



THE BASESHEET

OUR MISSION IS YOUR SUCCESS

VOLUME 19, NUMBER 4 | FOURTH QUARTER, 2017



NRCA



WSRCA

CONTACT ARCA

RON GIBBONS
PRESIDENT
Phone: 602-944-2696
Email: rgibbons@pioneer-az.com

DUANE YOURKO
EXECUTIVE DIRECTOR
Phone: 602-335-0133
Cell: 602-571-7240
Email: dyourko@azroofing.org

JENNIFER GEORGE
COMMUNICATIONS SPECIALIST
Phone: 602-335-0133
Cell: 602-339-4595
Email: jgeorge@azroofing.org

ASHLEY CREIGHTON
EDITOR
Phone: 602-335-0133
Email: acreighton@azroofing.org

ARCA OFFICE
4745 North 7th Street, Suite 102
Phoenix, Arizona 85014
Phone: 602-335-0133
Fax: 602-335-0118

PRESIDENT'S NOTE

Greetings Fellow ARCA Members:

IF YOU HAD told me five years ago that I would be elected President of ARCA, I would have laughed, bought you a beer, and continued laughing at the thought of leading our trade association. So much for the laughter because despite my shortcomings, you have entrusted me to help guide our association for the next year. Thank you for that trust and I'll work hard not to disappoint.

I'm surrounded by good people — we have a solid Board of experienced roofing professionals and Jennifer and Duane at the ARCA office will try to keep us on track. I want to thank my predecessors, **JOHN YODER** of **STAR ROOFING** and **RHONDA LANUE** of **LYONS ROOFING**; many of the current activities and initiatives that we will be working on this year were initiated during their presidencies. ARCA is vibrant and has a sound financial foundation.

Not to say we aren't faced with challenges — the unexpected demise of the Copper-Point Association Safety Plan has created a \$100,000 shortfall in revenues for 2018. As always, we will revamp/re-evaluate and restructure activities to live within our budget constraints. What makes this exceptionally challenging is that we were looking forward to investing resources into three relatively new endeavors: 1) our soon-to-be launched apprentice program 2) the roofer certification program to improve workmanship standards, hands-on skills, and knowledge for current employees, and 3) the ramping up of activities by both the Women in Roofing and Young Professionals Committees. Dynamic undertakings indeed!

For those of you who attended our 48th Annual Convention and Trade Show in Flagstaff, I thank you for your participation. Well over 200 of our members participated in three days of comradery, friendly competition on the links or shooting ranges, a trade show that had a special buzz this year, and great seminars, culminating Saturday night with our fun-filled casino event. We will be in Prescott next year on October 4-7 so mark your calendars.

We had a decent monsoon this year and overall our industry is experiencing a steady increase in demand and a healthy backlog of work. Several areas of the state experienced hail damage and that is always good news for the bottom line with guaranteed insurance payments. Like the rest of you, I'm grouching about the manpower issue, but our Education and Career Development Committee under the leadership of **JERRY BROWN (WRECORP)** and **RHONDA LANUE (LYONS ROOFING)** will continue looking for ways to address our need to home-grow the next generation of qualified labor.

Sincerely,

RON GIBBONS, PIONEER ROOFING
ARCA PRESIDENT

Committee Restructuring

ARCA HAS 20 committees with missions that are rather clearly defined to meet the members' needs. As issues emerge, we add committees to focus on those issues. In the last two years alone,

we have added the Women in Roofing Committee, the Young Professionals Committee, and the Training and Career Promotion Committee.

For years, the Education and Safety Committee addressed both technical proficiency issues as well as safety concerns. With our emerging interest in workforce development and eventually creating our own apprentice-type program, it became apparent that two of our committees were addressing many of the same issues.

