



CAROLINAS CONTACTS

MAY-JUNE 2025 ISSUE

CRSMCA Sporting Clays Competition Photos

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

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FROM THE CRSMCA PRESIDENT



A handwritten signature in blue ink that reads "Bobbie Jo Deal".

Bobbie Jo Deal
CityScape Roofing, Inc.
CRSMCA President 2024-2025

Reflections from the President's Desk: A Year of Progress, Unity, and Gratitude

As my term as President of the Carolinas Roofing and Sheet Metal Contractors Association comes to a close, I am filled with deep gratitude and pride for what we have accomplished together over the past year. Serving as your first female president has been one of the greatest honors of my professional career. It's a role I stepped into with humility and a heart full of hope—and thanks to your support, participation, and belief in our mission, this year has exceeded every expectation.

We've seen extraordinary progress as an association. The golf tournament in the fall was a huge success. We had excellent attendance at our district meetings—where critical conversations around industry innovations, workforce development, and advocacy took center stage. The clay shooting event was a great event where good times and excellent networking took place to a summer expo that was successful. The momentum has been nothing short of inspiring. These gatherings weren't just about business—they were about building relationships, strengthening our network, and sharing ideas that will carry us forward for years to come.

One of the most exciting aspects of this past year has been our commitment to growth and modernization. The brick and mortar building may be in the past but the future of our Association stands firm and strong. Behind the scenes, our board has been working diligently on a major rebranding initiative, including a new website, streamlined membership processes, and fresh promotional strategies to expand our reach and showcase the value of being a part of CRSMCA. These changes aren't just cosmetic—they represent a renewed vision for the future of our association, and I truly believe the best is still to come.

To staff members, Carla and Karin, our contractor members, board colleagues, and industry partners, thank you. Thank you for the countless hours you've dedicated, the ideas you've shared, and the passion you've brought to our association. Your support, kindness and encouragement throughout this journey have meant more than I can ever express. The friendships I've made during this year will stay with me long after my term ends, and I will always be proud to be part of this incredible association and roofing community. Thank you to the board for your unwavering support and involvement with the Association. Our success is a reflection of every one of you. The roofing industry houses some of the hardest working professionals I know and I am thankful to have worked with you all.

As I pass the gavel, I do so with confidence that CRSMCA is stronger, more connected, and more vibrant than ever. It has been an unforgettable honor to lead, to listen, and to serve you. I look forward to serving on the Board as a Past President and to continue to be an advocate and leader for the Association.

Here's to new beginnings, strong partnerships, and an even stronger future.

With heartfelt thanks

Carolinas Contacts

FROM THE ASSOCIATE GROUP PRESIDENT



Hello CRSMCA Members-

It has been an honor to be the Associate Group President this year and to work alongside Bobbie Jo Deal, CRSMCA Executive President. Being on the Board the last few years gave me insight into what happens behind the scenes to run this association. We couldn't do it without the leadership of our Executive Director, Carla and with all the members who serve by sharing their time and talents. Thank you for all the great participation this year!

This year has been full of changes. Some include, moving to one expo and annual meeting, closing the brick-and-mortar office, increasing membership, and bringing back well-attended district meetings. Attendance at the more recently added events, such as the Annual Golf Tournament and Sporting Clays Competition, continue to show great popularity.

My ask of you is to keep showing up! There is a good chance you will learn something new at a district meeting, enjoy your time away from the office at any event, and socialize with some great people.

I look forward to seeing continued progress with Mark Cameron taking the lead as the Associate Group President, Tim Smart-1st Vice President, Steve Hall- 2nd Vice President, and Dalton Abrams-Secretary/Treasurer. Best of luck to you all!

Thank you for your support and look forward to seeing you at a future event!

Sincerely,

Tara

**Tara Burgei
Johns Manville
CRSMCA Associate Group
President 2024-2025**

Roofing Industry News



CRSMCA Releases Winners of 2025 Dottie Nagle Scholarship Program

CRSMCA is thrilled to announce the newest recipients of the Dottie Nagle Scholarship Program.

Addison Burgei, daughter of **Tara Burgei, Johns Manville** (pictured top left)

School: University of South Carolina
Degree Focus: Nursing



Alberta Vazquez Estevez, wife of **Leonardo Marrero Peralta, Wayne Roofing & Sheet Metal** (pictured bottom left)

School: East Carolina University
Degree Focus: Elementary Teacher

We extend our heartfelt congratulations to Addison and Alberta and look forward to watching these individuals succeed in their programs and beyond. Their journey exemplifies the values that Dottie Nagle championed: dedication, community commitment, and the importance of practical education.

About the Dottie Nagle Scholarship Program

The Carolinas Roofing and Sheet Metal Contractors Association, Inc. Dottie Nagle Scholarship Program is available to assist employees of CRSMCA contractor and supplier members. Employees and their families who plan to pursue post-secondary education in college or vocational programs are eligible for the merit-based scholarships. Scholarship recipients will receive funding for one year of full-time study at any accredited post-secondary institution of the student's choice.

The purpose of the Dottie Nagle Scholarship Program is to assist individuals seeking to further their education and pursue a career.

CRSMCA provides details for roofing affiliated organizations to promote the relationships built within roofing industry organizations.

Is an affiliated organization not listed? Please contact CRSMCA to have the information added to the Carolinas Contacts magazine publication.



NRCA Release - Architectural Metal Panel Training Package

NRCA has made available a new Training for Roof Application Careers package—Architectural Metal Panel Installation, which provides new and inexperienced workers with the knowledge necessary to work on an architectural metal roof system installation crew.

Your one-time TRAC package purchase gives you valuable online content and unlimited use of the training materials so you can train your employees whenever it is best for you.

The three components of the Architectural Metal Panel Installation Package include:

- Essentials: The Basics for Roof System Installers, which exposes new roofing workers to important information all field employees need to know
- Steep-slope Core, which provides participants with the concepts of steep-slope roofing and prepares them to learn about installing steep-slope roof systems
- Architectural Metal Panel Installation, which provides roof system installers (or potential installers) with the knowledge necessary to work on an architectural metal roof system installation crew.

