

CAROLINAS CONTACTS

A yellow hard hat and a pair of orange work gloves are the central focus of the image. The hard hat is positioned in the upper left, and the gloves are in the lower left. They are set against a background of a construction site with a warm, golden sunset or sunrise sky. The overall tone is professional and industrial.

September/October 2018

**GRAB-BAG TOPICS: TARIFFS,
LABOR SHORTAGE, MILLENNIALS & SAFETY**

Preview of the 2019 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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September/October 2018



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Scott Mathias

WATTS & ASSOCIATES
ROOFING, INC.



from the **PRESIDENT**

WOW! That's about all I can say about the pounding the Carolinas have taken from Hurricane Florence and Michael over last couple of weeks. These storms are seen as an opportunity for many in our industry, but let's remember these "opportunities" do come with a high price for many. As roofing contractors and associate members we need to focus on how to help and how to help in the right way. Please keep those affected from NC down to Fla in your prayers, there will be a long road to recover for many.

The District meetings are in full swing so be on the lookout for emails and registrations, also check the website

frequently for any updates or date changes. We need to make these meetings successful so we can continue to provide them to all the members of our association. If you have not attended a district meeting, I would ask that you take the time, sign up for one and bring a friend from the industry to join you. There are always wonderful topics and networking opportunities at these meetings and its great for both the contractor and associate members. Register and attend, you will not be sorry.

The Carolinas Mid-Winter Roofing Expo is just around the corner and its time to start planning your trip. This year's extravaganza will be Jan 22-

24 at the Raleigh Convention Center. Mark your calendars and come join all your colleagues. The last 4 years we have had an exceptional showing (minus a little snow storm last year) and I really hope we can keep the momentum going this year. Be on the lookout for registration details. We have a great line up for this year, and as always, the vendors on the expo floor are second to none. It will be a great show. Make your reservations, get your room, and let's make it another record year.

Thanks to everyone for your continued support of the CRSMCA and lets all make it a successful and profitable finish to 2018.

BUZZ!!!

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CHARLOTTE / NC / USA

Charlotte Convention Center

WWW.METALCON.COM



CAROLINAS ROOFING & SHEET METAL CONTRACTORS ASSOCIATION

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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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Brandon Jackson, Carla B. Sims

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

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

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THE CRSMCA MISSION STATEMENT

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

Drew Buchanan
GAF MATERIALS
CORPORATION



from the ASSOCIATE GROUP PRESIDENT

Greetings all! CRSMCA is off to a great start this year with the district meetings in full swing. Please make sure to sign up and attend the meetings in your perspective areas as they become available for registration. The schedule is ever changing so please check the CRSMCA website (www.crsmda.org) or reach out to Carla for a schedule of events in your area. Early registration is very important to insure a good turn out and to continue down this path of great presentations and secured locations for the events. Thanks for the support with the district meetings.

Moving forward I wanted to use this article to highlight the CRSMCA Carolinas Mid-Winter Roofing Expo. This upcoming event is scheduled for January 22nd-24th 2019 and going to be located at the Raleigh Convention Center. Over the past 4 years we have seen an increase in attendance and participation and hope to continue on the upward trend like years past. Please keep in mind that space is limited on the trade show floor so now is the time for you to complete the provided paperwork to become part of the show as a vendor or to mark your calendars for contractors to attend.

This is a great event that allows everyone in the industry to showcase something new, some latest and greatest technology or even just build the brand with exposure on the show floor. Growing up and around this industry I still enjoy the trade show floor. This is the place where you catch up with old friends, make new relationships and possibly find something that could help you grow your company or business offerings. We will also have numerous scheduled education sessions that I am sure will peak your curiosity while at the event to attend. For a listing of these items and the sessions offered please continue reading this issue and reach out to Carla Sims at the CRSMCA office.

This show is an accentual part of the CRSMCA organization and a great offering to the members to grow their knowledge of the industry around them. It is my personal opinion that the trade show is not being utilized to the full potential at this time by the contractor base. Please mark your calendars to join me attending this great event and we look forward to seeing each of you on the trade show floor.



ASSOCIATION

in Action

Carla B. Sims

CRMCA
EXECUTIVE DIRECTOR

As CRMCA prepares to release this issue, the Carolinas has been impacted by two hurricanes this season with catastrophic damage. We have all seen the damage and the loss of those in our communities. As we assist those in need, remember to educate them about what "storm chasers" and insurance fraud. Your knowledge could save them from monetarily loss and prolonging their recovery. May we all work together to build back our communities and become stronger for it.

As the Carolinas have struggled with the weather, so has the Fall District meetings. Due to the impacts of the hurricanes, the attendance at the Fall District meetings has been at an all-time low and resulting in cancellations of the meetings throughout the Carolinas. As we understand the circumstances that we are put in during these times, remember that your community members are here for you and being able to step away from the repair to enjoy a little downtime networking with your members and gaining 20-minutes of education, can be good for your soul! There are still a few meetings planned (District 7 & 8, Florence, SC and District 10, Charleston, SC). So please check out the CRMCA website (www.crmca.org) for the meeting details and make your plans to attend.

REMINDER OF THE RESCHEDULED DATE

The CRMCA Roofing Academy Committee had to re-schedule the Master Installers Certification Program, classes 9 & 10. The classes will be held on November 8-9 at the CRMCA office in Charlotte, North Carolina. The class topics will be Built-Up Membranes & Applications and SBS Membranes: Cold Applied Adhesives & Applications. These classes are great for any roofing professional that is interested in learning more about these areas of the roofing process. Class participants not only will learn from an expert in the classroom, but also receive applicable hands-on demonstrations and be tested on the knowledge learned for competency. If you are interested in signing up an employee/yourself, please contact the CRMCA office to be included in the registration emails.

ADDITIONAL EVENTS TO PLAN FOR

January 22-24, 2019 - Carolinas Mid-Winter Roofing Expo
[Raleigh Convention Center]

· Direct link to meeting details and registration: <https://>

crmca.org/meetinginfo.php?id=39&ts=1533558364

- Exhibitor registration is open... only 37 booths available. Be sure to register soon so you don't miss out on the opportunity to market your products and services to the Carolina contractors!
- Contractors and Consultants are available to register as well! Contractors pay one-time low fee for their company (as many employees can attend!). Be sure to come early and participate in the educational sessions offered at no additional fee [OSHA 10-Hour, Mark Graham's industry update, Architects Roundtable, and Codes in the Carolinas]

Reservations at the host hotel MUST be made prior to December 21, 2018 in order to receive the group discount Marriott Center City (500 Fayetteville Street, Raleigh, NC) Phone: 800.228.9290 Group code: Carolinas Roofing and Sheet Metal CRMCA Trade Show

May 9, 2019 - 2nd Annual Spring Golf Tournament

- Direct link to meeting details and registration: <https://crmca.org/meetinginfo.php?id=40&ts=1530196560>
- Sponsorship registration is open... 11-hole sponsorships available as well as others. Be sure to register as a sponsor you don't miss out on the opportunity to market your products, services and have a little fun with the Carolina contractors!
- Team registration will open in January 2019... be on the lookout for this information as teams are limited!
- Please note, if you are not interested in playing on a team, please consider attending to network and assist your CRMCA staff during the event!

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

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

NEWS *in the Carolinas*

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!

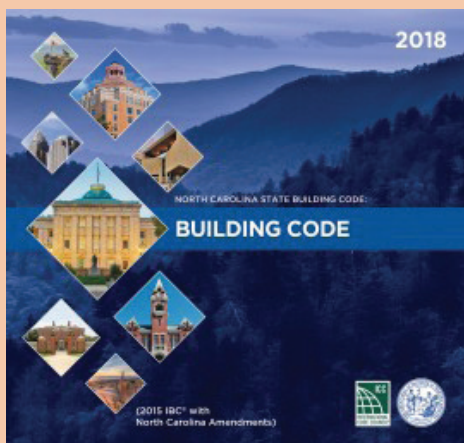


WE ALL BUILD SUCCESS TOGETHER

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



2018 BUILDING CODES AVAILABLE ONLINE

The 2018 North Carolina Building Codes are available for order on the NC-DOI 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 "NCDOL 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.

NEWS

in the Carolinas



WHAT IS THE CRSMCA MASTER INSTALLER

CERTIFICATION?

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

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

HOW CAN YOU GET INVOLVED?

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



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



SC DEPARTMENT OF LABOR, LICENSING AND REGULATION/SC OSHA

General Information

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

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

September is National Preparedness Month: Keep Workers Safe from Natural Disasters

Hurricane season peaks in September, and wildfires are still burning throughout the Pacific Northwest and from California to Colorado. OSHA urges employers to be prepared to keep their workers safe during extreme weather events. The agency's Emergency Preparedness and Response webpage (<https://www.osha.gov/SLTC/emergency-preparedness/index.html>) provides information on protecting workers before and after hurricanes, wildfires, tornadoes, floods, and other natural disasters strike.



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?



NEWS FROM NRCA

NRCA has released the revised editions of the Roofing Contractors Equipment Cost Schedule and NRCA Repair Manual for Low-Slope Membrane Roof Systems. Additional information about the manuals can be found at www.nrca.org.

As part of the ongoing Spanish language work, NRCA has completed NRCA's Technical Dictionary - Spanish Version. Efforts are underway to translate all volumes of The NRCA Manual into Spanish, but it is important to complete the glossary first because consistency of terminology is vital. This first volume of the manual should be available in Spanish this fall.

SPECIAL NOTE TO CRSMCA MEMBERS: You can purchase NRCA manuals from your local Association at the member rate, or you can rent the manuals on a weekly basis. Contact the CRSMCA office to discuss your needs of manuals!

Additionally, 273 companies are participating in the NRCA shop-fabricated edge metal ES-1 certification program. It's value and popularity continues to increase. If you are interested in participating, contact Andrea Khalil (akhalil@nrca.net) for more information.

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.

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 benefits to help your business prosper. Visit www.nrca.net/membervnavigation to learn more.

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

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

UP AND DOWN EASTERN U.S.

- Virginia Association of Roofing Professionals, www.varoofingprofessionals.org
- Tennessee Association of Roofing Contractors, www.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.floridarooft.com



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



RCI TAC PENS POSITION STATEMENT ON COOL ROOFS

July 19, 2018 by RCI Publications

The RCI Technical Advisory Committee (TAC) has released a position statement, which has been published on the RCI website. RCI has previously released position statements for a variety of issues, but this is the first one written by the TAC.

