

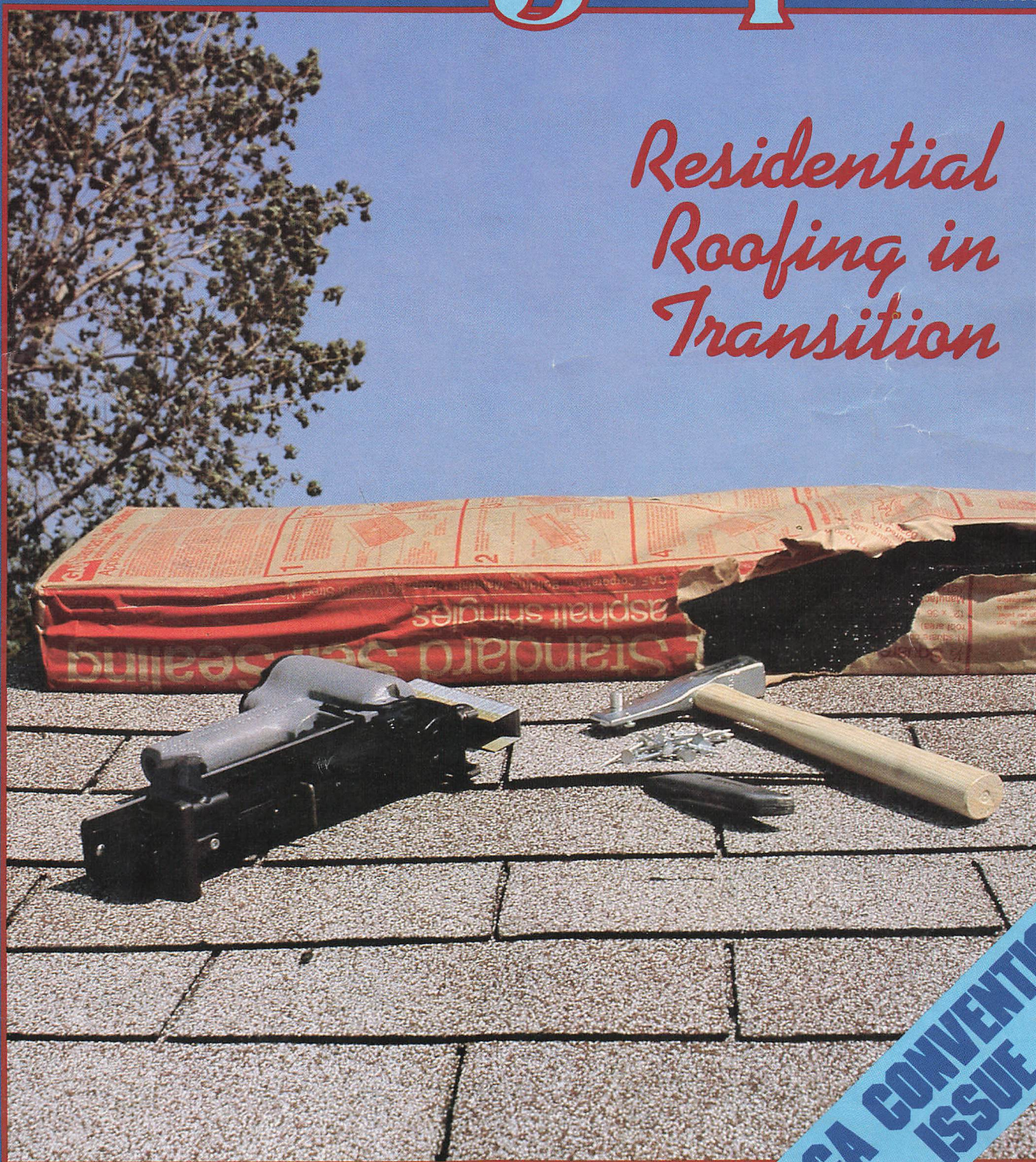
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National Roofing Contractors Association

October 1983

*Residential
Roofing in
Transition*




**MRCA CONVENTION
ISSUE**



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Jim Walter company



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We make the FRS™ Fiber Glass Asphalt Shingle — the patented white roof warranted to stay fungus-free for 20 years.

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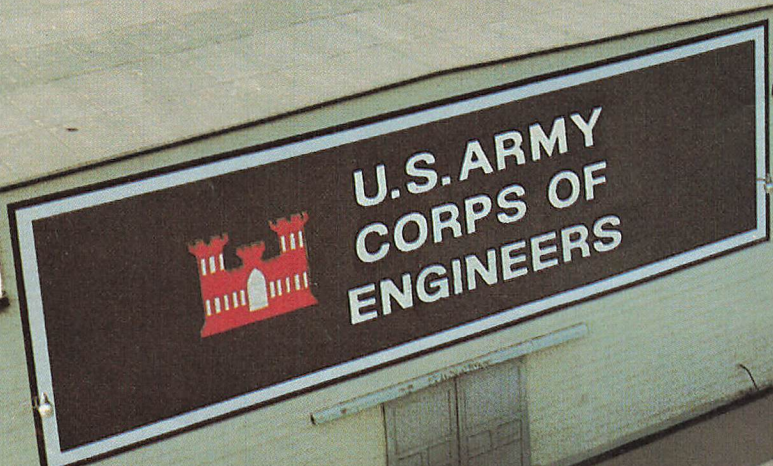
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The roof that's requested by name.

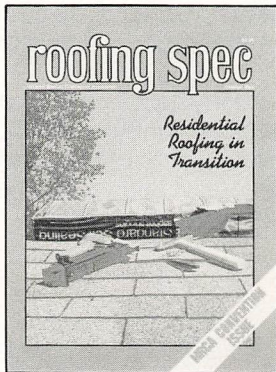
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The switch from nails to staples is just one of the many changes facing residential roofing.



NATIONAL ROOFING CONTRACTORS ASSOCIATION

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Comment

Answering the Productivity Call

It is difficult to make predictions, says an old Chinese proverb, especially about the future. But here's one that's easy: the roofing industry will need to respond, in a timely and organized manner, to the demands being made on it for increased productivity.

These demands stem, in part, from a new national awareness that productivity has a lot to do with our economic well-being. This should not come as a big surprise, but to many, it has.

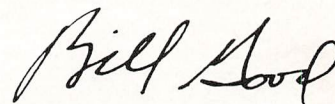
The demands come more specifically from a large effort by the Business Roundtable, which culminated with the publication of a series of booklets under the heading, "Construction Industry Cost Effectiveness." The Roundtable, it seems, has recognized the consequences of waste in the construction industry and has decided to take some action.

This effort is significant, it seems to us, for a couple of reasons. First, it gives a clear signal that the major building owners of America are not happy with

business as usual. Their recommendations are far from shocking: get rid of labor slowdowns, stoppages and restrictive work rules; devote more time and money to worker training; seek out innovative materials and application techniques; work to eliminate unnecessary government regulations. The point is clear: competing in a world marketplace requires competency and productivity at home.

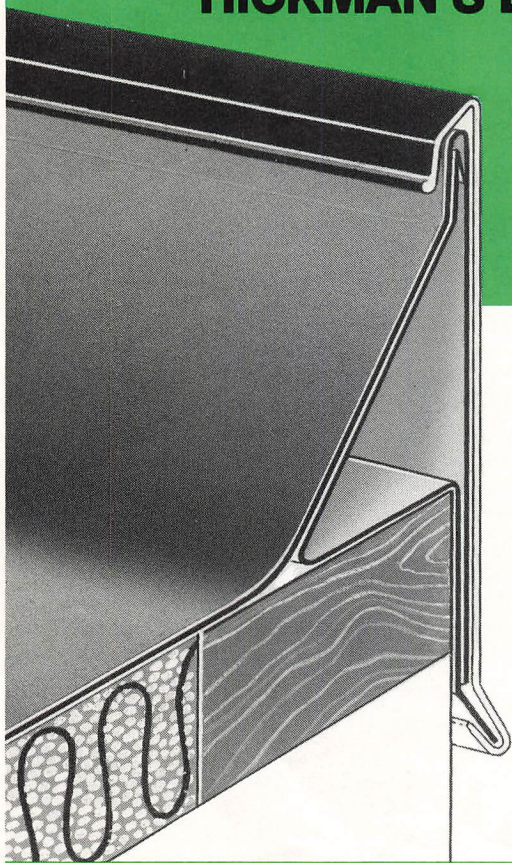
But the Roundtable's effort is significant also because it gives us an unprecedented opportunity to respond. How? By committing to a better trained workforce, by running safe operations, by getting the message to our workers that productivity is their long-term key to survival.

Much of this is already happening, of course. And it gives us, finally, the opportunity to tell the nation's building owners: professional roofing contractors take productivity seriously, and you can count on us to do your work efficiently and properly.



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Ideas, notes and random thoughts

Polish your boots and saddle-up — the annual MRCA “Round-up” will take place in Phoenix, November 6-9. Organizers of the convention promise that this year’s pow-wow will be the **BEST IN THE WEST**. For details, see inside.

Also in this issue, you’ll find out what’s in store for residential roofing with insights from the Manville Corp. and Owens-Corning; Clarence Huettenrauch gives an architect’s viewpoint on “Roof Leaks and Experts,” and an excerpt from the *NRCA Steep Roofing Manual* provides a “how to” for roofing slate hip and ridge application.

NRCA offers a program for the co-sponsorship of selected conferences by affiliates and other local groups. The program involves the co-sponsor arranging with NRCA for a specific conference to be held in its area on a date of its choosing. NRCA provides all conference material including reference manuals, publications, speakers, instructors, program planning and promotional assistance. The co-sponsor assumes all responsibility for meeting facilities arrangements, registration and local promotions. The result: NRCA conferences are widely available on the local level

National Roofing Foundation Update

The 1983-84 Board of Trustees for the National Roofing Foundation are:

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at lower costs. For more information, contact the NRCA Education Department.

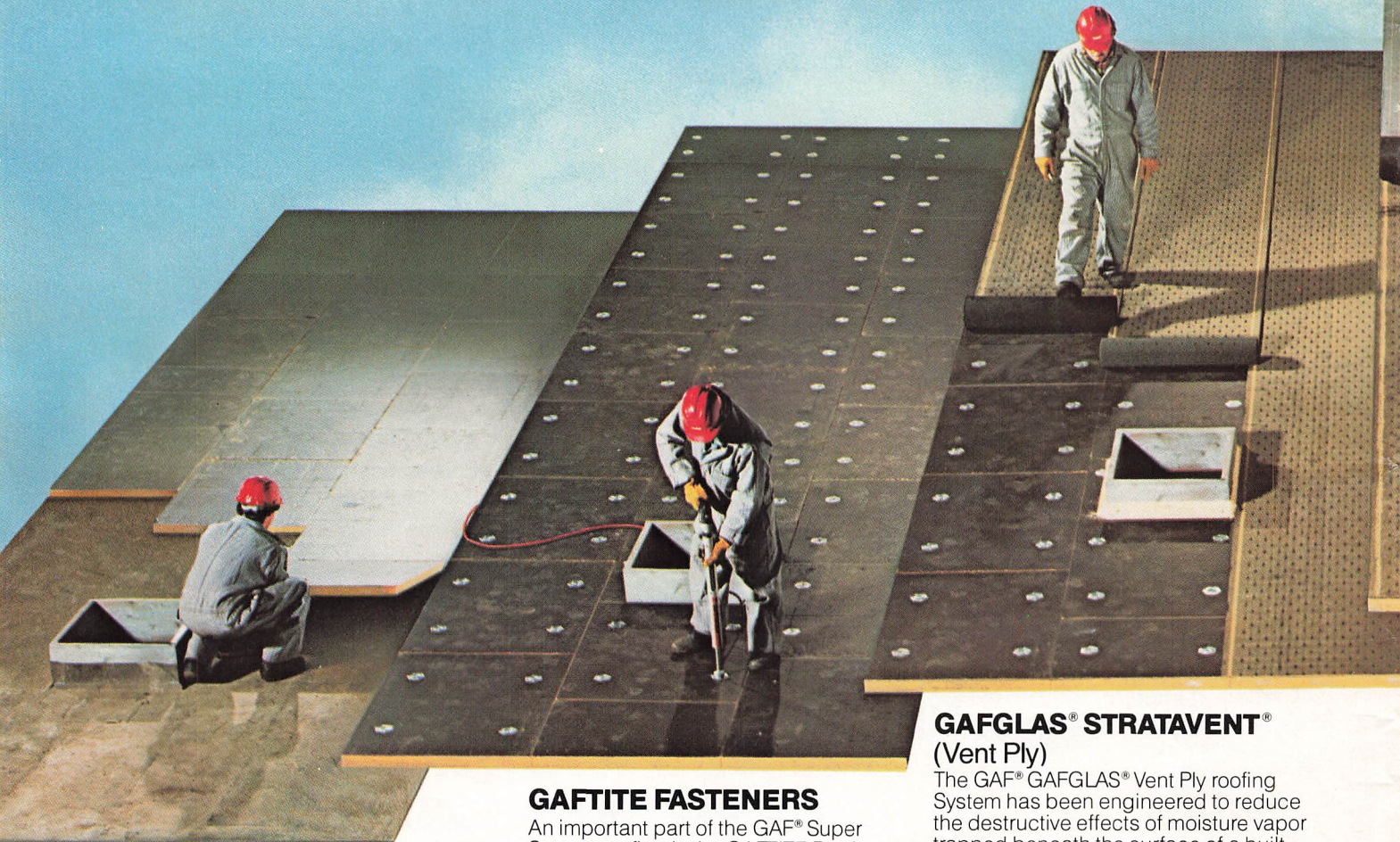
Reminder: The NRCA Speakers Bureau can arrange for a knowledgeable speaker at your next convention or meeting. A variety of informative presentations on roofing systems design and application, each with a script and slides, are on file with the bureau. Fourteen topics are currently available. Contact the NRCA Education Department for details, 312/693-0700.

Montego Bay, Jamaica, is the site of the National Roofing Foundation’s 1984 Reconvened Convention, February 18-22, 1984. Business sessions are scheduled for the mornings, leaving the rest of the day free for exploring. And what an island to explore — Jamaica is a land of mountains, plateaus and plains, rivers and springs, cascades and waterfalls. For more information contact NRF Headquarters at 8600 Bryn Mawr Ave., Chicago, Ill. 60631; 312/693-0700.

“I am always ready to learn although I do not always like being taught.”

Winston Churchill

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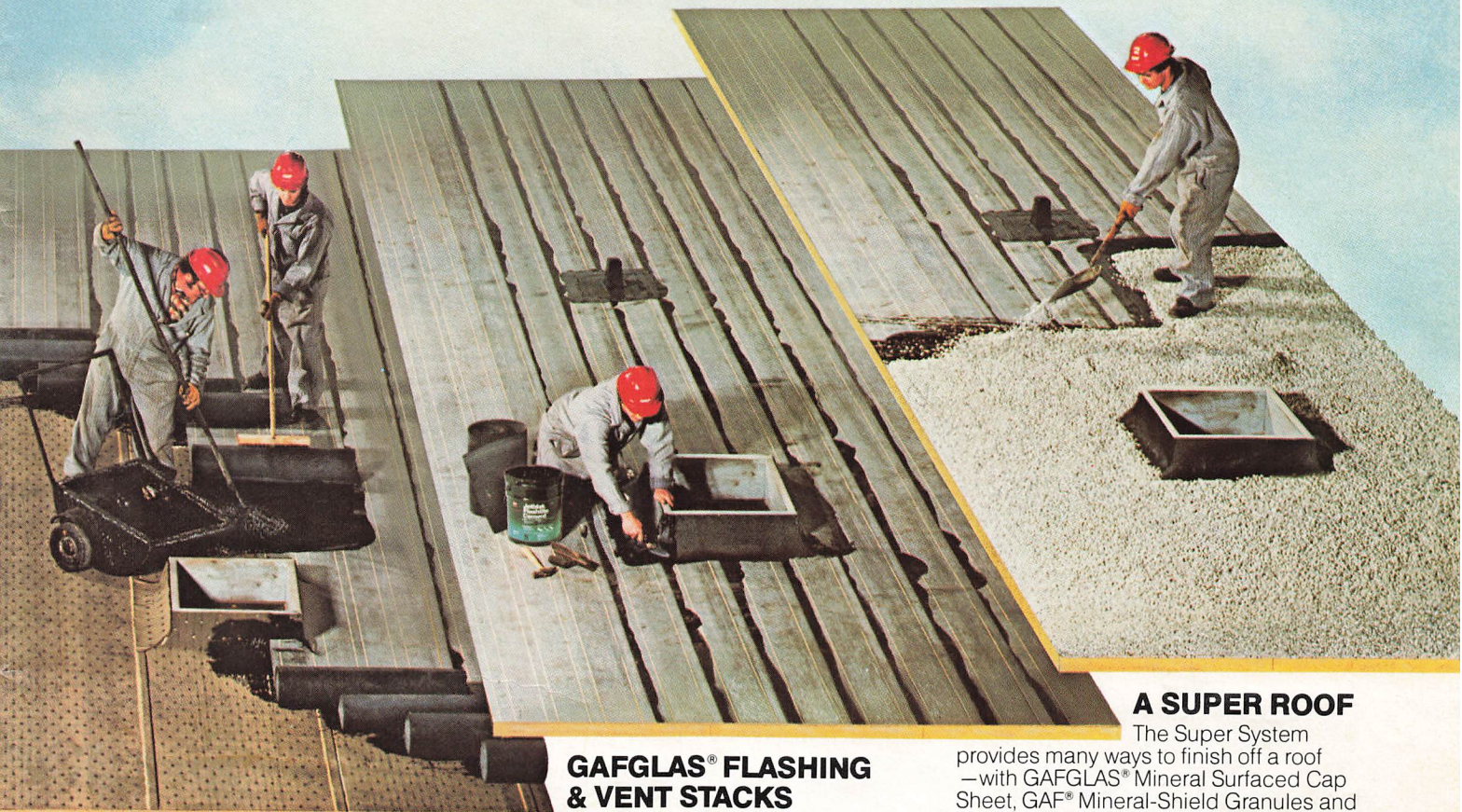
GAF offers one of the widest lines of roof insulation products in the industry. Under the GAFTEMP® name, you'll find six different insulations to choose from as the important first step of the Super System. Here, we're starting with GAFTEMP Isotherm insulation, a non-composite board made up of asphalt-coated facers bonded to a core of isocyanurate foam. No lower "U" value is available in any other FM Class I rated product of equivalent thickness. It's lightweight, easy to handle, and fast to install.

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The GAF® GAFGLAS® Vent Ply roofing System has been engineered to reduce the destructive effects of moisture vapor trapped beneath the surface of a built-up roof. Granules on the underside of Stratavent Base Sheet provide venting for any trapped moisture vapor. Moisture won't rot, shrink, or expand it. It's easy to apply and can be specified for any type of roof deck. Since it's rolled out dry, it yields significant savings in asphalt and labor. Carries the U.L. Type G 2 BUR label.



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NATIONAL NEWS

July Construction Contracts Retreated to \$17 Billion Following Two-Month Surge

Contracting for new construction declined 10 percent in July, according to the F.W. Dodge Div. of McGraw-Hill Information Systems Company.

July's \$17 billion total of newly started construction of all kinds brought the seasonally adjusted Dodge Index to 137, down 10 percent from June's all-time high of 151. The Dodge Index uses 1977 as its 100 base.

Commenting on the setback, Dodge vice president and chief economist George A. Christie said, "July's decline didn't have the menacing look of a strong reaction to rising interest rates. After two record-breaking months of contracting in May and June, the building market was due for a breather. This may have been no more than that, since the level to which contracting

settled back in July was 32 percent higher than a year ago."

July's lower rate of contracting was evident in all three broad categories of construction. After adjustment for seasonality, nonresidential building value declined seven percent, residential building fell 15 percent and nonbuilding construction eased eight percent following the May-June surge of contracting.

July's \$5.3 billion total of newly started nonresidential building showed a modest decline in commercial projects and a sharper dip in institutional building.