Mental Health Awareness

For more than 20 years, the Substance Abuse and Mental Health Services Administration has recognized Mental Health Awareness Month every May to increase awareness about the vital role mental health plays in our overall health and well-being and provide resources and information to support individuals and communities who may need mental health support.

Construction has one of the highest suicide rates of any industry, and this can be attributed to factors such as long hours, difficult completion schedules, job-related risks of serious injuries and mental health often being stigmatized. Some construction companies have begun investing in initiatives focused on mental health, offering resources that support employees and talking about mental health to destigmatize the topic.

For Construction Pros shares the following guidance from the Centers for Disease Control and Prevention and the National Institute for Occupational Safety and Health to help prevent suicide.

- Create protective environments through healthy organizational policies and culture.
- Improve access and delivery of suicide care; for example, increase provider availability and access to rapid and remote help.
- Promote healthy peer norms to remove the stigma of asking for help or care.
- Teach coping and problem-solving skills; for example, support social-emotional learning programs.
- Prevent future risk by providing support for those bereaved or affected by suicide.

The Substance Abuse and Mental Health Services Administration offers resources and tools for Mental Health Awareness Month.

[Learn more.](#)

Did you know NRCA offers mental health resources? Visit [NRCA's Mental Health webpage](#) to learn more.

CRSMCA provides details for roofing affiliated organizations to promote the relationships built within roofing industry organizations.

Is an affiliated organization not listed? Please contact CRSMCA to have the information added to the Carolinas Contacts magazine publication.

Top 5 Heat-Related Illnesses

As weather warms up, the risk of heat-related illnesses increases for outdoor workers.

Construction Executive lists the following five most common heat-related illnesses in construction and how to treat them.

Heat rash is a skin irritation resulting from excessive sweating, especially when exposed to hot, humid conditions for prolonged periods. Employees should keep the affected areas dry and wear breathable fabrics.

Heat cramps are caused by fluid or salt depletion after rigorous physical activity in the heat.

Employees should replenish with salty foods and water or electrolytes.

Heat syncope is a collapsing or fainting episode that occurs when the body does not acclimate to extreme heat. Inadequate fluid replacement can cause dehydration, which typically resolves after a period of rehydration and rest.

Employees also should lie flat on their back and elevate their feet; seek emergency medical attention if necessary.

Heat exhaustion is a precursor to heat stroke and can be the body's response to excessive loss of water and salt; it can be triggered by physical exertion and limited physical activity and could be accompanied by extreme sweating. Employers should act immediately because heat exhaustion quickly can become heat stroke. Take

employees to a cool environment; treat them with ice packs and cool water/electrolyte drinks; and seek medical attention. If employees become confused or irrational, call 911.

Heat stroke is a serious, life-threatening condition that occurs when the core body temperature reaches 104 F. Look for symptoms such as loss of consciousness, slurred speech, confusion, seizures and profuse sweating. Employers should deploy their emergency action plan for severe workplace injuries, which includes calling 911 immediately. Employees should be immersed in ice or cold water, applying towels to the head, trunk, extremities and groin. Heat stroke can lead to significant or permanent damage to vital organs or death if victims are not treated immediately.

There are steps employers can take to help ensure their workers do not experience heat-related illness, including gradually acclimating employees to extreme heat; ensuring workers drink adequate fluids, such as water and sports drinks; having employees work shorter shifts; making sure workers take frequent breaks; and offering air-conditioned areas when possible. It also is key your company has a heat response plan in place to help prevent heat-related illness and react quickly to a heat-related illness emergency. The Occupational Safety and Health Administration's [Heat Illness Prevention](#) page offers resources to help you protect your workers.

Results from the latest market index survey for reroofing

A coalition of industry trade associations representing contractors, consultants and manufacturers in the U.S. and Canada completed its latest Quarterly Market Index Survey for Reroofing for Quarter 1 of 2025. The survey takes the pulse of the reroofing industry on a quarterly basis and serves as a regular barometer of the industry's business conditions. 86% percent of survey responses came from contractors and 14% came from roof consultants. The customer inquiries index score is 57.1 for the steep-slope reroofing market; 50.9 for the low-slope reroofing market; and 55.1 for the blended low- and steep-slope reroofing market. The project contracts index score is 66.7 for the steep-slope reroofing market; 44.6 for the low-slope reroofing market; and 50 for the blended low- and steep-slope reroofing market. The complete results are available to those who participate in the survey via an online dashboard that enables users to filter results by region and other metrics. [Contractors and consultants who want to participate in next quarter's brief survey can sign up for a notification.](#)

Member Spotlight Featuring: D.I. Roof Seamers

PROVIDED BY COLTON REED, MARKETING, D.I. ROOF SEAMERS



D.I. ROOF SEAMERS

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EST 1989

LOCATION: CORINTH, MS

www.diroofseamers.com

D.I. Roof Seamers has a 67,000-square-foot facility where we manufacture our own roof seamers. D.I. offers these machines to builders and contractors throughout North America and proudly serves over 100 roof panel manufacturers across the United States and Canada.

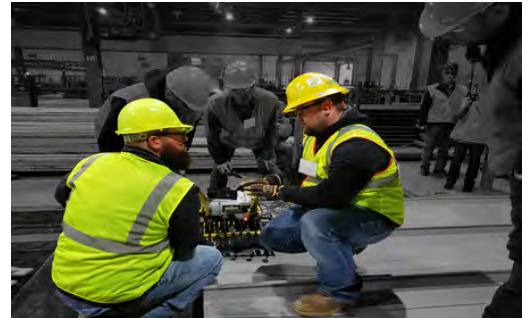
DIRS proudly serves the rental equipment market within the standing seam metal roofing industry. D.I. specializes in providing top-of-the-line seamers, precision hand tools, and efficient roof removal equipment to support contractors working on mechanically seamed standing seam metal roofs.