At the September Board of Directors meeting, it was decided to make the Safety Committee a standalone committee totally dedicated to worker safety concerns. Chaired by **GREG SACHSE** of **RESECO INSURANCE ADVISORS**, this committee will continue to update the online safety manual with the most current information on topics of importance to members. The educational element of that committee, previously chaired by **JERRY BROWN** of **WRECORP**, has now been merged with the Training and Career Promotion Committee, chaired by **RHONDA LANUE** of **LYONS ROOFING**. The melded committee will be co-chaired by both Brown and LaNue and renamed the Education and Career Development Committee with a mission to provide skill-based education to improved workmanship standards by the roofing cadre. Classes provided will co-mingle both novices and experienced roofers trying to obtain a Professional Roofer Certification status. 🏠



Our Uncompromising Commitment To Quality And Dependability Is In Concrete

A reputation for listening to our customers and reacting quickly to satisfy their needs has made Eagle the preferred company to do business with in concrete roofing. From our customer input and close working relationships with the best professional color consultants and architects, we have created impressive products that are the envy of our competitors. Our passion for providing quality products, value-added customer service and our unrelenting efforts to earn your respect, place Eagle in a class of its own. Call us today and watch your profits soar.

Put your trust in Eagle.

Visit A Showroom Near You

Eagle Roofing Products

California - Irving, Rialto, Roseville, Stockton

Arizona - Phoenix

www.eagleroofting.com

Or call (800) 300-3245

48th Annual Convention and Trade Show



THERE WAS SOMETHING for everyone at our Annual Convention, hosted at Little America in Flagstaff this year. For those who weren't there: you missed out on a really memorable event. Flagstaff weather gods bestowed upon us crisp air and brisk breezes (and no rain!), which provided a much-needed reprieve from the grueling hot summer in the desert. A little frost delay experienced by the Friday golfers was taken in stride and all our outdoor events were virtually unimpacted by climate – always a concern when heading to 7,000 feet elevation. Thursday's festivities kicked off with the usual sporting clays and golf events, followed by the Get Acquainted Party at Fort Tuthill, which turned out to be an excellent venue facilitating the perfect networking environment. The Annual Trade Show was extremely well-attended with a turnout so high we had to set up overflow booths in the adjacent hallways. Many valuable educational seminars were offered Saturday morning, followed by the first-ever Roofing Competition event put on by our Young Professionals Committee. It was very well-received and will be integrated into future convention formats. Saturday evening, we swore in a new Board of Directors to lead our efforts throughout the coming year.



2018 ARCA Award Recipients



John Yoder of Star Roofing

ARCA Life Member Award Recipient (above)

JOHN YODER, RECENTLY retired from **STAR ROOFING**, was inducted into Life Member status. Yoder was recognized for a lifetime of dedication to public policy leadership not only for the roofing industry but the construction trades in general in AZ. He is a past President of ARCA and the America Subcontractors Association and chaired our Insurance Committee efforts to provide a safe working environment for all workers.

ARCA Annual Award Recipients (below)