"Schools and public administration buildings were among the weakest nonresidential building markets in July, while offices, surprisingly, provided most of the support," Christie said.

"With the office building boom

winding down during 1982 as vacancies began to accumulate, the least expected event of 1983 was a new office building spree. Yet, for the past three months, contracting for still more offices has rivaled 1981's record rate of starts," Christie added.

Residential building contract value came to \$8.5 billion in July, as both one-family and multi-family building retreated from their high June values. The decline brought the latest month's contract value back to the average for the second quarter.

"The future of the housing market depends a lot on how the Fed's recent tightening of credit is interpreted," Christie said. "If the recent reversal of interest rates is seen as another round of sustained restraint of inflationary pressures, the housing market — and the rest of the economy as well — is in trouble. If, as is more likely, it is seen as a reversible move needed to check a temporary spurt in the money supply, housing output can, and probably will, hold steady at or near its current 1.7 million unit rate."

Non-housekeeping residential building, boosted by a \$250 million hotel/casino project in June, declined sharply in July to a "normal level of contracting."

According to the Dodge economist, contracting for nonbuilding construction slipped to \$3.2 billion in July despite a record rate of highway and bridge projects stimulated by the new fuel tax. Offsetting the month's gain in roadbuilding were sharp declines in sewer, water and other public works construction.

Electric power plant and other

MONTHLY SUMMARY OF CONSTRUCTION CONTRACT VALUE

Prepared by F.W. Dodge Division
McGraw-Hill Information Systems Company

	July 1983 Construction Contract Value (000,000)	Seasonally Adjusted Percent Change From Previous Month
Nonresidential Building	\$ 5,312.2	- 7
Residential Building	8,470.6	- 15
Nonbuilding Construction	3,245.7	- 8
Total Construction	\$17,028.5	- 10

	8 Mos. 1982 (000,000)	8 Mos. 1981 (000,000)	Cumulative Percent Change
Nonresidential Building	\$34,902.2	\$ 36,191.5	- 4
Residential Building	52,934.1	31,512.2	- 68
Nonbuilding Construction	23,571.5	21,506.9	+ 10
Total Construction	\$111,407.8	\$ 89,210.6	+ 25

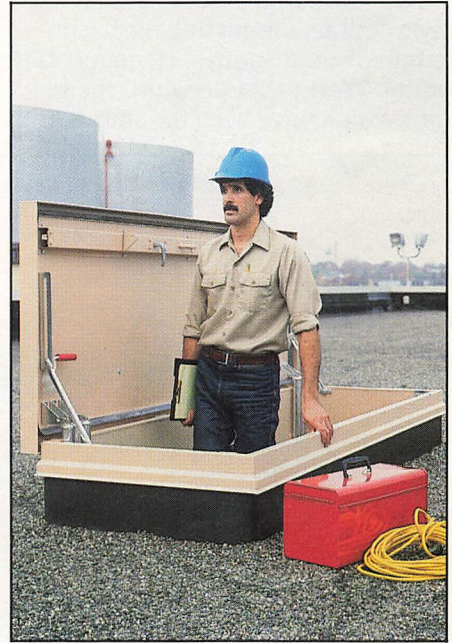
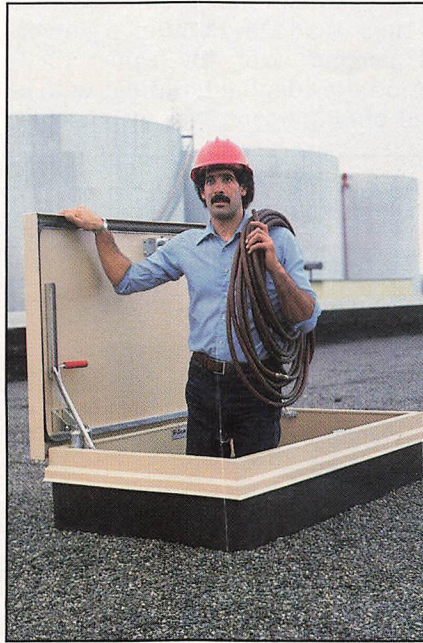
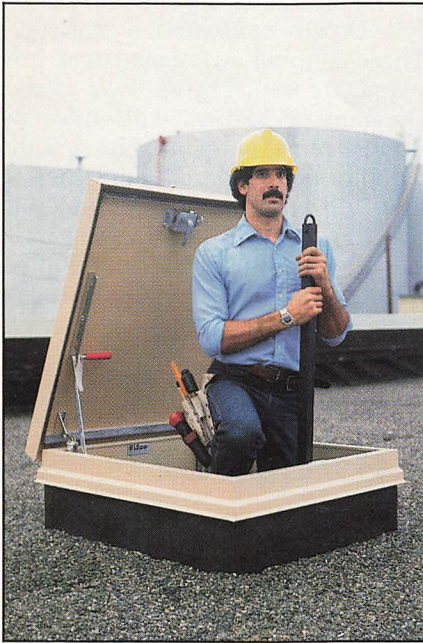
DODGE INDEX

(1977 = 100, SEASONALLY ADJUSTED)

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three ways to come out on top...



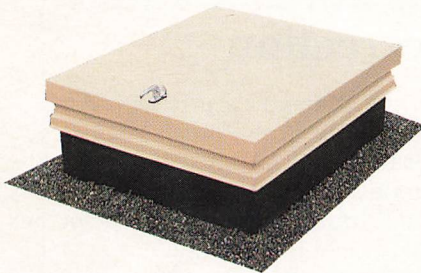
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Every building needs at least one ladder access size Bilco roof scuttle. It provides easy, safe, economical access to the roof in all kinds of weather.

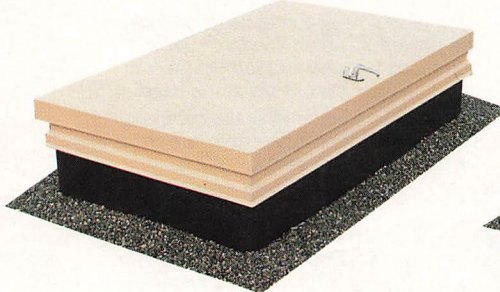
Size: 2'6" x 3'0"



Type NB for ship stair

This size Bilco scuttle is ideal for installations where frequent use may be indicated. It permits easier movement of maintenance personnel, tools and equipment.

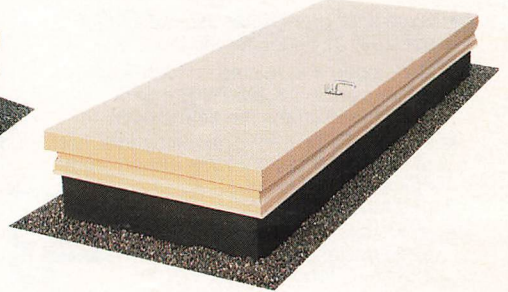
Size: 2'6" x 4'6"



Type L for normal stair

The ultimate in roof access. This size Bilco scuttle allows a normal stairway. It takes the place of costly penthouse construction. Helps maintain a clean roof line.

Size: 2'6" x 8'0"



* Shown with the new Bilco Ladder Up Safety Post. For safer, easier ladder use.

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NATIONAL NEWS

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utility construction was negligible in July, as it was in June.

July's 10 percent decline in total construction contracting was concentrated in the South (-15 percent) and the West (-23 percent), the regions which have been the source of

most of 1983's recovery to date. Only one region, the still-depressed Midwest, showed a small improvement in construction activity in the latest month — a five percent gain.

At the end of seven months, the value of all new construction started in 1983 was \$111.4 billion, a gain of 25 percent over the same 1982 period. Residential building, with a lead of 68 percent, was responsible

for almost all of the year's improvement, while nonresidential building trailed last year's cumulative contract value by four percent. Non-building construction was up 10 percent during the same period.

The following is a summary of July's Dodge construction statistics. These contract-award statistics, prepared and issued by the F.W. Dodge Division of McGraw-Hill Information Systems Company, measure the value of newly started construction that will be brought to completion over the months ahead. They indicate the amount and direction of future expenditures of this major sector of the economy.

UFCA Seeks Funds for Program

The Urethane Foam Contractors Association (UFCA) is soliciting contributions for a new marketing program.

UFCA recently received an "\$80,000 shot in the arm" from the Polyurethane Division of the Society of the Plastics Industry. The grant will help contractors meet the proposed budget of \$186,000.

The money will be used for "a generic marketing program, aimed at promoting the use of polyurethane foam," said Dan Lea, UFCA Director of Communications.

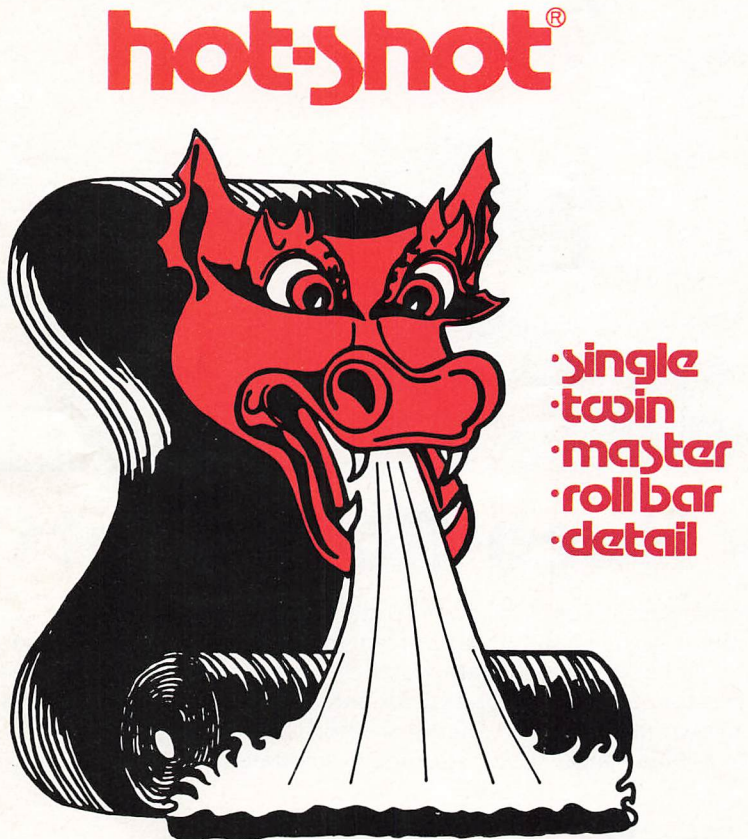
The content of the marketing program is still in the developmental stages. However, several proposals

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Air Force Manual Correction

Richard Baxter's article, "An Update on Air Force Manual (AFM) 91-36," (August 1983), incorrectly listed the U.S. Government Printing Office as the contact for copies of the document.

For information on obtaining a copy of AFM 91-36, contact Harry Marien, HQ-AFESC-DEMM, Tyndall Air Force Base, Fla. 32403; 904/283-6358.



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Because the Manville family uses specially constructed fiber glass mats as the heart of all its fiber glass felts, the result is a family of products that not only meet ASTM requirements, but also provide other advantages — exceptional stability, greater uniformity and better natural resistance to all the other factors affecting roof performance.

This difference is built into all felts manufactured and marketed by the Manville family: GlasPly™ ply felts, GlasKap™ cap sheets, GlasBase™ base sheets, Ventsulation® felts, and Planet II™ roofing felts.

And it is this difference that sets the Manville family's fiber glass roofing products apart. That spells superior quality and assures long-lasting performance on the roof.

For more information, consult Sweet's or contact Al Sowers, Manville Roofing Systems Division, Ken-Caryl Ranch, Denver, Colorado 80217. (303) 978-2784.

Manville



NATIONAL NEWS

continued from page 12

include a national teleconference to kick-off the program, expansion of the *UFI Magazine* and increased publicity and advertising.

Contractors are being asked to pledge \$25 or \$50 per month for 18 months, while suppliers are being asked to contribute between \$1,000 to \$20,000.

CSI Elects Officers; Selects Fellows

Terry M. Wadsworth, FCSI, CCS, a professional member from Austin, Tex., has been named president-elect of the Construction Specifications Institute (CSI).

Vice presidents elected to CSI for the 1983-84 term are: James B. Hardin, industry member, Little Rock, Ark; Richard B. Solomon, FCSI, CCS, professional member, Miami, Fla., and E. Ernest Waymon, FCSI, CCS, professional member, Wilmington, Del.


Charles Chief Boyd, FCSI, CCS, professional member, Tulsa, Okla., was elected Secretary for a two-year term.

Newly elected Directors are:

Northeast Region — Richard A. Eustis, professional member, Maine Chapter; Southeast Region — Sheldon B. Israel, FCSI, CCS, professional member, Fort Lauderdale Chapter.

Gulf States Region — Morris R. Ungren, industry member, Memphis Chapter; North Central Region — Robert W. Morrison, industry member, Milwaukee Chapter; Northwest Region — David E. Thomas, industry member, Puget

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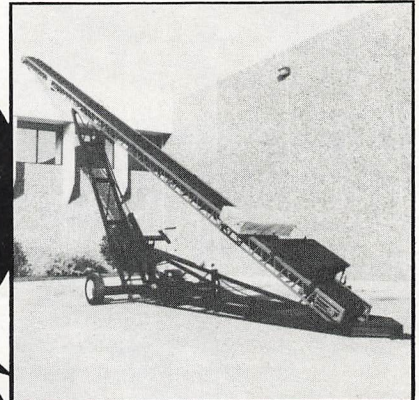
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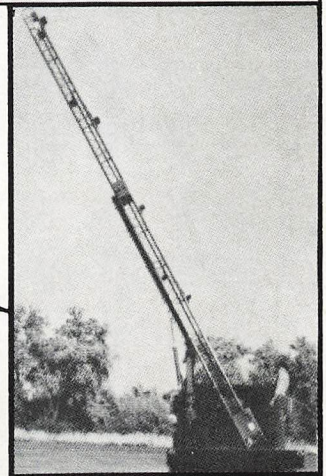
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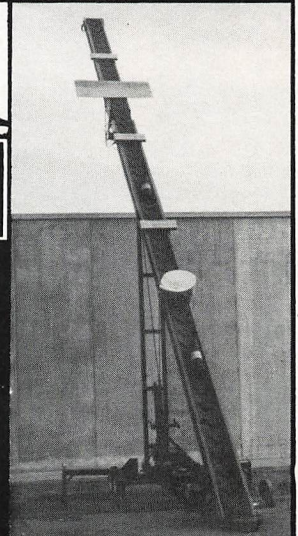
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Sound Chapter, and West Region — Diana Hamilton, professional member, San Francisco Chapter.

In addition, seven members of CSI have been selected by the Institute's Jury of Fellows for investiture as Fellows of CSI.

For achievement in services to CSI: Raymond R. Rieger, industry member, Detroit, Mich., Chapter; Lawrence E. Schwietz, industry member, Omaha, Neb., Chapter; Jesse T. Wilkins, Jr., professional member, Puget Sound, Wash. Chapter, and Werner E. Zarnikow, CCS, professional member, Los Angeles, Calif. Chapter.

For achievement in Education: Leroy S. Kimmons, CCS, professional member, (York) Central Penn. Chapter; Curtis H. Lee, CCS, professional member, San Deigo, Calif., Chapter and Kenneth J. Moore, CCS, professional member, St. Louis, Mo., Chapter.

Fellowship is one of the highest honors that can be bestowed by CSI. The candidate must be a member for five years with notable contribution to the advancement of the science of

construction, improvement of construction specifications or by service to CSI.

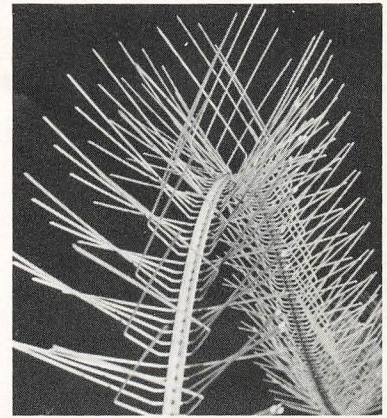
Elections and Awards at ARMA

The Asphalt Roofing Manufacturers Association (ARMA) announced its new officers and the recipients of the 1982 President's Safety Awards.

James M. Shedden, president of Genstar Building Materials Co., was elected president; Gregory T. Faherty of Owens-Corning Fiberglas Corp. and Sam E. Brasher of Allied Materials Corp. were named vice presidents and John A. Brennan of the Building Materials Group, GAF Corp., was elected secretary-treasurer.

Awards were presented recently for outstanding plant safety records

continued on following page



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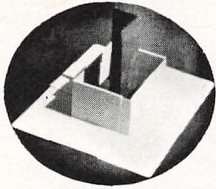
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NATIONAL NEWS

continued

based on the lowest incident rate and lowest recordable cases for comparable man hours of production.

Recipients of top honors were: the Elk Corp. of America for its plants in Stephens, Ark. and Ennis, Tex; The Celotex Corp., Los Angeles, Calif; Genstar Building Materials Co., Peachtree City, Ga., and Koppers Co., Inc., Wickliffe, Ohio.

Metal Construction Association Formed

The Metal Construction Association (MCA) is a newly formed trade association organized to promote the use of metal in all construction applications.

MCA will hold an organizational meeting on November 2 at the AM-FAC Airport Hotel in Dallas, Tex. At this time, MCA will elect officers and directors, adopt bylaws and select committees and committee chairmen.

"MCA has been formed to provide a unified trade association to speak for all portions of the metal construction industry," said Thomas E. McElroy, McElroy Metal Mill, one of the co-founders of the group.

MCA's future programs will include institutional advertising on an industry basis, voluntary standards activities, statistical programs, educational programs encompassing erection schools, estimating seminars and courses on construction bookkeeping.

Annual membership dues are \$300. Individuals and companies joining MCA on or before the organizational meeting will be qualified as charter members of the Association and receive a dues discount on their first year's membership.

MCA can be reached at its headquarters on 1133 Fifteenth Street, N.W., Washington, D.C. 20005.



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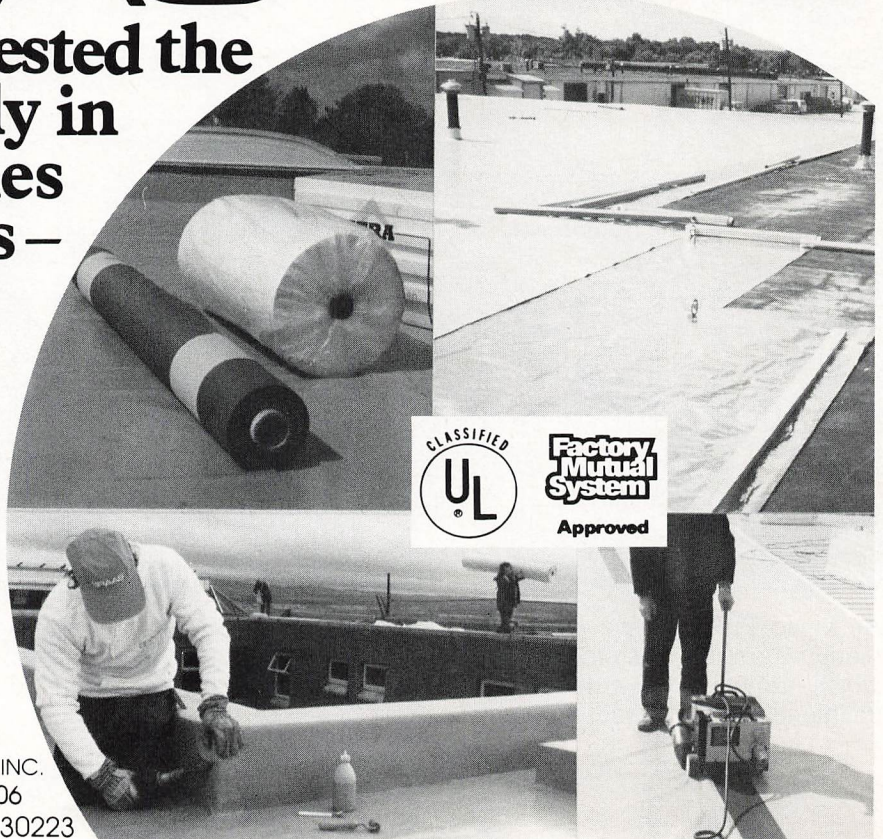
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16 — October 1983/Roofing Spec



Affiliate News

Michigan Apprentice Program Celebrates 25 Years

Over 400 members and guests attended the 25th anniversary celebration of the Apprentice School of Roofers, Union Local 149, at St. Clair Shores, Mich., July 10.