By focusing exclusively on this niche, D.I. ensures that their clients receive expertly maintained, job-ready equipment that enhances productivity and craftsmanship on the roof. Whether you're tackling a new installation or performing a retrofit, our tools are designed to meet the demands of today's roofing professionals.

DIRS roots trace back to a precision machine shop, where they began by machining parts for major industrial clients such as Caterpillar Inc., 3M, and Motion Industries. With a foundation in quality craftsmanship and mechanical expertise, the DIRS team earned a reputation for delivering reliable, high-performance components.

It was during these early days that our owners envisioned a new design for a roof seamer—one that would improve both efficiency and performance on standing seam metal roofing projects. As this innovative design took shape and interest in the roofing market grew, we saw an opportunity to serve a niche that was both underserved and full of potential.

Gradually, we shifted our focus entirely to this specialty.



Today, D.I. Roof Seamers proudly provides cutting-edge roof seamers, precision hand tools, and efficient roof removal equipment to contractors nationwide—continuing to build on our legacy of innovation, quality, and service.

May-June 2025



Throughout our company's history, our most significant milestones have stemmed from one central focus: product development. From the very beginning, we've prioritized innovation, continuously refining and advancing the tools we offer to roofing professionals.

One of our proudest achievements has been the introduction of several innovative designs for both our roof seamers and hand crimpers. These advancements have not only improved performance and efficiency on the job site but have also set new standards in reliability and ease of use. Each new product iteration reflects our commitment to listening to contractor feedback, responding to market needs, and pushing the boundaries of what's possible in standing seam metal roofing technology. These development milestones have been instrumental in shaping our reputation as a trusted, forward-thinking equipment provider in the roofing industry.

In a competitive market, what truly sets our company apart is our exceptional customer service and technical problem-solving expertise. We don't just rent out equipment—we build relationships and provide support that contractors can rely on, no matter the job's complexity. From the initial consultation to on-site troubleshooting and post-project follow-up, our team is there every step of the way. Whether it's helping select the right equipment, offering real-time technical guidance, or resolving unexpected challenges in the field, our hands-on approach ensures our customers feel confident and supported from beginning to end—and everything in between.

This level of service has earned us lasting trust and repeat business from roofing professionals who know we're more than a supplier—we're a partner in their success.

As the roofing industry continues to evolve, one of the most noticeable trends is the growing demand for mechanically seamed metal roofing systems. With more builders taking on these projects, the opportunity for growth is significant—but it also brings new challenges. One of the biggest challenges we've encountered is educating builders on how to properly prep and seam mech-seam panels. While these systems offer superior durability and performance, they require precise handling, correct equipment usage, and a solid understanding of installation best practices.

As a company deeply invested in this niche, we see it as our responsibility to not only provide the right tools but also ensure contractors are well-prepared and properly trained. By offering technical support, clear instructions, and real-time problem solving, we're helping more builders succeed in this specialized field—and raising the standard of quality across the industry.

In our ongoing effort to stay ahead of industry needs, we recently replaced our entire seamer fleet with our newest modular design—the latest and most advanced iteration of our roof seamers to date. This modular system offers improved versatility, easier maintenance, and enhanced performance on a variety of job sites.

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To further support our customers, we've also updated our full library of instructional videos, making it easier than ever for contractors to access step-by-step guidance, troubleshoot issues, and ensure correct equipment usage. These updates reflect our commitment to delivering not only top-tier tools, but also the resources and support our customers need to succeed in the field.

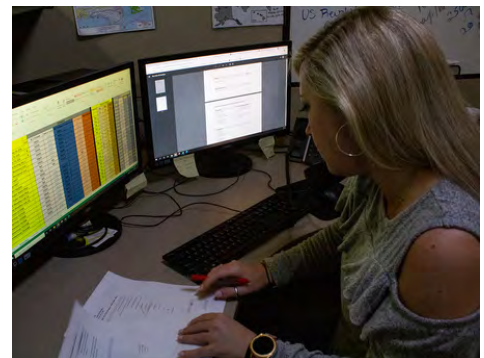
Our company is committed to making meaningful strides in energy efficiency and sustainability—both within our operations and through the products we offer.

Internally, we've taken deliberate steps to reduce our environmental footprint by upgrading our facility with LED lighting, replacing bottled water with water fountains, and implementing a recycling procedure in our production department. These changes reflect our focus on creating a more responsible and resource-conscious workplace.

Beyond our facility, sustainability is also built into our product design. We engineer our equipment to be efficient and durable, helping contractors save time, reduce waste, and optimize job site performance. By delivering tools that promote smart, streamlined workflows, we support a roofing industry that values both productivity and environmental responsibility.

Being a member of the CRSMCA has been a tremendous asset to our company. Through this membership, we've gained valuable insight into current industry trends, innovations, and best practices, helping us stay aligned with the evolving needs of our customers.

CRSMCA provides exceptional opportunities to network with peers, forge lasting relationships, and engage with thought leaders across the roofing sector. From educational sessions to industry events, the organization keeps us informed about emerging technologies, new products, and fresh ideas that drive the industry forward. Our involvement with CRSMCA has not only enhanced our knowledge but has also strengthened our presence and credibility within the roofing community.

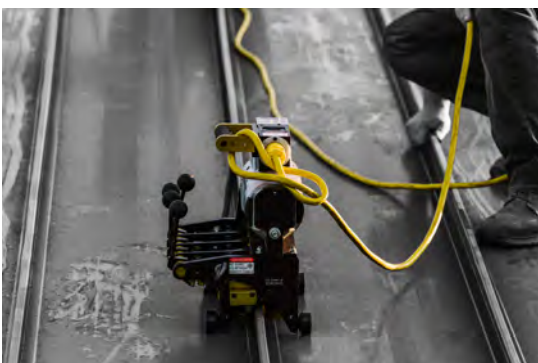


One of the most valuable experiences we've had as a CRSMCA member has been participating in the CRSMCA Roofing Expo and Annual Meeting. This annual event consistently provides us with a powerful platform to connect directly with industry decision-makers and engage face-to-face with our customers. These in-person interactions are incredibly important—not just for building relationships, but for gaining real-time feedback on our products and services. They allow us to stay closely aligned with the needs and expectations of roofing professionals, helping us improve what we offer and better serve the market. By attending this event year after year, we've strengthened our presence in the industry, expanded our network, and gained valuable insight into emerging trends and challenges facing contractors today.

