



SHEAR BULL



Palm Beach County Roofing & Sheet Metal Contractors Association

Affiliate of FRSA and NRCA

April 2011 Volume 24 - 4

April Program

**Wednesday
April 27, 2011**

**"Engineering Issues, HVHZ
Testing & Understanding
Roof Calculations"**

*R.N. Salapan, Quest Engineering;
Katherine Cleary, Cleary Inspections*

6:00PM-7:00PM - Networking
7:00PM - Dinner Meeting

• • •
Location:

Crowne Plaza
1601 Belvedere Road
@ Australian
West Palm Beach, FL 33406
Just west of the I95 Exit 69

• • •
For more info:

Ron Frano 655-5393
rfrano@pbcroofers.com

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Roof Consultants Utilize **3D** Aerial Measurement Technology to Provide **Expert** Service

by EagleView® Technologies

Building owners rely on the expertise of roof consultants when it comes to roof repair, replacement and management of ongoing maintenance. Insurance companies often call upon a roof consultant in claims situations. As a roofing expert, the consultant must be aware of and utilize the latest technologies to provide the best service to all of their clients.

Joe Byrne of BRI Consulting, based in Florida, relies heavily on technology to ensure that he can take care of both his clients and the roofing contractors he works with. Byrne discovered EagleView® Technologies, the inventor of 3D aerial roof measurements, and has made it a part of his every day business process.

EagleView invented the concept of 3D aerial roof measurements and has quickly become the industry standard in both the roofing and insurance industries. EagleView reports provide the most accurate measurements in the industry due to their ability to create 3D images and then extract the important measurements from the 3D diagram. The patent-pending software and process has been tested by major insurance carriers and roofing contractors for accuracy thousands of times with great success.

"The EagleView report allows me to make sure that everyone is bidding apples to apples," Byrne said. "It also gives everyone a fair shot. If a contractor submits a bid and has made a mistake, that bid is going to get kicked to the side." Byrne understands the roofing business, having been a contractor for 30 years before

making the move to the consulting business.

"These are the kinds of tools I wish I had when I was in contracting," said Byrne. "It's tough out there and every dollar counts. Contractors can save money and present a professional report in the bid packet."

"Pictures are nice to have, but the diagrams and roof layout provided make my job easier, especially when trying to help juries understand."

Allan Kidd of HiMark Roof Consulting, York, SC, has been using EagleView reports for the past two years and says the biggest benefit to his business and his customers has been the time savings. "I'm saving an hour or hour and a half in the field, especially if the roof is complicated," explained Kidd.



(continued on page 3)

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Message From the President

The main goal of our association is to offer our members information and services that help them operate and grow their business. With this in mind, we try to plan our yearly calendar of events with work related and useful programs. This year we are planning two events that we feel will give our members substantial value for their dues money. Since roofers are required to have a total of fourteen CE credits over a two year period, we have attempted to offer at least seven classes per year. In the past, we did this during our monthly meetings. This became a long and drawn out process. Many of our members preferred to take all of the classes at the same time. This year we are in the midst of planning to give all seven classes on the same day. We are working with Palm Beach State College to provide the classes at a reasonable and affordable price. The classes will cost \$10.00 per class hour or \$70.00 for all seven classes. This will give our members the opportunity to complete their required classes quickly and all at once.



The second event we are planning is directed at helping our supplier and manufacturer members. A mini-trade show is in the planning stages. The event will take place in September and will cover a four hour period. At this point in time, preliminary plans call for a charge of \$50.00 per member for a 6X 30 inch table for display. Non-members will be able to have a table at \$75.00. Finger foods will be served during the event. There will be no meeting involved. This is strictly an opportunity for non-contractors members to benefit from their participation in our association. It is also an opportunity for contractor members to meet in one place and at one time with the various supplier/manufacturer members to view and learn about new or existing products being offered on the market. There will be no charge for non display members to attend.

We hope our members will participate in these events. We want the association to be meaningful and of value to all of our members.

Please support your organization

Respectfully Submitted,

Walt Millet

President



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Roof Consultants Utilize **3D** Aerial Measurement Technology to Provide **Expert** Service

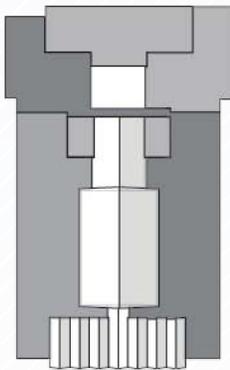
"I'd have to spend time in the field and then come back to the office and spend more time drawing it. Using EagleView is saving my time and my clients' money." Kidd recently learned that he can receive the EagleView files in .dxf format to import it into CAD. "I'm looking forward to using that option," said Kidd.