Fifty graduates received their apprentice and journeymen certificates at the event. Over 250 students have graduated from the three-year program which started in 1958.

Guest speaker Burton Karp, president of the National Roofing Contractors Association, encouraged graduates to always improve themselves for the betterment of the roofing industry.

"Many changes have occurred in our industry, making it a highly skilled and challenging trade," Karp said. "It is up to you (apprentices) to know which systems work."

A representative of the Michigan Department of Labor and the Governor's office read a congratulatory message, stating that "good roofing work parallels any artistic achievement."

New Officers and Directors for Virginia Association

The Virginia Association of Roofing Contractors held its annual meeting on June 18 and announced its new slate of officers and directors.

The newly elected officers are President William Mahone IV of Valley Roofing Corp., Roanoke, Va; First Vice President Robert B. McKee of McKee Roofing, Inc., Richmond, Va; Second Vice President Thomas G. Petty of Whitley Roofing Co., Richmond, Va. and Secretary/Treasurer Terry M. Sare of Virginia Roofing Corp., Alexandria, Va.

Those elected to two-year terms on the Board of Directors are: Meredith Emswiler of Don Largent Roofing, Inc., Harrisonburg, Va; Don C. Gibbs of American Sheet Metal Corp., Norfolk, Va; C.T. Meredith of Valley Roofing Corp., Roanoke, Va. and Randy Sansbury of Manville Building Materials Corp., Salem, Va.

Three Added to Florida Certification Program

Three contractors are the first to qualify under the newly revamped Voluntary Professional Certification Program of the Florida Roofing, Sheet Metal & Air Conditioning Contractors Association (FRSA).

The three now permitted to use the title, "Certified Professional Roofing Contractor," include: Jesse W. Crews of Kendall South Miami Roofing, Miami; Danny G. Carson of Lee County Metal & Roofing, Ft. Myers; and Carl Engelmeier of E.H. Engelmeier Roofing & Sheet Metal, Orlando.

The men join a select group of over 60 contractors by completing the program's requirements.

Michigan Contractors Select Leaders

The Michigan Roofing Contractors Association held its annual convention in Toronto, Canada, on August 4-7 and elected new officers and directors.

Officers include: President Ralph Maier of Roofing Service, Inc., Lansing; Vice President John Gundrum of Gundrum Roofing Co., Ann Arbor; Treasurer Roger Steyer of Steyer Roofing Co., Warren, and Secretary Mervin E. Smith, Warren.

Directors named were: Ray Boom, Grand Rapids; Ron Kanaar, E. Muskegon; Lyle Bornor, Lansing; Ray Coppens, Saginaw; Gerry Lewless, Bay City; Ron Frosh, Flint; Walter Duke, Ypsilanti; George Schena, Mt. Clemens; P.F. LaDuke, Detroit and Richard A. Reynolds, Novi.

Gene LaFond, Owens-Corning Fiberglas Corp. and Ed Garwood, Garwood & Associates, Inc. were appointed as Associate Member Representatives to the Board.

Associate News

Italian Testudo is Now Available in the U.S.

The TechniCote Corp. of Memphis, Tenn., will now import and distribute Testudo® a modified bitumen roofing material manufactured by Index Tecnologie, Verona, Italy.

After three years of product testing and successful on-the-job experience in European applications, Testudo is now ready for U.S. application according to TechniCote President Sam Quartarone.

Index, the Testudo manufacturer, is the largest producer of modified bitumen in Europe.

Forklift Safety Program Unveiled by Du Pont

The Du Pont Co. recently developed a safety course for forklift truck operators designed to prevent accidents and increase productivity.

“Forklift Truck: Operator Training” is the latest addition to the Du Pont library of over 140 safety and vocational training courses.

The program uses videotape and programmed instruction. It fulfills the training requirements of the Occupational Safety & Health Administration (OSHA) and is suitable for training new or experienced operators.

The course focuses on the “stability triangle” or the three suspension points on a forklift truck, the operator’s professional attitude, pre-operation visual checks, operational checks, reaction to an overturn and traveling on ramps.

For more information contact Forklift Truck, Du Pont Co., Room X-40071, Wilmington, Del. 19898.

Celotex Appoints Advertising Supervisor

Vivian O. Rice has been named advertising supervisor for The Celotex Corp.

She is responsible for all coordination and supervision of advertising-materials production including the maintenance of art and job files, as well as control of general records for the Advertising Department.

Prior to her promotion, Rice was office manager for OmniMedia, Inc., Tampa, Fla.

SYenergy Hires Tech Rep

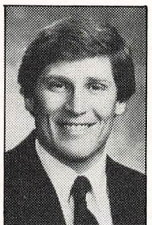


Paul Rau of Columbus, Ind., has been appointed midwest regional technical representative for SYenergy Methods, Inc., Cranston, R.I.

Rau will be responsible for quality control and technical service of SYenergy Methods exterior systems installed in 12 midwestern states.

Before joining SYenergy Methods, Rau was employed by Hinshaw Roofing & Sheet Metal Co., Frankfurt, Ind.

Conglas Hires New Manager



Peter A. Welly has been appointed Product Manager for the Built-up Roofing Div. of Consolidated Fiber Glass Products Co. (Conglas).

Prior to joining Conglas, Welly was employed by Owens-Corning Fiberglas as Sales Supervisor for the central California area.

Cellofoam Purchases Southern Facilities

Cellofoam North America, Inc., (CNA), a subsidiary of United States Mineral Products Co., recently purchased the facilities of Southeastern Foam Products, Inc. and National Foam Products, Inc., both of Conyers, Ga.

Nine plants located in Missouri, Indiana, Ohio, Tennessee, Virginia, Georgia and Florida will now be operated by CNA under the name of Southeastern Foam Products.

Klaus Named V.P.



Jeffrey C. Klaus has been named vice-president of Rubber & Plastics Compound, Inc., Long Island, N.Y.

Klaus will expand his responsibilities while maintaining his title of National Sales Manager.

Prior to joining Rubber & Plastics Compound, Klaus was vice-president of AFCO Products of Somerville, Mass. and Plant Manager at the L.A. Fry Roofing Co. of Waltham, Mass.

Owens-Corning Renovates Jersey Plant

Owens-Corning Fiberglas Corp. has announced plans for a multi-million dollar capital improvement program at the company's Kearny, N.J. roofing plant.

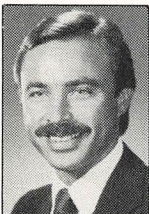
The program is designed to increase production and improve service to existing customers as well as increase warehouse capacity.

The Kearny plant manufactures shingles and roll roofing products for use in residential markets.

Improvements are expected to begin in October and be completed by late January 1984.

The plant serves the metropolitan New York City and Philadelphia areas, central and eastern Pennsylvania and most of New Jersey.

Celotex Promotes Ad Supervisor



Robert J. Agnew has been selected Manager of Collateral Development for the Advertising Department of The Celotex Corp.

Agnew has been with Celotex for 10 years. Prior to his promotion, he was advertising supervisor.

As manager, Agnew is responsible for the development of all corporate collateral materials, including literature, packaging and labeling.

TechniCote Opens L.A. Plant

The Tennessee-based TechniCote Corp. recently opened a new distribution warehouse in Los Angeles, Calif.

The warehouse, located at 1753 East Olympic Blvd., will facilitate delivery to customers in western states.

"The new location will not only permit quicker delivery to roofing contractors, but it will also lower costs," said Sam Quartarone, president of TechniCote.

The new facility will stock a full line of high quality products from polyester cold roofing materials to modified bitumen, including the company's new product, Testudo®

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Call the Contractor. Call the Architect. Call My Lawyer.

by Clarence Huettenrauch

Ever hear those statements before? I hope not, for your sake. When the owner of a building makes all three calls, you had better believe that the contractor and the architect have problems.

There is trouble. Water is dripping on the president's desk and the owner is mad (not to mention the president).

Three people get together — the architect, the contractor and the roofer — and, for the first time in many cases, walk on the roof.



Clarence Huettenrauch is president of BHS Architects, Inc., Milwaukee, Wis. The 18-member firm practices commercial, financial, industrial, multi-family and renovation work.

Huettenrauch is a past president of the Milwaukee Chapter of Construction Specifications Institute and a member of the American Institute of Architects, the National Council Architectural Registration Board and the National Council of American Arbitration Association.

"Over the years, I have participated in roof inspections and reroofing projects totaling thousands of squares of work on all kinds of buildings with a wide range of roofing materials and systems," Huettenrauch said.

The roofer points out a few blisters, ridges and bare spots — areas which permit water to penetrate the membrane. The damage could have been the result of a dropped tool from the mechanical contractor or the owner's contractor fixing air compressors.

Regardless of who was to blame, the roofer explained that some of the blisters were broken from foot traffic and need to be cut out and patched.

The problem is solved. All parties are happy. The roofer will fix the problem this time. Boy, that was easy.

One year later, guess what? You bet, the *same* desk. Now what? The owner and the architect agree that they are not going to call the roofer. He doesn't know what he's doing and most likely did a shaky job to start with.

After all, how much can he know? He was only in business for five years and runs his office out of his pickup truck. Let's get a hold of "so and so." He is doing good work and we haven't had many calls about his roofs.

And, so it goes . . . a new expert.

Now think about the situation. Two of the most frequent litigation items are the footings and the roof of a building. In most cases, the architect spends more time selecting and approving paint colors than he spends checking soil conditions and roofing applications — and with good reason. Any architect (or contractor) with legal foundation problems clearly admits that he is not a soil expert. He followed the advice of the soil expert's information furnished by the owner.

Now think about the roof and how many hours you have spent on it, Mr. Architect? And who gets the call to help you out of trouble? None other than the roofing contractor. The roofing contractor must be an "expert."

Who should really be the expert? The contractor who built the building according to the architect's drawings and specifications and let a sub-contract to a roofer who was qualified by the architect's specifications?

Now remember, the roofer is to follow manufacturer's recommendation and the manufacturer recommends

continued on following page

Roof Leaks

continued

that the roof deck be clean prior to roof installation. The roofer starts on top of the deck and has no responsibility for anything below that line. The roofer may (and should) offer changes in the details and specifications to the owner, contractor and architect. Most times, however, the suggestions go unheeded.

Should the expert be the architect who put the construction documents together, wrote the specification and selected all the materials?

One must keep in mind that the roof, in reality, starts with the side the sun shines on and continues downward until it reaches the paint line — not just those two or three layers on the top side. The total thickness may include gravel, membrane, deck, structural supports, insulation, vapor barrier, drywall ceiling and finish paint.

Now the architect is the most qualified to be the expert, if he specified the total construction and really understands what he has drawn and specified.

After all the architect, when specifying, knows application techniques, moisture effects, displacement problems, brooming, bitumen quality, water cut-offs, flashings, fishmouths, surfacings, insulation, effects of insulation thickness, vapor barriers and venting dead roof construction areas.

The architect, with this vast knowledge, then should know what causes blisters, ridges and bare spots — and all other roof construction details. All the architect has to do to solve roof problems is apply all the knowledge he has acquired.

Three people are involved in a roofing system, the owner, the architect, and the roofing contractor.

In order to make proper decisions, the owner must listen to the architect. A roofing system decision should not be determined by cost only.

The architect should have one, well-trained staff person knowledgeable on new roofs and reroofing projects.

Roofing is too complicated to involve several employees with limited roofing knowledge in designing adequate roofing systems. The architect must spend as much time designing a roof as he does the foundations.

The contractor must accept the architect's specification or state problems at once — not after problems start. Proper supervision by the contractor will provide a good roofing system.

It would appear that if all this knowledge could be applied to solve the real causes of blisters and ridges, fewer reroofing projects would be necessary, longer lasting patches would be obtained and original roofs would last longer.

Let's put it all together, architect, contractor and roofer. Think of a roof as everything from the paint line to gravel. Keep applying that vast book of knowledge and get back to the basics.



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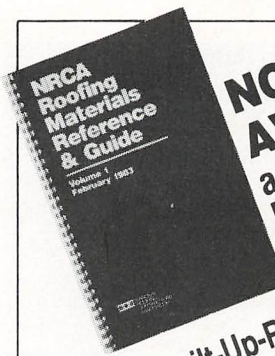
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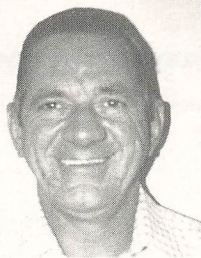
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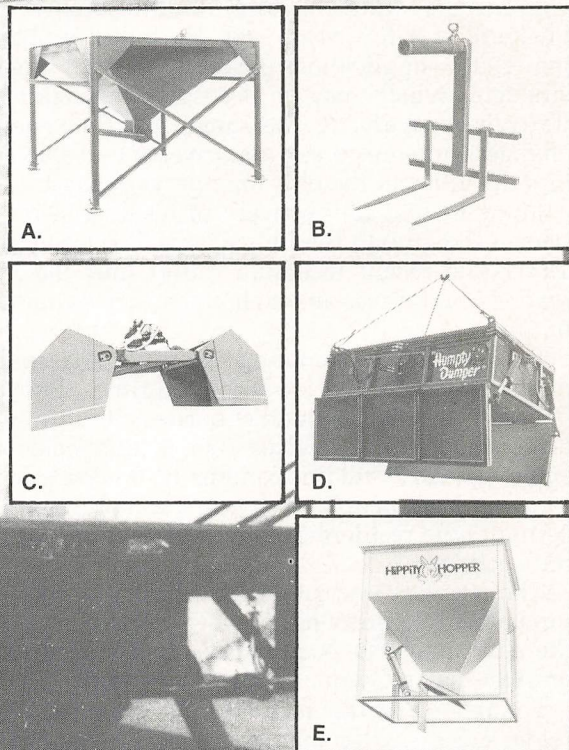
We asked **Charlie Gumingo**, President of G & S Roofing in Minneapolis, why he bought a crane from Giuffre Brothers.

"Being a small roofing contractor, with one crew ranging from 3 to 6 men, I never believed I could afford, much less justify a crane in my business. But Giuffre Brothers made it easy for me. First, they rented their 'Roofer's Package' to me, and spent time training my crew. We soon became skilled operators, and found the Giuffre System made us extremely efficient on the job. We completed jobs quicker, allowing us to pass along the savings to our customers. When I decided we had to own it, Giuffre Brothers again came forward providing a reasonable financing plan tailored just for us. Now our increased volume more than covers the monthly payment. We couldn't be happier."

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Residential Roofing is Facing Changes, Challenges and Rewards

by Martin Eastman

For the rest of this decade, residential roofing will continue to be a stable industry full of change.

This seemingly contradictory message is the word from an industry expert, Fred Franklin, marketing manager for Owens-Corning's Residential Roofing Operating Division.

His analysis of the future of residential roofing reveals an industry rebounding quickly and strongly from the recent housing slump.

But the industry, in Franklin's predictions, is significantly different from the residential roofing business of a few years ago. He foresees changes in materials, application techniques and marketing strategies which may be necessary to sustain the industry's recovery. At the same time, however, these changes are sure to stir controversy and test contractors' loyalties to the old, time-proven ways.

Franklin sees the recovery of residential roofing as part of the growth the industry has experienced since 1981. The recent recession didn't hurt the industry severely and it was able to bounce back strong as ever, he said.

By emphasizing reroofing, the residential roofing industry is able to pull through hard times, Franklin believes. The reroofing market creates a built-in demand for products and services that is unaffected by the economy. As Franklin explains it, during a recession "you may get people postponing a roofing project but by and large residential roofs wear out and have to be replaced."

The recovery and growth of residential roofing may not be totally unlimited, however. Franklin warns that the recession some economists are predicting for 1987 or 1988 may slow the market down some.

Though the market may have its ups and downs, the key to success will remain the same. The company that provides the homeowner with the most durable and attractive roof at a reasonable cost is the company that will survive.

The industry, in Franklin's predictions, is significantly different from the residential roofing business of a few years ago.

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“More Value” is the Battle Cry of the Residential Roofing Industry

The intermediate shingle can deliver a textured custom appearance with all the necessary safety and performance attributes.

by Kenneth W. Hunter
Merchandising Manager, Residential Roofing
Manville Corp., Denver, Colo.

The resurgence in the residential roofing industry will continue to accelerate through the remainder of this year and further in 1984. Presuming mortgage interest rates remain at reasonable levels, new construction will be vigorous across the nation. The reroofing market looks most promising as well.

Combined with the country's economic situation, another factor that will improve the health of the roofing industry will be its ability to deliver “more value” to the homeowner.

In an effort to restrain prices, homebuilders are constructing smaller homes with better space utilization. This keeps the dream of home ownership accessible to the average American.

Downsizing homes, however, should not mean less attractive or less liveable homes. What it does mean is that building materials, applications methods and sales strategy must evolve to provide homeowners with products and services that meet their aesthetic and performance requirements — and do so at an affordable price.

Textured Look Yet Affordable

The “intermediate shingle” is residential roofing's answer to this criteria. Currently the subject of intense research and development efforts by manufacturers such as Manville, the intermediate shingle indeed appears to be the product for the times. Although of moderate price and weight (approximately 250 lb.), the shingle can deliver a textured custom appearance with all the necessary safety and performance attributes.

Enhanced shingle attractiveness and texture is derived by several means including use of new geometric patterns, random tab lengths and creative color blends. Roof life, durability and safety results from the use of fiber glass. Thus, the intermediate shingle gives the roofing contractor a new sales opportunity and the homeowner more value via a provocative alternative to the high priced premium shingle or economy three-tab product.

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Owens-Corning

continued from page 24

The desire to please the tough customer has been the motivation behind many of the changes the industry has seen in recent years. New products such as the fiber glass shingle have given the roof added durability, while more efficient application techniques such as pneumatic stapling have kept costs down.

Unfortunately, these innovations have not met with universal acclaim. Contractors continue to have misgivings about new products which sometimes seem to have as many drawbacks as advantages.

No innovation has caused as much controversy as the introduction of the fiber glass shingle.

Manufacturers began reinforcing their shingles with fiber glass instead of organic mats in the early 1970s. Over the last few years, the percentage of shingles built with fiber glass has steadily grown. Franklin expects fiber glass shingles to command a 90-percent share of the market in the next couple of years.

There are two main reasons for fiber glass shingles' popularity: they are durable and they are fire resistant. Their durability has allowed manufacturers to issue roof warranties of 20 years or more and their fire resistance has earned them a class A rating from Underwriters Laboratory (UL).

Another reason for the popularity of fiber glass is economics, according to Franklin. Because a fiber glass

mat does not need to be saturated with asphalt, the manufacture of a fiber glass shingle requires less bitumen than an organic shingle requires. ASTM standards specify three pounds of asphalt less for 100 feet of fiber glass shingles than for the same amount of organic shingles.

Though this difference may seem slight, it does make the manufacture of glass shingles less vulnerable to fluctuations in the cost of asphalt. And asphalt prices have

No innovation has caused as much controversy as the introduction of the fiber glass shingle.

been on the rise recently, making the difference even more significant.

When all of these advantages are added up, it seems inevitable that fiber glass shingles would dominate the market. But not everyone is happy to see the glass shingle take over the industry.

Rick Rosenow, chairman of NRCA's Steep Roofing Operating Committee, said many contractors are concerned about the way fiber glass shingles handle in adverse weather conditions. They feel the shingles can

continued, page 28

Photos courtesy of Manville



Mr. Franklin joined Owens-Corning Fiberglas Corporation in 1964 as a salesman for the company's Supply division. Following 12 years in that division, where he was promoted to Supply Center Manager in Indianapolis, Mr. Franklin moved to the company headquarters in Toledo where he assumed a marketing position in Owens-Corning's Insulation Operating Division.