Community involvement is a core part of our company's identity. We actively engage with our local high schools and colleges by participating in job fairs and promoting career opportunities in the trades. These events allow us to connect with the next generation of workers and help foster interest in the roofing and construction industries.

In addition to workforce development, we take part in a variety of initiatives with local schools and charitable organizations, contributing time and resources to causes that strengthen our community. Our commitment to giving back also extends beyond our immediate area. We proudly support other communities through industry associations and trade show-sponsored charity events, helping to uplift those in need while building connections across the roofing industry. Whether it's mentoring students, donating to a cause, or participating in a national fundraiser, we believe in making a positive impact wherever we can.

As the roofing industry continues to evolve, our company's primary goal is to grow alongside our customers, providing the tools and support they need to succeed in a competitive market. We remain committed to being a leading provider of roof seaming equipment, and we're focused on delivering the most advanced, reliable, and efficient tools available.



Over the next few years, we aim to build on our foundation of innovation by refining our product designs, expanding our rental fleet, and enhancing the customer experience through improved resources and service. Most importantly, we want to ensure that every contractor who relies on our equipment is set up for success—today and in the future. By staying connected to industry trends and customer needs, we'll continue to lead with purpose, adapt with agility, and support the long-term growth of the roofing community.

The future of the roofing industry is promising—especially in the metal roofing market. As more builders and property owners prioritize long-term value and sustainability, standing seam metal roofing continues to gain traction as a preferred solution. Known for its durability, low maintenance requirements, and clean aesthetic, standing seam metal roofing offers a lifespan of 60 years or more, making it a smart investment for both commercial and residential projects. With growing awareness of environmental impact and life-cycle cost savings, this type of roofing is positioned to play a major role in the industry's evolution.

As the demand for sustainable, energy-efficient building materials rises, we expect metal roofing to become even more prominent—driven by both innovation in product design and shifting customer expectations. We're excited to share several ongoing initiatives that reflect our commitment to improving service, strengthening partnerships, and embracing smart technology. We are actively building new partnerships with panel manufacturers to ensure their

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customers have easy access to the highest-quality seaming equipment on the market. These collaborations not only enhance product compatibility but also create a smoother, more reliable experience for contractors across the industry.

In addition, we've recently partnered with UPS to implement their Intelligent Asset Tracking system. This advanced technology allows us to monitor our equipment in real time—from the moment it leaves our facility to the moment it arrives at the customer's job site. It's a major step forward in logistics, transparency, and customer assurance.

These initiatives are part of our ongoing mission to lead with innovation, strengthen industry relationships, and deliver unmatched service at every stage.

At D.I., our company culture is one of our greatest strengths. We pride ourselves on maintaining a close-knit, family-like atmosphere where every team member feels valued and connected. It's more than just a workplace—it's a community.

Each month, we come together for a company lunch, giving everyone a chance to step away from the daily routine and enjoy good food and conversation. These gatherings help build strong relationships across departments and reinforce our team-first mindset.

One of our favorite traditions is the annual company golf tournament, a fun-filled day that brings out our competitive spirit and camaraderie. Throughout the year, we also organize various events that keep the workplace fun, engaging, and energized.

This spirit of togetherness is woven into everything we do, making D.I. not only a great place to work, but a great team to be part of.

CR, DIRS

An advertisement for CRSMCA. The top half has an orange background with the text "STEP INTO Share Your Expertise THE SPOTLIGHT" in white and blue. Below this is a purple background with white text: "Now's your chance to share your story, expertise, or company highlights with the industry! We're looking for volunteers to be featured in an upcoming issue—let's showcase the amazing professionals that make CRSMCA great!". The bottom half features a stack of colorful magazines. At the bottom, there are two white buttons: "CONTACT CRSMCA" with a right-pointing arrow, and "cbsims@crsmca.org".

Member Spotlight Featuring: Drew Buchanan, MuleHide

PROVIDED BY JENNIFER NEIGHBORS, MULEHIDE

Drew Buchanan has joined low-slope roofing manufacturer MuleHide as Blue Ridge territory manager.

CONTACT:

jennifer@neighborspr.com

262.649.3824

He is the company's lead contact with customers in the territory, which spans western North Carolina, southwestern Virginia, eastern Tennessee and western South Carolina. His responsibilities include helping ensure that projects are completed efficiently and according to specification, working with contractors and ABC Supply Co. Inc. branch teams to develop the best solutions to meet property owners' roofing needs, and providing ongoing product, technical and sales training for contractors and ABC Supply associates.

Drew brings more than 20 years of experience in the Carolinas roofing industry. He comes to MuleHide from the Aegis Sales Group, where he was a partner and GAF commercial sales agent.

He began his roofing career with Pickens Roofing and then Cannon Roofing, doing production and sheet metal work before moving into sales and estimating. Shortly after attending Clemson University, he transitioned into manufacturing sales, working with SOPREMA and Henry Company before becoming a territory manager for GAF.

"Drew 'grew up' in the Carolinas roofing business," said Southeast Region Director John Pantesco.

"He's known many of our customers since childhood. He has the experience, knowledge and skills to tackle any low-slope roofing challenge. We are thrilled to welcome him to the MuleHide family and the Southeast region."



Drew Buchanan served as the District 3 Associate Liaison and CRSMCA Associate Group President in 2018-2019, along with other various roles on CRSMCA committees.