TAC Chair Doug Stieve led the development of this Position Statement. As leader, he recruited officemate Kenrick Hartman to provide assistance. Kenrick is a member of the RCI Emerging Professionals Committee, which approached the TAC a number of months ago, asking if it could use the assistance of EP Committee members. The TAC gladly accepted the experiment. The purpose of the resulting joint program is to provide young RCI members with a means of gaining professional involvement and experience by contributing to a real-world task that benefits RCI members. Doug and Kenrick's teamwork was successful and such collaboration between the TAC and the EP Committee is planned to continue as the TAC produces future Technical Advisories or Position Statements.

- Links to Position Statements and Technical Advisories are listed here.
- This new position statement addresses Cool vs. Non-reflective Roofing.
- NIBS, ASTM International, and RCI Issue Joint Statement
- July 19, 2018 By RCI Publications

AGREE TO AVOID DUPLICATING BUILDING ENCLOSURE COMMISSIONING EFFORTS

The National Institute of Building Sciences (Institute), ASTM International (ASTM) and RCI, Inc. issued a joint statement July 11 announcing their intent to avoid duplication of effort relating to their respective building enclosure commissioning (BECx) programs.

The Institute is rolling out a series of new BECx certificate modules as an education component of an agreement with ASTM to create a joint certificate in building enclosure commissioning. The first three two-hour, face-to-face pilot modules were unveiled in April during the fifth BEST Building Enclosure Science & Technology Conference™ (BEST5) in Philadelphia, Pennsylvania. A BECx workshop with additional modules is scheduled for Building Innovation 2019: The Institute's Seventh Annual Conference and Expo, in January in Washington, D.C.

Building on that, ASTM will work with the Institute to develop e-learning versions for each module. ASTM will leverage its expertise in multi-media services and provide access to the modules through its online learning management system.

In addition, RCI Inc., in partnership with Professional Testing, Inc., a certification and examination development company, is developing certifications for the various BECx roles as defined by ASTM. RCI's goal is to develop full-scope certifications for each area to advance the level of quality and standards across the U.S. BECx industry. These certifications will be developed in accordance with accreditation requirements of *ISO/IEC 17024: Conformity assessment-General requirements for bodies operating certification of persons*. To achieve this objective, RCI, Inc., has adopted a broad, industry-wide collaborative approach to ensure that all impacted stakeholders' needs have been taken into consideration. The first step will be to invite industry experts to serve on the Job Task Analysis working groups to be hosted at the University of Wisconsin, Madison, in October.



National Institute of
BUILDING SCIENCES

The National Institute of Building Sciences, authorized by Congress in 1974, is a nonprofit, nongovernmental organization that brings together representatives of government, the professions, industry, labor and consumer interests to identify and resolve building process and facility performance problems. The Institute serves as an authoritative source of advice for both the private and public sectors with respect to the use of building science and technology. For more information, visit www.nibs.org.



ASTM INTERNATIONAL
Helping our world work better

Committed to serving global societal needs, ASTM International positively impacts public health and safety, consumer confidence, and overall quality of life. We integrate consensus standards – developed with our international membership of volunteer technical experts – and innovative services to improve lives... Helping our world work better.



RCI, Inc. is an international nonprofit association established in 1983, whose mission is to advance the profession of building envelope consulting. RCI's Consultant members adhere to a strict code of ethics that offers unprejudiced service without affiliation with any product or manufacturer. For more information, visit www.rci-online.org.

RCI SUPPORTS ASTM E06/D08 JOINT SYMPOSIUM

August 23, 2018 by RCI Publications

RCI is a sponsor of the ASTM E06/D08 Joint Symposium on Building Science and the Physics of Building Enclosure

Performance. This is a two-part event that will take place in October and December of 2018 in Washington, D.C.

Part one, E06 Performance of Buildings, will occur on October 21 and 22, 2018, at the Washington Hilton in Washington D.C.

Sessions will include:

- "Energy Codes and Standards: Do They Reflect Best Practice in Building Enclosure Performance?" presented by Tat Fu of Simpson Gumpertz & Heger
- "History, Continued Changes and Impact of Increased Performance Values Required of Exterior Building Enclosures by ASHRAE 90.1," presented by Paul Johnson, Smith Group
- "Physics of HVAC Interaction with Enclosure Systems and People," presented by Paul Totten, WSP
- "Balancing Building Enclosure Performance and the Conservation of Modern Materials," presented by Kyle Normandin of Wiss, Janney, Elstner Associates, Inc.
- "The Hirshhorn Museum: Predicted Energy Use Improvements for a Mid-20th Century Brutalist Landmark," presented by Niklas Vigener of Simpson Gumpertz & Heger

You can also view a PDF of the full schedule for the October event on the event website.

Part two, D08 Roofing and Waterproofing, will be on December 2, 2018, also at the Washington Hilton.

Registration information from their website states: This is a two-part symposium. Part 1 will take place on Sunday-Monday, October 21-22, 2018. Part 2 will take place on Sunday, December 2, 2018. Please visit www.astm.org/E06OctReg2018 for more information about Part 1 registration. A discounted registration fee for Part 2 is available for those who attend both events. Please note: Registration for both events is required prior to October 26, 2018, in order to receive the discount.



*Written by Kim Slowey, Construction Dive
Published on August 10, 2018*

DIVE BRIEF

The latest American Institute of Architects Consensus Construction Forecast predicts that nonresidential industry spending in the U.S. will increase by 4.7% this year and another 4% through 2019. This is an uptick from 2017, during which nonresidential spending grew just enough to outrun inflation.

The AIA's Consensus Construction Forecast Panel said spending in the commercial/industrial sector will outpace institutional outlays by 2.2% in 2018 but that institutional will take the lead in 2019 with a 4.5% increase versus 3.4% for commercial/industrial. The AIA forecasters said the top performers in 2018 will be in the public safety (+10.9%), hotel (+7.9%), office (+6.6%) and retail (+6.3%) spaces. Public safety (+5.9%), education (+5.2%), industrial (+4.9%), healthcare (+4.4%) and office (+4.1%) projects should see the most spending in 2019.

At the beginning of the year, the institute's panel, which includes Dodge Data & Analytics, ConstructConnect, Wells Fargo Securities and FMI Corp., predicted that 2018 nonresidential spending would grow 4% and then 3.9% in 2019, but since upgraded its estimate. The AIA said that if the panel's projections hold true, 2019 will be the ninth consecutive year of nonresidential spending growth.

DIVE INSIGHT

The AIA is not alone in predicting construction industry growth for the next few years, which likely comes as good news to contractors that might be wondering when U.S. tariffs on steel and aluminum imports, persistent labor shortages or other some other factor will let some of the air out of the current building boom. But there are some differing opinions about how long the upmarket will last.

Last month, the results of a CEO survey conducted by Vistage found that 64% of construction executives planned to increase hiring in the next 12 months, 72% expected to increase revenue, 57% predicted higher profits and 70% said they would raise their prices. However, only 31% of the same group of CEOs responded that they expected the U.S. economy to improve in the next year, with 44% predicting they would increase their level of investment. discovered that while the participating construction executives were optimistic about the industry's continuing expansion through 2019, fewer than 20% thought they would still be seeing a pattern of growth in three years, with 35% anticipating a contraction.

A recent Cushman & Wakefield report had a less sunny outlook for 2019. The real estate and research firm said that the rate of office construction could start easing up in 2019, as developers try to deal with rising construction costs and attempt to predict when the current, active real estate cycle might slow.



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We will contact you within 48 hours for personalized information.



CHICAGO, IL - The Metal Construction Association (MCA) names this year's Fifth Annual Championship Roofing Games being held at METALCON October 10-12, 2018 in Charlotte, North Carolina. Adopting a NASCAR theme, the event this year is named "The MCA Rev 'Em Up Championship Roofing Games". So, if you are going to METALCON, come on down to the Charlotte Metal Speedway to see the non-stop action, Booth 118 in the Exhibit Hall.

Ten teams of two participants will compete in all. Contestants will test their metal roofing skills by competing in five challenges, which will be held on each of the first two days of the event. Each day, five pre-registered teams with two contestants each will compete for cash awards. On Friday, the third day, the teams from Wednesday and Thursday with the most collective points will compete for the Grand Cash Award and title of "MCA METALCON 2018 National Metal Roofing Champion". In 2017, \$8,500 cash was awarded over the 3-day competition and the same amount will be awarded this year. The 2017 Championship Team was Matt Cox and Justin Hopta of Thomas Phoenix International out of Eastampton, NJ taking home an

2018 MCA METALCON NATIONAL CHAMPIONSHIP METAL ROOFING GAMES ADOPTS NASCAR THEME

additional \$2,000 Cash Award with the MCA National Championship Title. They will be returning this year to Charlotte, NC.

The competition includes five challenges; the Retrofit Panel Installation Challenge, Screw Gun Challenge, Hug-A-Roof Challenge, Standing Seam Challenge and Let It Snow Challenge.

Primary Material & Equipment Sponsors this year are: Drexel Metals; Logan Stampings, Inc.; Roof Hugger, LLC; MBCI; S-5I; New Tech Machinery; Triangle Fastener Corporation and Petersen Pac-Clad.

Several other MCA Member Companies support this event with their generous cash donations. Donations are used for the Cash Awards that are presented to the Teams that win each of the challenges, each day's collective points winner and the Grand Cash Prize for the Championship Title. Donations have been provided by the following MCA Member Companies:

- Accurate Perforating Co.
- AKZO Nobel Coatings, Inc.
- ATAS International, Inc.
- Cidan Machinery, Inc.
- D.I. Roof Seamers
- Designandbuildwithmetal.com
- Drexel Metals, Inc.
- Excel Stampings & Mfg., Inc.
- GSSI Sealants, Inc.
- Logan Stampings, Inc.
- McElroy Metal, Inc.
- Modern Trade Communications

- Petersen Aluminum Corp.
- Roofing Magazine
- S-5I
- SFS Intec, Inc.
- Sheffield Metals International
- The Bradbury Co., Inc.
- Sherwin Williams

About the Metal Construction Association

The Metal Construction Association brings together a diverse industry for the purpose of expanding the use of metal in construction through marketing, research, technology and education. Companies involved in MCA gain tremendous benefit from association activities that focus on research, codes and standards, market development, and technical programs. MCA's market development efforts increase the use of metal materials in construction through the education of the building and design communities about the benefits of metal. For more information visit: www.metalconstruction.org.

Contacts

Natalie Steenberg
Metal Construction Association
847-375-6416
nsteenberg@connect2amc.com

OR

Mark James
MCA Roofing Games Coordinator
214-213-1070
mjames@roofhugger.com

BUZZ!
METALCON
A FUTURE BUILT BY HAND

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



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

8 a.m.-5 p.m.