CONTRACTOR OF THE YEAR



Sal Flores of Inca Roofing

COMMITTEE CHAIR OF THE YEAR



Dave Metz of E-las-tek/ERSystems

ASSOCIATE OF THE YEAR

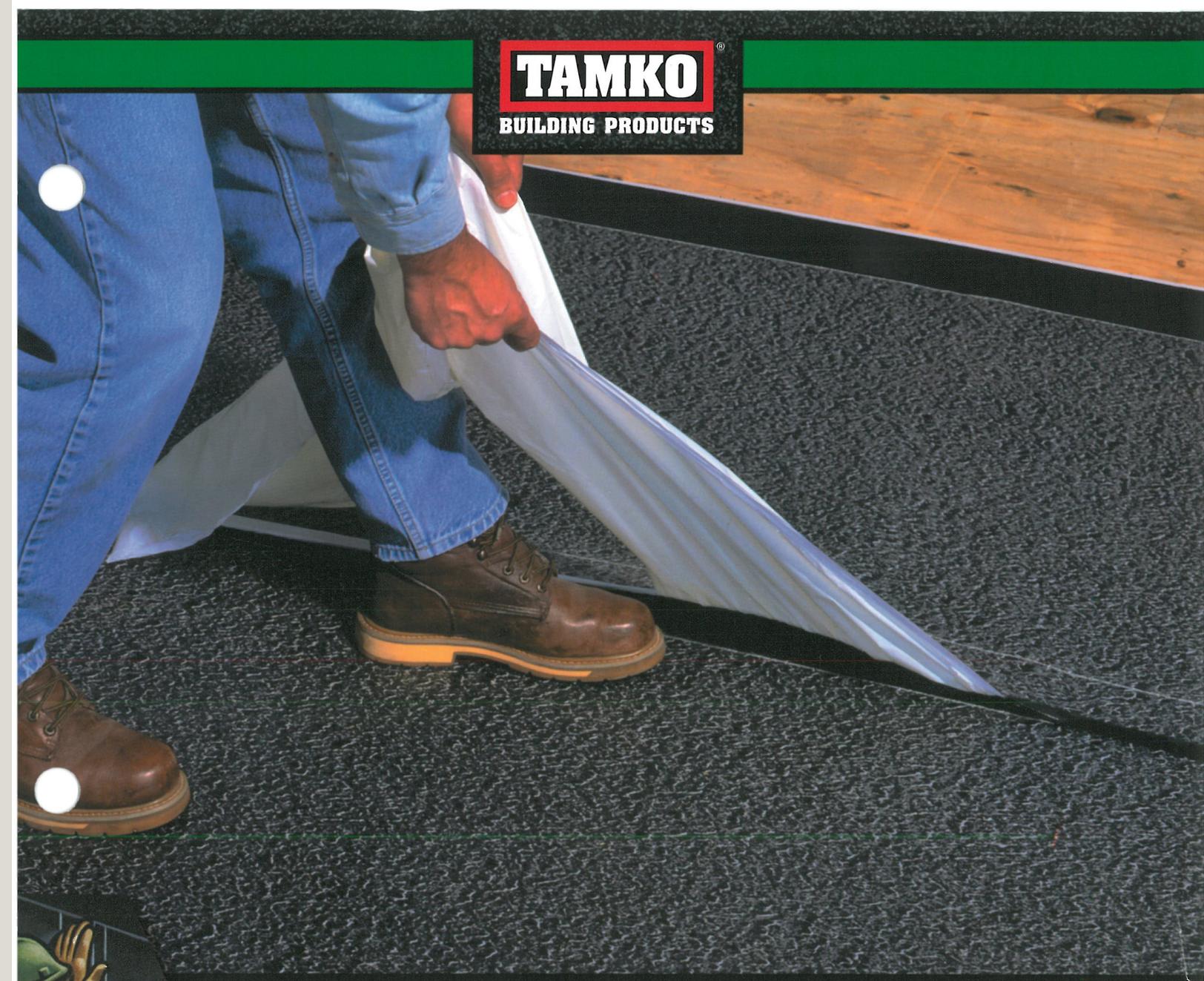


Bill Kelley of Polyglass Roofing and Waterproofing Systems

VOLUNTEER OF THE YEAR



Patsy Hawk of Eagle Roofing Products



TAMKO
BUILDING PRODUCTS

TW METAL AND TILE UNDERLAYMENT SELF-ADHERING SHEET MEMBRANE

TW Metal and Tile Underlayment is well suited for application under metal and mechanically fastened tile roofs where prevention of water penetration is required. This flexible self-adhering rubberized asphalt sheet membrane withstands high-temperature conditions up to 250°F. It can also be left exposed for up to 120 days before application of the metal or tile roof. TW Metal and Tile Underlayment is made with a polymer film on the surface and a treated release film for easy application.

SCOREBOARD

GOLF

Thursday

FLIGHT A

1st	Greg Marrs (RSG)
2nd	Brad Quinet (Lapolla)
3rd	Brian Dembrowski (Firestone)

FLIGHT B

1st	Rene Lujan (RSG)
2nd	Bryon Tambone (Eagle Roofing)
3rd	Pete Schmutz (Star Roofing)

Friday

FLIGHT A

FIRST PLACE	
Brad Quinet (Eagle Roofing Products)	
Brian Wirick	
Don Crandell (Crandell Roofing)	
Toby Barb (Legacy Roofing)	

FLIGHT B

FIRST PLACE	
Jeff Klein (Star Roofing)	
Michael Reeves (Star Roofing)	
Mike Butler (Star Roofing)	
Pete Schmutz (Star Roofing)	

SECOND PLACE	
George Keeley (RWC)	
Russ Hyman (Gryphon Roofing)	
Stephen Rameriz (Boral Roofing)	
Steve Strick (Boral Roofing)	

SECOND PLACE	
Brett Hill (Custom Roofing)	
Brian Torry (Elite Roofing Supply)	
Kevin Hatten (Owens Corning)	
Mike Vaughn (Owens Corning)	