CRSMCA Event Announcements



SCHEDULE
FOR THE TRADE SHOW FLOOR
EXHIBITS OPEN

Wed, June 25
4PM - 6PM

Thurs, June 26
8AM - 10AM
2PM - 5PM

Fri, June 27
8AM - 9AM

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CAROLINAS
roofing expo
& annual meeting

Carolinas Roofing Expo & Annual Meeting

June 25-27, 2025
Marriott Resort & Spa
Myrtle Beach, SC

Annual Golf Tournament

October 23, 2025
Rocky River Golf Course
Concord, NC



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FEBRUARY 17 - 19, 2026

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REGISTRATION OPENS AUGUST 2025
www.crsmda.org



Carolinas Mid-Winter Roofing Expo

February 17-19, 2026
Durham Convention Center
Durham, NC

CRSMCA provides details for events with sponsorship and registration details available online at www.crsmda.org.

CRSMCA provides additional updates through the weekly CRSMCA e-Newsletter. Contact CRSMCA at cbsims@crsmca.org to sign up to receive the e-newsletter.



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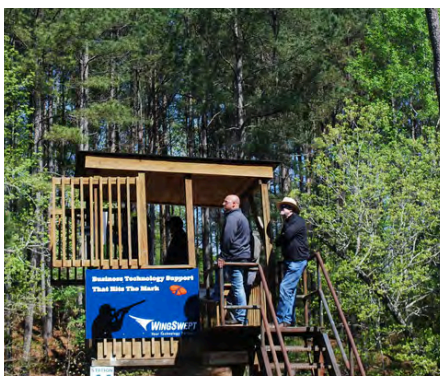
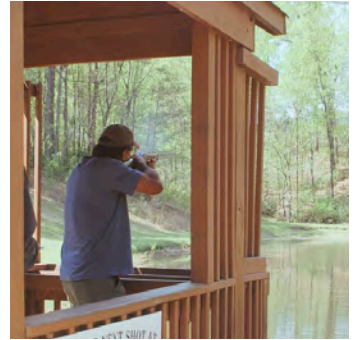
PRESENTED BY



Event Spotlight: Sporting Clays Competition



May-June 2025



CRSMC-Self-Insurers Fund: OSHA's New Heat Stress Standard and Its Impact on Construction



With climate change increasing extreme heat events, OSHA is developing a federal heat stress standard to better protect outdoor and indoor workers from heat-related illnesses. This is in response to heightened risks, including rising temperatures and workforce vulnerability.

Key Areas of Focus in the Proposed Rule:

- Hazard Assessment: Identifying high-risk industries, settings, and temperature thresholds.
- Preventive Measures: Acclimatizing workers, improving hydration access, limiting work in extreme heat, and training supervisors and crews.
- Emergency Response: Clear protocols for recognizing and treating heat-related illnesses, including calling emergency services.
- Cost/Benefit & Implementation: Weighing the economic impact of enforcement against health outcomes.

Enforcement of Current Rules

Until the new rule is finalized, OSHA is enforcing heat safety via the General Duty Clause. This includes increased inspections when temperatures exceed 80°F, focusing on both worker complaints and proactive site visits.

Inspection Tactics Include:

- Reviewing employer records and heat illness prevention plans.
- Interviewing workers about symptoms and safety.
- Monitoring site temperatures and using mobile tech like the OSHA-NIOSH Heat App.
- Identifying hazardous conditions (e.g., heavy gear, limited shade).

What Contractors Should Do Now:

- Audit and align heat safety plans with expected regulations.
- Engage contractors early in planning phases.
- Use tools and templates to support compliance.
- Educate teams on symptoms and protocols.

Bottom Line:

OSHA's upcoming heat stress standard will require written prevention and response plans, affecting how commercial contractors manage jobsite safety, project timelines, and compliance. Companies should begin preparing now by updating training, policies, and jobsite practices to reflect the expected requirements.



Are you looking for a cost-effective and industry-specific solution for workers' compensation coverage?

The CRSMC-Self-Insurers Fund was designed by roofing professionals, for roofing professionals, providing financial stability, competitive rates, and exceptional service to members.

Why Join the CRSMCA Self-Insurers Fund?

- ✓ **Lower Costs** – Reduce your workers' compensation expenses with competitive rates.
- ✓ **Industry Expertise** – Coverage tailored specifically for roofing professionals.
- ✓ **Member-Driven** – Enjoy the benefits of a program built for and supported by industry peers.
- ✓ **Long-Term Stability** – A proven track record of financial strength and claims management.

Join the program that roofing professionals trust! Contact us today to learn how the CRSMC-Self-Insurers Fund can benefit your business.

CRSMC-Self-Insurers Fund Participants

- Achelpohl Roofing & Sheet Metal, Inc.
- Affordable Roofing Company, Inc.
- K.W. Arthur & Sons, Inc.
- Baker Roofing Company, Inc.
- Barger-Ashe Roofing Company
- R.E. Bengel Sheet Metal Company
- C.E. Bourne & Company, Inc.
- Bowman Roofing & Sheet Metal Company
- Graham Roofing, Inc.
- Grieme Roofing Company, Inc.
- E.L. Hawks, Inc.
- Lloyd Roofing Company, Inc.
- Murr-Laney, Inc.
- Nobles Roofing & Sheet Metal, Inc.
- Palmetto State Roofing & Sheet Metal Co., Inc.
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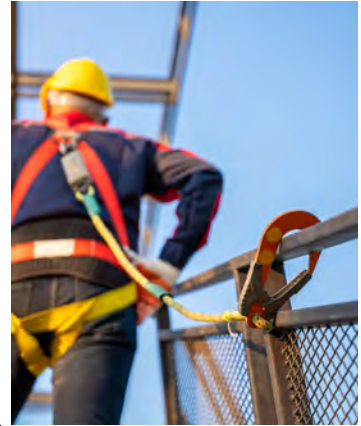
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CRSMC-Self-Insurers Fund has been administered by AssuredPartners for over 30 years for roofing professionals like you. If you have questions or would like more information, please contact Kerriann Spratt at 800.845.3163 or via email at kerriann.spratt@assuredpartners.com.

