

Comprehensive Roofing Solutions for Your Roof Inventory

Presented by:
Mark Matoska

RoofConnect[®]
NATIONAL ROOFING SERVICES

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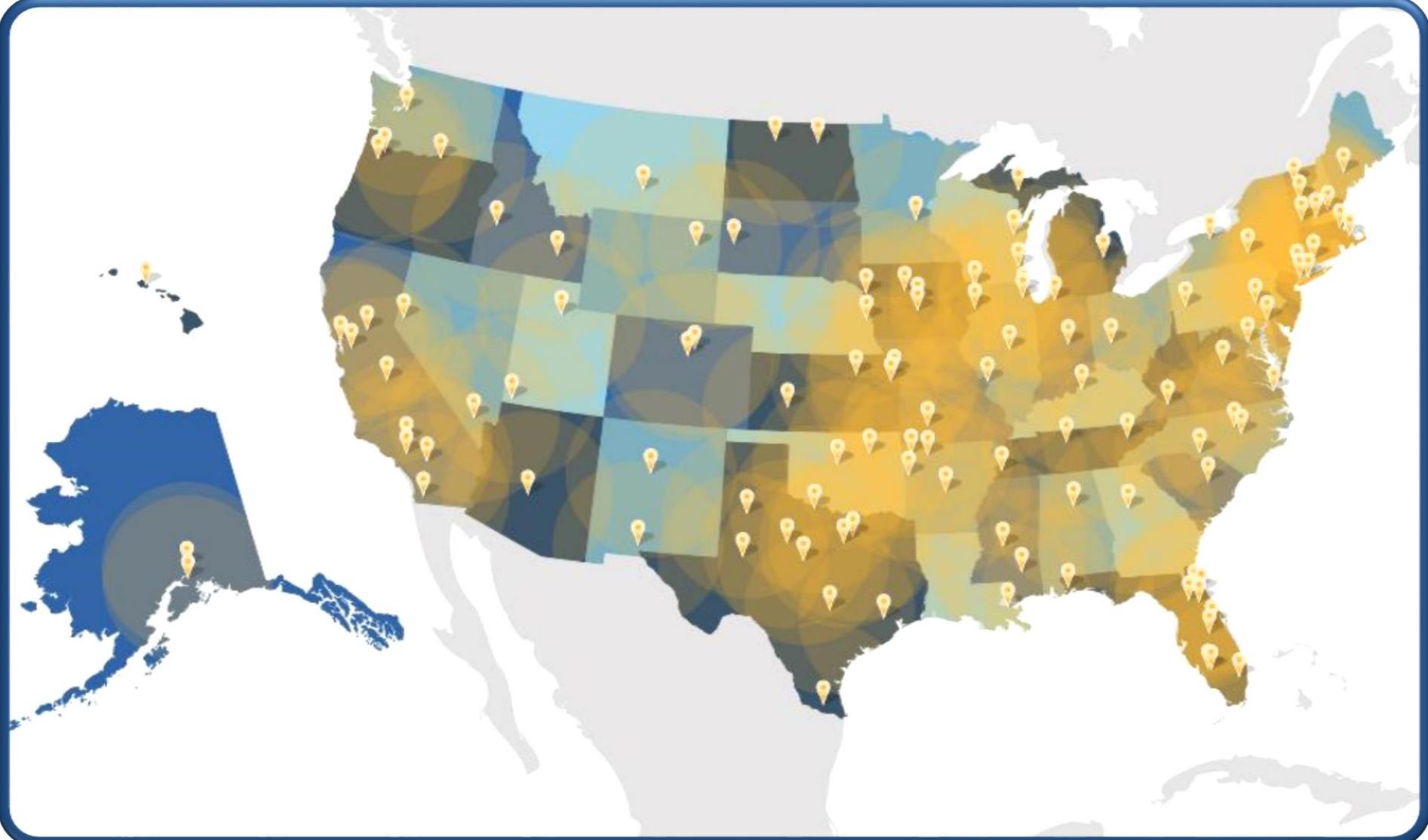


RoofConnect is Experienced

- Over 200 locations.
- Over 1 billion square feet of managed roofing.
- We efficiently manage over 14,000 service calls annually.
- We accurately process over 14,000 invoices annually.
- We professionally manage complex Capital Expenditure projects.
- Registered Roof Observers on staff.
- We build long term customer relationships.
- Millions of pieces of customer roofing data stored at no charge with state of the art software program.
- Effective utilization of manufacturer warranty dollars allowing for customers to maximize roof life at a lower cost.