In 1979, Mr. Franklin moved to Atlanta to become Regional Manager for Owens-Corning Building Materials Field Sales operation where he remained until assuming his current post as Market Manager, Residential Roofing Products.

Mr. Franklin holds a B.S. in Marketing from Bowling Green University.



Manville

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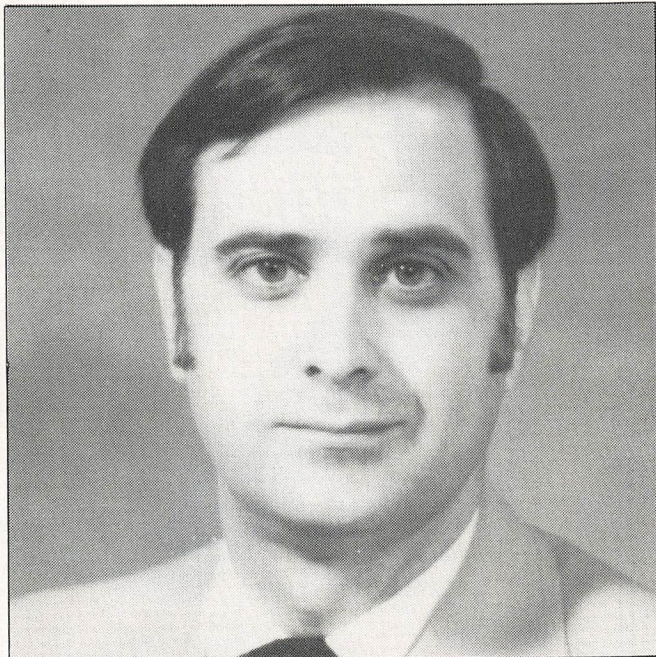
Interestingly, Manville has found the intermediate "textured look" shingle being specified for an increasing number of higher end custom homes. It also appears to have significant potential in multi-family construction.

While the growth of the intermediate shingle market will come at the expense of both the premium and low end products, it will draw most heavily from the three-tab segment. Nevertheless, the three-tab shingle will remain the most widely specified in the nation for the foreseeable future.

Fiber Glass Approaching 100%

The introduction and development of the fiber glass shingle changed the face of the residential market forever. In 1972 only one percent of shingles were fiber glass. In 1983 the figure is 75 percent. By the end of 1984 the fiber glass market will have some 90 percent of the business. Eventually, the organic based shingles should, for all intents and purposes, be out of the picture altogether.

While the fiber glass shingle has clearly provided more value to roofing contractors and homeowners there are even greater bargains on the horizon. New generations of roofing materials are being developed which will help the contractor and the homeowner get the most out of every roofing dollar.



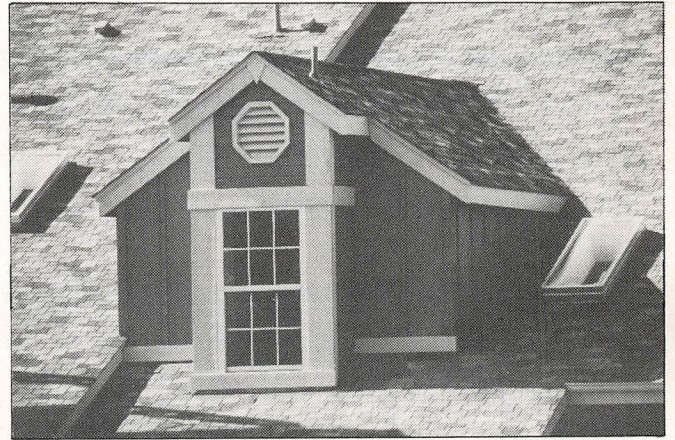
Ken Hunter is one of the industry's leading experts on residential roofing. Joining Manville in 1972, Hunter has served as a sales representative and market manager. In his present position as Merchandising Manager for the Building Materials Marketing Division, Hunter has national responsibility for all marketing activities related to residential roofing. Hunter is a graduate of the University of Cincinnati with a Bachelor of Science degree in Mechanical Engineering and a Master's degree in Business Administration.

Staple vs. Nail

The trend toward pneumatic stapling will continue, with proper application being critical. When correctly done, it allows the professional contractor to work faster, saving both him and his customer money.

During 1982, Manville participated in UL sponsored field tests to determine the effectiveness of staples and application techniques. Our results indicated that when applied properly, staples are an acceptable means of fastening. Today, Manville's entire line of fiber glass shingles is approved by UL for use with staples in new construction and reroofing.

In addition, the industry is conducting research on the use of pneumatic nailing. This practice is already being used by some roofing contractors.



Shingle Price Moving Up

Like most businesses, the shingle industry will be subject to rising costs in 1984. In fact, rising costs have affected shingle manufacturers for years. Much of this cost, however, has not been passed on due to the competitive nature of the market. The point has come when manufacturers will soon be forced to raise prices. Increases should not be drastic but will reflect the higher cost of doing business.

Customers Are More Demanding

With the roofing business as competitive as it is, such things as reliability, performance, reputation and productivity are more important than ever. Because of this, both shingle manufacturers and professional roofing contractors must remain attentive and responsive to their customers' needs. Maintaining close communications with customers will be essential to stay in the residential roofing business.

We believe that residential roofing buyers in all parts of the nation are looking more closely at warranties and guarantees attached to manufacturers' products and contractors' services. In short, they are becoming more discriminating and demanding buyers. This applies to all roofing products. Both manufacturers and professional contractors must respond to these tougher demands if they wish to prosper.

Despite the increased costs of homes and materials, it remains a fact that homeowners are not necessarily looking for the lowest price — but the "most value" for their money.



Owens-Corning

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become brittle and crack when handled in cold weather and become too limp in hot weather.

In addition, when the standard light-weight fiber glass shingles are laid over old shingles there is a tendency for the pattern of the old shingles to show through.

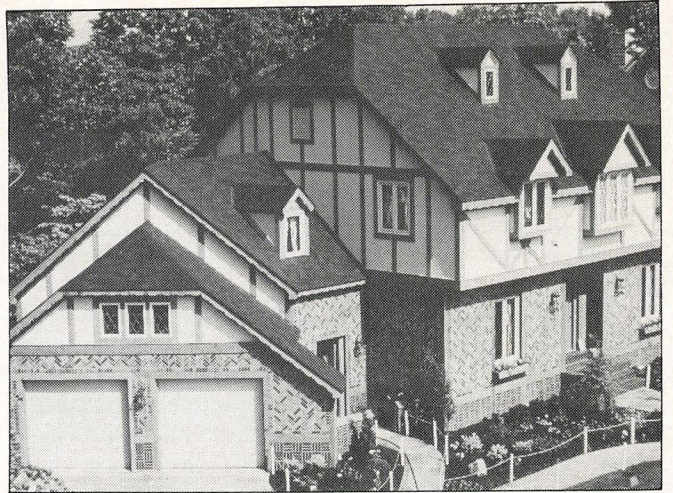
In answer to these concerns, some contractors are suggesting the use of a double fiber glass mat in the shingles, Rosenow said. NRCA has not taken an official stand on fiber glass shingles, but Rosenow said the association will be conducting "in depth studies of problem areas in the shingle industry."

"Every manufacturer in the industry is feeling the pressure of accelerated costs."

Another change in residential roofing practice is the use of staples on reroofing jobs. The Asphalt Roofing Manufacturers Association (ARMA) has approved pneumatic stapling for both new and recover roofing. The association issued Technical Bulletin #153-RR-83 to give contractors guidelines for proper staple application.

According to the bulletin, these guidelines must be "rigidly adhered to" with proper staple depth and placement being critical for the success of the roof.

Most manufacturers are seeking UL approval for the use of staples with their lines of shingles. With UL testing and approval, manufacturers may put stapling instructions on their shingle wrappers. Owens-Corning has had UL approval for over six months for the use of staples on their products in new construction and reroofing, according to Franklin.



In a statement prepared by the Steep Roofing Operating Committee, NRCA officials have chosen to take a "wait-and-see" attitude toward the use of staples. According to the statement, NRCA does not oppose the use of staples, "however, the committee wishes to keep this issue open for further investigation."

A third change, aimed directly at the demanding homeowner, is the marketing of the intermediate shingle. These shingles feature the style, texture and durability of premium priced lines without the higher cost.

continued, page 30

Nieman **Power Roof Remover..***

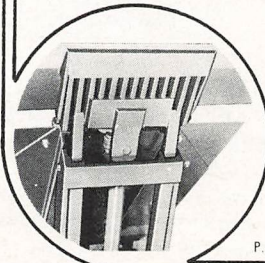
*Patent No. 3,779,605



- A labor-saver — reduces costs over hand labor 50% or more.
- Works fast — you schedule more jobs for greater profit.
- Mounts on self-propelled tractor. Operator just guides unit.
- Works on roofs over a wide temperature range.
- Hydraulically driven blades cut thru all materials without stalling.

**does the
work of 6-8 men**

POWER ROOF REMOVER is equipped with two cutting tools to remove roofing down to the insulation or down to the decking, even if the insulation is solid matted. A toothed blade (left) is used on most roof removing jobs when job conditions require its bull-dozer action. The wide cutting blade (above) is used mostly when removing fiberglass insulation and when removing roofing down to the insulation.



Nieman
MANUFACTURING COMPANY, INC.

P. O. Box 64, New Prague, MN 56071 Telephone: (612) 758-4791

Check #508 on Reader Service Card



Contest Begins for Manufacturer's and Suppliers

NNRCA's 1983-84 Membership Committee Chairman Gaylord Blue recently announced a recruitment contest for the association's manufacturer and supplier members.

In July, a letter was sent to 470 member exhibitors and Associate members, explaining the contest. A starting kit, containing two contractor applications and a prospect pad, were also enclosed.

"Just fill out the information on the prospect sheet, send it to NRCA,

and we'll do all the soliciting," said Anna Leonhardt, NRCA program manager.

"If the prospect joins, the member who referred the new company gets the credit," she said.

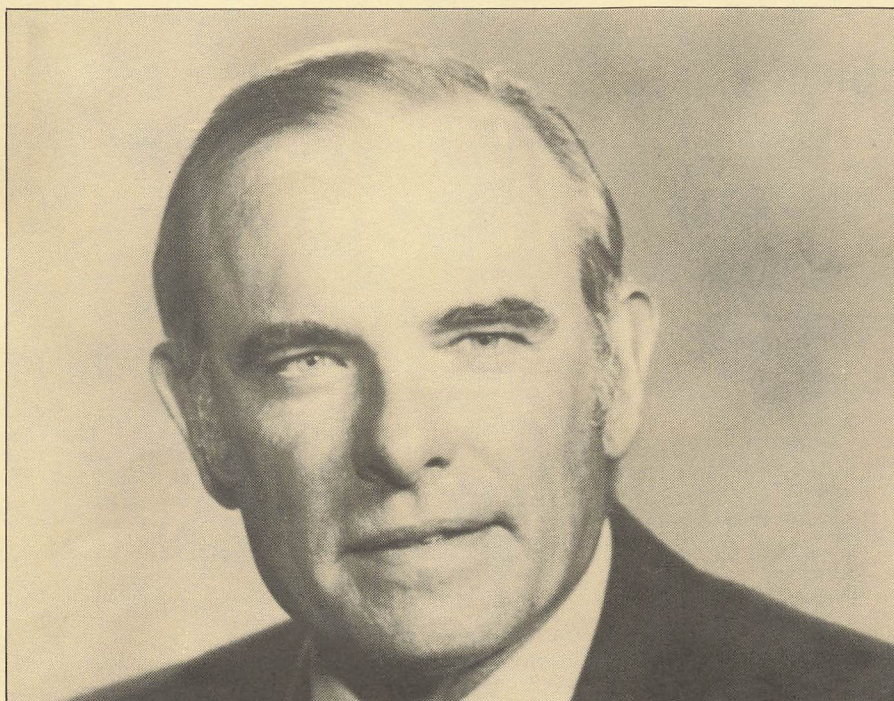
The Associate Member or member exhibitor who recruits the most new members between July 25, 1983 to February 10, 1984, will receive a free, full-page advertisement in *Roofing Spec*.

Any category of new member recruited is eligible for credit.

The winner will be announced on "NRCA TV Today," the new, closed-circuit television program to be broadcast to all convention hotels.

The NRCA staff photographer will photograph the winner at his or her booth in Atlanta (or the NRCA Member booth).

For additional information on the Associate Recruitment contest, contact Anna Leonhardt at NRCA, 312/693-0700.



Bradford Elected Officer on RIEI Board

The Board of Regents of the Roofing Industry Educational Institute (RIEI) recently announced three new officers.

John Bradford of Bradford Roofing and Insulation Co., Billings, Mont., was elected vice-chairman. Bradford is the immediate past president of the National Roofing Contractors Association.

Greg Faherty of Owens-Corning Fiberglas was elected chairman of the RIEI Board and William Ricketts of Tamko, Inc. was named treasurer.



Coming Events

October 20

Roofing and Roof
Maintenance Seminar
University of Lowell,
Continuing Education
Department
Lowell, Mass.

October 31 - November 3

American Society for Testing
and Materials (ASTM)
Committee D-20 Meeting
St. Louis, Mo.

November 1

California State Meeting
Urethane Foam Contractors
Association
San Diego, Calif.

November 3

Combined North and South
Carolina State Meetings
Urethane Foam Contractors
Association
Charlotte, N.C.

November 4-5

Florida State Meeting
Urethane Foam Contractors
Association
Orlando, Calif.

November 6-9

Midwest Roofing Contractors
Association Annual
Convention
Phoenix, Ariz.

November 11-12

Regional Meeting
Urethane Foam Contractors
Association
Pittsburgh, Penn.

November 13-15

American Institute of Plant
Engineers Annual Conference
Baltimore, Md.

November 15-18

Infrared Scanning Course
The Infrasppection Institute
Shelburne, Vt.

(For inclusion of events, address
all correspondence to:
ROOFING SPEC "Coming
Events," 8600 W. Bryn Mawr
Ave., Chicago, Ill. 60631).

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Member Secretary

Communications

CONSTANCE ARKUS
Coordinator

MARTIN EASTMAN
Editorial Assistant

JOAN APPELHANS
Secretary

New Members

The following have been approved for NRCA membership between August 5 and September 9, 1983

CONTRACTORS

- American Weatherproof Roofing Inc.
17405 Rocky Gorge Court
Silver Springs, Md. 20904
Bill Steo
- Ditmars Roofing & Sheet Metal
Contr. Inc.
47-15 Ditmars Blvd.
Astoria, N.Y. 11105
Anthony DeSabato Jr.
- Eagle Roofing Co.
P.O. Box 3311
University Station
Moscow, Idaho 83843
Dan Worsham
- Hurst Construction Company
9041 Oberon Road
Arvada, Colo. 80004
Howard Hurst
- L. Keeley Paving & Const. Co.
2901 Falling Springs Road
Sauget, Ill. 62206
Lawrence P. Keeley
- Charles W. Malone Inc.
P.O. Box 1422
1910 North Main Street
Hattiesburg, Miss. 39401
Charles W. Malone
- Mcee of Virginia Inc.
2050 Garber Road
Winchester, Va. 22601
Gary D. Ramsburg
- Mulligan Roofing
160 Myrtle Avenue
Fortly, N.J. 07024
Richard Mulligan
- P & R Roofing & Sheet Metal Inc.
P.O. Box 5271
904 Delaware Avenue
Lexington, Ky. 40555
Lester Richardson
- Penn-Perry Roofing Inc.
109 Shenot Rd.
Wexford, Pa. 15090
Marjorie Dilmore
- Triple D Roofing
3606 Morris
Pueblo, Colo. 81008
Don Drury
- Union Roofing & Heating Supply Co.
P.O. Box 1592
1801 Ninth Avenue
Altoona, Pa. 16603
John K. Moran

INTERNATIONAL

- Paul Bauder GmbH & Co.
Postfach 31 of 49
7000 Stuttgart 31
West Germany
Paul Bauder
- Industrial Engineering Suppliers
98 Owen Road
Singapore 0821
John Chia
- Nebiprofa Dutch Bituman Works
P.O. Box 21
3340 AA H.I. Ambacht
Netherlands
Drs. D.v.d. Bom

INDUSTRIAL / INSTITUTIONAL

- Univ. of Michigan-Plant Oper.
Roofing Department
326 East Hoover Street
Ann Arbor, Mich. 48109
George W. Sweeney
- Diocesan Bldg. Commission
50 North Park Avenue
Rockville Centre, N.Y. 11570
Donald Klein
- State of Louisiana-Div. of Admin.
Office of Facility Planning & Contr.
P.O. Box 44095
Baton Rouge, La. 70804
Betty Lee

ASSOCIATES

- Babcock-Davis Hatchways Inc.
50 Lowell Street
Arlington, Mass. 02174
Roy A. Geissler
- Eastern Environmental Consul.
1863 Central Avenue
Albany, N.Y. 12205
Kenneth R. Daniel
- Jimco Products
32925 Schoolcraft
Livonia, Mich. 48150
Charles Bonnici
- Polymer Development Lab Inc.
212 W. Taft Avenue
Orange, Calif. 92665
Samuel C. Gale
- RSI Wholesale Inc.
P.O. Box 811
322 Terminal SW
Grand Rapids, Mich. 49508
Roger Ciapara

- Schnee-Morehead Inc.
P.O. Box 2465
8835 S. Dice Road
Santa Fe Springs, Calif. 90670
W.J. Stokes

- Temple-Eastex
P.O. Drawer N
Diboll, Tex. 75941
Alan Tillery

- United Construction Products Inc.
P.O. Box 4226
1300 Shoshone
Denver, Colo. 80204
Lee D. Hawkins

NRCA Membership Honor Roll

Many thanks to the following for their recruitment efforts:

10 Members

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7 Members

John Carruth

6 Members

Frank Hackney

3 Members

Charlie Raymond

Jay Refieuna

Joe Rutkoski

2 Members

Michael Beldon

Robert Harrison

Bennett Hutchison III

Burton Karp

William Kugler

Wayne Mullis

Richard Zimmerman

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Doug Douglass

George Gaines

Stanley Gerson

Frank Jenkins

Phillip Johnson

Martin Keller

Thomas Manson

Kenneth Marshall

William Pearce

Richard Rosenow

Morris Swope

Joel Thompson

John Zamrzla

Now available from NRCA is a worker training program — **Kettles, Tankers and Bitumen Heating**. This four-part audiovisual program covers everything workers need to know for correct bitumen heating and operation and maintenance of heating equipment.

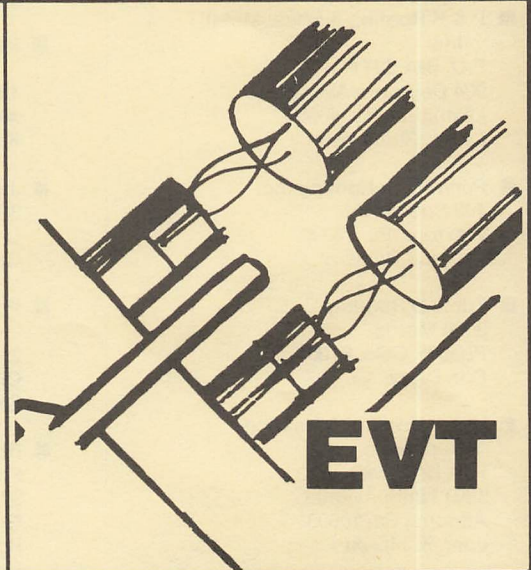
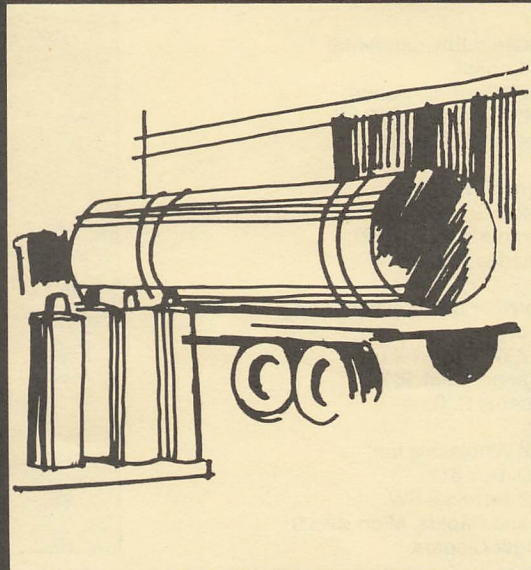
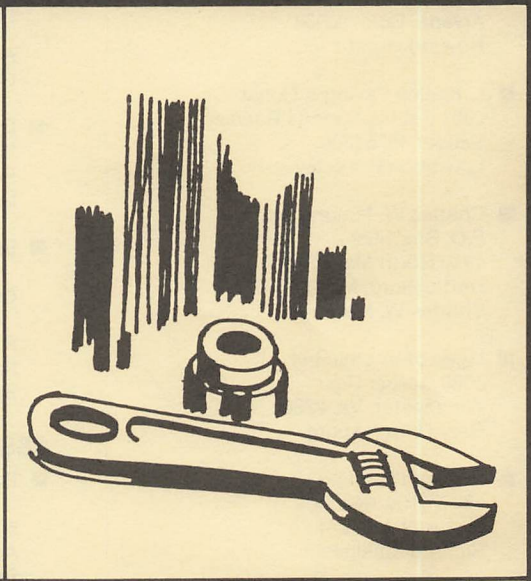
The program, with over 300 slides and a 40-minute soundtrack, depicts the correct procedures for kettle set-up and loading, safety considerations, thawing lines in cold weather, pump operation, and the importance of preventive maintenance, and much, much more.