Exhibitor Setup

9-11 a.m.

CRSMCA Associate Group
Board of Directors Meeting

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

REGISTRATION DESK OPEN

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

CRSMCA Executive Committee
Meeting

2-5 p.m.

CRSMCA Board of Directors Meeting

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

8-8:25 a.m.

Sessions Held in Meeting Room
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 a.m.-6:30 p.m.

EXHIBIT HALL OPEN

Cash bar available 2-5:30 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: TBA

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
(Meeting Room)

8 a.m.-12 p.m.

NCDOL/OSHA 10-Hour Training

9-11 a.m.

EDUCATION SESSION:
Architect Q & A Panel sessions
(Room 213a)



**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?

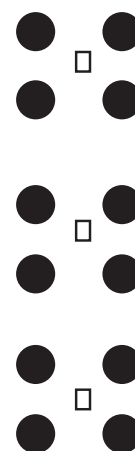
Exhibitors that purchase at least ONE booth will receive two complimentary attendees for their booth. EACH booth purchase will come with: carpet, drapes, (1) 8x10 skirted table, (2) chairs and (1) wastebasket. Should you need additional items or services, you will need to arrange this through the exposition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



Raleigh Convention Center, Exhibit Hall

ENTRANCE

100	102	104	106	108	110	112	114	116	118	120	122	124
101	103	105	107	109	111		115	117	119	121	123	125
200	202	204	206	208	210		214	216	218	220	222	224
201	203	205	207	209	211		215	217	219	221	223	225
300	302	304	306	308			314	316	318	320	322	324
301	303	305	307	309	311		315	317	319	321	323	325
400	402	404	406	408	410		414	416	418	420	422	424
401	403	405	407	409	411	413	415	417	419	421	423	425



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

CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER

500 S. Salisbury Street | Raleigh, NC 27601



EXHIBITORS BOOTH & ATTENDANTS CONTRACT/REGISTRATION FORM

**For each booth purchased, exhibitors will receive two (2) complimentary contractor company passes for trade show entrance for customer/clients... Tickets will be mailed with confirmation letter. Be sure mailing address is accurate!*

Company Name

Contact Name

Company Address

City

State

Zip Code

Phone

Fax

*Email for confirmation

SELECT MEMBER TYPE:

- | | | | |
|-------------------------------------|-------------|-------------------------------|---|
| <input type="checkbox"/> CRSMCA | Booth Price | (1) \$900
Each additional | Includes 2 <i>COMPLIMENTARY</i> Booth Attendees
\$500 each (<i>no complimentary attendees</i>) |
| <input type="checkbox"/> Non-Member | Booth Price | (1) \$1500
Each Additional | Includes 2 <i>COMPLIMENTARY</i> Booth Attendees
\$650 each (<i>no complimentary attendees</i>) |

PLEASE REVIEW THE
RULES AND
REGULATIONS,
FORWARD YOUR
ACKNOWLEDGMENT
TO CRSMCA

BOOTH SELECTION(S): 402

TOTAL BOOTH COST:

☐ FIRST TIME EXHIBITOR **-\$50.00**

Please Register the Following Attendants:

- | | |
|--|--|
| 1. _____
NAME (<i>COMPLIMENTARY</i>) CITY, ST | 2. _____
NAME (<i>COMPLIMENTARY</i>) CITY, ST |
| 3. _____
NAME (<i>\$95.00</i>) CITY, ST | 4. _____
NAME (<i>\$95.00</i>) CITY, ST |
| 5. _____
NAME (<i>\$95.00</i>) CITY, ST | 6. _____
NAME (<i>\$95.00</i>) CITY, ST |
| 7. _____
NAME (<i>\$95.00</i>) CITY, ST | 8. _____
NAME (<i>\$95.00</i>) CITY, ST |

TOTAL ATTENDANTS COST:

FINAL TOTAL:

PAYMENT INFORMATION:

- ☐ Check Enclosed ☐ MasterCard/VISA ☐ American Express

Credit Card Number

Expiration Date

CVV Code

Name on Card

Signature

FOR OFFICE USE ONLY:

Date Received

Date Entered

Entered By

PLEASE RETURN FORM WITH REGISTRATION FEES TO:

CRSMCA
PO BOX 7643
CHARLOTTE, NC 28241-7643

EMAIL TO: cbsims@crsmca.org

CANCELLATIONS MUST BE
SUBMITTED IN WRITING AND
RECEIVED BY THE CRSMCA
OFFICE BY DECEMBER 1, 2018. A
50% CANCELLATION FEE WILL BE
APPLIED TO THE REFUND.

CRSMCA WILL **NOT** GRANT ANY
REFUNDS AFTER
DECEMBER 1, 2018.

CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER

500 S. Salisbury Street | Raleigh, NC 27601



BOOTH DESCRIPTION | CERTIFICATE OF INSURANCE REQUEST | HOTEL

CRSMCA will place your **BOOTH DESCRIPTION** in the CRSMCA Carolinas Contacts Magazine and the Carolinas Mid-Winter Roofing Expo Program. Please limit your information to 50 words or less, of what your company will exhibit/display for the attendees of the Carolinas Mid-Winter Roofing Expo. Please return this to CRSMCA by November 15, 2018 via mail OR email.

It shall be the responsibility of each **exhibitor to maintain Commercial General Liability and Blanket Contractual Liability Insurance**. The limits for bodily injury and property damage combined shall be at least \$1,000,000. Certificates of Insurance stating such limits shall also provide that the policy may not be cancelled without 15 days advance written notice to the Carolinas Roofing and Sheet Metal Contractors Association, Inc. All property of the exhibitor is understood to remain in his custody and control, in transit to and from, the confines of the hall, subject to the rules and regulations of the exhibition. **Exhibiting companies must provide a Certificate of Insurance evidencing the required insurance coverage.** This coverage must be in effect January 16, 2018 through and including the final move-out date of January 18, 2018. Your company name must appear on the Certificate of Insurance as it is registered with the Association. Please forward this requirement to your insurance company.

You may forward Certificates of Insurance to the following address:

Carolinas Roofing and Sheet Metal Contractors Association, Inc.
PO Box 7643
Charlotte, NC 28241-7643



The Carolinas Mid-Winter Roofing Expo host hotel is the Marriott City Center located at 500 Fayetteville 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

Website: www.marriott.com/rdumc

Use Group Code: Carolinas Roofing & Sheet Metal CRSMCA Trade Show

CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER

500 S. Salisbury Street | Raleigh, NC 27601



RULES & REGULATIONS

1. INSURANCE:

It shall be the responsibility of each exhibitor to maintain Commercial General Liability Insurance. The Limits for bodily injury and property damage combined shall be at least \$1,000,000. Certificates of Insurance stating such limits shall also provide that the policy may not be cancelled without 15 days advance written notice to CRSMCA and must be in effect starting with the first move-in day of the show through the last move-out day of the show. All property of the exhibitor is understood to remain under his/her custody and control, in transit to/and from the confines of the Raleigh Convention Center, subject to the rules and regulations of the exposition.

Certificate of Insurance must be sent to the CRSMCA office by Nov 30, 2018.

2. EXHIBITORS MEETING:

There will be an Exhibitors Meeting for a lottery of the 2020 Booths on **Thursday, January 24, 2019**, time and location will be published in the program.

Exhibitors must be present to make selection.

3. LIABILITY:

The Exhibitor agrees to protect, save and keep the CRSMCA and the Raleigh Convention Center and their representatives, employees and agents forever harmless from any and all damages or charges imposed for violation of any law or ordinance, whether occasioned by the negligence of the Exhibitor or the representatives, agents or those persons acting under the express or implied authority of the Exhibitor. The Exhibitor assumes complete responsibility and liability for all loss, damage, or destruction of his/her property, employees, agents, and guests. The CRSMCA and Raleigh Convention Center, any officer, agent or employee thereof will not be liable for any loss, damage or destruction of Exhibitors property by accident or any other cause by the Exhibitor, its agents, representatives, or employees. The Exhibitor will indemnify and hold harmless the CRSMCA and the Raleigh Convention Center, their members, directors, officers, agents, representatives and employees against any and all liability whatsoever arising from any or all damage to property or personal injury or loss caused by the Exhibitor, its agents, representatives, employees, or any other such persons.

4. FIRE AND SAFETY REGULATIONS:

Fire regulations require that all display materials be fire retardant. Combustible materials are not permitted to be stored in or around exhibit spaces. Automobiles, trucks, tractors, machinery, and other vehicles that use sealed and battery cables shall be disconnected from the ignition system. Electrical signs and equipment must be wired to meet the specification of the local Code. Prefab exhibits shall have inspection access panels to inspect electrical wiring. Each exhibitor is charged with knowledge of all laws, ordinances, and regulations pertaining to health, fire protection, and public safety while participating in the exhibit. Compliance with such laws is mandatory for all exhibitors and the sole responsibility shall be that of the exhibitor.

5. BOOTH ASSIGNMENTS:

Booth assignments will be confirmed and advertised only when the deposit/full payment is received along with a signed contract. **Full payment is due by Nov 15, 2018.** Please note that membership dues & assessments **must be paid** before booth space is confirmed.

CRSMCA MEMBERSHIP DUES MUST BE CURRENT AND IN GOOD STANDING OR NONMEMBER RATES WILL APPLY!

Preferred booth location is granted when possible. The committee reserves the right to relocate a booth if necessary.

6. BOOTH RATE & CANCELLATION POLICY:

2018 Booth prices for CRSMCA members are \$900 for one booth and up to two attendees. An additional booth is \$500 each and an additional attendee is \$95 each. Non-Member booth price is \$1,500 each and an attendee is \$95 each. **No permanent space assignments will be made until DEPOSIT/FULL payment and signed contract is received by the CRSMCA office (full payment is due by Nov 15, 2018.)** Cancellations must be received in writing and received by December 1, 2018. A 50% cancellation fee will apply for booth(s) and/or attendee(s). **No** booth or attendee refunds will be issued after December 1, 2018.

CRSMCA makes no representation to any exhibitor on the quality or quantity of visitations that the company may expect at the Carolinas Mid-Winter Roofing Expo.

7. EXHIBIT HALL PASSES:

Exhibit Hall passes **will not** be available to Vendors. The Exhibit Hall passes will be for Contractor employees, Architects, Engineers, etc.

