hazard communication - Standard 1910.1200: 4,552 violations

A major portion of this standard deals with identifying toxic or hazardous chemicals and substances, making sure they're labeled appropriately, maintaining safety data sheets on-site and training employees on their potential dangers.

While hazardous chemicals stand out as an obvious risk, there are also materials that are under the radar. For example, the coating on some steel is considered hazardous, as is the dust created by sanding drywall mud.

However, manufacturers and suppliers have safety data sheets on how to handle hazardous materials readily available for contractors.

Just this month, OSHA cited a Texas



drilling company, Legend Directional Services, for failing to train their employees on the hazards of flammable chemicals, among other violations, and proposed a total fine of \$28,455.

3. Scaffolds (general requirements) - Standard 1926.451: 3,336 violations

The sight of scaffolding hugging the side of a building under construction is one of the most common images associated with an active jobsite, and this standard speaks to safe scaffolding design, installation and use.

OSHA prescribes safety regulations regarding scaffolding systems, including suspension, ladder jack, top plate bracket, roof bracket, outrigger and pump jack scaffolds. The standard also includes fall protection and fall arrest system requirements for those working on scaffolding at 10 feet above a lower level.

In June, OSHA proposed fines of \$120,320 and issued Wisconsin roofing contractor Hector Hernandez of Town City Construction violation citations related to fall protection and other safety hazards on two jobsites. The violations included failure to train employees about fall hazards and not

using the required ladder jack scaffold components.

4. Respiratory protection - Standard 1910.134: 3,118 violations

Contractors and all employers have a responsibility to protect the respiratory health of their employees, and this standard requires them to provide workers with the necessary respirators to protect them from air that is contaminated with harmful dust fog, fumes, mist, gases, smoke, sprays or vapors. This standard also allows employers to institute engineering controls like ventilation or the use of enclosures or confinement of operations.

In addition, the standard requires employers to develop and institute a written respiratory protection program, with site-specific equipment and procedures provided to employees.

OSHA issued citations related to respirator use to Manafort Bros. in November 2017 after the agency determined that the contractor did not take adequate measures to protect its employees while they were working on a mercury boiler on a project in Concord, New Hampshire. Manafort has contested the citations as well as the proposed fine of \$329,548.

5. Lockout/tagout - Standard 1910.147: 2,944 violations

This general industry standard technically excludes the construction industry but would apply should contractors do electrical work on their premises.

This OSHA standard tries to reduce the danger of working around or on equipment that could suddenly restart while performing maintenance or repairs by using lockout or tagout devices. Examples are devices that isolate breakers; prevent fluid or gas valves from being opened; lock out electrical plugs, cords and air hose connectors; or prevent flipping of an «on» switch. A tag identifies the person who placed the lockout device on the piece of

equipment and that person is the only one who can remove the lock.

6. Ladders - Standard 1926.1053: 2,812 violations

Ladder safety goes hand-in-hand with fall protection. This standard covers mandatory load-bearing capabilities – typically from a little more than three times to four times the maximum intended load – rung and step spacing, skid resistance, clearance and safety devices.

When OSHA cited JK Excavation & Utilities after one of its employees died in a 16-foot-trench collapse, one of the citations included improper use of ladders for entry and exit. The agency fined the contractor \$202,201 but it was negotiated down to \$151,650 as part of an informal settlement.

7. Powered industrial trucks - Standard 1910.178: 2,294 violations

This standard covers the use of equipment like platform lift trucks, motorized hand trucks, fork trucks and other trucks powered by electric motors or internal combustion engines. It sets requirements for design as well, in addition to fire hazard safeguards, required markings and where they may be used.

8. Fall protection (training requirements) - Standard 1926.503: 1,982 violations

Where there is a fall protection violation, there is often a failure on the part of the contractor to provide adequate fall protection training. In order to meet the requirements of this standard, contractors must provide training to employees who could be exposed to fall hazards in the performance of their duties.

A trained person must conduct the sessions, topics for which include what kind of hazards workers might encounter; how to install, use and inspect fall protection systems; lim-

itations of fall protection equipment; proper storage and maintenance of equipment; and the role each employee plays in the company's fall protection plan.