In addition, a comprehensive workbook contains a complete outline of the program with quizzes and tests to gauge worker knowledge.

The program can be used for earning field worker credit in NRCA's Accredited Roofing Contractor program, good for up to five-hours credit.

For more information on **Kettles, Tankers and Bitumen Heating**, contact Alan Grayson, NRCA Director of Education, 8600 Bryn Mawr Ave., Chicago, Ill. 60631.

Kettles, Tankers, and Bitumen Heating



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The leader today...The leader tomorrow.

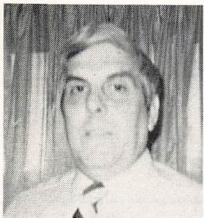
Today, roofers internationally rely on R&G's quality, job-proven products and leadership in the origination, design and engineering of ever more efficient, safe hoisting equipment to boost productivity.

Tomorrow, roofers will continue to depend upon R&G for other innovative, high performance products like the new hydraulic power unit, the HydraPak.



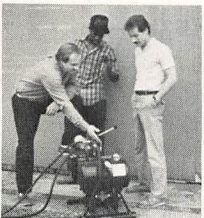
"During a recent three month period we used the R&G HydraPak & Winch in conjunction with R&G Trolley Hoist frames on several commercial and housing projects ranging from 4 to 11 stories high. Pound for pound, I have never seen a more valuable piece of equipment. It just runs all day at a constant speed, regardless of the weight of the load. We had a few minor problems; but not one of them cost us even a minute of lost time."

Mark J. Sobeck, President
Sobeck Corporation Contractors - Wyoming, Pennsylvania



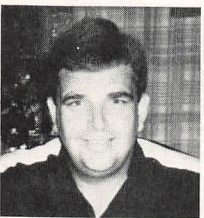
"During our 85 years in the roofing business we have found material handling a costly phase of operation. The quality, the engineering, and the dependability of the R&G Trolley Hoist has helped us reduce these costs considerably. Also, because of our concern for the safety of our employees, the safety features of the Trolley Hoist has been another reason for choosing R&G products."

William G. Nolder, President
Rupert Gruber & Company - Buffalo, New York



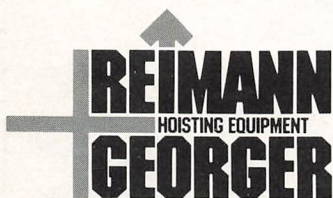
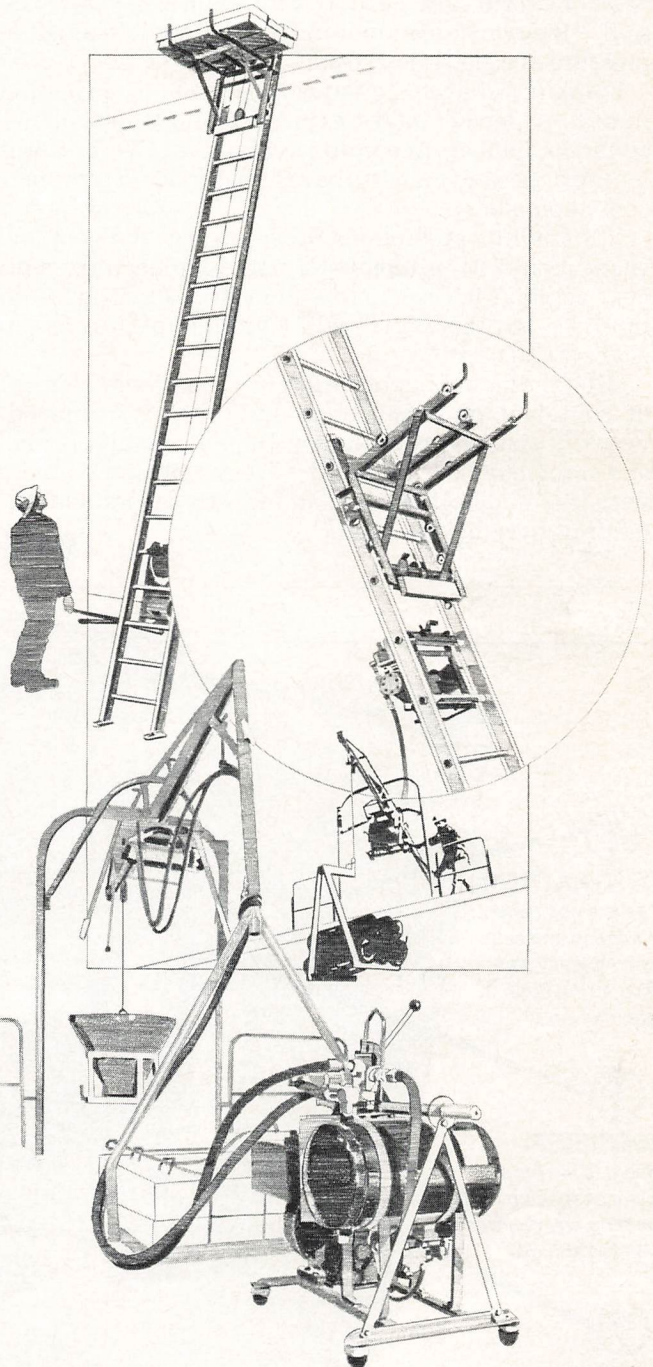
"R&G has always been, and will continue to be, the front runner in the design of the platform hoist because of the unit's simplicity, ease of operation and low maintenance costs. R&G has always been extremely responsive to any field problems. R&G is a manufacturer that does stand behind its products. We feel very comfortable with them."

Rick Brauner, President
Brauner Equipment - Baltimore, Maryland



"We have had excellent results with the new R&G HydraPak. The unit powers R&G as well as competitive hoists with very positive results. We are loyal to R&G because they offer only the highest grade products, factory service and response to field problems which is unsurpassed in the industry."

Bud Joy, President
Frank P. Frey & Company - Melrose Park, Illinois



P.O. Box 681, Buffalo, New York 14240 (716) 895-1156

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Owens-Corning

continued from page 28

Owens-Corning is test marketing an intermediate shingle in Texas. If the test is successful, they will begin full-scale distribution, according to Franklin.

No matter which type of shingle is put down, however, it will probably cost more. Franklin cites rising manufacturing costs as the cause. "The industry hasn't realized a price increase for about four years," he said. "Every manufacturer in the industry is feeling the pressure of accelerated costs."

Franklin believes the industry is ready to accept the three to 10 percent increases most manufacturers planned for September. According to Franklin, Owens-Corning's prices went up with the rest, rising about three percent September 6.

If Franklin's predictions prove correct, the next few years should be profitable for both manufacturers and contractors. Materials and efficiency will continue to improve and the market will continue to grow as the economy picks up.

After the hard times of the last few years there's a spirit of confident optimism once again being expressed. Franklin echoed the sentiments of most manufacturers and contractors when he said, "We got into the business with the intention of being an industry leader. Our intentions have not changed."



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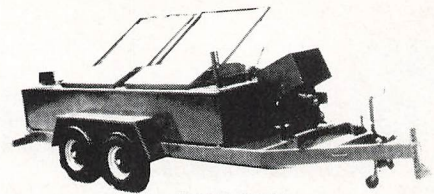
IS YOUR KETTLE **BLACK WELL** IT SHOULD BE !!

PUMP UP YOUR PROFITS WITH US !! WE'RE NEW AT THE TOP AND BOTTOM OF OUR LINE FOR YOUR EVERY NEED.

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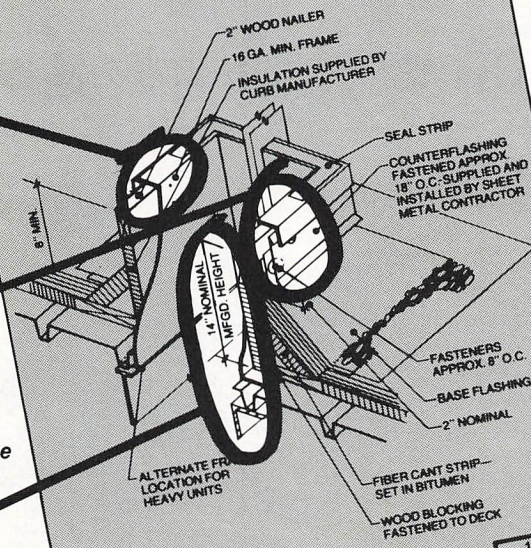
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CURB DETAIL FOR ROOFTOP AIR HANDLING UNITS

CONTRACTOR:
"Is the wood nailer, insulation and seal strip typically supplied by the curb manufacturer?"

SPECIFIER:
"What is the proper fastener spacing for base flashing and counter-flashing at curb?"

ARCHITECT:
"What is the NRCA recommended curb height?"



NOTE:
THE CURB, WOOD NAILER, INSULATION AND SEAL STRIP ARE TO BE SUPPLIED BY THE CURB MANUFACTURER. THE NOMINAL 14" CURB HEIGHT IS EFFECTIVE AS OF JANUARY 1, 1981.

The NRCA Roofing & Waterproofing Manual answers questions.

Prepared by the National Roofing Contractors Association, **The NRCA Roofing & Waterproofing Manual** is a 450 page compilation of accepted industry standards and practices.

In a single volume are 8 complete sections on:

- Waterproofing
- Steep Roofing
- Built-up Roofing (with two chapters on single-ply)
- Handbook of Accepted Roofing Knowledge
- Construction Details
- Technical Bulletins
- Glossary
- Appendix

For more detailed information and a free brochure, call or write: **National Roofing Contractors Assn.**
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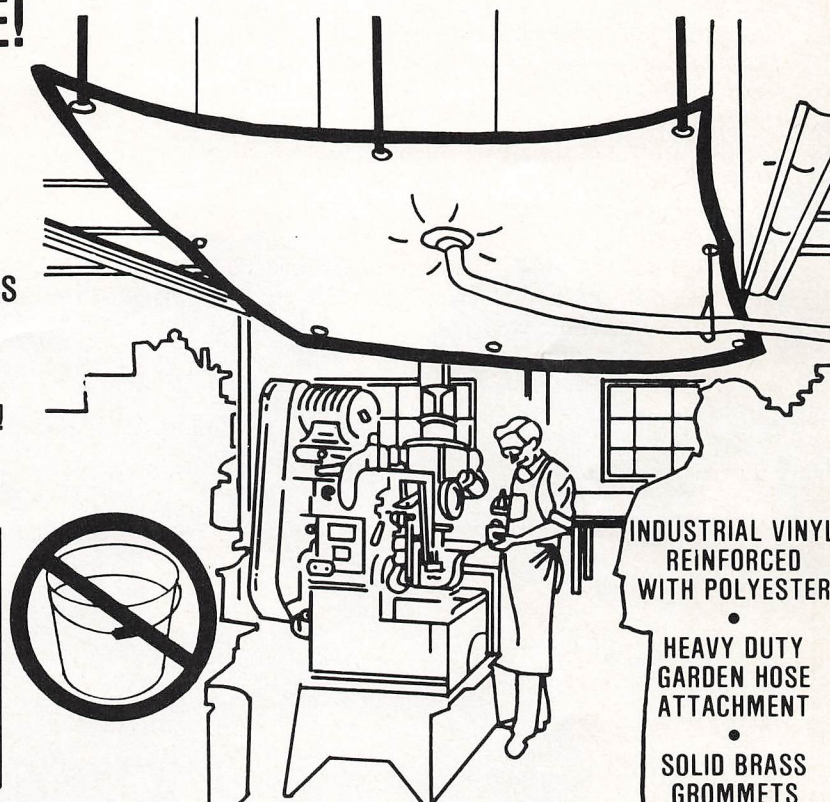
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Roofing Slate

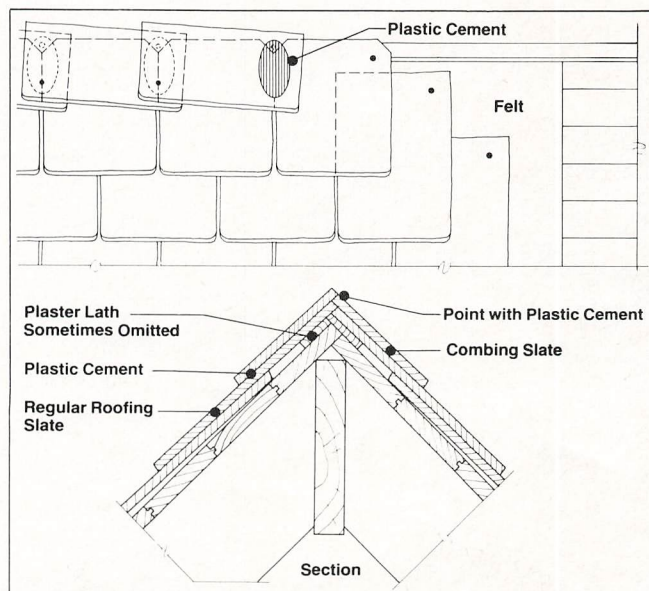
Hip and Ridge Application

The following article on roofing slate is reprinted from the NRCA Steep Roofing Manual. The Manual is designed to acquaint readers with existing steep roofing practices and to offer guidelines and standards of good practice for the art of residential steep roofing.

Saddle Ridge Method

In the Saddle Ridge Method, regular roofing slates should be extended to the ridge so that pieces of slate on the opposite sides of the roof butt flush. On top of the last regular course of roofing slate at the ridge, another course of slate called "Combing Slate" should be laid, and pieces of slate on the opposite sides of the roof should be butted flush. The Combing Slate should usually be laid with the grain running horizontally and should be of such width that an approximately uniform exposure or gauge may be maintained. For example, if 20 inch x 12 inch slates are applied with an 8½ inch exposure, 12 inch x 8 inch slates should be laid horizontally on the ridge. It should be noted that the Combing Slates should overlap and break joints with the underneath slate. In this way all nails in the Combing Slate are covered by the succeeding slates, except for the nails in the last slate, which is called the "finishing" slate. The nails in the finishing slate should be covered with plastic cement. The joints on top of the ridge formed by the butted edges of the Combing Slate should be filled in with plastic cement when conditions are such that these joints will be subjected to heavy rainfall.

Many architects prefer to keep the grain of the slate



Saddle Ridge

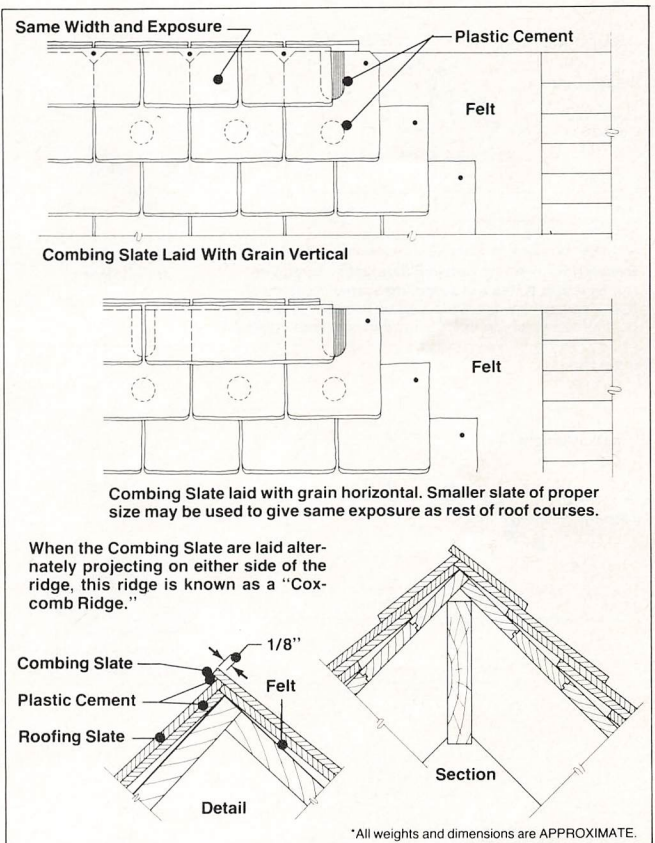
vertical, using Combing Slate that is the same width and exposure as the regular slate used on the roof. In such cases, the starting slate should be a "slate-and-a-half" in width rather than a "half-slate" in width.

A variation of the Saddle Ridge is known as the "Strip Saddle Ridge." This type of ridge should be laid in a manner similar to Saddle Ridges except that the Combing Slates should not overlap; rather, they should butt flush and be attached with four nails. The Combing Slate for Strip Saddle Ridges may be the same width as the regular slate used on the roof or narrower if the designer wishes. The four nails should be covered with plastic cement, and the edges of the Combing Slate should be set in plastic cement.

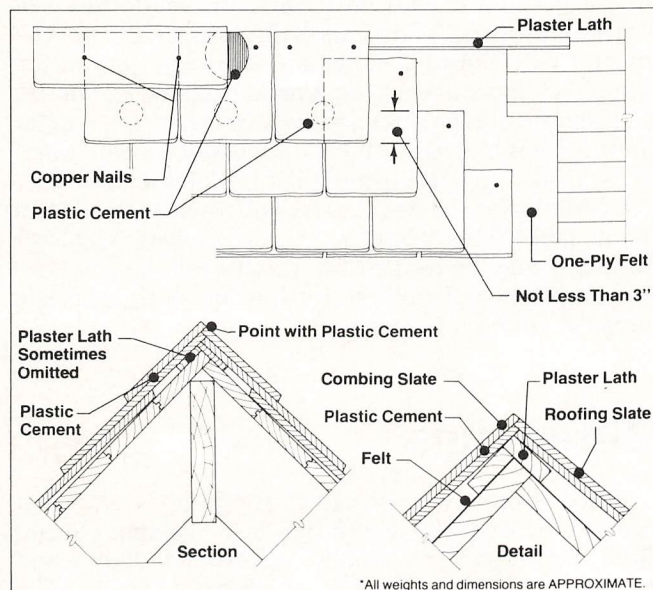
Combing Ridge Method

In the Combing Ridge Method, slates should be laid in the same manner as in the Saddle Ridge Method, except that the Combing Slate of the north or east side should extend beyond the ridge line not more than 1 inch. In this type of ridge, the grain of the Combing Slate may run

continued on following page



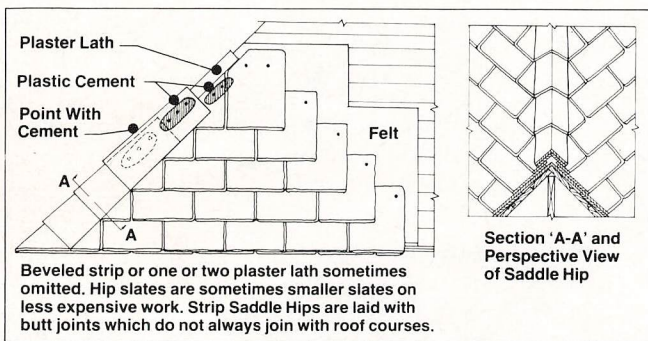
Combing Ridge



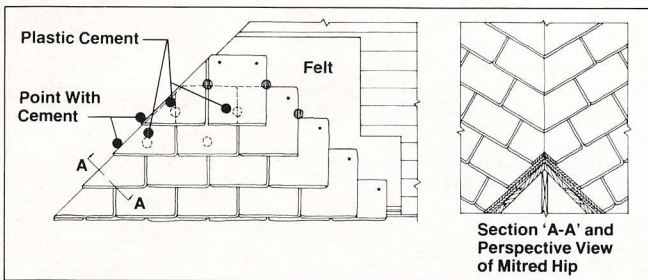
Strip Saddle Ridge

Slate

continued



Saddle Hip



Mitred Hip

vertically or horizontally. In either case, the edge of the slate should be set in plastic cement, and the nails should be covered with plastic cement. It is recommended that the top or combing course project 1/16 to 1/8 inch above the under top courses to obtain a uniform finish and to allow easier filling in with plastic cement.