8. DRAYAGE & FREIGHT HANDLING:

Freight sheet information is to be supplied to exhibitors by Hollins Exposition & Event Services: 336.315.5225

9. BOOTH SPACE:

The 10' x 10' booth space will include 8' high back drapes and 3' high side drapes, one 2' x 8' skirted table, two chairs, one wastebasket, one 7" x 44" identification sign ("island booths" will receive a 22" x 28" sign on easel). All isles and booths will be carpeted at no charge to the exhibitor.

10. INSTALLATION OF EXHIBITS:

Installation of exhibits may begin at 8:00 a.m. on Tuesday, January 22, 2019, and must be completed no later than 5:00 p.m. that day. The Exhibitor may forfeit space not occupied by 5:00 p.m. on Tuesday, January 22, 2019, and this space may be resold, reassigned, or used by the Committee. **PLEASE NOTE THAT IF YOU ARRIVE AFTER 5:00 P.M. ON INSTALLATION DAY, YOUR BOOTH SPACE WILL NOT BE GUARANTEED.** Exhibits must be constructed so as not to obstruct the general view of adjoining booths. **AISSLES CANNOT BE SPLIT.**

11. SOUND DEVICES:

The use of sound devices, megaphones, loudspeakers or undignified methods of attracting attention is prohibited.

12. DISMANTLING AND REMOVAL OF DISPLAYS:

The dismantling period begins at 8:00 a.m. Thursday, January 24, 2019, and continues until 5:00 p.m. Thursday, January 24, 2019. The Exhibitor authorizes the Raleigh Convention Center to remove, at the Exhibitors expense, any material in the exhibit area belonging to said Exhibitor after 5:00 p.m. Thursday, January 24, 2019.

PLEASE CONTACT THE CRSMCA SHOULD YOU NEED TO DISMANTLE PRIOR TO 8:00am, THURSDAY, JANUARY 24, 2019!

13. SECURITY:

Security personnel will be on duty, but the presence of such personnel shall not be deemed to increase the liability of CRSMCA, its members, representatives or official service contractors, employees or the Raleigh Convention Center, its representatives and employees.

14. PROHIBITIONS:

Aisle space may **NOT** be used for exhibit purpose, displays or signs, solicitation or distribution of cards, circulars, samples or other promotional materials. Absolutely no alcoholic beverages will be served by the exhibitors at their booths.

15. EXHIBITORS AND PUBLIC POLICY:

Each exhibitor is charged with knowledge of all laws, ordinances and regulations pertaining to health, fire prevention, public safety, while participating in this exhibition. Compliance with such laws is mandatory for all exhibitors and is the sole responsibility of that exhibitor.

16. EXHIBITOR CONDUCT:

Distribution by the exhibitor of any printed matter, souvenirs, or other articles must be confined to the space assigned. In the event that an exhibitor engages in on-location transactions, the exhibitor will be responsible for complying with all Federal, State, and local laws that may pertain to such sales.

17. AMENDMENT TO REGULATIONS:

All matters and questions not covered by these regulations are subject to the decision of the CRSMCA Mid-Winter Roofing Expo Committee who shall have sole authority to promulgate, interpret and enforce all rules and regulations, and to make any amendments necessary for the orderly conduct of the Carolinas Mid-Winter Roofing Expo.

FOR ADDITIONAL INFORMATION PLEASE CONTACT:

Phone: 704.556.1228

Carla Sims, CRSMCA Executive Director, ext 402
csims@crsmca.org

Kristen Kaiser, CRSMCA Assistant, ext 403
staff@crsmca.org

CRSMCA CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER

500 S. Salisbury Street | Raleigh, NC 27601



ACKNOWLEDGEMENT OF RECEIPT AND UNDERSTANDING

Please return with your signature for confirmation of booth purchase(s)

I understand and/or agree that:

- The statements contained in the CRSMCA Carolinas Mid-Winter Roofing Expo Rules and Regulations are intended to serve as general information concerning CRSMCA's Carolinas Mid-Winter Roofing Expo and the Raleigh Convention Center and its existing policies, procedures, and practices of the Carolinas Mid-Winter Roofing Expo.
- Nothing contained in the CRSMCA Carolinas Mid-Winter Roofing Expo Rules and Regulations is intended to create (nor shall be construed as creating) a contract (express or implied).
- From time to time CRSMCA may need to clarify, amend and/or supplement the information contained in the CRSMCA Carolinas Mid-Winter Roofing Expo Rules and Regulations and CRSMCA will provide its exhibitors with a revised CRSMCA Carolinas Mid-Winter Roofing Expo Rules and Regulations when changes occur.
- I have received a copy of the CRSMCA Carolinas Mid-Winter Roofing Expo Rules and Regulations, I have read and understand the information outlined in the Rules and Regulations, I understand that penalties may incur if not abided by, I have asked any questions I may have concerning its contents, and I will comply with all policies and procedures to the best of my ability.

Exhibitors Company

Exhibitors Contact

Exhibitors Signature

Date

THIS COPY OF THE ACKNOWLEDGEMENT SHOULD BE REMOVED AND GIVEN TO THE CRSMCA OFFICE FOR CONFIRMATION OF BOOTH PURCHASE(S).

MAIL TO: CRSMCA
PO Box 7643
Charlotte, NC 28241-7643

EMAIL TO: staff@crsmca.org



CAROLINAS MID-WINTER ROOFING EXPO

JANUARY 22 – 24, 2019

RALEIGH CONVENTION CENTER | MARRIOTT CITY CENTER

500 S. Salisbury 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

staff@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

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500 S. Salisbury Street | Raleigh, NC 27601

ATTENDEES SQUARE CARD

ATTENDEES HAVE A CHANCE TO WIN THE GRAND PRIZE AT THE END OF THE CAROLINAS MID-WINTER ROOFING EXPO! *Just visit all booths listed for your stamp and turn in for a chance to win the GRAND PRIZE!*

YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #
YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #	YOUR LOGO HERE BOOTH #

EXHIBITORS ... PURCHASE A SQUARE FOR YOUR LOGO AND BOOTH

ALL PROCEEDS WILL GO TOWARDS A GRAND PRIZE FOR ATTENDEES WALKING THE EXHIBIT HALL FLOOR.

Exhibitors with a logo/booth # listed in a square will receive a stamp at the beginning of the conference.
Attendees with the Square Card will be asked to have ALL squares "stamped" by the sponsored logo to submit their form for the grand prize drawing.

If you have questions, please contact the CRSMCA office at staff@crsmca.org or 704.556.1228.

DEADLINE TO PURCHASE A SQUARE WILL BE DECEMBER 15, 2018!

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ROOFING TECHNOLOGY THINK TANK (RT3) EXPLORING THE FUTURE OF ROOFING



The question that keeps presenting itself in every corner of the roofing industry is how are we going to hire and retain the labor we need to keep our industry strong? It is a question that is explored in every roofing association, roofing company, manufacturer and distributor. How are we going to attract talent?

A group of industry thought-leaders came together in the spring of 2017 to try and find solutions for this critical issue with a focus on how technology could make the difference. The Roofing Technology Think Tank (RT3) was started to focus on research and dissemination of technology information that could make a difference not only with attracting and retaining talent but also improving the professional reputation of the roofing industry.

"RT3 is a consortium of thought leaders exploring emerging technology solutions for the roofing industry," says Heidi J. Ellsworth, one of the founders and current directors of RT3 and a partner with RoofersCoffeeShop.com. "As a group we believe we can develop the atmosphere to inspire learning and networking that will bring important technology into our industry. We are striving to provide critical information about innovative technology and solutions for roofing contractors by bringing together progressive and disruptive expert solutions that can help build the professionalism and appeal of the roofing industry."

RT3 is committed to finding innovative technology solutions to be used within the roofing industry by enabling ongoing thought leadership

and insights from progressive leaders both inside and outside the roofing industry, along with identifying practical resources for implementing potential solutions successfully. The organization is encouraging and enabling roofing contractors to embrace technology as they seek to grow their businesses. With a commitment to disseminating technology advancement information, RT3 believes that technology is one of the top solutions for the labor crisis.

"The next generation is looking to use their technical skills in new ways and the roof is a prime area for innovation," stated Tom Whitaker, CEO of Harness and a director on the RT3 Board. "Most of our U.S. workforce already use an iPhone and/or tablet daily for their personal life, why would they not want to use them in their work life? We have the opportunity for our labor force to utilize the power of mobile devices on the roof for documentation and education. We need to make it a part of all rooftop systems."

"The move to robotics on the rooftop is happening," said Steve Little, Head Coach at KPost Roofing & Waterproofing in Dallas, Texas and an RT3 Director. "At KPOST, we are already incorporating machines on the roof that are more robotic than ever before. Our work crews are learning how to maintain the machinery on the roof while giving even more attention to the details. It is part of the evolution of the roof and incredibly important."

RT3 was formed to act as a conduit for curating knowledge on technologies that can help roofing contractors

and the roofing industry overall. The group has grown from twenty founding members to over sixty. With a board of six directors, both directors and members work to successfully accomplish the objective of supporting the advancement of the adoption of technology within the roofing industry. According to its mission statement, "Roofing Technology Think Tank (RT3), is a consortium of thought leaders exploring emerging technology solutions for the roofing industry, striving to inform contractors by bringing together progressive and disruptive solutions that help build the professionalism and appeal of the roofing industry,"

The think tank meets six times a year, four virtually and two live. Past live meetings included tours of Georgia Tech, BuiltWorlds and the U.S. Capitol. Future meetings will continue to be held at innovative locations that will help enlighten the group on progressive technologies that can make a difference in the roofing industry. "The live meetings have been instrumental to our learning curve," said Ken Kelly of Kelly Roofing, Naples Florida and an RT3 Director. "The opportunity to see what other trades and the construction industry as a whole are doing is key to us curating information and not wasting time recreating the wheel."

"It is about education and the initiative to understand and then disseminate innovative technologies into the roofing industry," continued Ellsworth. "The dissemination portion is just as important as learning about modern technologies. If we cannot

Continued on next page

adequately share the information, then we will miss a key part of our mission as a think tank."

To that end, RT3 partnered early on with BuiltWorlds, SmartBrief and RoofersCoffeeShop.com to share information from the think tank and its members. "We need to share the information that we are bringing in and our partnerships have been critical," stated Trent Cotney, CEO of Cotney Construction Law and a RT3 Board Member. "As part of our incorporation, we looked to other groups who use technology effectively and have proven digital audiences that we could tap into. It has been very effective so far."

As part of the RT3 mission, the next prime initiative is to launch an online solution directory on the RT3 website. "The solution directory is a place for all technology services or providers to share their technology," continued Whitaker who developed the directory and website. "We

want the industry to visit the site and provide reviews on the technologies. It is the only way we will truly get industry-specific feedback."