Safety Talks:

Staying Protected While Moving Between Anchors

Regrettably, in this safety talk, we will discuss an incident in which a roofer dies as a result of a fall from an elevation. In this circumstance, the roofer was working on a roof and was moving to a new location on the roof. He was wearing a personal fall arrest system. However, as he attempted to switch his fall protection to a different anchor point, he stepped onto a purlin and mis-stepped and fell through roll insulation, causing him to fall to the concrete floor below. He was hospitalized but tragically did not survive. It is essential that we each learn from tragic events such as these. Here are some things that can be done to prevent future similar incidents.



Maintain 100% Tie-Off – Whenever using a PFAS and moving between anchor points, use a two-lanyard (Y-lanyard) system. This setup allows you to stay connected to one anchor while clipping into the next, ensuring continuous fall protection. It is critical to avoid ever unclipping both lanyards at the same time. Even a moment without connection can result in a fatal fall.

Plan Your Route Before You Move – Before attempting to reposition, stop and assess the area. Identify solid and secure walking paths, making sure they are fully decked and safe to travel. Take a moment to visually locate your next anchor point and mentally map out how you will get there safely without stepping onto unsafe areas.

Never Step on Purlins, Insulation, or Unsecured Surfaces – Purlins are intended to support roofing materials, not the weight of a person, and they can easily flex or give way. Insulation can hide dangerous gaps or unstable surfaces, making it very easy to misstep. Always assume that anything covered by insulation is unsafe unless you can clearly verify otherwise, and only step on areas specifically designed to support worker loads.

Test Your Footing Before Committing – As you move across the roof, lightly test surfaces with your foot before putting your full weight onto them. If the surface feels soft, flexes excessively, or appears unstable, do not proceed. Step back and reassess your path to find a safe, solid footing. A few extra seconds spent checking could prevent a catastrophic fall.

Use Temporary Walk-boards or Crawl Boards if Needed – If you must cross areas without permanent decking, install temporary walk-boards, planks, or crawl boards that are engineered to safely span between structural supports. These devices must be properly placed and inspected to ensure they are strong enough to bear your weight without shifting or collapsing.

Communicate Your Movements – Before switching anchor points or moving across the roof, communicate with your foreman or a nearby coworker. Letting others know your actions ensures quicker rescue response if something goes wrong and provides a second set of eyes to spot potential hazards along your path.

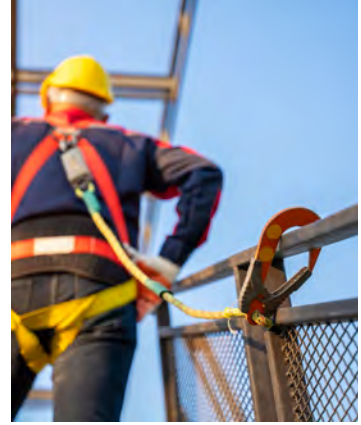
DISCUSSION NOTES:

- Why is it especially dangerous to walk on insulation or purlins, even if they look like they will hold you?
- What are some ways we can make sure we maintain 100% tie-off when moving between anchor points?
- Have you ever been in a situation where you felt unsure about the surface you were walking on?
- What did you do?
- What steps should you take before switching your fall protection from one anchor point to another?

Safety Talks:

Mantenerse protegido mientras se mueve entre anclajes

Lamentablemente, en esta charla de seguridad, hablaremos de un incidente en el que un techador muere como consecuencia de una caída desde una elevación. En esta circunstancia, el techador estaba trabajando en un techo y se estaba mudando a una nueva ubicación en el techo. Llevaba puesto un sistema personal de detención de caídas. Sin embargo, cuando intentó cambiar su protección contra caídas a un punto de anclaje diferente, pisó una correa y dio un paso en falso y cayó a través del aislamiento antivuelco, lo que provocó que cayera al piso de concreto de abajo. Fue hospitalizado, pero trágicamente no sobrevivió. Es esencial que cada uno de nosotros aprenda de acontecimientos trágicos como estos. Aquí hay algunas cosas que se pueden hacer para prevenir futuros incidentes similares.



Mantenga el 100% de amarre: siempre que use un PFAS y se mueva entre puntos de anclaje, use un sistema de dos cordones (cordón en Y). Esta configuración le permite permanecer conectado a un anclaje mientras se engancha al siguiente, lo que garantiza una protección continua contra caídas. Es fundamental evitar desabrochar ambos cordones al mismo tiempo. Incluso un momento sin conexión puede resultar en una caída fatal.

Planifique su ruta antes de moverse: antes de intentar reposicionarse, deténgase y evalúe el área. Identifique los senderos sólidos y seguros, asegurándose de que estén completamente cubiertos y sean seguros para viajar. Tómese un momento para ubicar visualmente su próximo punto de anclaje y trazar mentalmente cómo llegará allí de manera segura sin pisar áreas inseguras. Nunca pise correas, aislamiento o superficies no aseguradas: las correas están diseñadas para soportar los materiales del techo, no el peso de una persona, y pueden flexionarse o ceder fácilmente. El aislamiento puede ocultar huecos peligrosos o superficies inestables, lo que hace que sea muy fácil dar un paso en falso. Siempre asuma que cualquier cosa cubierta por el aislamiento no es segura a menos que pueda verificar claramente lo contrario, y solo pise áreas diseñadas específicamente para soportar cargas de trabajadores.

Pruebe su equilibrio antes de comprometerse: a medida que se mueve por el techo, pruebe ligeramente las superficies con el pie antes de poner todo su peso sobre ellas. Si la superficie se siente blanda, se flexiona excesivamente o parece inestable, no continúe. Da un paso atrás y reevalúa tu camino para encontrar una base segura y sólida. Unos segundos adicionales dedicados a revisar podrían evitar una caída catastrófica.

Use tablas para caminar o tablas de arrastre temporales si es necesario: si debe cruzar áreas sin una plataforma permanente, instale tablas para caminar, tabloncillos o tablas de arrastre temporales que estén diseñadas para extenderse de manera segura entre los soportes estructurales. Estos dispositivos deben colocarse e inspeccionarse correctamente para asegurarse de que sean lo suficientemente fuertes como para soportar su peso sin moverse ni colapsar.