A variation of the Combing Ridge is known as the "Coxcomb Ridge." In this type of ridge, the Combing Slates alternately project on either side of the ridge.

Various methods exist for forming hips on slate roofs. The following is a discussion of the most common types of hips.

Saddle Hips

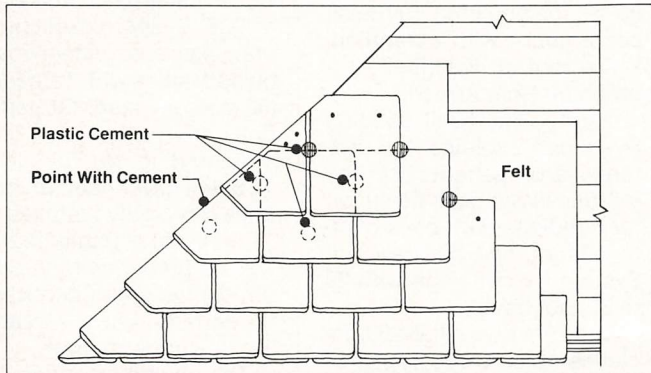
Saddle Hips may be formed by placing either a one- or two-piece lathwork (for supporting a coat of plaster) or a 3½-inch cant strip on the roof sheathing and running the regular roofing slate up to this strip. On top of the lathwork or cant strip, hip slates (usually of the same width and exposure as the regular slates used on the roof) should be laid.

Four nails should be used to fasten the hip slates to the roof. The nails should be driven into the lathwork or cant strip. They should NOT be driven between the joints of the roof sheathing. The heads of the nails should then be covered with plastic cement and the lower part of the next slate embedded in the plastic cement. Plastic cement should also be placed at the joint where the regular roofing slates butt against the lathwork or cant strip and on the peak of the hip before the hip slates are laid.

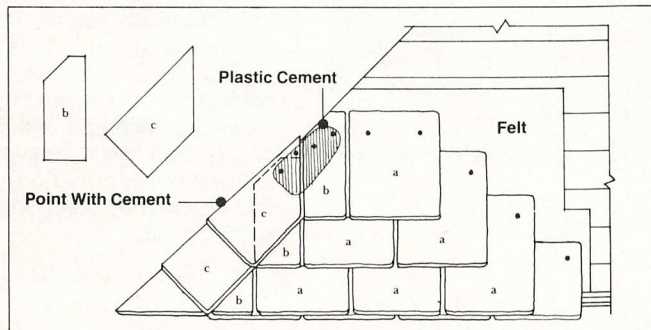
A variation of the Saddle-Hip is known as the "Strip Saddle Hip." This type of hip is used on less expensive work and may be formed from narrower slates whose butt joints do not necessarily line up with the slate course of which it is a part.

Mitred Hips

Mitred Hips may be formed by applying the slate that forms the roof courses and the hip on one plane. The hip slates should be cut accurately to form tight joints, and the joints should be filled in with plastic cement. The nail holes of each slate should fall under the succeeding



Fantail Hip



Boston Hip

hip slate.

Metal or strip flashings may be woven into each course of Mitred Hips, but this is usually unnecessary if proper care and workmanship are exercised in cutting, fitting and embedding the hip slates.

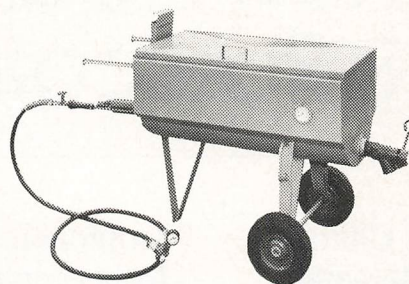
A variation of the Mitred Hip is known as the "Fantail." This type of hip should be laid in the same manner as the Mitred Hip, but the bottom edge of the hip slate should be cut at an angle to form a fantail.

Boston Hips

Boston Hips may be formed by weaving the hip slates into the regular courses of roofing slate. The nails should be covered with plastic cement, and the lower part of the succeeding slates should be embedded in plastic cement.



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New Products, Ideas, & Publications

Sarnafil Climate Study Released

A 12-page report on environmental and climatic factors in roof design is available through Sarnafil (U.S.) Inc.

Studies were made of buildings in three major U.S. cities in the south, midwest and west.

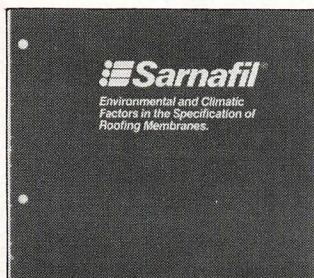
The treatise contains a detailed analysis of the cause and effects of vapor transmission and condensation in different climatic zones, and the role of roofing design in vapor transmission control.

The research presented in the report covers the functions of different materials in a warm roof buildup, means of water penetration and moisture balance in building materials, climatic variables relating to building dynamics and the influence of water on insulating materials.

Comprehensive graphs and tables are included with graphic presentations of vapor transmission in buildings with and without vapor retarders. Tables showing condensation figures for buildings with asphalt and single-ply membrane roofing materials are also included with a report on the influence of residual water in construction decks.

Copies of the report may be obtained through Sarnafil (U.S.) Inc., Canton Commerce Center, P.O. Box 380, Canton Mass. 02021; (617) 828-5400.

Check #06A on Reader Service Card



Tropical Introduces New Single-Ply Membrane

Marking its 100th year in business, Tropical Industrial Coatings, Inc. has introduced Tropiseal, a new single-ply roofing membrane.

Specially processed asphaltic bitumen and modifying polymer resins insure Tropiseal's heat resistance, low temperature flexibility and easy workability.

Tropiseal is 157 mils thick and reinforced with non-woven, inorganic TREVIRA® Spunbond polyester for strength.

The membrane is available in rolls of 100 square feet and is torch applied.

Tropiseal carries a Class 1 rating from Factory Mutual and an I-90 Wind Uplift Rating.

The product also has a Class A rating from Underwriters Laboratories as a ballasted system or when coated with Tropical's aluminum emulsion coating.

Tropiseal II, 118 mils thick, is also available.

For more information, contact Tropical Industrial Coatings, Inc., P.O. Box 444, Dept. R-9, Brunswick, Ohio 44212.

Check #07A on Reader Service Card

Hardwall Building Systems Brochure Available

A new structural system that combines the advantages of load-bearing hardwall construction with a standing-seam roof is described in a brochure from Armco.

"Armco Hardwall Building Systems" explains the features and benefits of the V-Truss III Systems designed for buildings with bays of 40 to 50 feet, and the new Z-III System for buildings with 20 to 30 foot bays.

The brochure (#LB-283) includes color photographs of actual applications.

For a free copy of the brochure, contact Armco Building Systems, Marketing Communications, P.O. Box 46610, Cincinnati, Ohio 45246; 513/782-5000.

Check #08A on Reader Service Card

TCS Unveiled by Follansbee

The Follansbee Steel Corp. has announced the first commercial production of Terne-Coated Stainless Steel (TCS).

TCS is 304 nickel-chrome stainless steel sheet-coated on both sides with Terne alloy (80 percent lead, 20 percent tin).

According to Follansbee, TCS will never need maintenance if properly installed.

The color of unpainted TCS will be predictable under all atmospheric conditions with the surface normally weathering to a uniform grey.

The anodic (sacrificial) action of the Terne coating on TCS prevents deterioration of the stainless steel under practically all conditions.

TCS solders without the necessity of pre-tinning or other special preparations — only a rosin flux is required.

For more information, contact Follansbee Steel Corp. at 800/624-6906.

Check #09A on Reader Service Card

Spray or Pour Foam With Gusmer Equipment

Gusmer Corp. has added four Pattern Control Disc (PCD) packages to be used with its AR-A Spray (125) Gun for urethane applications.

Each package contains a Front and Rear Impinger and a Pattern Control Disc.

According to Gusmer, the packages provide the same output ranges of the standard AR-A Spray Gun and deliver a superior chemical mix and smoother surface texture at pressures below 1000 psi.

Gusmer also offers three basic proportioner models. The Model FF is capable of outputs from two to 12 lbs. per minute, while the Model H-II is capable of outputs of two to 25 lbs. per minute.

The largest unit, Model H-III, is capable of outputs from three to 60 lbs.

For more information, contact Gusmer Corp., One Gusmer Dr., Lakewood Industrial Park, Lakewood, N.J. 08701; 201/370-9000.

Check #10A on Reader Service Card

Waterproof Flashing Tape Offered by 3E

FLASHBAND aluminum flashing tape, from 3 E Corp., has a built-in sealer which can completely waterproof all roof areas.

The product has a patented aluminum surface with a self-adhesive backing of special asphalts and plastics.

FLASHBAND is 52 mils thick, has a corrosion rate of 20 years and will not lose adhesion between -40° and 205° F.

It bonds to all building materials such as aluminum, glass, steel, wood, plastic, asphalt, shingles, brick and concrete.

For more information on FLASHBAND, contact 3E Corp., P.O. Box 177, 401 Kennedy Blvd., Somerdale, N.J. 08083; 609/784-8200.

Check #11A on Reader Service Card

New Bulk Machine by Canfield

A self-contained 1,000 gallon bulk machine has been introduced by Canfield Industries.

The C-1000 features a heating system which utilizes a heat transfer fluid for faster, safer and more uniform heating. A tank agitator with rotating blades keeps the material mixed.

Additional features on the new machine include a 120 gallon propane tank supplying fuel to the burner and the 40 HP air-cooled Onan engine; a bottle of compressed nitrogen allowing the operator to clear the 200 ft. hose; a pressure gauge and a Mono pump.

When the hose is turned off on the roof, a pressure relief valve on the C-1000 automatically diverts material back into the tank, eliminating the need for a ground man.

The bulk machine is available in custom sizes and is mounted on a 12,000 lb. capacity tandem axle trailer.

For more information contact Canfield Industries, 3241 S. Zuni, Englewood, Colo. 80110; 303/761-0317.

Check #12A on Reader Service Card



Tremco Provides Spec Sheet

Information on the THERM 100 built-up roofing system is now available in a data sheet from Tremco.

THERM 100 is designed for both reroofing and new roofing applications.

The new system consists of three plies of THERMglass™ ply sheets laminated with solid moppings of THERMastic™ hot-melt adhesive.

THERMglass™ is a Type IV fiber glass roofing ply which offers high tensile strength and features a non-rotting fiber glass base.

THERMastic™ hot-melt adhesive offers an effective combination of low temperature flexibility and high adhesive strength. It is used as the inter-ply adhesive and the top surface coating.

The final surface is topped with THERMastic™ in combination with aggregate, or THERMastic™ and light ceramic granules for high reflectivity.

The data sheet includes a complete product description, general application instructions, limitations and standards.

For additional information, contact Tremco at 10701 Shaker Blvd., Cleveland, Ohio 44104.

Check #13A on Reader Service Card



On The Roof...

Church Building Focus of Community Revival

St. Johns United Methodist Church in Baltimore, Md. has seen many kinds of revivals.

Like most inner city churches it suffered the loss of its original congregation as the white, middle-class members fled to the suburbs.

But six years ago, a primarily young, racially mixed congregation began to breathe new life into the church.

And more recently, the revived parish has become the focal point for a renewal of the surrounding community. Local political and community groups use the church for meetings, activities and food co-ops.

The huge stone church building is also undergoing a revival of sorts. Out of the ashes of a disastrous fire last December, a structure is rising which will reflect the

changes occurring within the parish and community.

"The congregation is determined that this time it will be a church without pews or pulpit," said St. Johns' minister, the Rev. Howard Nash. "We'll have plenty of room to meet and worship together."

The building caught fire when a defective space heater short-circuited. In addition to gutting the interior, the blaze burned completely through the church's steep roof.

Renovation of the structure will cost about \$1 million. Some of that money has already been raised and work has begun.

One of the first projects completed was the roof. The architectural firm of Kann Ammon, Inc. had a two-fold problem with that part of the rebuilding. "The new roof had to fit a very tight budget and complement the stone Gothic turn-of-the-century church," said Donald R. Kann, project head.

Timberline fiber glass asphalt shingles manufactured by GAF Corp. were chosen for the job. The "slate blend" shingles resemble the old damaged slate tiles but cost less, carry a Class A fire rating and are backed up with a GAF warranty.

NRCA member Korb Roofers, Inc. of Baltimore installed the new roof.



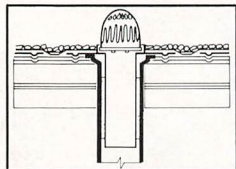
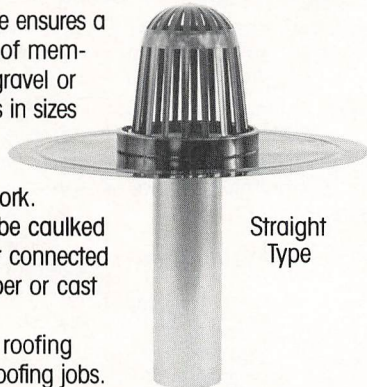
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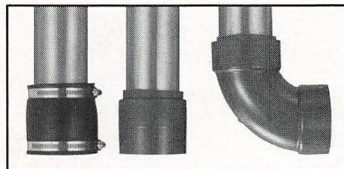
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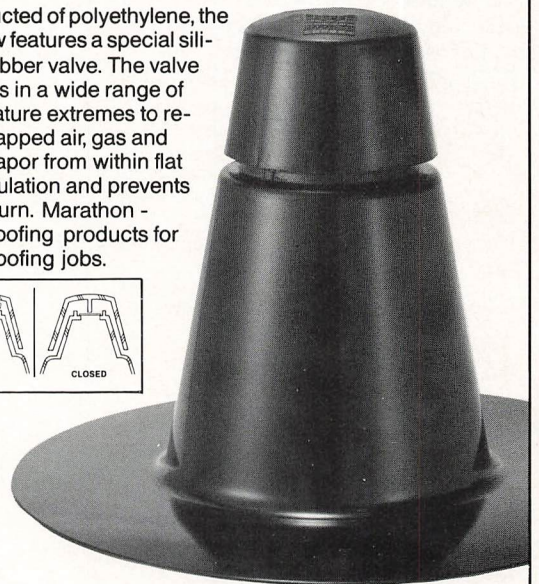
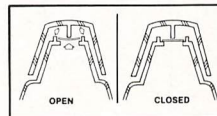
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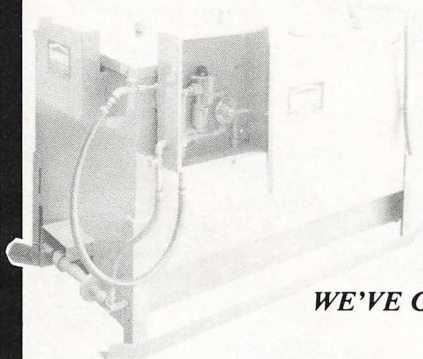
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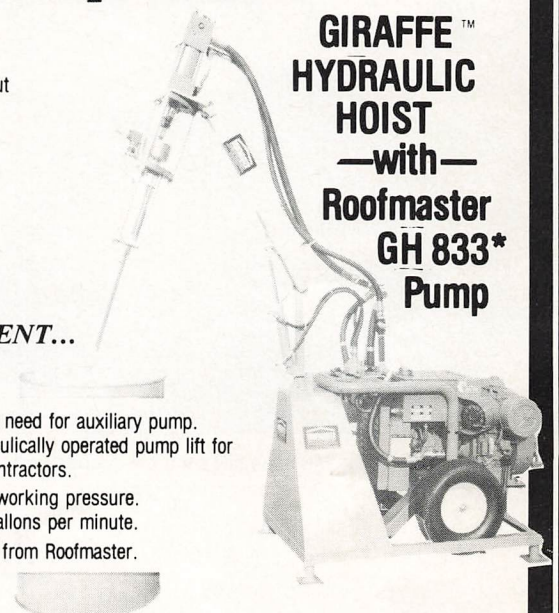
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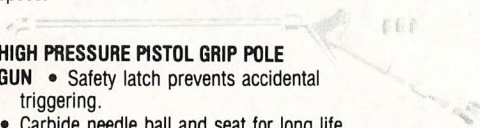


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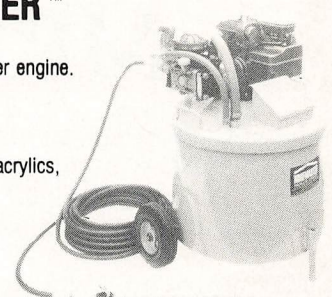
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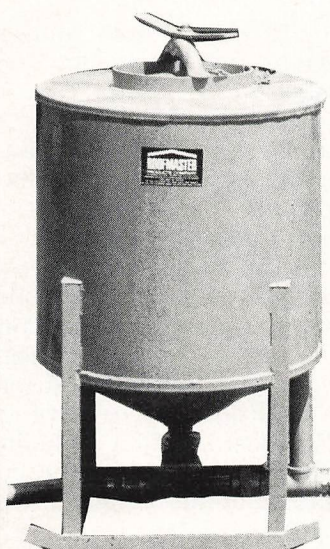
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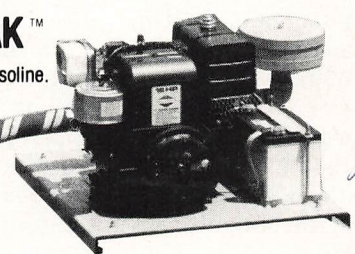
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Built in 1930, the Wrigley Mansion sits on a hill overlooking the Valley of the Sun. It is currently used as a private club and conference center.

34th Annual

Contractors Head West to MRCA Convention

The Midwest Roofing Contractors Association (MRCA) is galloping westward to Phoenix, Ariz., for its 34th Annual Convention, November 6-9.

"The Valley of the Sun" will be host to an anticipated gathering of 2,500 roofing enthusiasts. Convention attendees will have the opportunity to enhance their professionalism with numerous seminars and enjoy the colorful desert paradise with its varied scenic interests (see accompanying article).

The four-day event kicks-off Sunday evening, with a cocktail party and a preview of the 322 trade show exhibits located in the Phoenix Convention Center.

The trade show is open Monday morning until noon when Don Deder, editor of *Arizona Highways* magazine addresses the luncheon guests. The trade show reopens

Tuesday afternoon and closes early Wednesday morning.

The Business Sessions begin Monday afternoon and continue Tuesday morning and late Wednesday morning.

Topics and speakers lined-up for the seminars include: "MRCA's Recommended Performance Criteria for Modified Bitumen Systems" with Rod Naucke and Rene Dupuis; "A Performance Approach to Quality Roofing Membranes" with William Cullen and Ned Kimbrell; "Basic Marketing Skills" for both small and large roofing contractors with Bud Reifsteck accompanied by Richard Liden of Owens-Corning Fiberglas; "Coal Tar Bitumen Test Results" with Robert First; metal roofing with L.B. Morris and Kurt Baumgartner; reroofing with Allan Boone, Clif Johnson, David Kielpinski and Bud Padon; T & R Committee activities

report by Tom Bollnow, and a safety program moderated by George Moeller.