THIRD PLACE	
Brian Dembrowski (Johns Manville)	
Chuck Chapman (Tecta America Arizona)	
Jim Fatseas (Tecta America Arizona)	
Virgil Benesh (Tecta America Arizona)	

THIRD PLACE	
Angel Rodriguez (Allied Building Products)	
Derek Richey (Carlisle Syntec)	
Grant Gosselin (Carlisle Syntec)	
Mike Correla (Sunset Roofing)	

CLAYS

Thursday

1st	Nico Ramirez (El Pueblo Roofing)
2nd	Mike Porter (Progressive Roofing)
3rd	Keith Puckett (Polyglass)

Friday

1st	Lynn Harding (RSG)
2nd	Gene Warner (JBS Roofing)
3rd	Robert Hill (JBS Roofing)

HORSESHOES

1st	Russ Hyman (Gryphon Roofing)
	Stephen Ramirez (Boral Roofing)

2nd	Craig Nelson (Mahoney Group)
	Jacob Wright (Mahoney Group)

TW METAL AND TILE UNDERLAYMENT

SELF-ADHERING SHEET MEMBRANE

IMPORTANT

This product features a skid resistant and tear resistant surface. This feature does not serve as a substitute for following all proper fall protection procedures in accordance with OSHA regulatory requirements— including the use of personal fall protection devices when working on a roof. Applicator safety is of utmost importance.

USES

TAMKO® TW Metal and Tile Underlayment is well suited for application under metal and mechanically fastened tile roofs where prevention of water penetration is required.

FEATURES AND BENEFITS

- Textured surface provides enhanced skid resistance
- Nonremovable selvage film for stronger lap adhesion
- Strong fiberglass reinforcement adds stability during installation
- Split treated release film eases installation
- Meets ASTM D 1970 for nail sealability of self-adhering roofing underlayments
- High-temperature resistance up to 250°F
- Can be left exposed for up to 120 days before application of finished roof
- ICC-ES ESR-2531

LIMITATIONS

- Membrane should not be applied to damp, frosty or contaminated surfaces
- Membrane should not come into contact with products containing coal-tar pitch
- Membrane should not be used in application with PVC roofing or other products that contain tackifiers, plasticizers or processing oils
- Best applied at temperatures of 40°F and higher

GENERAL APPLICATION

Apply TW Metal and Tile Underlayment from low to high point in shingle fashion so that laps will shed water. Overlap edge seams 4 inches. End seams should be overlapped 6 inches and staggered. Where necessary, the membrane may be unrolled and cut into 10- to 15-foot lengths. Align membrane on lower edges of roof. Remove release film from membrane and press into place. Roll lower edges firmly with a hand roller. "Broom in" installed membrane using an industrial flat broom or squeegee. Bear down on installed membrane with the broom or squeegee to ensure total, even adherence to substrate.

Care should be taken not to damage the surface when brooming.

VALLEY APPLICATION

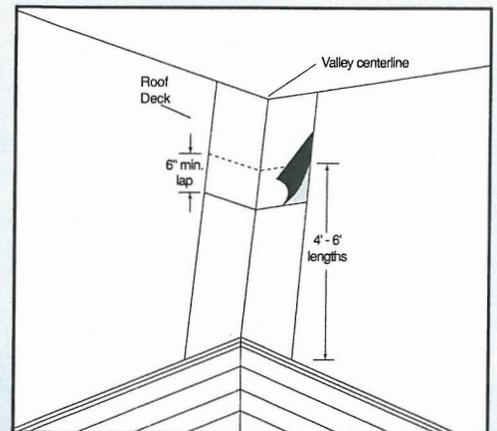
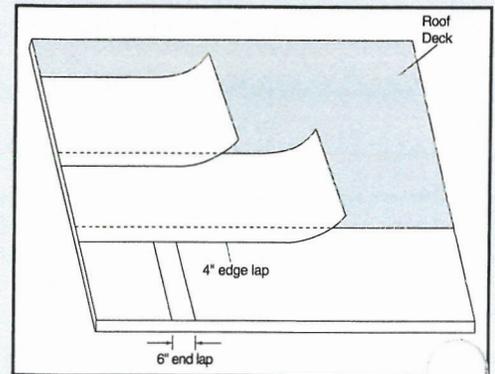
Where necessary the membrane may be unrolled and cut into 4- to 6-foot lengths. Peel the release film and center sheet over valley or ridge. Drape and press sheet into place, working from the center of the valley or ridge outward in each direction. For valleys, apply membrane starting at the lowest point and work upward. Overlap all sheets a minimum of 6 inches. Use TW Metal and Tile Underlayment on "closed valley" applications only. Do not leave membrane permanently exposed. Cover with roofing materials.