When OSHA cited Kansas contractor Jose Barrientos in May, one of the violations that earned Barrientos a \$191,071 proposed fine was lack of fall hazard training for the company's workers.

9. Machine guarding - Standard 1910.212: 1,972 violations

This standard requires contractors to protect equipment and tool operators from injuries that can be caused by sparks, flying chips, rotating parts and other dangers. Accepted controls include barrier guards, two-hand tripping devices, electronic safety devices and anchoring to keep fixed tools or equipment from "walking" during operations.

10. Personal protective and lifesaving equipment (eye and face protection) - Standard 1926.102: 1,536 violations

Construction employers are required to provide hazard-specific eye and face protective wear and make sure workers use them to be protected from jobsite dangers like flying particles or other debris, molten metal, chemicals, acids, caustic liquids, gases and vapors, and light radiation.

The shade number of eyewear for welders must also be task-appropriate. For example, soldering requires shade No. 2, but shielded metal arc welding requires the higher-density shade No. 12.

When OSHA cited Lanford Bros. Co. in Marion, Virginia, in August under the revised silica standard, the agency also issued the company two serious violations for improper eye or face protection. Proposed fines against the company totaled \$304,130, although the citations and fines are under contest.

CHARLAS

de seguridad

¿QUE PELIGROS ENCABEZAN LISTA DE VIOLACIONES DE SEGURIDAD MÁS CITADO 10 DE OSHA?

Escrito por Kim Slowey
@kimslovey publicado
el 12 de noviembre de 2018

Algunas cosas nunca cambian, y que puede decirse de casi todas las entradas sobre 2018 10 más frecuentemente citados violaciones lista OSHA. De hecho, ocho de los estándares más violados por todas las industrias estaban en la lista del año pasado y los cuatro mejores – caída protección, comunicación de riesgos, andamios y protección respiratoria, han estado en la lista desde que la Agencia comenzó a compilar en el año 2015.

La lista cubre las violaciones de que OSHA emitida durante el ejercicio 01 de octubre de 2017 a través de 30 de septiembre de 2018, pero los datos son preliminares. Aquí le damos un desglose de la cantidad total de violaciones por estándar (incluye todas las industrias) así como detalles sobre cada norma.

1. Protección contra caídas (requisitos generales) - Estándar 1926.501: 7,270 violaciones

Las estadísticas de OSHA han demostrado que las caídas son la causa principal de las muertes en los sitios de construcción de los Estados Unidos. Esta norma cubre la construcción y todas las demás industrias e incluye regulaciones generales, como el requisito de que los empleadores proporcionen sistemas de protección contra caídas y protecciones para

los empleados que trabajan cerca o que caminan sobre superficies desde las que pueden caer seis pies o más, incluidos techos, excavaciones y áreas de izar. El estándar también incluye protecciones contra objetos que caen. Incluido en las citas para la protección contra caídas, se emitió uno a Kasper Roofing & Construction, con sede en Windermere, Florida, en abril. OSHA citó a Kasper después de que uno de sus empleados muriera en un lugar de trabajo cerca de Orlando. La agencia propuso una multa de \$134,000.

2. Comunicación de riesgos - Estándar 1910.1200: 4,552 violaciones

Una gran parte de esta norma trata sobre la identificación de sustancias y productos químicos tóxicos o peligrosos, asegurándose de que estén etiquetados adecuadamente, manteniendo las hojas de datos de seguridad en el lugar y capacitando a los empleados sobre sus peligros potenciales.

Si bien los químicos peligrosos se destacan como un riesgo obvio, también hay materiales que se encuentran debajo del radar. Por ejemplo, el revestimiento de un poco de acero se considera peligroso, al igual que el polvo creado al lijar el lodo de yeso.

Sin embargo, los fabricantes y proveedores tienen hojas de datos de seguridad sobre cómo manejar materiales peligrosos fácilmente disponibles para los contratistas.

Este mes, OSHA citó a una empresa de perforación de Texas, Legend Directional Services, por no capacitar a sus empleados sobre los peligros de los químicos inflamables, entre otras violaciones, y propuso una multa total de \$ 28,455.