Our Service, Your Success.

- RoofConnect is national.
- RoofConnect is local.
- RoofConnect is experienced.
- RoofConnect is efficient.
- RoofConnect is available:
 - 24 hours, 7 days a week, 365 days a year:
 - ✓ 877-942-5613
 - ✓ Email dispatch: customerservice@roofconnect.com



ROOFCONNECT IS NATIONAL
200+ NETWORK of SERVICE CENTER LOCATIONS

RoofConnect Honors

- Our Members hold major manufacturer and industry quality certifications.



- 10 Piper Award winners
 - The NRCA awards the J.A. Piper Award during its annual convention to a roofing professional who has demonstrated outstanding service to NRCA and the industry.
 - The award was established in 1947 and is named after former NRCA President J.A. Piper in appreciation for his service during the Great Depression.
- 21 former NRCA presidents are RoofConnect members.
- RoofConnect is an active member in the following organizations:



Consistent & Superior Roofing Service

HOW TO SAVE MONEY IN REGARDS TO ROOFING

- CORRECT INSTALLATION
- ROOF ASSET MANAGEMENT
- KNOW THE WARRANTY GAME
- GET THE RIGHT ROOF

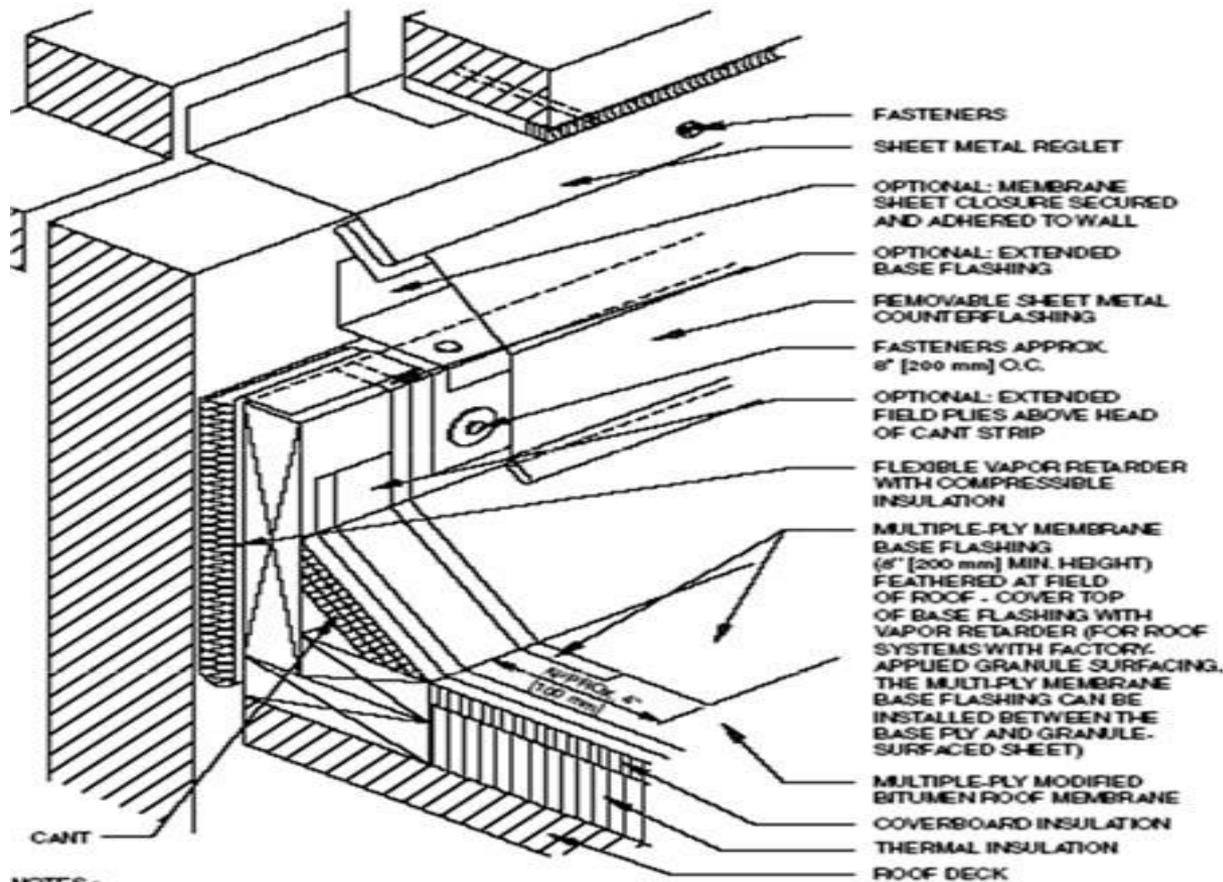


GOOD ROOF /BAD ROOF



One of these is installed properly...can you tell?