Future meetings will continue to be held at innovative locations that will help enlighten the group on progressive technologies that can make a difference in the roofing industry. The goal is to learn, understand and then disseminate new technologies into the roofing industry. One of the ways to attract the new generation and a diversified labor force is to incorporate the use of technology including robotics, software, cloud solutions and cutting-edge technologies that we are not even aware of yet.

Josey Parks, RT3's Workforce Development Task Team Chair, recently announced a new millennial toolkit. "We want to help contractors attract millennials, but it is about understanding what they are looking for in a career," stated Josey Parks, CEO of Metal Roofs of Texas. "Technology is key, but it is also about culture. The two go together and what the next generation is looking for is commitment to its employees. This group of thought leaders that are a part of RT3 are bringing so much more than just information about technology, we are exploring how technology can create a culture of success for us as a trade."

"The next generation of millennials will demand the use of technology, if we want to compete for talent as an industry, we will need to create an appealing workplace," confirmed Karen Inman, COO of Antis Roofing out of Orange County, CA. "With a dwindling workforce, we need to be on the front end of recent technologies that will automate the rooftop. Labor is just one of the urgent business problems that can be addressed with these types of progressive ideas."

"We are encouraging everyone to visit our website at www.rt3thinktank.com, sign up for the RT3 SmartBrief e-newsletter, follow the blogs, review the companies in the solution directory and if interested, apply to join," confirmed Karen Edwards, communications and engagement leader for RT3 and owner of Casimir Group. "This is the type of organization that brings on change and we want to invite the industry to be involved."

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About Roofing Technology Think Tank (RT3): Roofing Technology Think Tank (RT3) strives to find innovative technology solutions to be used within the roofing industry. RT3 provides insights from progressive thought leaders both inside and outside the roofing industry along with practical resources for implementing potential solutions successfully. The organization will encourage and enable contractors to embrace technology as they seek to grow their businesses. With a commitment to disseminate technology advancement information, RT3 will help build the professionalism and appeal of the roofing industry.



MANY U.S. ADULTS BELIEVE APPRENTICESHIPS MAKE THEM MORE EMPLOYABLE

The American Staffing Association's Workforce Monitor survey revealed 62 percent of respondents believe apprenticeships and other on-the-job training programs—rather than a college education—make jobseekers more employable, according to www.constructiondive.com.

Sixty-eight percent of more than 2,000 respondents said learning a trade would help someone get a job more than pursuing a bachelor's degree, and 69 percent believe a college degree isn't as valuable as it once was.

Additionally, 71 percent of those polled do not think completing an apprenticeship would limit someone's future employment options, and 60 percent disagreed with the idea that earn-while-learning programs generally lead to lower salaries than jobs requiring a college degree. Nine out of 10 respondents said apprenticeships can lead to new careers, prepare people for jobs and allow them

to learn interesting trades.

The number of U.S. apprenticeships reportedly is increasing, which may have been prompted in part by the Department of Labor's push for such programs. Only 27 occupations in the U.S. reportedly make regular use of apprenticeships; however, apprenticeships have expanded beyond the trades and are being employed in white-collar fields, as well.

Some employers have been placing more value on candidates' skills rather than their degrees and certifications, using apprenticeship and training programs to prepare those who do not have the required experience for the job.

CONSTRUCTION CAREERS BECOME MORE LUCRATIVE AMID LABOR SHORTAGE

A 2017 study from the Georgetown University Center on Education and the Workforce says nearly 3.5 million people have good-paying construction jobs in the U.S. and earn a median salary of \$59,000, according to www.forbes.com.

However, the industry has been struggling with a workforce shortage, and that challenge is pushing salaries even higher.

Bob Ernst, president of FBN Construction, Boston, says his company has had to increase salaries significantly during the past five years.

"We generally do what we have to do to keep them," Ernst says. "Some of our skilled carpenters are making \$80,000 to \$110,000 a year."

Ernst says the workforce mainly consists of middle-aged people, and there aren't enough young people entering the construction industry to eventually replace them.

"We have management level positions made up of people who came from the trades and learned how to run projects," Ernst says. "There is a career path. One of the reasons I grew FBN is to create a vertical ladder for my employees to climb."

According to the Bureau of Labor Statistics, construction managers earn \$101,000 annually on average.

The Federal Reserve reports that in

2016, 42 percent of graduates borrowed money to pay for college; on average, those students graduated owing between \$20,000 and \$25,000. Construction companies often make it known that a career in the trades can offer a path with no student debt, as well as potential for advancement and active jobs that can help keep people fit. However, the trades also can be an option for college graduates.

If the construction labor shortage continues to worsen and demand for workers increases, young people interested in the trades could see more opportunities and higher salaries.

CONSTRUCTION STRUGGLES TO FIND WORKERS AS 23,000 JOBS ADDED IN AUGUST

Written by R.A. Schuetz, Chron (www.chron.com) | September 7, 2018

Construction employment continues to soar, reaching the highest levels nationally since the 2008 housing crash, according to statistics released

by the Labor Department Friday.

Construction firms added 23,000 jobs in August, pushing industry employment to nearly 7.3 million, the highest since May 2008. Over the year, construction employment has increased by 297,000 jobs, according to the Labor Department.

Companies say they would have hired even more workers if it wasn't so hard to find them in the increasingly tight labor market. Some construction companies are calling for immigration reform and increased funding for vocational employment.

"There is little doubt that construction firms would have added even more new workers if the pool of available, qualified workers was larger," said Stephen E. Sandherr, the chief executive officer of the Associated General Contractors of America, a trade group.

Four out of five firms report difficulty filling hourly positions, according to survey conducted over June, July and August by the Associated General Contractors.

LABOR SHORTAGE

Labor shortages hurting growth of energy projects

To increase the pool of workers, the association recently announced in Houston that it is supporting legislation that would allow more people with construction skills to legally enter the country. It is also working to recruit more American workers through digital campaigns.

The Associated General Contractors' survey showed that the shortage of workers was leading to construction delays and increased costs.

Hourly earnings in the industry averaged \$29.95 in August, an increase of 3.3 percent from the year before. That compares to a 2.9 percent increase for all workers.

"By making a few common-sense changes to our current education and workforce training approach," Sandherr said, "federal officials can help place significantly more people into high-paying construction careers."

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Dear Construction Professional,

Great news for re-roofing projects! The Tax Cuts and Jobs Act approved by Congress in December 2017 includes a provision that reduces the overall cost associated with re-roofing projects and significantly improves the cost-effectiveness of commercial roof replacements that comply with building energy codes. This is important news for several reasons:

- Allows businesses to deduct depreciable business equipment - including the cost of re-roofing projects-as an immediate write-off against that year's earnings, up to the full replacement cost.
- Permits businesses to deduct the full cost of their roof replacement in the year completed instead of depreciating over 39 years, as was required under previous law.
- Shortens the average payback period on the cost of installing code-required insulation by 3.5 years: from 11.6 years to 8.1 years, a 21% net savings.
- Raises maximum amount a business may expense to \$1 million and increases phase-out threshold to \$2.5 million.

Following is more information about Section 179 and the provision to add nonresidential roofs as qualifying property as of Jan. 1, 2018. This information will help you determine if your customers may be eligible for this preferential tax treatment for improvements to their nonresidential roofs.

Section 179: Section 179 allows taxpayers to immediately expense the cost of qualifying property rather than recovering such costs over multiple years through depreciation. The Tax Cuts and Jobs Act significantly expands the expensing limits under Section 179, with the maximum amount a business may expense now set at \$1 million and the phase-out threshold increasing to \$2.5 million. These new limits are effective for qualifying property placed in service in taxable years beginning after Dec. 31, 2017, and the amounts will be indexed for inflation starting in 2019.

Addition of Roofs as Qualifying Property: The Tax Cuts and Jobs Act expands the definition of qualified real property eligible for Section 179. As of Jan. 1, 2018, qualifying property for Section 179 includes "improvements to nonresidential real property placed in service after the date such property was first placed in service: roofs; heating, ventilation, and air-conditioning property; fire protection and alarm systems; and security systems."

Given these changes to Section 179 under the new tax law, qualifying taxpayers may now elect to fully expense the cost of any improvements to nonresidential roofs beginning in 2018 and in future years. Essentially, any improvements to nonresidential roofs, including full re-roofs of existing buildings, may now be expensed in the year of purchase by any taxpayer eligible to deduct expenses under Section 179.

Please contact your tax professional if you have questions regarding how your customers can take advantage of this more favorable tax treatment for improvements to nonresidential roofs in 2018. For additional resources, please visit the NRCA and PIMA websites.



THE IMPACT OF GLOBAL TARIFFS ON CONSTRUCTION RISK

*Written by Bill Tryon, GlobeSt.com
Published on Aug. 27, 2018*

Recently imposed tariffs on steel (25%) and aluminum (10%) imports have rattled financial markets and sparked concerns about global trade. Significant...

Recently imposed tariffs on steel (25%) and aluminum (10%) imports have rattled financial markets and sparked concerns about global trade. Significant price increases have affected the construction industry, which relies heavily on steel and aluminum products. Manufacturers of heavy equipment anticipate a dent in fiscal 2019 earnings by 6-9%. A recent study by The Trade Partnership estimates as at least 28,000 construction jobs could be lost, which would have a significant economic impact.

Additionally, Last November, the U.S. Department of Commerce announced an average of 21 percent import duties on Canadian timber products entering the U.S. In 2017, Canadian lumber yards supplied 28 percent of the U.S. softwood lumber market, and home builders have been the first to raise concerns about the new duties.

INITIAL IMPACT MOSTLY ON COSTS

Direct costs of material goods will be the biggest and most acute impact on construction. Cost increases will stretch project budgets, and could contribute to increased contractor bankruptcies and failure of already bonded projects.

Construction across all sectors (energy, transportation, and water infrastructure, commercial and residential) accounted for 43% of all steel shipments in 2017. However, steel only accounts for a small fraction of the overall project cost. If further prices surges occur suddenly, and domestic product cannot meet demand, construction timelines will increase. Contractors have responded by

shifting uncertainty to developers by including price increases and other risks from tariffs in new proposals.

The price of U.S. hot-rolled coil steel, a central product of the construction industry, is up about 40 percent since the start of this year due to a combination of tariffs and strong economic demand. Meanwhile, in the month since the imposition of a 10% tariff on U.S. plywood exported into Canada, U.S.-produced plywood crossing the border has slowed to a trickle. Troublingly, retaliatory tariff threats by China have included softwood lumber, including tariffs of up to 25% on pine, fir, and spruce.