Tuesday evening marks the annual dinner dance and banquet. The program includes the Phoenix Boys Choir and the presentation of the James Q. McCawley Award.

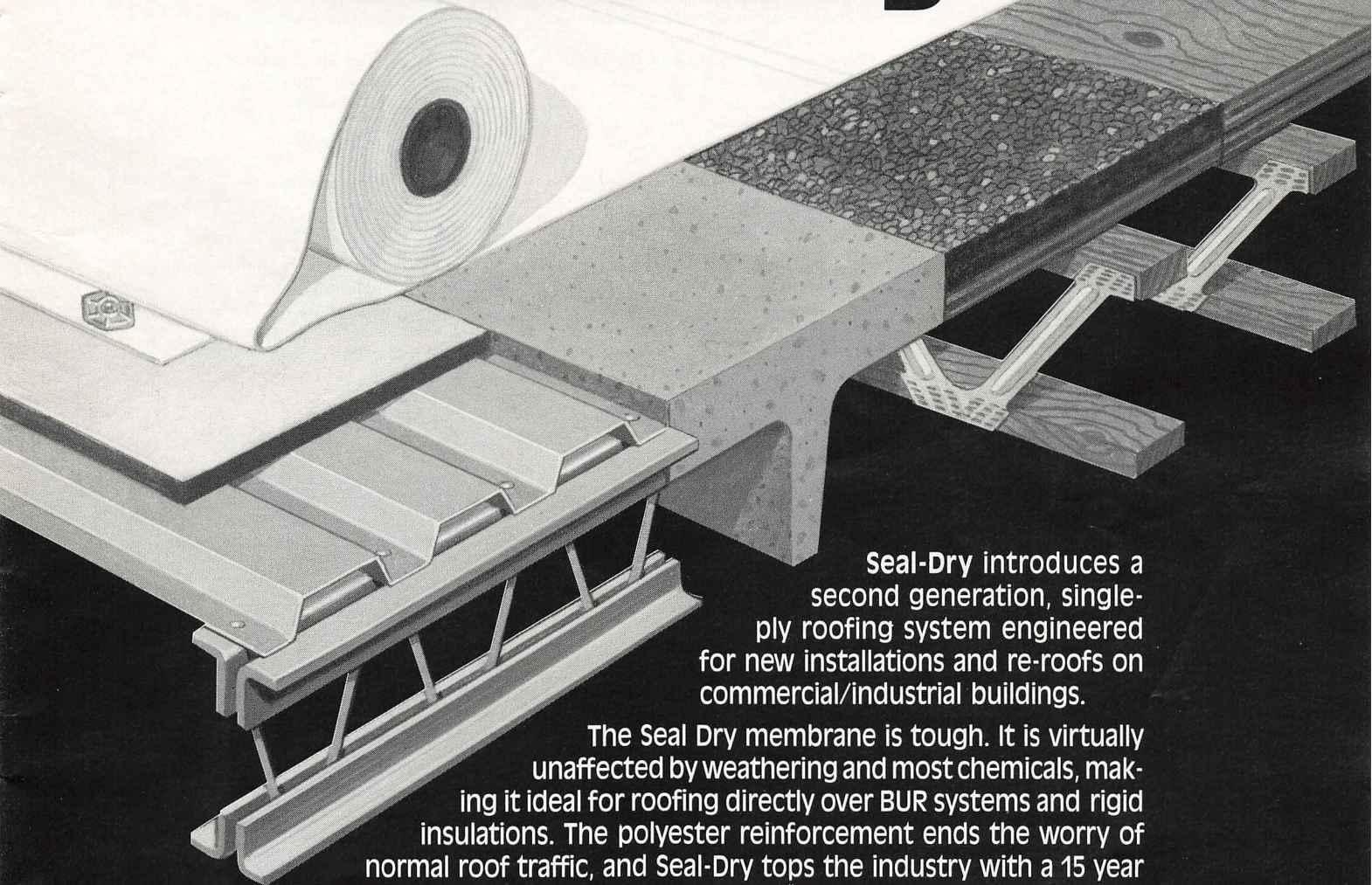
The McCawley Award recognizes outstanding service to the roofing industry (see accompanying article).

During the annual convention, elections will be held for officers and five new directors to serve on the MRCA Board. MRCA's Nominating Committee consists of the current chairman of the board and five past presidents.

The spouse program includes a trip to the Borgata Shopping Center in Scottsdale, lunch at the Cotton-

continued, page 44

We're the one on top. Seal-Dry



Seal-Dry introduces a second generation, single-ply roofing system engineered for new installations and re-roofs on commercial/industrial buildings.

The Seal Dry membrane is tough. It is virtually unaffected by weathering and most chemicals, making it ideal for roofing directly over BUR systems and rigid insulations. The polyester reinforcement ends the worry of normal roof traffic, and Seal-Dry tops the industry with a 15 year "no leak" limited warranty backed by a \$3.5 million insurance policy.

The Seal-Dry System is profitable for you and the building owner. At Seal-Dry we molecularly weld the membrane into custom specified sections which means fewer "on-site" welds for faster installations. Its' 85% solar reflectivity is unbeatable for energy efficiency.

If you want to get on top of your competition, get on top with Seal-Dry.

Selected territories are open for representation and applications are being accepted for authorized installation contractors.

For more information, write:

Seal-Dry/USA, Inc. • PO Box 719 • Pontiac, MI 48056 • Ph. (313) 333-2590

Seal-Dry® /USA, inc.

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wood Resort and many other surprises.

And for those who want to continue their westward journey, a post-convention trip is planned for Maui, Hawaii, for six days and six nights at the Royal Lahiani.

McCawley Award

The James Q. McCawley Award is presented annually at the MRCA Convention to a roofing contractor who has demonstrated outstanding service to the industry. The first award was presented in 1969.

A Scottish immigrant, James McCawley was the executive secretary to the United Roofing Contractors in 1938 when the association had "10 paying members and was bankrupt." (The United Roofing Contractors later became the National Roofing Contractors Association in 1948).

In five years time, membership grew to 400 and McCawley started the *National Roofer* magazine in order to boost the association's income.

In 1959 he resigned from the United Roofing Contractors and purchased its magazine, renaming it *American Roofer and Building Improvement Contractor*.

McCawley worked on the magazine until his death in 1964.

The committee responsible for selecting the 1983 recipient includes MRCA President Stanley W. Miller and past winners: Paul L. Morris, Kansas City, Mo; William E. Kugler, Denver, Colo; Thomas G. Manson, Kansas City, Mo; William C. Cullen, Potomac, Md; George E. Stephenson, St. Louis, Mo; Cyril Tilsen, Madison, Wis; Tom J. Daly, Kansas City, Kan. and Donald G. McNamara, Milwaukee, Wis; Milton J. Olson, Omaha, Neb; William R. Steinmetz, South Bend, Ind; Ray Johnson, Mannford, Okla; John W. Bradford, Billings, Mont. and Robert Lyons, Kansas City, Mo.

MRCA's Big Round Up Trade Show

- ARC Thermovision
- Aeroil Products Co., Inc.
- Ahrens Chimney Techniques, Inc.
- American Associated Cos.
- American Roofing Corp.
- Apache Building Products Company
- Arco Chemical Company
- Associated Foam Manufacturers, Inc.
- Atlas Turner, Inc.
- Barra Corporation of America
- Julien P. Benjamin Equipment Company
- Belroof International
- Benoit, Incorporated
- The Bilco Company
- Bituminous Materials Co., Inc.
- Blackwell Burner Company
- Bostitch, Division of Textron, Inc.
- Bowe Co., Inc.
- Buildex
- Canfield Industries, Inc.
- Carlisle Syntec Systems
- The Celotex Corporation
- Certainteed Corporation
- Ciro Roofing Products of Canada, Ltd.
- Clearfield Conveyor, Inc.
- Cleasby Manufacturing Company, Inc.
- Columbine International
- Consolidated Fiberglass Construction Fasteners, Inc.
- Cooley Roofing Systems, Inc.
- D & B Roofing Systems, Inc.
- David Lloyd Distributor
- Desoto Cant Strip, Inc.
- Dow Chemical U.S.A.
- DuPont Company
- EFP Corp/Enfo Insulation Products
- Elk Corp.
- ES Products
- Evans Products Company/Permaglas Div.
- Fabco Fastening Systems
- Firestone
- Flame Engineering, Inc.
- Foremost Manufacturing Co.
- Gaco Western, Inc.
- GAF Corporation
- Garlock Equipment Company
- Gates Engineering Company, Inc.
- General Tire Building Products Company
- Genstar Building Materials Co.
- Georgia-Pacific Corporation
- Giuffre Bros. Cranes, Inc.
- BF Goodrich Company
- Goodyear Tire & Rubber Co.
- Goss, Inc.
- W.R. Grace & Co.
- Guaina Corporation of America
- W.P. Hickman Co.
- Howmet Aluminum Corp.
- Hyload, Inc.
- International Building Products, Inc.
- International Permalite, Inc.
- J & P Petroleum Products, Inc.
- Jimco Products
- Karnak Chemical
- The Kendall Company
- Kimmenade Corp.
- Kirby Fiberglass, Inc.
- Kold King, Inc.
- Koppers Company, Inc.
- Liquid Asphalt Systems, Inc.
- Little Giant Industries, Inc.
- Lucas Sales Company, Inc.
- The Lutravil Company
- MM Systems Corporation
- Major Chemical & Latex Corp.
- Manville
- Marathon Roofing Products, Inc.
- W.R. Meadows, Inc.
- Metal Sales Manufacturing Corp.
- Midlands Protective Coatings Company
- Conklin Products
- Monier Co.
- Morgen Manufacturing Co.
- NRG Barriers
- National Nail Corp.
- Nord Bitumi U.S., Inc.
- Owens-Corning Fiberglas Corporation
- P.A.L. Development Corp.
- PIB Roofing Products & Systems
- Perma Glas-Mesh Corp.
- Petersen Aluminum Corporation
- Petrolane, Inc.
- Phillips Fibers
- Pittsburgh Corning Corporation
- Plymouth Rubber Company, Inc.
- Protective Coatings, Inc.
- Publishers for Conventions, Inc.
- Reach Plastics, Ltd.
- Redi-Built Products, Inc.
- Reeves Roofing Equipment Co., Inc.
- Reimann & Georger, Inc.
- Republic Powdered Metals
- Rmax, Inc.
- Roofing Products International, Inc.
- Roofmaster Products Company
- Rubber & Plastics Compound Co., Inc.
- Sarnafil (U.S.)
- Sawyer's Computer Software & Services, Inc.
- Siplast, Inc.
- Smith Hoist Mfg. Co., Inc.
- Stepp Manufacturing Co., Inc.
- J.P. Stevens & Co., Inc.
- Super K Industries, Inc.
- Supradur Manufacturing Corp.
- SYenergy
- T.H.S. Products, Inc.
- Tamko Asphalt Products, Inc.
- Tech Specialties
- Technicote Corporation
- Teltex, Inc./Rhoflex Division
- Thermal Systems, Inc.
- Tramex Electronics
- Transmet Corporation
- Tremco, Inc.
- Trumbull Asphalt
- United States Gypsum Company
- U.S. Intec, Inc.
- United Construction Products, Inc.
- United States Mineral Products Company-Weather-Shield Systems
- Upjohn Company
- VIP Engineered Products Corp.
- Vacuum Engineering Corporation
- Wat Pro, Inc.
- Wilson's Distributing Co.
- Win-Tec, Inc.

Phoenix to be MRCA's Sunny Host

Perpetual sunshine, rugged natural beauty and a profusion of outdoor activities will greet participants of the 34th Annual Convention of the Midwest Roofing Contractors Association.

The city of Phoenix rises from the ruins of an ancient Indian civilization which mysteriously disappeared around 1400 A.D. These Indians, called the Hohokam, left behind a network of irrigation ditches which later became the arteries of new life for Phoenix.

Today, over 50,000 Indians from 17 different tribes make their distinctive mark on Arizona's culture. Dotted the outskirts of Phoenix and extending north and south are 23 Indian reservations, more than in any other state.

If you wish to explore the ancient history of Phoenix, you might visit the Heard Museum of Anthropology and Primitive Art.

Its prestigious exhibits will whisk you back in time to the area's Hohokam roots.

But Phoenix isn't all cowboys and Indians. As the ninth largest city in the United States, it has many cosmopolitan delights as well. Music from symphonic to jazz, art from primitive to modern and theater from Broadway to lyric opera are all available for your entertainment.

Restaurants in Phoenix have a decidedly international flavor also. If you want to go native you might dine on regional fare at a restaurant with a Mexican or "old west" motif. But if your taste buds have a foreign craving, you can just as easily feast on Oriental or world-class French cuisine.

A great way to catch up on the latest events and activities is by dialing the Visitor Information Hotline at 840-4636. Other information can be found at Visitor In-

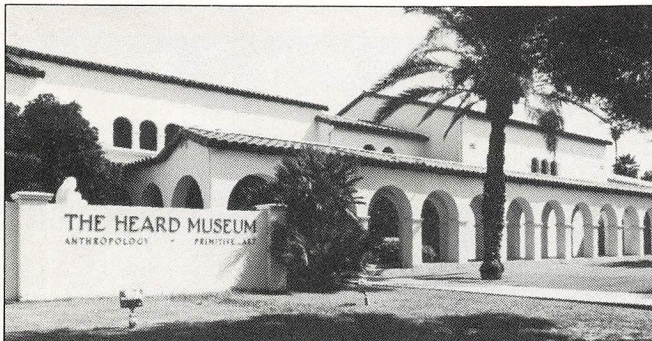
formation Centers located at the Sky Harbor Airport, Camelview Plaza shopping mall and the Hyatt Regency Hotel downtown.

Of course, for sheer dazzling splendor nothing beats the geology of the Southwest itself. The Sedona/Oak Creek Canyon is only a two-hour drive from Phoenix. There, nestled between the red rock buttes, are boutiques and galleries featuring arts and crafts inspired by the multi-hued palette of the desert itself.

For natural beauty on an awesome scale there's the Grand Canyon where the shifting sun constantly changes the color, shape and shadow of the ancient weathered stone. The grand-daddy gorge is just a five hour drive from Phoenix.

And, no further away than your hotel window are the glorious Ari-

continued on following page



The Heard Museum — exhibits one of the finest collections of Southwest Indian art, culture and history. A trip to the West is not complete without studying its heritage and development at the Heard Museum.



The Phoenix Civic Plaza has many uses, not only to residents of Phoenix, but to people who come here from all over the world. The convention center hosts hundreds of business meetings and national conventions each year. The auditorium complex is used for a variety of musical shows and other entertainment.

Roofing with BUR?

Use the one that goes on fast and lasts!

Styrofoam

BRAND

Insulating with easy-to-use STYROFOAM® brand insulation gives any new roof a long-term lease on life. Besides delivering big energy savings, economical STYROFOAM protects against damage caused by freeze-thaw cycles, foot traffic and mechanical abuse. For more information, write: The Dow Chemical Company, Dept. 95K, STYROFOAM Brand Insulation, Midland, MI 48640.



Trademark of The Dow Chemical Company

WARNING: STYROFOAM brand insulation is combustible and should be properly installed. For roofing applications it should be provided with an adequate protection. For specific instructions see Dow literature available from your supplier or from Dow.

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MRCA

continued

zona sunsets which draw the day to a close and usher in the vibrant city nightlife.

As you're packing for your visit keep in mind that the average temperature during November in Phoenix ranges from a high of 75° in the daytime to 45° at night. Plan to bring plenty of moderate-weight casual wear and a sweater or jacket for the cool desert nights.

There are really only two rules to remember in the Phoenix dress code: be casual and be comfortable. These two rules are enforced during both daytime activities and nighttime fun. Except for the working man; no one wears ties.

Phoenix, with its arid grandeur and ancient, native traditions, is a beautiful and fascinating city. As you plan your convention schedule be sure to leave enough time for the city's desert magic to work on you.



The Rosson House — Built in 1895, this Victorian Eastlake styled home was one of the prominent houses in Phoenix at the turn of the century. The city purchased the house in 1974 and authentically restored it to its original condition.

Re-roofing with BUR?

**Cut down
call-backs!**

Styrofoam

BRAND

Insulating with STYROFOAM* brand insulation cuts complaints and call-backs. Besides delivering big energy savings, STYROFOAM protects roofs from damage caused by freeze-thaw cycles, foot traffic and mechanical abuse. Plus, using STYROFOAM is easy, fast and economical. For more information, write: The Dow Chemical Company, Dept. 95K, STYROFOAM Brand Insulation, Midland, MI 48640.



WARNING: STYROFOAM brand insulation is combustible and should be properly installed. For roofing applications it should be provided with an adequate protection. For specific instructions see Dow literature available from your supplier or from Dow.

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New single-ply?

**Protect
it against roof
traffic damage!**

Styrofoam

BRAND

No matter which type of membrane you apply, insulating it with STYROFOAM* brand insulation gives new roofs a long-term lease on life. Besides delivering big energy savings, STYROFOAM protects membranes from foot traffic, mechanical abuse, freeze-thaw cycles and ultraviolet degradation. Plus, using STYROFOAM is easy, fast and economical. For more information, write: The Dow Chemical Company, Dept. 95K, STYROFOAM Brand Insulation, Midland, MI 48640.

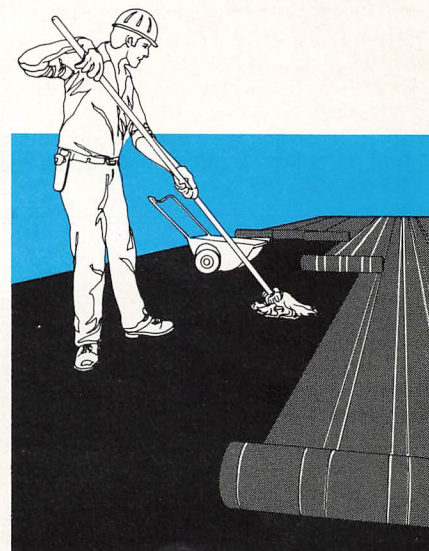
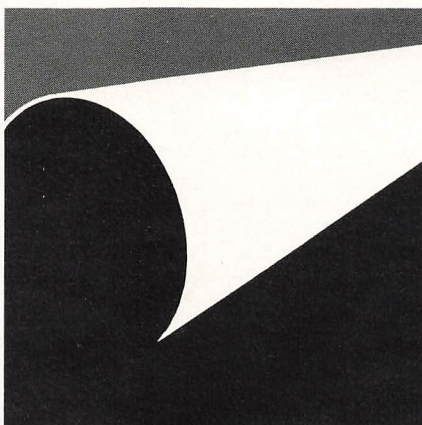


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Since 1915, the shape of success in roofing



Koppers coal tar built-up roofing systems have been the shape of success in the industry since 1915. It's a surprisingly simple system, one that owes its long-standing popularity to three things:

Coal tar bitumen.

The tight molecular structure of this unique material enables it to resist water penetration and oxidation. Also, its "cold flow" property naturally seals small mechanical fractures in the roofing membrane at normal temperatures.

Tarred Felt.

Koppers saturated organic fiber felt has proven for many years its ability to withstand the stresses normally associated with built-up roofing construction. Its coal tar, creosote-type saturant has long demonstrated its preservative qualities in demanding situations. There is no doubt that Koppers organic felt, saturated and incapsulated in coal tar, will be competitive—on both performance and cost.

Koppers 67 years of experience

An unmatched history of success is the "bottom line" when it comes to comparing the relative merits of our coal tar built-up roofing system versus others. When you specify Koppers, you're getting the kind of expertise that can only be acquired by doing many jobs, for many years, and doing them right.

**OLD
FAITHFUL
MARCHES
ON**

Koppers . . . the roofing people— manufacturers of coal tar built-up roofing and waterproofing systems, KMM® Membranes, Exeltherm® roof insulations, reinforcement fabrics and roof maintenance products.