Typical Roof Detail

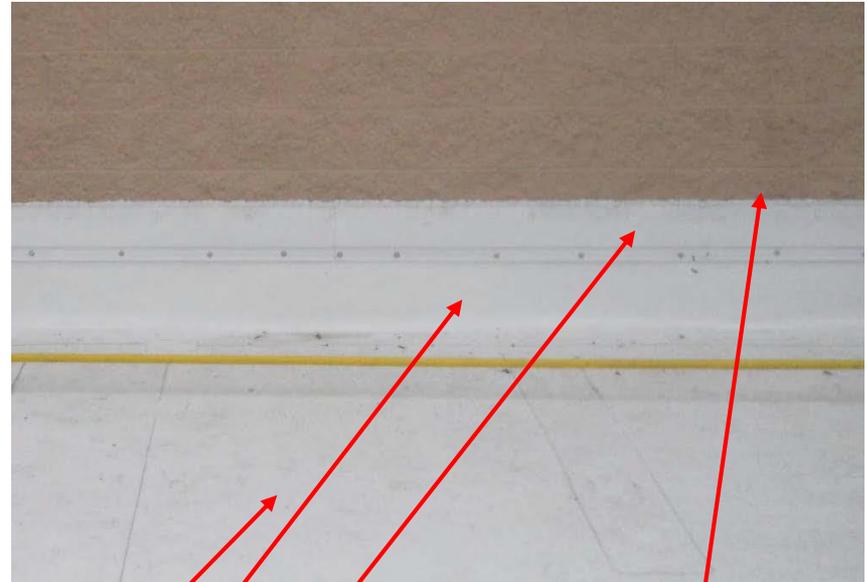


Typical Roof Detail

Skylight Curb



Low roof tie-in



Roof Membrane

Base Flashing

Counterflashing

Reglet

The Cost of Your Roof

- On average, the roof is only 10% of the total building cost.
- However, a leaky roof is usually expensive to repair and often leads to lawsuits.
- A building's skin accounts for 80% of construction-related litigation, with roofs accounting for the largest part of these lawsuits.

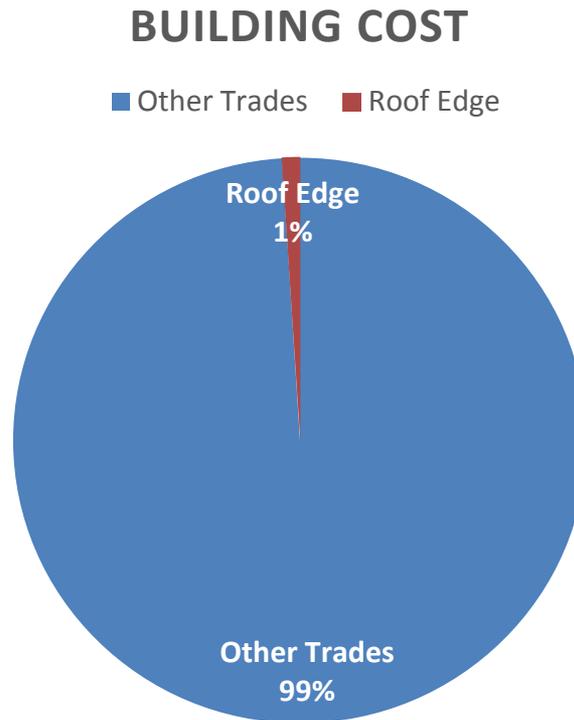


The Cost of Your Roof

- Perimeter edge metal is typically 1% of the building cost.
- 60% of roof warranty claims are attributed to metal edge failures.
- Out of all litigation in regards to the building's skin, 36% are attributed to metal edge failures.

The Cost of Your Roof

Just 1% is carrying 36% of the exposure to risk of litigation!



The Cost of Your Roof

- During 1992's Hurricane Andrew, it is estimated that 75% of all losses were related to roof failure.
- A study involving built-up roof (BUR) systems showed 59% of losses occurred because the roof perimeter failed.