A spiraling trade war could have the dual impact of increasing price of raw material goods, while decreasing related U.S. production. This will have the greatest impact on construction projects already in progress, but for developers and contractors who have time to anticipate the impacts, there are important measures they can take to decrease risk of project default and/or litigation to resolve. These include purchasing all necessary raw materials at the outset of the project (thereby avoiding sudden price spikes later), drafting price increase provisions into contracts ahead of time, and providing a range of engineering and project contingency mechanisms.

STEADY, CAUTIOUS APPROACH TOWARDS CONSTRUCTION DEALS

There have already been signs of some economic headwinds that might impact construction volume. Aside from tariffs and price increases of material goods (that were already steadily rising), certain CRE sectors are experiencing a slowdown. Steel and aluminum tariffs could be yet another component that contributes to reduced deal volume, extends length of time to finalize deals, decreases risk tol-

erance of all stakeholders and makes some projects no longer feasible.

The Construction Lender Risk Management (CLRM) Roundtable forum was created to bring together construction industry leaders with the aim of advancing construction lending practices across the industry through reflection, collaboration, networking and shared learning. Dialogue among members provide a snapshot into current trends, pulse points of the industry and how different stakeholders feel about the market. At last month's CLRM Roundtable in New York City, most attendees indicated there is a great deal of uncertainty at the moment about the long-term impact recent materials tariffs will have on commercial real estate development. For the time being, most are continuing a cautious approach to evaluating and managing risk, though opportunities are still there for high-quality deals.

Price volatility of any degree incurs greater potential for project and default risk, which in turn will increase overall caution on the part of lenders and developers. Increased comprehensive due diligence, including geotech, environmental and physical assessments, and specialty risk assessments such as flood risk mapping and seismic impact, can also help to understand and control uncertainties. Sound construction risk management oversight and funds control is critical for monitoring progress, reducing risk of default and making sure projects meet budgets on schedule.

Bill Tryon, as Director of Strategic Development, Bill Tryon focuses on advancing key risk management initiatives from an environmental, engineering and construction risk standpoint. Bill has a long track record of innovation and hopes to educate the industry on best practices to control risks, reduce costs and create a competitive advantage. Through the Science of Real Estate forum, Bill will provide regular updates from across the CRE risk management world.

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THE 2018 STEEL AND ALUMINUM TARIFFS—DO CONTRACTORS HAVE REMEDIES?

Written By Mason Avrigian Jr. and
Jeffrey P. Wallack
Published on August 02, 2018

The Trump administration's imposition of tariffs on steel and aluminum products entering the United States has been the subject of a great deal of discussion, debate and analysis. Much of the debate focuses on the purpose of the tariffs, their effect on the U.S. economy, and what retaliation other countries may take in response.

For those involved in the construction industry, the tariffs raise direct and immediate legal and business issues. Contractors involved in commercial, industrial and public works construction are often required to furnish and use large quantities of various types of steel products, and the tariffs present substantial uncertainty and monetary risk. The ultimate question becomes whether a contractor adversely impacted by the tariffs has any available remedies to recover additional costs incurred or to be incurred to procure steel materials and perform the work?

THE TARIFFS

In March 2018, President Donald Trump signed two proclamations establishing global import duties on steel mill products entering the United States but with temporary exemptions for certain foreign countries. The import duties—commonly known as tariffs—were issued under authority of Section 232 of the Trade Expansion Action of 1962 after an investigation and findings by the Department of Commerce. Department of Commerce investigations under Section 232 are to determine the effects of imported articles on national security.

The administration took additional action on steel imports. Pursuant to the authority contained in Section 301 of the U.S. Trade Act of 1974, in March of 2018, the administration also announced imposition of tariffs

on \$50 billion of steel imports from China. The tariffs under the U.S. Trade Act were imposed as a result of investigative findings by the Department of Commerce substantiating Chinese acts of coercion.

THE EFFECTS

The tariffs are a direct charge on imported steel and aluminum products, however, the effect of the tariffs is not limited to imported steel. The anticipated increased cost of imported steel due to the tariffs is causing volatility in the domestic steel market and increased demand for domestic steel. The result is a surge in domestic steel prices.

The price increases affect both private and public construction projects where the contract scope of work includes procurement and installation of various steel products. Public works projects subject to the Pennsylvania Steel Products Procurement Act, 73 P.S. Sections 1881 et seq. and/or Federal Buy America Act requirements, 23 U.S.C. Sections 313 et seq., are particularly impacted.

CONTRACTOR OPTIONS

Contractor impacts from the steel tariffs must be addressed for both existing contracts at the time the tariffs were put into effect and pending bids and future contracts.

Existing Contracts. A contractor on a pending project faced with steel cost increases from the tariffs has essentially one of three options:

- Refuse to accept the cost increases without receiving additional compensation and face a potential default for nonperformance.
- Absorb the cost increases and perform as planned without attempting to recover the added cost of performance.
- Present a change order request or claim for additional compensation

to recover the increased cost.

The third option obviously requires analysis to establish a basis for recovery.

As in almost all construction contract claims and disputes, the starting point for the analysis must be the pertinent documents. One source of information that must be considered is the contractor's quotation or proposal or other pre-contract writings. This information, where applicable, can address the risk of material price increases. For example, does the contractor's proposal make any provision for escalation of labor or materials? Does the proposal state that the pricing is only good for a limited time (60 or 90 day, etc.)? Is the pricing based on taxes in effect at the time of the proposal only? Also, has the proposal been incorporated into the contract? These questions should be addressed, and the proposal or other pre-contract documents should be thoroughly reviewed for any terms that can provide grounds to recover the increased costs from the tariffs.

Beyond incorporated or otherwise relevant pre-contract documents, the key document is the contract itself. The contract must be reviewed for any term or clause that can provide grounds for reimbursement of the increased steel costs. Some clauses that should be considered are as follows:

Escalation clauses. Does the contract address escalation of labor and material costs during the lifetime of the project? Very often project owners insist that the contract price include all escalation during the lifetime of the project, but this is not always the case and the issue must be considered. An escalation clause can provide strong grounds for a contractor's entitlement to reimbursement for the steel price increases.

Price Adjustment Clauses. Some construction contracts contain clauses allowing adjustments, up or down, in the prices of various types of materials based on fluctuations in market

prices. These clauses are often tied to specific industry indices to determine applicable price adjustments. For example, Pennsylvania Department of Transportation contracts often contain special provisions for "Price Adjustment for Steel Cost Fluctuations" for certain steel products to be used on the project. These types of clauses, if present, should be analyzed to determine applicability and grounds to recover increased costs.

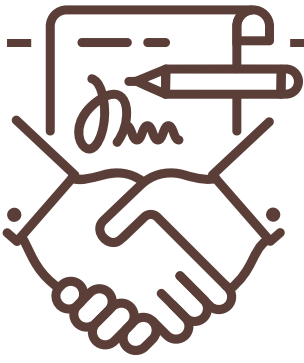
Taxes. A tariff is a tax under the law. The contract must be analyzed to determine whether it addresses what taxes are included in the contract price. For example, Section 3.6 of the American Institute of Architects A201-2017 General Conditions of the Contract for Construction provides as follows regarding taxes included in the contractor's pricing:

3.6 Taxes. The contractor shall pay any sales, consumer, use and similar taxes for the work provided by the contractor that are legally enacted when bids are received or negotiations concluded, whether or not yet effective or merely scheduled to go into effect.

This clause has been interpreted to mean that new taxes, not enacted at the time of bidding or execution of the contract, are not included in the contract pricing. While the tariffs might not be a direct tax on all steel products, this type of tax clause would clearly be helpful in any claim for additional compensation if the tariffs were first enacted after bidding/contracting.

Force Majeure. A commonly used and often misunderstood contract term is "force majeure." Force majeure is defined, in part, as a "superior or irresistible force." Black's Law Dictionary, 5th ed. The concept of force majeure is not a product of common law, but rather is a function of contract. Thus, the first question is whether the contract contains a force majeure clause, and if so, what does the clause pro-

Continued on page 35



HOW TO MANAGE THE RISKS OF DELEGATED DESIGN

Taking responsibility for even a small portion of the design can expose contractors to increased liability. Here's how to limit the risks.

Written by Kim Slowey, Construction Dive | Published on July 24, 2018

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

Delegated design comes into play in construction when a general contractor or subcontractor assumes responsibility for some aspect of a project's design. This can occur with any project delivery type and adds a new layer of responsibility – and potential liabilities – for construction companies.

Delegated design, though, shouldn't be confused with the methods a contractor uses to perform its work. As long as a contractor meets the requirements laid out in the plans and specifications – and as long as the contract doesn't state otherwise – then the construction company can use the building practices it deems necessary. This includes design changes incidental to the work such as moving a door frame a few inches.

The transfer of design responsibility is a standard industry practice for scopes of work like deep foundations and shoring systems, said Tyler Isgett, senior preconstruction manager at New South Construction in Atlanta. The companies performing this work typically engineer elements using systems and equipment – sometimes patented – that they've developed and fine-tuned over the years.

It is also not unusual, said Christopher Wilson, senior principal of architecture in Stantec's Sacramento, California, office, for a portion of the project's mechanical, electrical and plumbing work to be delegated to subcontractors because there is a close relationship between design documentation and fabrication of those systems.

Wilson thinks a more accurate phrase for delegated design is "delegating a piece of the process" – the next steps that a contractor takes into the details about how to build certain parts of the project. There will always be, he said, a design professional to coordinate design elements and make sure the project comes together with no conflicts.

In fact, according to an American Institute of Architects commentary on AIA Document 201, General Conditions of the Contract for Construction, the architect can't delegate design to the contractor as long as the architect's contract is with the owner. The institute refers to the process as "design allocation" on the part of the owner.

DELEGATION OF PROJECT PIECES

The trend during the past several years, Isgett said, has been toward delegation of design for even more pieces of a project like metal framing and curtain walls. Typically, this requires that the contractor or subcontractor take the relevant plans to a design firm to review them, make any necessary changes and then stamp them.

For Isgett, the reasons designers pass this task to contractors falls into two primary categories – the design firm's desire to keep its costs down and its recognition that construction companies are the installation experts.

But sometimes the reasons for delegating design are driven by the owner. "Clients are always interested in seeking a predictable outcome," Wilson said. Owners are focused on the budget, schedule and increasingly on maintenance and operations. Having contractors participate in design decisions gives them a better understanding of the project and its goals, reducing the risk of a rocky construction process with schedule delays and cost overruns.