Provide ventilation when using TW Metal and Tile Underlayment over the entire roof deck. For information on proper application, contact your architect, building contractor, building materials supplier or TAMKO.

PRODUCT DATA*

	2 Squares
Roll size	200 sq. ft.
Roll dimensions	39-3/8" x 61'
Thickness	75 mil
Rolls per pallet (37" x 47")	20 rolls

*All values stated as nominal.



BUILDING PRODUCTS FOR THE PROFESSIONAL

Tiles can slide during roof loading and until properly fastened. In order to protect TW Metal and Tile Underlayment from damage, care must be taken to ensure stability of stacked tiles. Fasteners and batten strips must be used when installing tiles over TW Metal and Tile. TAMKO requires the fastening of every tile in addition to mortar, adhesive or foam, regardless of the slope. These are TAMKO's minimum requirements. State and local regulations may contain additional requirements.



P.O. Box 1404
Joplin, MO 64802-1404
1-800-641-4691
tamko.com

This product is covered by a 5-year Limited Warranty. To obtain a copy of TAMKO's Limited Warranty, visit us online at tamko.com or call us at 1-800-641-4691. Information included in this product sheet was current at the time of printing. To obtain a copy of the most current version of this product sheet, visit us online at tamko.com or call us at 1-800-641-4691.
©2013 TAMKO Building Products, Inc. TAMKO is a registered trademark of TAMKO Building Products, Inc.



4 0 0 0 0 2 5 7

Arizona Registrar of Contractors Update

The ROC's Sensible Changes

By Timothy Ducar

THE ARIZONA REGISTER of Contractors (ROC) has supported recent changes to roofing licensing and has made other changes that will affect current and future roofing contractors. Those changes are highlighted below.

Residential-Only and Commercial-Only Classifications

In 2014, the ROC supported a rule that forced all contractors to be licensed as dual contractors, allowing all contractors to perform both residential and commercial work. The removal of the commercial-only and residential-only license classifications resulted in increased licensing fees, increased assessments, and increased bonding requirements, creating potential barriers to becoming a contractor. The ROC proposed rolling back these changes and the governor's office has approved the rule change. Beginning November 5, 2017, at the time of a license's renewal, a contractor can choose to be either commercial or residential. The contractor can only make this decision once in the license's lifetime; a commercial or residential license's designation is permanent. According to the Notices of File Rulemaking dated September 22, 2017, a commercial-only contractor would, on average, save \$485 per year in the cost of its bond, and a residential-only contractor would save an average of \$355 per year.

Replacing Roofing Substrate

The rules have been amended to allow a commercial and residential roofer to be allowed to replace up to 10% of the roof substrate if the need becomes apparent after the initial contract was signed. If more than 10% is required, then the rule allows the roofer to subcontract a contractor to repair the substrate. This change will allow the roofer to undertake somewhat minor repairs without the extra expense of another contractor and without added delays.

HVAC Equipment, Skylight, Facia Work

Both commercial and residential roofers will be entitled to

lift HVAC when needed to install roofing material. All roofers will be entitled to install new or replace existing skylights, but only where it does not require changes to the roof framing or roof structure. Roofers will now be allowed to replace up to 24 linear feet of fascia.

Simpler Applications, No Financial Statement, Good Character

The ROC has modified its application to be a licensed contractor. The application that potential contractors will receive will no longer be a one-size-fits-all application, but instead it will be customized for the particular entity that is applying. There will no longer be a need to submit financial statements. Representatives of the ROC have admitted they never did anything with those financial statements. Currently, some applicants who have felonies or some misdemeanors have had their applications summarily rejected. While the ROC will continue to deny licenses to persons who have been convicted of a crime if the offense has a reasonable relationship to the functions in which the contractor-applicant would participate, the registrar now looks more fully at the applicant and considers more closely whether or not the applicant may, nevertheless, be entitled to a license.