FLASHING AND DETAIL WORK

- Flashing - Materials used to waterproof a roof around any projections where the membrane is interrupted or terminated (gravel stops, curbs, vents, parapets, drains, skylights)
- One of the most common source of roof problems.
- Details often overlooked in design and construction.
- Can be difficult issue in reroofing – every rooftop component presents opportunities for flashing failure.

Common Flashing Failures



Drainage

- NRCA roof survey of 86 randomly selected roofs.
 - Roof slopes of less than 2 percent (that is 1/4in./ft) had a 58% leak rate
 - 11 percent leak rate for 19 roofs sloped at 2 percent or more.

If the design is perfect, the materials perfect, and the application perfect, then you can ignore slope.

Ponding Water



Problems with Ponding Water

1. Weight of Water
2. Source of moisture invasion in any imperfections
3. Accelerate degradation of asphalt and polymeric materials
4. Moisture in ISO can rot organic fibers
5. Frozen ponded water moves with changing temperature

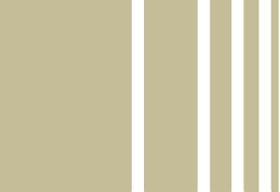
Continued Problems with Ponding Water

6. Promotes Growth of Vegetation and Fungi
7. Wide Variations in roof surface temperature
8. Water Vapor
9. Can Nullify Roof Warranties
10. Leaves Sediment that Reduces Reflectivity

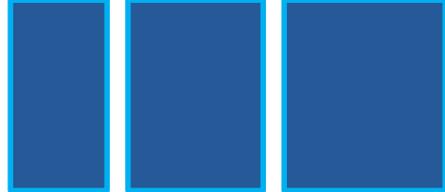
Why is Drainage Bad on Most Schools

1. Flat roofs inevitably contain humps
2. Cheaper
3. Future Expansion

In the most recent NRCA Project Pinpoint roof survey of failed low slope roofs, ponded water resulting from inadequate drainage was by far the most common factor.



How do I get good Flashing, Perimeter Detail and good Drainage?



Correct Installation

- Requires Supervision
- Education
- Upfront Cost
- Quality Contractor



Roof Asset Management

A process that will help a roof reach and exceed its designated maximums.

- Maintain the Good
- Restore the Marginal
- Replace only the Failed

Planned, Budgeted & Organized

Roof Service Life

NRCA data indicates

Average roof service life varies!

Unmaintained roofs average 10 - 14 years

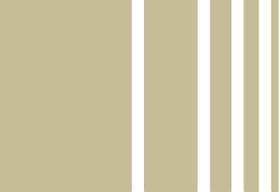
Maintained roofs average 14 - 20 years

Managed roofs covered by Asset Management programs average 20 - 35 years

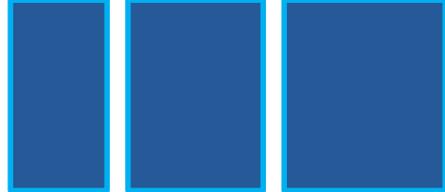


NRCA

National Roofing Contractors Association



GAF Study



- Average Cost of Repairs from a PM program is \$0.04 a sq ft
- Cost of Repairs on a reactive basis \$0.16 a sq ft

Hidden Cost not included in Study

- Insulation damage
- Decking rot
- Ceiling tiles
- Classroom disruptions
- Slip & Fall litigation