Further, although using delegated design upends the traditional process of fully documenting the project before handing it over to the general contractor and subs, Wilson said it can accelerate speed to market, which is a constant concern for most owners no matter what firm is responsible for the design.

Whatever the name, Isgett said not everyone on the project team will be on board with delegated design right away, especially subcontractors that have never participated in a formal design process. However, say a general contractor is handed the ultimate responsibility for the metal framing, for example: Unless that company performs the work, the framing subcontractor will likely have little choice other than to find an engineer to verify any framing plans the architect produced.

PROTECTION FROM DESIGN-RELATED ISSUES

When contractors tread into design territory, there are some measures they should take to protect themselves. The first thing a construction firm should do is engage a licensed professional to do design work, which a contractor's insurance might not cover. "A contractor would have commercial general liability insurance," said attorney Paul Casowitz of Sive, Paget & Riesel in New York, "but would not [likely] be carrying professional insurance for design and engineering services.

In addition, many state and local regulations, Casowitz said, require the entity performing design work to be licensed to do that work. For example, Florida allows contractors to offer design-build services, but a statute requires them to engage an architect to perform the design.

"A contractor who wings it has created a potential hazard," he said.

The construction firm must submit its engineered, stamped plans to the primary design team, which will check for

any conflicts with other aspects of the work and make new documents as part of the project record. Some architects or engineers, Isgett said, will insist on reviewing the new plans, which could hold up the project and defeat the purpose of delegating design duties. "It becomes a bit of a battle," Isgett said. "We've had submittals out there for six months because of a disagreement."

The key to avoiding this scenario, he said, is to have a conversation in advance with the design team about how the delegated design process will proceed.

It also doesn't hurt, Casowitz said, to run the construction contract by an attorney, because confusion can create ambiguity around what company is ultimately responsible for the design. "That's when the lawyers are going to come in," he said, "because it's not clear. It's important to make sure that there is an understanding and a clear delineation of responsibilities and that the contract documents express that."

It's also critical, Casowitz said, for contractors to know their responsibilities

so that they can charge clients for extra insurance coverage and design services they will have to buy.

As contractors become more involved in the design process through the design-build method, integrated project delivery and other collaborative construction methods, the issue of delegated design will likely become more pervasive, Isgett said. But he sees it as a part of an evolution back to the days when contractors were master builders.

"Let the technical expertise come from folks who have the expertise," he said.

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NONRESIDENTIAL CONSTRUCTION SECTOR HEALTHY, STABLE – FOR NOW

*Written by Laurie Cowin, Construction Dive
Published on July 24, 2018*

DIVE BRIEF

Nonresidential construction will hold steady for the remainder of 2018, but could see a downturn in 2020 or 2021, according to the Associated Builders and Contractors. The forecast is positive for this year because the construction backlog is elevated; plus, improving fiscal conditions in states and localities have made public entities players in the construction “recovery,” ABC chief economist Anirban Basu said in the article.

“The 2018 Mid-year Economic Outlook: A Time of Growth and Intrigue” report, published in Construction Executive magazine, said that the strong U.S. economy is helping the forecast, but that rapidly rising interest rates and material prices, combined with international trade issues, could cause a dip in the construction sector in two or three years.

Other factors that could contribute to a construction downturn include the skilled trade shortage and increased costs related to getting materials to the jobsite because trucking firms also are facing a shortage of human capital.

DIVE INSIGHT

The labor shortage continues to plague construction, but there are groups of individuals companies can look toward to help fill the gap. Military veterans are one such group. With 250,000 people leaving military service each year and looking for civilian employment, they represent enormous opportunity for construction employment. Skanska

USA, Gilbane Building Co., Turner Construction and other firms, as well as nonprofits like Veteran’s Next Mission and Helmets to Hardhats offer veteran-specific skills development and training programs.

As baby boomers retire en masse, younger generations are infiltrating the American workforce. Although millennials sometimes get a bad rap as being lazy or entitled, they represent the largest generation in the U.S. labor force and, therefore, another huge opportunity. National Student Clearinghouse Research Center data shows that undergraduate construction programs saw the second-largest growth percentage this past spring – and the chronic worker shortage means there are plenty of high-paying jobs available for new graduates.

Prisons, too, represent a potential pipeline for workers. North Carolina’s Inmate Construction Program, for example, offers certification for prisoners who participate in 480 classroom hours and 6,000-plus hours of on-the-job training while incarcerated. Some prisons also offer certification through the National Center for Construction Education & Research, a common national certification program that is considered to be quite valuable.

Likewise, local recruiters can help find talent despite the worker shortage. Some companies, such as Kimmel & Associates, identify good fits and reach out to potential candidates whether they indicate they’re interested in a career change or not. This opens a line of communication that could lead to a job candidate down the road, if not immediately.

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Remedies, cont. from page 31

vide? Force majeure clauses have various formulations and types of relief allowed. In construction contracts, force majeure clauses often provide relief for time of performance without compensation but do not excuse performance altogether. As to the steel tariffs, if the contract at issue contains a force majeure clause, the question is whether the clause is broad enough to give the contractor relief. Does the clause provide that the contractor is excused from performance of the work if a force majeure event (as defined in the contract) occurs? Does the clause allow additional compensation in addition to time if a force majeure event occurs? If these types of provisions are present, the contractor will have grounds under the force majeure clause to claim additional compensation to recover the price increases due to the tariffs.

For contractors involved in federal government contracting, the Federal Acquisition Regulations (FAR) must be considered when evaluating a potential claim due to the tariffs. The FAR tax provisions and economic price adjustment clauses, if applicable, may provide grounds for relief. Federal government contractors faced with impacts from the tariffs should promptly consult with counsel on any relief that might be available under the FAR.

If the contract terms do not provide grounds for relief, other common law legal principles must be considered. These common law principles include impossibility of performance, frustration of purpose and impracticability of performance. These principles, however, are not easily proven, and the remedy generally is relief from performance of the contract as a whole as opposed to an affirmative claim for additional compensation resulting from performance and completion of the contract. Thus, while these principles may provide grounds for negotiation of a price increase, they will likely be of limited use in a claim

for additional compensation for steel price increases.

FUTURE CONTRACTS

For future contracts, contractors must monitor steel market conditions to determine if provisions can or must be included in bids/proposals and, ultimately, contracts to minimize or eliminate the risk of steel price increases. Because the tariffs have been imposed and are now widely known, contractors on future bids and contracts will not be able to claim unknown or unforeseen events and utilize force majeure type clauses. Thus, contractors moving forward must be very clear in the documents if they seek to have protection from the impacts of the steel tariffs.

In sum, the steel tariffs present challenges to contractors who seek to offset or recover the price increases. Contract clauses may provide a source for relief, but unless the contract contains a specific clause allowing the contractor to recover for steel price fluctuations, an effort should be made to negotiate a resolution and thereby mitigate the contractor's risk, cost and exposure.

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Written by Michelle Kerr | July 16, 2018

MILLENNIALS ARE BETTER AT SAFETY THAN YOU ARE



Younger business owners were raised on technology. Now they're using it to their advantage, including how they keep their people safe at work.

Millennials grew up immersed in technology. So, it makes sense that as they've taken their place in the workforce and launched businesses of their own, technology is embedded in every aspect of their workplaces – including how they keep their employees safe on the job.

According to Nationwide's fourth annual Business Owner Survey, millennial business owners are twice as likely to be using connected technologies as part of their safety efforts.

Of the 1,000 small- to mid-sized U.S. business owners surveyed, almost one-third of business owners rely on technologies like telematics, drones, wearables and building sensors to support workplace safety. Among millennials, that number is 71 percent.

The results, said Tony Fenton, vice president of commercial lines product & underwriting, Nationwide, are a validation that technology is placing an increasing role in the operations of small and mid-sized business owners.

"It's amazing the evolution we've seen in the industry and the tools that are available to business owners," he said. "Ultimately [these] tools allow companies to advance their risk management profile and tactics."

The most common connected technologies millennial-aged business owners use for their workplace safety efforts are:

- **Building sensors**, such as those that can detect humidity, temperature, water leaks and equipment failure, among other conditions. At least 36 percent of millennial business owners are using sensors, compared to 16 percent of all business owners.
- **Personal wearables**, such as wristbands or watches, belts and other personal sensors, are being used

by 32 percent of millennial business owners to detect physical strain. This technology is in use across 13 percent of all businesses surveyed.

- **Drones** are used by 21 percent of millennials to reach or inspect areas that could be dangerous for their workers. Around 7 percent of all business owners are using drones this way.
- **Vehicle telematics** are commonly used to help reduce distracted driving. Eleven percent of all business owners employ telematics, while 20 percent of millennial business owners are using it.

According to the survey, 51 percent of businesses do not employ a dedicated safety professional. That job may fall to an executive or manager who wears a wide variety of hats.

"A small business owner can't be there at every single step of the process or the business operation but can use technology to mitigate risk and mitigate workplace injuries."

—Tony Fenton, vice president of commercial lines product & underwriting, Nationwide

Those companies don't have the resources to deploy safety staff throughout the company and monitor safety every hour of the day. That's why the use of technology has become an integral part of the safety mission.

"Technology enables a stronger vantage point into the operation," said Fenton. "A small business owner can't be there at every single step of the process or the business operation but can use technology to mitigate risk and mitigate workplace injuries."

Advanced technologies enable business owners to better understand risk "and allow for [adoption of] some up-

market safety management tactics," he said.

"A technology solution such as telematics allows you to know how your drivers are actually performing and behaving in the market. To have that information at your fingertips as a fleet owner is a pretty amazing tool."

INVEST WISELY, LIKE MILLENNIALS DO

Smaller operations may not have the capital to dive headfirst into a technology-driven safety environment. But even small investments can have a major impact on safety performance.

"You don't have to employ all of the different technologies at once," said Fenton. "[Ask yourself] what issue you are trying to solve, where is the greatest opportunity within your business, and take a purposeful step in that direction."

Having the advice of an agent or broker could be beneficial for most business owners, no matter how savvy their understanding of newer technologies.

Fenton said that's why one of the key takeaways of this year's survey is a "call to action for carriers to think about how they can better support their members and customers in this journey ... to have professionals that are versed in the technology and can be a guidepost or consult as the technology is enabled within a customer's operation."

While the "zero injury" workplace has long been considered a pipe dream by some, recent technological developments are quickly bringing that ideal closer to reality.

"I hope that, ultimately, we get to zero workplace injuries," said Fenton, "and I see technology as an enabler of that."