3. Andamios (requisitos generales) - Estándar 1926.451: 3,336 violaciones

La vista de los andamios que abrazan el costado de un edificio en construcción es una de las imágenes más comunes asociadas con un sitio de trabajo activo, y esta norma habla del diseño, la instalación y el uso seguros de los andamios. OSHA prescribe normas de seguridad con respecto a los sistemas de andamios, que incluyen la suspensión, el gato de escalera, el soporte de la placa superior, el soporte de techo, los soportes y los andamios del gato de la bomba. La norma también incluye los requisitos del sistema de protección contra caídas y detención de caídas para quienes trabajan en andamios a 10 pies por encima de un nivel inferior. En junio, OSHA propuso multas de \$ 120,320 y emitió citaciones por violación a la protección contra caídas y otros riesgos de seguridad en dos sitios de trabajo del contratista de techos de Wisconsin Héctor Hernández de Town City Construction. Las violaciones incluyeron la falla en capacitar a los empleados sobre los riesgos de caídas y el no usar los componentes requeridos del andamio de gato de escalera.

4. Protección respiratoria - Norma 1910.134: 3,118 violaciones

Los contratistas y todos los empleadores tienen la responsabilidad de proteger la salud respiratoria de sus empleados, y esta norma requiere que proporcionen a los trabajadores los respiradores necesarios para protegerlos del aire contaminado con polvo, niebla, vapores, neblinas, gases, humo y aerosoles. o los vapores. Esta norma también permite a los empleadores instituir controles de ingeniería como la ventilación o el uso de recintos o confinamiento de operaciones.

Además, la norma requiere que los empleadores desarrollen e instituyan un programa de protección respiratoria por escrito, con equipo y procedimientos específicos para el sitio proporcionados a los empleados.

OSHA emitió citaciones relacionadas con el uso de respiradores a Manafort Bros. en noviembre de 2017 después de que la agencia determinó que el contratista no tomó las medidas adecuadas para proteger a sus empleados mientras trabajaban en una caldera de mercurio en un proyecto en Concord, New Hampshire. Manafort ha impugnado las citaciones, así como la multa propuesta de \$ 329,548.

5. Bloqueo / etiquetado - Estándar 1910.147: 2,944 violaciones

Este estándar general de la industria excluye técnicamente a la industria de la construcción, pero se aplicaría si los contratistas realizaran trabajos eléctricos en sus instalaciones. Esta norma de OSHA trata de reducir el peligro de trabajar alrededor o en equipos que podrían reiniciarse repentinamente mientras se realizan las tareas de mantenimiento o reparación mediante el uso de dispositivos de bloqueo o etiquetado. Los ejemplos son dispositivos que aíslan los disyuntores; evitar que se abran las válvulas de fluido o gas; bloquee los enchufes eléctricos, cables y conectores de la manguera de aire; o evitar que se active un interruptor "on". Una etiqueta identifica a la persona que colocó el dispositivo de bloqueo en la pieza del equipo y esa persona es la única que puede eliminar el bloqueo.

6. Escaleras - Estándar 1926.1053: 2,812 violaciones

La seguridad de la escalera va de la mano con la protección contra caídas. Esta norma cubre las capacidades obligatorias de soporte de carga, por lo general desde un poco más de tres veces hasta cuatro veces la carga máxima prevista: espacio entre peldaños y escalones, resistencia al deslizamiento, espacio libre y

dispositivos de seguridad. Cuando OSHA citó a JK Excavation & Utilities después de que uno de sus empleados muriera en un colapso de una zanja de 16 pies, una de las citas incluía el uso inadecuado de escaleras para entrar y salir. La agencia multó al contratista con \$ 202,201, pero se negoció hasta \$ 151,650 como parte de un acuerdo informal.

7. Camiones industriales motorizados - Norma 1910.178: 2,294 violaciones

Esta norma cubre el uso de equipos como carretillas elevadoras de plataforma, carretillas de mano motorizadas, carretillas elevadoras y otras carretillas con motores eléctricos o motores de combustión interna. También establece los requisitos para el diseño, además de las medidas de seguridad contra incendios, las marcas requeridas y el lugar donde se pueden usar.