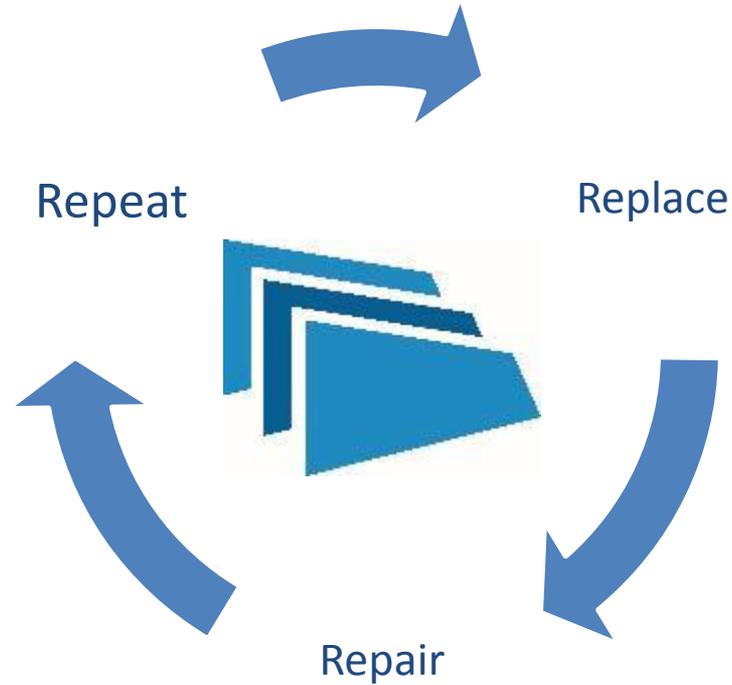


Benefits of RAM Program

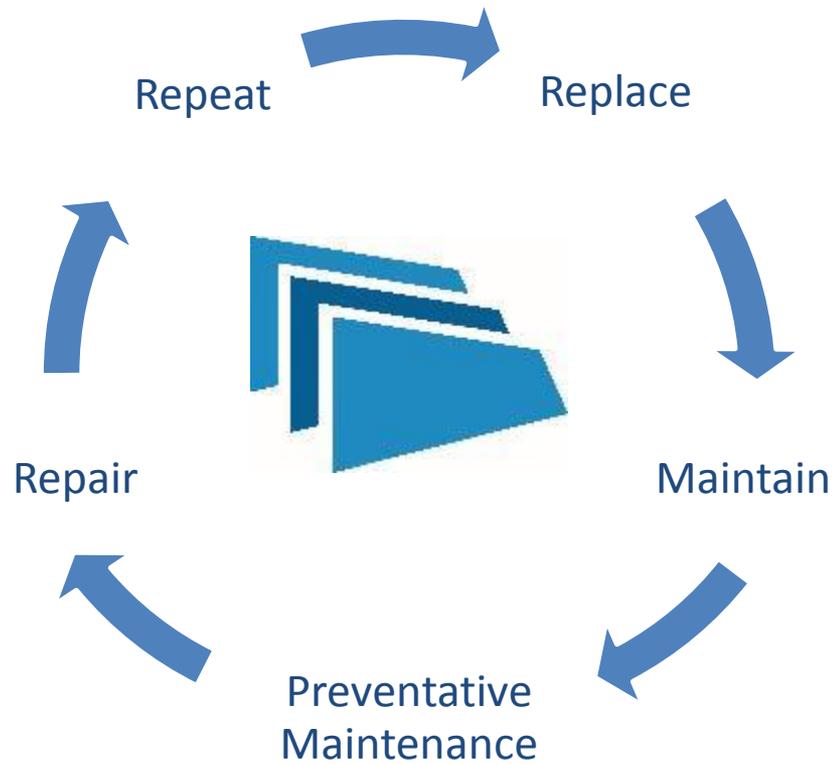
- Longer Roof Life
- Less Worry
- Fewer Crisis
- Controlled Costs
- Maximize Warranty Dollars

How to Save Money on Roofs

The most expensive roofing cycle



How to Save Money on Roofs





376 Goshen Rd

(Year 1) Small area of wet insulation and possible decking damage – cost to repair \$3,000 (200 sq ft x \$15.00 per square)



376 Goshen Rd

(Year 2) Area of wet insulation and possible decking damage – cost to repair \$7,500 (400 sq ft x \$15.00 per square)



376 Goshen Rd

(Year 3) area of wet insulation and possible decking damage – cost to repair \$18,000 (1200 sq ft x \$15.00 per square)

Roof Warranties

- Roofer's guarantee – normally 1-2 years (sometimes up to 5 years) and may supplement or replace a manufacturer's warranty during that period
- Manufacturer may require an "18 month" inspection. Defects corrected before manufacturer warranty takes effect
- Annual Roof maintenance program may be required to maintain warranty
- Ponding water can void some roof warranties

Reality of Warranties

- Who writes the Warranties?
 - The Billion dollar Manufacturer's attorney
- What is the manufacturer's real objective?
 - Sell Material
- What does the Manufacturer need?
 - Keep Recurring Contractors Happy

What is the Right Roof?



Ballasted



TPO



EPDM



Metal



Modified Bitumen

What is the Right Roof?

- Know what you want from your roof
- Know what will be on your roof
- Communicate your needs to your Trusted Roofing Partner



Cooperative Purchasing

- Allows schools to have control of who works on their roof – you can choose your contractor!
- Save time and money by not going out for public bid.
 - Cooperative contracts are competitively bid and awarded by a lead agency.
 - Best in nation pricing.
- Weed out poor performing contractors.
 - Reduced exposure to risks.

RoofConnect Cooperative Contracts

- National IPA
- TIPS
- Allied States Cooperative
- Purchasing Cooperative of America



We are here for you:

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