Comunique sus movimientos: antes de cambiar los puntos de anclaje o moverse por el techo, comuníquese con su capataz o un compañero de trabajo cercano. Informar a los demás de sus acciones garantiza una respuesta de rescate más rápida si algo sale mal y proporciona un segundo par de ojos para detectar peligros potenciales a lo largo de su camino.

NOTAS DE DISCUSIÓN:

- ¿Por qué es especialmente peligroso caminar sobre aislamiento o correas, incluso si parece que lo sostendrán?
- ¿Cuáles son algunas de las formas en que podemos asegurarnos de mantener el 100% de amarre cuando nos movemos entre puntos de anclaje?
- ¿Alguna vez has estado en una situación en la que te sentías inseguro sobre la superficie sobre la que caminabas? ¿Qué hiciste?
- ¿Qué pasos debe seguir antes de cambiar su protección contra caídas de un punto de anclaje a otro?

News on Tariffs

SOURCE:

www.buildingenclosureonline.com/articles/93585-the-impact-of-tariffs-on-the-metal-construction-industry

The Impact of Tariffs on the Metal Construction Industry

Steel & Aluminum Tariffs Uncovered: What This Means for the Future of Metal Construction & Design

by Fiona Maguire-O’Shea, ConstructionDive



Navigating an uncertain economic landscape, the metal construction industry faces rising tariffs, supply chain challenges, and shifting market demands. In a recent METALCON Online webinar, experts discussed how these issues are shaping the industry’s future—especially as we approach METALCON 2025.

Tariff Pressures

Ken Simonson, Chief Economist at AGC, highlighted the widespread impact of 25% tariffs on steel and aluminum, as well as the complexity of exemptions under trade agreements like USMCA. These tariffs increase costs, disrupt supply chains, and create planning uncertainty for contractors and manufacturers.

Economic Outlook & Growth Areas

Despite falling business confidence, construction spending—particularly in data centers and utility-scale battery storage—remains strong. Simonson noted a 46% year-over-year increase in data center construction and pointed to continued strength in non-residential building activity.

Market Volatility & Pricing Risks

Rapid price swings in materials like hot roll coil steel (up nearly 40% in a few months) present serious challenges for cost forecasting and project viability. Industry voices emphasized the difficulty of locking in margins when material costs fluctuate unpredictably.

Workforce & Regulatory Concerns

Labor uncertainty, particularly surrounding immigration policy, adds to the complexity. With up to 60% of certain trades being foreign-born, immigration restrictions could significantly impact workforce availability and timelines.

Strategic Planning & Resources

Simonson encouraged contractors to use pricing indices and develop proactive strategies to manage volatility. While tariff policies remain unpredictable, industry leaders urged caution and adaptability as essential tools for navigating the months ahead.

Looking Forward

Despite the headwinds, the consensus was one of cautious optimism. METALCON 2025 will provide a vital forum to share strategies and strengthen resilience. As Simonson concluded, “I remain a chronic optimist”—a sentiment echoed by many who believe that with collaboration and innovation, the industry can weather the storm and emerge stronger.

Tariffs and Volatility Are Reshaping Commercial Construction



Material Cost Volatility

Tariffs on steel, aluminum, and lumber—combined with inflation—are significantly increasing construction costs. This has especially impacted industrial and manufacturing projects, where budgets are being stretched and deals are being restructured.

Changing Financial Landscape

As development costs rise, lenders are tightening requirements, demanding more robust cost strategies, contingency budgets, and early contractor pricing. This is reshaping loan structures, delaying closings, and shifting risk to equity investors.

Impact on Cash Flow

Developers are front-loading procurement of long-lead items like steel and electrical gear to lock in pricing and availability. This compresses draw schedules and requires more liquidity earlier in the project timeline.

New Project Strategies

To adapt, the industry is embracing:

- Early contractor involvement
- Design-build and CM-at-risk models
- Guaranteed Maximum Price (GMP) contracts
- Warehousing materials to ensure price and schedule certainty

Sector-Specific Challenges

High-margin sectors (industrial, life sciences, data centers) are better equipped to absorb cost increases. In contrast, speculative office, retail, and hospitality projects face delays, cancellations, or pivot toward renovation instead of new builds.

The “New Normal”

Developers and investors are prioritizing flexible design, phasing options, and collaborative delivery models to manage risk. Renovations and projects with proven delivery teams are gaining more traction.

Looking Ahead

While long-term solutions like reshoring manufacturing may ease pressure, tariff-driven cost volatility is here to stay for now. Agility, strong partnerships, and strategic procurement will be critical to success in this evolving construction environment.

An advertisement for Roof Hugger. The top part shows a worker on a roof installing a metal roof system over an existing one. The text 'ROOF HUGGER' is in large red letters. Below that, 'METAL-OVER-METAL RETROFIT SOLUTION' is written in large, bold, white letters with a blue outline. At the bottom, there are several lines of text: 'Tested & Proven To Add Strength', 'Increases Wind Uplift Resistance', 'No Disruption Of Daily Operations', 'No Removal Of Existing Roof', and 'Designed To Fit Any Roof'. The website 'ROOFHUGGER.COM' is at the very bottom with a globe icon.

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How U.S. tariffs on aluminum will increase metal roof repair and replacement costs

A roofing expert weighs in on the implications for homeowners and roofers of the new U.S. tariffs — and offers alternative roofing materials to consider.

Reduced content written by Rachel Murphy, Yahoo! Shopping, Local Services Editor

Metal roofs are already one of the more expensive roofing options, and prices are likely about to climb even higher. The U.S. government's new 25% tariff on steel and aluminum imports, which took effect on March 12, is expected to drive up the cost of materials, making metal roof repairs and replacements even pricier.