8. Protección contra caídas (requisitos de entrenamiento) - Estándar 1926.503: 1,982 violaciones

Donde hay una violación de protección contra caídas, a menudo hay una falla por parte del contratista para proporcionar capacitación adecuada de protección contra caídas. Para cumplir con los requisitos de esta norma, los contratistas deben proporcionar capacitación a los empleados que podrían estar expuestos a riesgos de caídas en el desempeño de sus funciones.

Una persona capacitada debe dirigir las sesiones, temas para los cuales incluyen qué tipo de peligros podrían enfrentar los trabajadores; cómo instalar, usar e inspeccionar sistemas de protección contra caídas; limitaciones del equipo de protección contra caídas; Almacenamiento y mantenimiento adecuado de los equipos; y el papel que desempeña cada empleado en el plan de protección contra caídas de la compañía.

Cuando OSHA citó al contratista de Kansas José Barrientos en mayo, una

de las infracciones que le valieron a Barrientos una multa propuesta de \$ 191,071 fue la falta de capacitación sobre riesgos de caídas para los trabajadores de la compañía.

9. Protección de máquinas - Norma 1910.212: 1.972 violaciones

Esta norma requiere que los contratistas protejan a los operadores de equipos y herramientas de las lesiones que pueden ser causadas por chispas, virutas voladoras, piezas giratorias y otros peligros. Los controles aceptados incluyen barreras de protección, dispositivos de disparo con dos manos, dispositivos de seguridad electrónicos y anclajes para evitar que las herramientas o equipos fijos se "paseen" durante las operaciones.

10. Equipo de protección personal y de salvamento (protección para los ojos y la cara) - Norma 1926.102: 1,536 violaciones

Los empleadores de la construcción deben proporcionar ropa protectora para ojos y cara específica para el peligro y asegurarse de que los trabajadores los utilicen para protegerse de los peligros del lugar de trabajo, como partículas voladoras u otros desechos, metales fundidos, productos químicos, ácidos, líquidos cáusticos, gases y vapores y radiación de luz.

El número de pantalla de las gafas para soldadores también debe ser apropiado para la tarea. Por ejemplo, la soldadura requiere la sombra n. ° 2, pero la soldadura con arco metálico blindado requiere la pantalla n. ° 12 de mayor densidad.

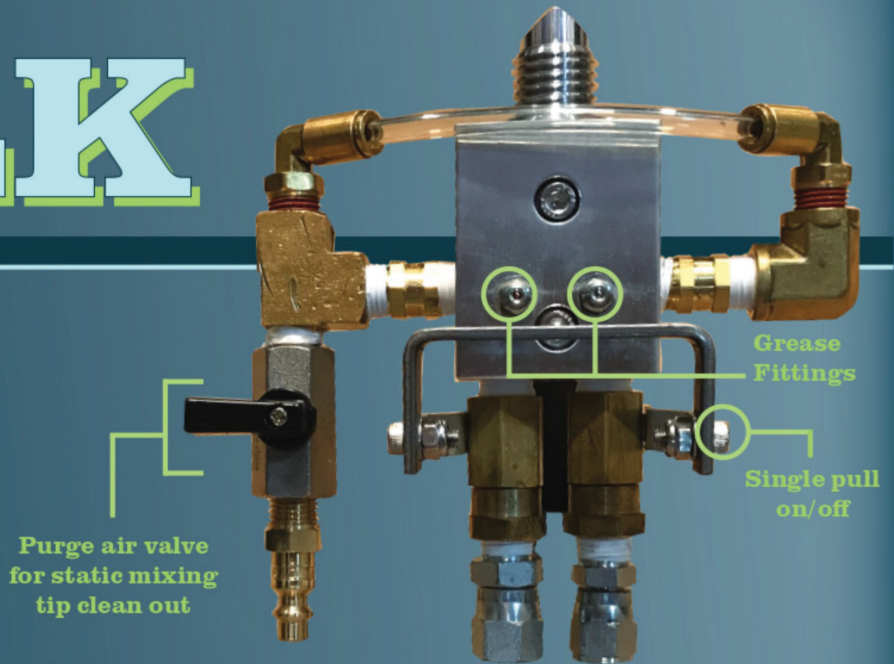
Cuando OSHA citó a Lanford Bros. Co. en Marion, Virginia, en agosto, bajo la norma revisada de sílice, la agencia también emitió a la compañía dos violaciones graves por protección inadecuada de los ojos o la cara. Las multas propuestas contra la compañía totalizaron \$ 304,130, aunque las citaciones y multas están en disputa.