For more information on the system that's been shaping the future of roofing since 1915, use the accompanying coupon.

Send to: Koppers Company, Inc.
Building Materials Division
Dept. 3A-2
1901 Koppers Building, Pittsburgh, PA 15219

- Yes, have a Koppers representative contact me.
 Please send me more information.

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Company _____

Address _____

City _____

State _____

Zip _____

Area Code _____

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KOPPERS

Architectural and
Construction Materials

Classified Ads

Place a classified ad in *Roofing Spec* for 50 cents per word. There is a minimum charge of \$20. Boxed or display advertisements are available in the classified section for \$40 per inch (one inch minimum). Ads using blind boxes available at no additional charge to NRCA members; non-members add \$10.00 to total order. Send ad copy and payment to: Advertising Manager, *Roofing Spec*, 8600 Bryn Mawr Ave., Chicago, Ill. 60631

ROOFING MANAGERS

Successful roofing contractor wants to communicate only with the best in the business. Candidates must have a very successful experience in industrial and commercial reroofing sales. Opportunities available on West Coast that are unique and lucrative. Send work history and objectives to Speranza Management Consultants Company, 12 Johns Canyon Road, Rolling Hills, Calif. 90274.

ACQUISITION WANTED

Diversified Roofing concern in Northeast New York seeks to acquire medium-sized roofing firm. Primary interest in single-ply operations with strong management to remain. Replies will be held in strictest confidence. Reply to Box 5A, *Roofing Spec*, 8600 Bryn Mawr, Chicago, Ill. 60631.

MANAGER SOUGHT

Single-ply operations of large, well-established firm in Albany, New York area. Estimating and managing industrial, commercial and institutional projects through completion. Send resume and salary requirements to Box 5B, *Roofing Spec*, 8600 Bryn Mawr, Chicago, Ill. 60631.

DISTRICT SALES MANAGER

Manufacturer with national distribution needs an experienced and ambitious sales professional for established multi-state territory. Travel required throughout North Central U.S. Experience in roofing industry or fasteners would be helpful. Compensation includes: base salary, commission, bonus, auto, expenses and excellent fringe benefits. Please send resume to Box 10A at *Roofing Spec* magazine, 8600 W. Bryn Mawr Ave., Chicago, Ill. 60631.

ROOFING SUPERINTENDENT

Experienced Roofing Superintendent who is company minded and able to coordinate and supervise people. Must be able to handle crews and equipment. Requiring 10 years Expr. with references. Send resume to Kline Associated Roofing Contractors Inc., 350 East First Street, Hagerstown, Maryland 21740 301-791-2828.

FOR SALE

Taurus OQK 7½ ton hot tanker. Never mounted, never used. \$12,000.00, or make us an offer. R.R. Meckley, Inc., P.O. Box 1533, Williamsport, PA 17703 (717) 326-1527.

CONSTRUCTION PERSONNEL WANTED

A progressive roofing contractor seeking to expand, needs quality individuals experienced in the construction trade. Salesman / Estimator, extensive knowledge of sales and estimating and Field Supervisor, experience in managing field crews, materials, and equipment. Knowledge of conventional and single ply roofing systems. Sheet Metal Mechanic, extensive knowledge of architectural metals fabrication and installation. Salary, % of profits, standard fringe benefits. Send resume, references and salary requirements to: American Roofing & Metal Co., Inc., 800 Wyoming, San Antonio, Texas 78203.

ROOF VACUUM HOSE FOR SALE

Flexible, lightweight hoses, for roof vacuum applications. Hoses are a proven success in the removal of pea gravel from the roof. Hose for vacuum machine to the roof is available in 4", 5" & 6" I.D. x 100 ft. lgths. * Styles 180 AR, 22 ORS & 110 CL. Whip Hoses — 4" I.D. x 100 ft. lengths. Styles #180B1 or 155 Gray. Hose is in stock for immediate delivery. We ship anywhere. For more information and pricing call 414-272-2141 Milwaukee Rubber Products, Inc. 1117 N. Water St. P.O. Box 92896 Milwaukee, Wisconsin 53202.

ESTIMATOR NEEDED

Roofing & Sheet Metal — New Construction or reroofing experience preferred. Send reply to: Schreiber Corporation - P.O. Box 38119 Detroit, Michigan 48238. Attention: Mr. C.M. Rosa

ROOF CORE

Roof Core Sampler "C.R.R.E.L." type 1 7/8" core. Hardened Steel Jaws, compact weight less than 6 lbs. For details contact Autrey Steel & Machine, PO Box 40304, Tucson, Ariz. 85717. Phone 602/623-3444.

SINGLE-PLY PERSONNEL

Manufacturer's representatives wanted for new Allroof International, Inc., SW-4 single-ply modified bitumen roofing. Prefer experience in single-ply sales. Call or write: Allroof International, Inc., 357 West 200 South, Salt Lake City, Utah 84101. (801) 322-1090.

REPS WANTED

Manufacturer's representatives wanted for marketing new lines of rigid foam roof insulation. Excellent corporate support and advertising. For more information call Alan Tillery (409) 829-1219.

GUIDE MAKES SPECIFYING EASY

The new *NRCA Roofing Materials Reference & Guide* is the perfect library companion to *Roofing Spec* and the *NRCA Roofing and Waterproofing Manual. The Guide*, updated three-times-annually, lists important technical data for both BUR materials and single-ply membranes. For more information, write, *NRCA Roofing Materials Reference & Guide*, 8600 Bryn Mawr Ave., Chicago, Ill. 60631.

SALESMEN WANTED

Southern California Roofing Company located in Los Angeles, established in 1926, is in need of a roofing salesman thoroughly experienced and successful in commercial, industrial and public works reroofing sales. Only energetic, self-starter whose interest in a profitable and successful future through hard work should apply. Please send resume to: Mr. Harold R. Provin, G.E.O., Southern California Roofing Company, 9623 Imperial Hwy., PO Box 158, Downey, Calif. 90241. Phone a/c 213/861-7283.

MOUNTAIN COMPANY

If you are a successful roofing and sheet metal contractor and want to

- eliminate your personal financial risks
- join a recognized industry leader

We have cash to tailor a buy-out to suit your situation. You should have sales of over \$1 million with some profit and should be located in the sunbelt.

Send replies to box number 10B. *Roofing Spec*, 8600 Bryn Mawr Avenue, Chicago, Ill. 60631.

CRANE FOR SALE

Roofer Hydraulic Truck Crane, 1977 R.O. Stinger 8 Ton Cap., 74 ft. Boom, Hydraulic Clam Bucket, Hopper, Pallet Fork, "Humpty-Dumper", Nylon Belts and many extras mounted on a 1977 Ford F800 truck with V8 engine and 16 ft. body. 7500 miles. Like new. Want to sell fast! \$43,500.00 Call Don 414-761-2300.

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AGAINST MAKING
MORE MONEY???"**



Prestique Laminated Fiberglass is the shingle you'll love as much as your customers do! It's got terrific profit margins for you... plus:

- Random-cut, three dimensional style that goes over existing roofs beautifully.
- Class "A" rating for fire resistance from U.L. None higher!
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- Official U.L. approval for staple application!
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PRESTIQUE SHINGLES

ARE VERY PROFITABLE!

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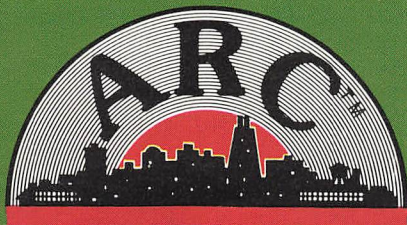


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\$ *Now you can* **\$**
increase your profits with
American Modified
Roofing Membranes **\$**

\$ Place your truckload order **\$**
prior to November 30, 1983 and
receive a \$5.00 per roll rebate. **\$**

\$ This offer is only good through the introductory period. All **\$**
orders must be delivered by April 30, 1983. Delivery schedules
must accompany the orders. All invoices must be paid in full
to be eligible for the rebate. For further information contact
your local ARC representative or call collect to the American
Roofing Corporation, Chicago, Illinois.

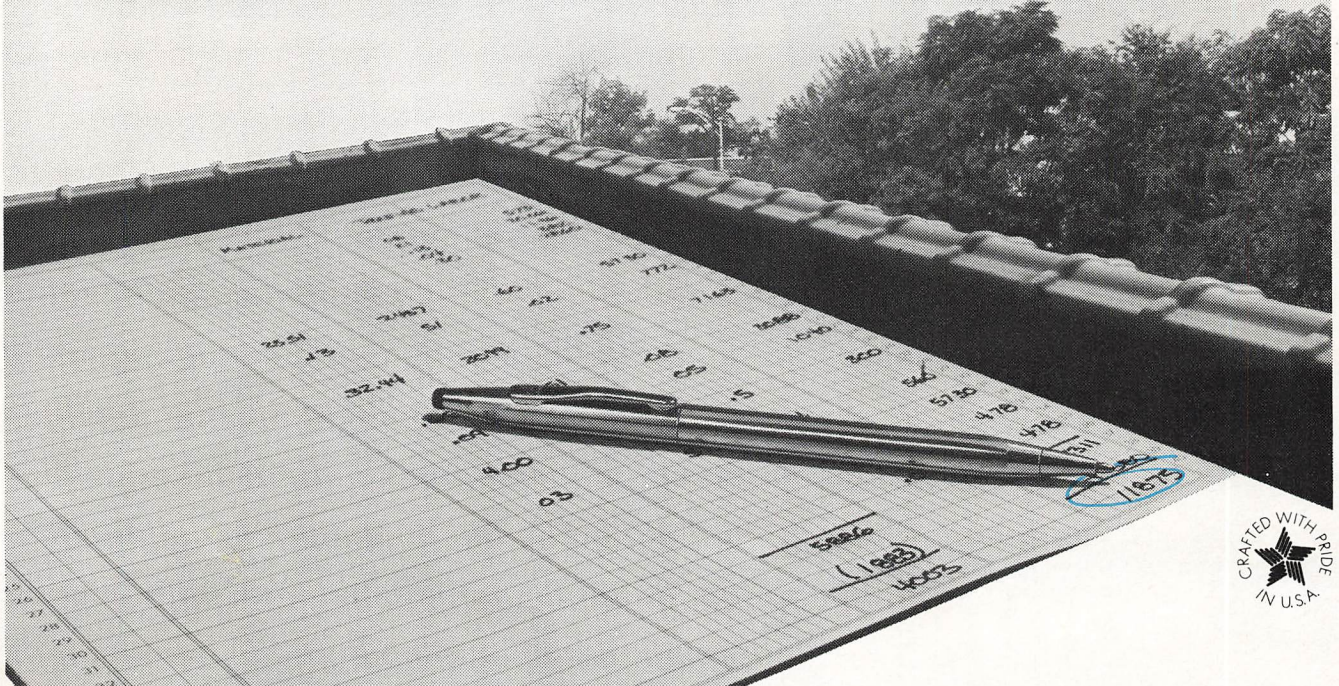


AMERICAN ROOFING CORPORATION

3100 S. California
Chicago, Illinois 60608
(312) 376-1110

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RUFON® FABRIC TOPS THEM ALL... DOWN TO YOUR BOTTOM LINE.



RUFON®

RUFON TYPICAL PROPERTIES

(Widthwise)	RUFON E3N	RUFON E6N	ORGANIC FELT	GLASS FIBER
Weight (yd ²)	3.0	6.0	21.2	16.3
Ultimate Strength (lb.)	70	135	64	65
Tear Strength (lb.)	35	55	.05	.02
Elongation (%)	60	55	.05	.01
Mullen Burst (psi)	140	250	30	19
Puncture (lb.)	35	70	20	10

Selecting a roofing fabric is a matter of product performance as well as economics. And that's why so many of today's contractors are taking a close look at Rufon® nonwoven fabric, the cost-effective reinforcing mat that easily outperforms all alternatives: Organics. Fiberglass. Even other polyesters.

UNPARALLELED PERFORMANCE.

For single or multi-ply cold roofing, Rufon has been engineered by Phillips Fibers Corporation for extraordinary performance. Just check the figures on strength, elongation, mullen burst and puncture resistance. This needle-bonded, thermal set synthetic tops them all — and won't separate, fuzz up or delaminate. Rufon will also form and fit easily, stays flexible in low temperatures and won't swell, rot or mildew.

EXCEPTIONAL ECONOMY.

Rufon offers attractive cost benefits, because cold coating application has never been this easy. Combined with a

suitable mastic, lightweight, easy-to-handle Rufon goes down faster, with less manpower and delivers exceptional, long term performance. When you consider total applied cost, Rufon's advantages can add up to important savings on your bottom line.

MORE INFORMATION.

Rufon® nonwoven fabric is available in weights of 3.0 oz. (E3N) and 6.0 oz. (E6N) per square yard, pre-marked with overlap guides in 36' x 375' standard put up rolls. With so many performance benefits, cost-effective Rufon is today's optimal solution to roofing failure. Learn more about Rufon: For the name of your nearest distributor contact Phillips Fibers Corporation.



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A SUBSIDIARY OF PHILLIPS PETROLEUM COMPANY
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Midwest Roofing Contractors Association Show
Booth #1104, 1105 / Phoenix, AZ / November 6-9

Tech Talk

continued from page 54

thickness of plywood decking has not been tested or approved by Underwriters Laboratories for use in any fire rated assembly.

- Prepared first draft of joint document with Air Conditioning & Refrigeration Institute on "Outdoor Air Conditioner Roof Mounting Construction Recommendations-Installation Instructions." The Sheet Metal and Air Conditioning Contractors National Association was asked to join in this effort so the report can be released as a three-way joint document.

The Technical Staff and committee members also attended other meetings in the interest of the roofing industry. Some of these included meetings with the American Society for Testing and Materials, Building Thermal Envelope Coordinating Council (NIBS), American Society of Heating, Refrigerating and Air Conditioning Engineers, International Joint Committee on Single-Layer Roofing, government agencies and two roofing consultant groups.



Tramex brings Electronic non-destructive testing to the roofing industry

Portable Dec Scanner for surveying large areas quickly.

Hand-held Mini Scanner for leak tracing.

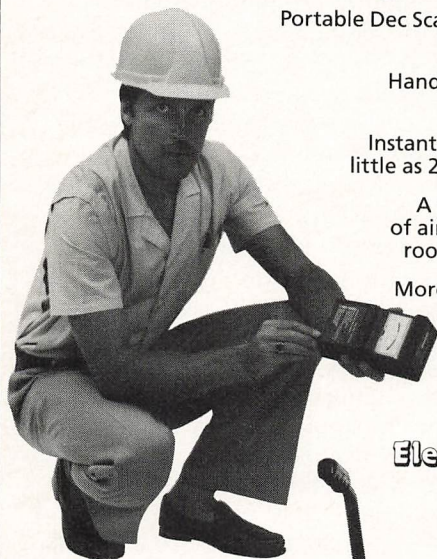
Instantaneously detects as little as 2% excess moisture.

A fraction of the cost of airborne and on-the-roof infra-red systems.

More than twice as fast as nuclear meters, while providing greater coverage.

Tramex Electronics Inc.

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Topanga, CA 90290
(213) 455-3400

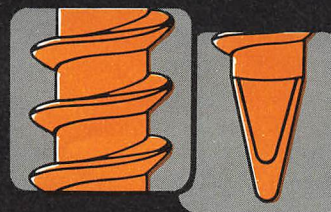


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NEW GOLD BUILDDEX[®] ROOFGRIP[™]

ROOF INSULATION FASTENER

- STRONGER
- FASTER
- EASIER
- MORE CONSISTENT



Improved thread design and additional threads provide maximum pullout resistance.

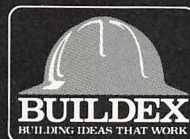
The point drills quickly, consistently, penetrating insulation and metal decks up through 18 gauge.



Climaseal[™], a unique polymer coating, can be applied for added corrosion protection.

The new Roofgrip screw (available in lengths from 1 1/8" to 12") is designed to work with either Roofgrip metal plates or Roofgrip-P1Y plastic plates.

The gold-colored corrosion resistant finish is superior to any standard plating in the field. The use of the Accudrive[™] stand-up tool, along with the Roofgrip screw and plates, completes the industry's finest roof insulating fastening system.



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Tech Talk

By Bob LaCrosse, CAE
Director of Technical Services

1983 Technical Update

As a follow-up to my January 1983 article, "Technical Update: Where We've Been and Where We're Going," I will report on 14 major accomplishments in the technical area in 1982 and give an update on several major projects and programs undertaken by the Technical Committees, Task Groups and Task Forces.

Fourteen of the 17 committees of the Technical Services Group have met between April and September, including:

- Technical Operations Committee (3 times)
- Joint NRCA/Air-Conditioning & Refrigeration Institute Committee
- Building Codes Committee
- Joint NRCA/MRCA/SPI-EPS Block Molders Steering Committee (2 times)
- Manual Update Committee
- Roofing Insulation Technical Committee (RITC) -Joint NRCA/RIC/TIMA Committee
- Roofing Systems Technical Committee (RSTC) -Joint NRCA/ARMA Committee
- Steep Roofing Operating Committee
- Technical Long Range Planning Committee
- Joint RSTC Task Group on Base Sheet Attachment to Plywood Decking with representatives of American Plywood Association (2 times)
- Air Force Manual Revisions & BUR Application Tolerances Task Force (3 times)
- EPDM Application Tolerances Task Force
- Modified Bitumen Application Tolerances Task Force
- PVC Application Tolerances Task Force

The other three committees under the Technical Services Group have been handling their assignments during this period by correspondence, however, they will be meeting shortly. These committees are the ASTM Coordinating Committee, MRCA/NRCA-FM-UL/Kemper Committee and the 1985 NBS/NRCA-RILEM International Symposium Committee.

The following list notes several major achievements since publication of the January TECH TALK article.

- Application Tolerances for EPDM, Modified Bitumen and PVC by Task Forces are; in the process of final review by Technical Operations Committee and Executive Committee.
- Task Force Chairman Dick Baxter wrote and article on "An Update on Air Force Manual (AFM 91-36)" that appeared in the August issue of **Roofing Spec**.
- Task Force finalized Application Tolerances for BUR by Task Force for future submittal to the Air Force and proposed industry recommendations. (Presently under review by Executive Committee and ARMA.)
- Conducted final tests at Chicago Testing Laboratory on Coal Tar Bitumen and Coal Tar Pitch. Analysis also finalized for article in **Roofing Spec** by Bill Cullen. Awaiting test results of field tests by MRCA and questionnaire to members to include in article.
- Release of revised Factory Mutual Loss Prevention Data Sheets 1-28 on Insulation Steel Deck. Through the efforts of the joint MRCA/NRCA Task Group, FM now requires insulation be applied to the steel deck by fasteners instead of strip mopping to eliminate wind blow-offs.
- Formed NRCA Technical Long Range Planning Committee. In process of finalizing long range plans for Technical Services Department and "Mission Statement."
- Established closer liaison with Underwriters Laboratories as a result of May meeting at NRCA headquarters with U.L. representatives. They offered assistance to NRCA in any way possible to improve upon and lessen problems encountered in roofing assemblies.
- Release of ASTM D936, New Standard Practice for Roof System Assemblies Employing Steel Deck, Preformed Roof Insulation and Bituminous Built-Up Roofing; and ASTM D907, Standard Method of Field Testing of Uplift Resistance of Roof Systems, (both through much time and effort by NRCA and Affiliate Association members).
- Release of article in March 1983 issue of **Roofing Spec** on Interphase Blistering by Professor J.F. Thomas of the University of California.
- Establish liaison with American Plywood Association through Joint RSTC Task Group to assist in development of assembly over plywood decking for wind uplift Class 90 acceptance, using mechanical fasteners to attach the base sheet instead of the present application by solid mopping. Also, clarification is being sought from APA on the reduction in thickness of plywood decking from nominal 1/2" to nominal 15/32" for low-sloped roofs. The July 1 release to the entire membership resulted from concern on the acceptance of 15/32" thick plywood decks in Class A and Class B Fire Rated Assemblies. This reduced

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