The average cost of a metal roof in the U.S. is \$11,711, with median prices ranging from \$5,728 to \$17,707, depending on factors like size, complexity and material choice. Aluminum and steel have traditionally been among the more affordable metal roofing options, but the new tariffs could disrupt pricing trends and strain supply chains.

This isn't the first time tariffs have impacted the cost of building materials. In 2018, the U.S. imposed a 25% tariff on foreign steel and a 10% tariff on aluminum. Those tariffs led to price increases across the construction industry, and this new round is expected to significantly impact roofing costs. If you're considering getting a new metal roof soon, here's what you need to know.

How new U.S. tariffs affect metal roofing prices

Mark Graham, VP of technical services for the National Roofing Contractors Association (NRCA), told Yahoo Local the tariffs will "definitely impact pricing and potentially impact availability," though the full extent remains unclear. "There's a lot of price volatility right now," he said, adding that the industry is in a wait-and-see phase.

To mitigate uncertainty, Graham said the NRCA is telling its members to include price escalation clauses in all new contracts, allowing roofing companies to adjust costs for homeowners if material prices rise significantly before installation. That means it might be difficult to pin down the exact costs of metal roof repair and replacement and to budget accordingly. "In most situations, that's working out," he said. He also stressed the importance of contractors being upfront with customers about likely price increases.

While roofing contractors typically stock some aluminum and steel materials, they usually don't store large quantities of materials months in advance. "Contractors do stock a fair amount of stock metal, whether it be aluminum or steel, but they're definitely not stocking a quarter's worth or half a year," Graham said. "It's a market condition situation, and they have to deal with it as it comes up."

Somewhat recently, similar tariffs led to price spikes and delays in the construction industry. In 2017, tariffs on Canadian lumber drove up homebuilding costs. The National Association of Home Builders (NAHB) estimates that the increased steel and aluminum tariff costs could add billions of dollars to construction expenses, making it more difficult for builders to complete new projects — and for homeowners to afford them.

Metal roofing trends before the latest round of tariffs

Even before the latest tariffs, metal roofing was getting more popular. The global metal roofing market was projected to grow steadily, with an estimated compound annual growth rate of 5.3% from 2023 to 2031, reaching a total sales revenue of \$25.8 billion, according to a February press release from Transparency Market Research. Of course, increased material costs may affect those projections.

Several factors have contributed to this demand. Eco-friendly building practices increased consumer and commercial interest in recyclable and energy-efficient materials, and metal roofs — often made from recycled content — align with green construction trends. The durability of metal roofs also makes them a top choice in regions prone to extreme weather, offering better resistance against hurricanes, hail and wildfires.

News on Immigration

WRITTEN BY DUANE L. MUSSER, PROFESSIONAL ROOFING, NOVEMBER 2024

Expanding the Workforce

Hiring refugees can help the roofing industry meet its workforce needs

As workforce development continues to be a prime focus for roofing industry employers, NRCA pursues innovative options to help members address their labor needs, such as providing employment opportunities to individuals who come to the U.S. as refugees; recent programs are specifically designed to assist employers in the process of hiring refugees and providing them with rewarding careers in roofing.

The U.S. has a long history of welcoming refugees, and the need to expand efforts has only grown in recent years. The Department of State partners with private organizations to resettle tens of thousands of refugees every year. Under U.S. law, a refugee is defined as an individual who is “unable to return to his or her home country due to a well-founded fear of persecution based on race, religion, nationality, political opinion or social group.” Refugees are required to undergo strict security checks and extensive vetting before they can be admitted to the U.S. According to the United Nations High Commissioner for Refugees, there are an estimated 2.4 million individuals in need of protection through third-country resettlement.

Beyond humanitarian reasons for welcoming refugees, there is a long track record of refugees becoming highly motivated and dependable employees in a variety of industries if they are provided with sufficient support in their resettlement.

The process of admitting refugees is managed by the U.S. Refugee Admissions Program, an agency established

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in 1980 within the State Department. Another key agency is the Office of Refugee Resettlement, which works with private resettlement agencies to help refugees find jobs and integrate into their communities. These organizations have staff dedicated to assisting employers in the hiring process as they work to match the skills of refugees with suitable employment.

A long-standing source of information for employers interested in providing refugees with roofing careers is the U.S. Employers' Guide to Hiring Refugees, published by Global Refuge and the Tent Partnership for Refugees. The guide provides information about how employers can hire refugees through the resettlement process, including how refugees are vetted before they enter the U.S. and assigned to one of nine private resettlement agencies that partner with the federal government to provide resettlement services. It also discusses how employers that hire refugees may qualify for significant tax relief through the Work Opportunity Tax Credit.

A new program established for the purpose of increasing the level of assistance to employers interested in providing employment opportunities for newly settled refugees is Welcome Corps at Work, which was launched this year by the State Department, the International Rescue Committee and Talent Beyond Boundaries.

Welcome Corps at Work allows employers to recruit from a diverse, qualified pool of refugee candidates from abroad. The program provides opportunities for employers to review resumes, interview candidates and offer employment. The Welcome Corps at Work team then helps refugees navigate the process of being considered for resettlement in the U.S. through the U.S. Refugee Admissions Program, the legal pathway through which the government admits refugees. Refugees who are approved for resettlement are eligible for permanent residence and the opportunity to obtain U.S. citizenship.



Once an employer has made an employment offer to a candidate, Welcome Corps at Work will connect the refugee with a sponsor group to assist with resettlement. Participation in Welcome Corps at Work is free to employers though employers hiring refugees are encouraged to contribute in various ways, such as covering the cost of flights to the U.S. or contributing to initial start-up costs that go directly to the new employee.

NRCA met with one of the implementing partners, Talent Beyond Boundaries, to further explore this opportunity for roofing industry employers. NRCA believes there is great potential for opportunities within the Welcome Corps at Work program for direct hiring and the development of longer-term talent strategies. NRCA will continue working with these organizations to expand opportunities in the future.

State Resource



SOURCE: www.labor.nc.gov/rules-and-regulations



SOURCE: www.llr.sc.gov/



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