Many times roof consultants serve as expert witnesses during depositions or trials. Byrne has found the EagleView report to be a tremendous asset in those situations. "If I'm being deposed in court, I want to have the EagleView report in front of me," explained Byrne. "Pictures are nice to have, but the diagrams and roof layout provided make my job easier, especially when trying to help juries understand." Attorneys would agree as Byrne says he has seen them enlarge the reports into poster-sized displays for jurors.

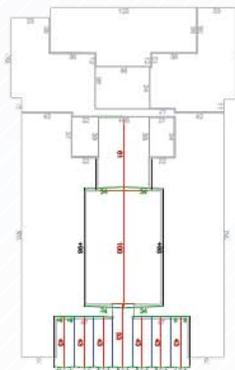
Kidd said he was in a deposition recently where the report was a critical component. "We used the report to designate the slopes we were talking about and to make sure that everyone was looking at the same part of the roof."

Competency, efficiency and knowledge are key components that a roof consultant must be able to offer to clients whether those clients are building owners, insurance companies or roofing contractors. Understanding and utilizing new technologies, such as EagleView, to improve business practices is critical to ensuring that the consultant's business continues to thrive.

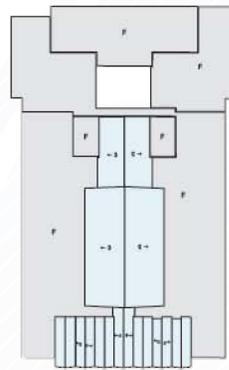
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Call 1-866-659-8439 or visit www.eagleview.com to get started.*



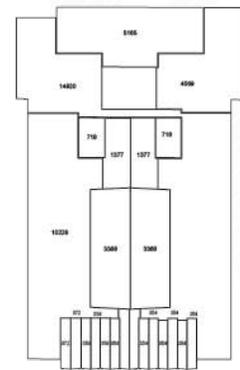
3D Diagram



Length Diagram



Pitch Diagram



Area Diagram

"I'm saving an hour or hour and a half in the field, especially if the roof is complicated"

May Program

Annual Spring Golf Tournament

Wed, May 25, 2011

12:00 Noon Sign In - 1:00PM Shot Gun Start
5:00-7:00PM Dinner & Awards in Clubhouse

Location: 6101 Winston Trails Blvd, Lake Worth, Florida

John Pellegrino 561-719-7341

Ron Frano 655-5393

or email rfrano@pbcroofers.com

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Industry Websites

- ASTM - www.guidance-inc.com/~roofroof/
- American Consulting Engineers Council - [acec.org](http://www.acec.org)
- American Institute of Architects - [aia.org](http://www.aia.org)
- American Society of Civil Engineers - [asce.org](http://www.asce.org)
- Building Officials Association of Palm Beach County - www.boapbc.org & www.boapbc.org/links
- Cedar Shake & Shingle Bureau - www.CEDARBUREAU.org
- Construction Industry Management Council (CIMC) - www.cimcpbc.com
- Construction Specifications Institute - <http://www.csinet.org>
- Copper Development Association - <http://www.copper.org>
- Division of Workers' Compensation - <http://www.wc.les.state.fl.us/DWC/>
- Florida Roofing, Sheet Metal & Air Conditioning Contractors Association - www.Floridarroof.com
- Galvalume Sheet Producers - www.steelroofing.com
- National Roofing Contractors Association (NRCA) - <http://www.nrca.net>
- National Society of Professional Engineers - [nspe.org](http://www.nspe.org)
- Roofing Contractors Association of South Florida (RCASF) - www.rcasf.org
- Roofing Industry Education Institute - <http://members.aol.com/RIEIROOF/classes.htm>
- Roof Tile Institute - www.rooftile.org
- Sheet Membrane and Component Suppliers to the Commercial Roofing Industry (SPRI) - www.SPRI.org
- Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) - <http://www.smacna.org>
- The Council of American Building Officials (CABO) - <http://www.cabo.org>



May 2011

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
			CIMC 7:45 AM			
8	9	10	11	12	13	14
15	16	17	18	19	20	21
	CILB 2:00PM		BCAB 2:00PM			
22	23	24	25	26	27	28
			Annual Golf Tournament			
29	30	31				

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FRSA Future Meeting Dates

■ April 28-30, 2011

Board of Directors / Committee Meetings

Crowne Plaza Melbourne Oceanfront, Melbourne, FL

■ June 22-25, 2011

FRSA's 89th Annual Convention & Florida Roofing & Sheet Metal Expo

The Peobody Hotel & the Orange County Convention Center, Orlando, FL

PBCR & SMCA Office and Phones

2101 Vista Parkway, Suite 4001
West Palm Beach, FL 33411

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