Introducing
The

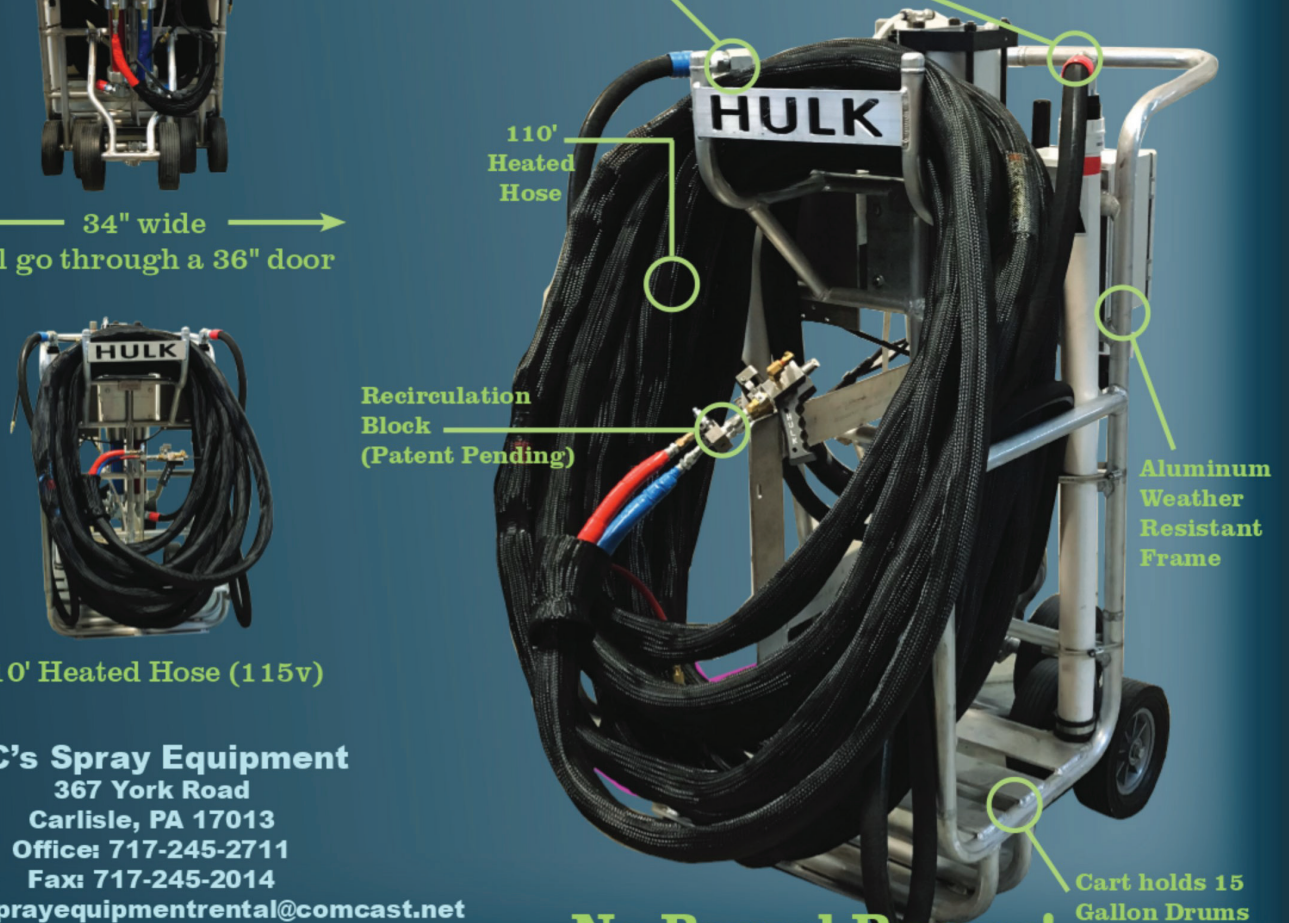
HULK

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)

4 C's Spray Equipment

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Carlisle, PA 17013
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Fax: 717-245-2014

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No Barrel Pumps!