Michelle Kerr is associate editor of Risk & Insurance; she can be reached at mkerr@lrp.com



UNENFORCED SAFETY RULES

A few years ago, an employee for a roofing and sheet metal contractor in North Carolina was installing a section of sheet metal roofing when he lost his balance and began to fall backwards. Instinctively he grabbed for anything that he could get his hands on. Unfortunately, what he grabbed was the very sheet metal that he was installing. The force with which he grabbed the sheet metal, combined with its razor-sharp edges resulted in his hand being sliced. Although his employer had a safety rule that required employees to wear cut-resistant gloves when handling sheet metal, the injured employee was not wearing those gloves at the time of the incident.

That same week, an employee of a different North Carolina roofing and sheet metal contractor was operating a power broom on a roof and was not wearing safety glasses even though the company had a rule that required the use of safety glasses when performing a task that generates debris (such as sanding, grinding, drilling, or

using a power broom). He was injured when airborne debris flew into his eye and scratched his cornea.

Because bad things always seem to come in threes, before that week was over another roofing and sheet metal contractor in North Carolina had an employee injury. That employee was unloading a heavy piece of equipment off a truck by himself, even though the company had a safety rule that required employees to get help when handling heavy or cumbersome objects. That employee sustained a hernia.

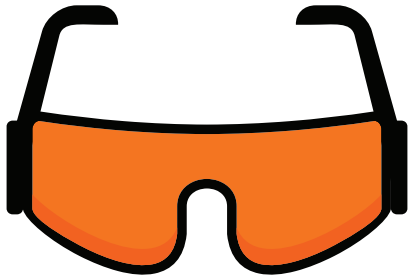
DISCUSS WITH YOUR CREW

The common thread that ties all three of these incidents together is that each one involved an employee who disregarded a company safety rule and was injured as a result.

Without a doubt, each of you bears responsibility for knowing and following our company safety rules. But if employees are getting injured because they are not following our safety rules, the problem likely runs

deeper. In some companies the problem is that the employer does not effectively communicate its safety rules to employees. However, more often than not the root of the problem is that one or more supervisors do not consistently enforce safety rules; and when they do there are often no consequences for employees who repeatedly violate those safety rules. Lastly, when supervisors are weak in their enforcement of safety rules it creates a safety culture in which the entire crew places little value on following company safety rules. When that happens, employees are unlikely to say anything if their coworkers violate a safety rule. Before long, other employees not wanting to stand-out and be different begin to disregard safety rules themselves.

- How well do you know our company safety rules?
- What safety rules get enforced consistently?
- What safety rules could be enforced more consistently?



Hace unos años, un empleado de un contratista de techos y chapa en Carolina del Norte estaba instalando una sección de techos de chapa cuando perdió el equilibrio y comenzó a caer hacia atrás. Instintivamente, agarró todo lo que podía tener en sus manos. Desafortunadamente, lo que agarró fue la misma chapa que estaba instalando. La fuerza con la que agarró la chapa metálica, combinada con sus afilados bordes cortantes, resultó en su mano cortada. Aunque su empleador tenía una regla de seguridad que requería que los empleados usaran guantes resistentes al corte cuando manejaban láminas de metal, el empleado lesionado no estaba usando esos guantes en el momento del incidente.

Esa misma semana, un empleado de un contratista de techos y chapas de Carolina del Norte estaba operando una escoba eléctrica en un techo y no llevaba gafas de seguridad, aunque la empresa tenía una regla que requería el uso de gafas de seguridad cuando realizaba una tarea que generaba es-

combros (como lijar, esmerilar, perforar o usar una escoba eléctrica). Se lesionó cuando los restos transportados por el aire volaron a su ojo y se rascaron la córnea.

Porque las cosas malas siempre parecen venir en tres, antes de que esa semana terminara, los techos de las anteras y el contratista de chapa en Carolina del Norte sufrieron una lesión de empleado. Ese empleado estaba descargando un equipo pesado de un camión solo, a pesar de que la compañía tenía una regla de seguridad que requería que los empleados reciban ayuda cuando manejan objetos pesados o incómodos. Ese empleado sufrió una hernia.

DISCUTIR CON SU TRIPULACIÓN

El hilo común que une estos tres incidentes es que cada uno involucró a un empleado que hizo caso omiso de una regla de seguridad de la empresa y resultó herido como resultado.

Sin lugar a dudas, cada uno de ustedes tiene la responsabilidad de conocer y seguir las reglas de seguridad de nuestra compañía. Pero si los empleados se lesionan porque no están siguiendo nuestras reglas de seguridad,

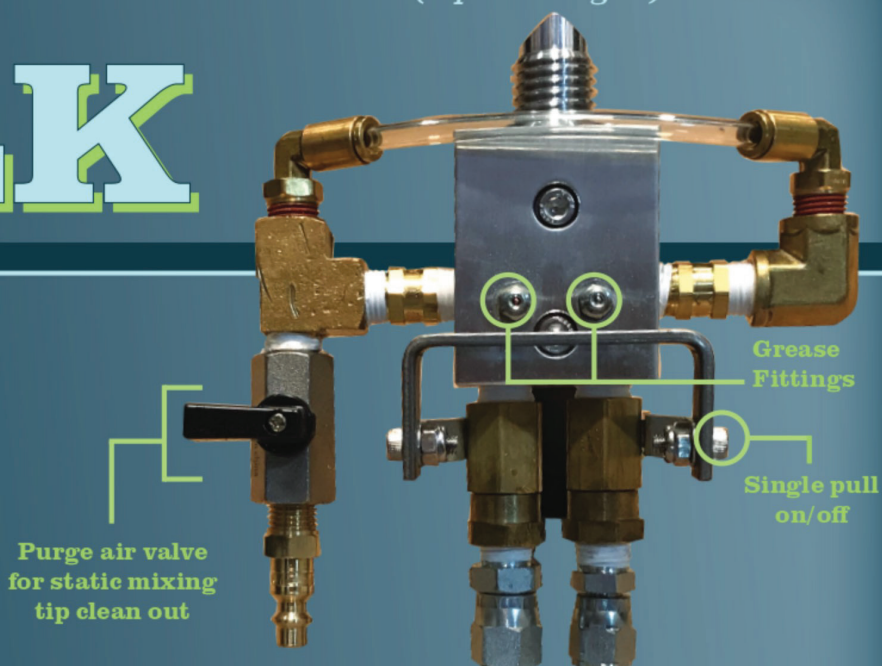
el problema probablemente sea más profundo. En algunas empresas, el problema es que el empleador no comunica efectivamente sus reglas de seguridad a los empleados. Sin embargo, la mayoría de las veces, el origen del problema es que uno o más supervisores no hacen cumplir sistemáticamente las reglas de seguridad; y cuando lo hacen, a menudo no hay consecuencias para los empleados que violan reiteradamente esas reglas de seguridad. Por último, cuando los supervisores son débiles en su aplicación de las normas de seguridad, crean una cultura de seguridad en la que toda la tripulación valora poco el cumplimiento de las normas de seguridad de la empresa. Cuando eso sucede, es poco probable que los empleados digan nada si sus compañeros de trabajo violan una regla de seguridad. En poco tiempo, otros empleados que no quieren sobresalir y ser diferentes comienzan a ignorar las normas de seguridad.

- ¿Qué tan bien conoce las reglas de seguridad de nuestra compañía?
- ¿Qué reglas de seguridad se aplican de manera coherente?
- ¿Qué reglas de seguridad se pueden aplicar de manera más consistente?

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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)

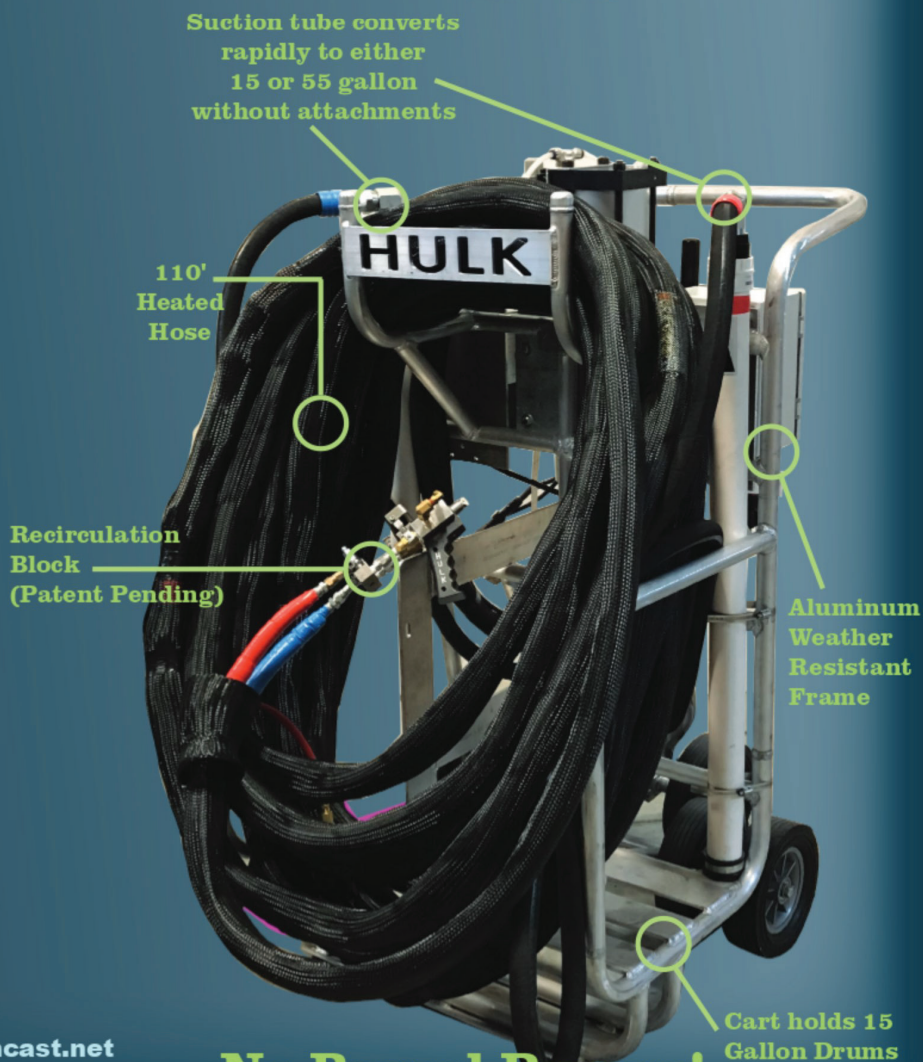


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