Prehearing Disclosure Rule

The rules have been amended to require disclosure of evidence to be used at the time of the hearing. The information must include a list of the witnesses a party will call to testify, including his or her expected testimony, and a list of the exhibits that the party will bring to the hearing. These requirements are very similar to the disclosure requirements in state and federal courts in Arizona.

Conclusion

The ROC has agreed to, and help implement, reasonable and logical rule changes, as well as sensible changes to the application process. These changes should be welcome additions to roofing contractors. 🏠

ABOUT THE AUTHOR *Timothy D. Ducar is chair of ARCA's Registrar of Contractors' Committee. He is an attorney practicing general litigation matters, including business, construction, employment, ADOSH and Registrar of Contractor issues. He practices in Arizona, California, Nevada, Utah, Idaho, and Hawaii. He will provide you written materials that discuss increasing collections at no cost. If he cannot assist you with your particular legal matter, he will refer you to a competent attorney. He can be reached at (480) 502-2119, ext. 3.*

Our Roofing Alliance is Looking for New Members!



Protection of life, health, safety and welfare of Arizona's most valuable assets.



Working for Safety

The Arizona Division of Occupational Safety and Health (State OSHA Program), is in an Alliance with 11 of the largest Roofing Companies working in the State.

Alliance members focus on:

- 
1. Training for employees
 2. Develop materials for fall protection awareness
 3. Communicate fall protection measures that work and best practices above the OSHA Standards
 4. Discuss current ADOSH Enforcement

If you are interested in joining...

Date of Meetings: Third Week of Every Month — **Tuesdays**

Location: 800 West Washington Street., Phoenix, AZ 85007 — **Hearing Room O**

Time: 9:00 AM

Cost: *Free*

Additional Information Call: 602-542-1693

Or Contact one of our Alliance Members directly:



602-237-2478



602-997-0529



602-870-8322



602-595-8589



602-333-4338

ARCA Education Program

**CLASSES ARE
NOW
IN SESSION**

THE NEWLY-INSTITUTED ARCA *Education Program* classes have kicked off with a bang. Maximum attendance per class is 30 and the first seminar was at capacity.

The courses are all hands-on and specifically designed for workers who have not been trained by a manufacturer's representative but rather learned by doing or watching others. Additionally, the curriculum will keep workmen informed of updated techniques, workmanship standards, and code compliance. All class credits are counted towards receiving a Professional Roofing Certification, which recognizes participants' knowledge and exposure to the latest techniques. While you might have missed the first class on Shingles and Insulation, it will be offered again. Dates will soon be scheduled for the next classes in Cool Roofing, Coatings, Marketing and Markup, Plan Reading, and Construction Documents. 🏠



APOC® COOL ROOF SOLUTIONS

The COOL Way to Save Time and Money!

#252, #248 and #247

- ▶ Designed with Superior Hiding Ability
- ▶ Resists Cracking, Peeling and Mildew
- ▶ Tremendous Durability & Long Term Life
- ▶ Drastically Lowers Roof Temperature



BEST



BETTER



GOOD



The Leader in Cool Roof Technology!

(West) 800-562-5669

www.apoc.com



▶ The Roof Restoration Experts™

INTRODUCING APOC® 264 FLASH N' SEAL®

NEW



Available in White and Tan
Sizes: 1 gallon, 3.5 gallon & 5 gallon

- ▶ Stops Leaks
- ▶ Fiber Reinforced
- ▶ Long Lasting Flexible Repair
- ▶ Best Patch Prior to Reflective Coating

The BEST Acrylic Patch Under The Sun!

(West) 800-562-5669

www.apoc.com



▶ The Roof Restoration Experts™

LEGISLATIVE UPDATE

State of Arizona:

Silica regulation

FOR THOSE OF you with multi-state locations: please be advised that all other states will follow enforcement outlined below in the Federal section. In Arizona, things are on hold pending the Attorney General's approval of the implementation and enforcement plan submitted by ADOSH/OSHA. ARCA conducted six classes to bring our members current with the new regulation. Material and a blueprint plan for compliance is available to all; just call or email the ARCA office to request a copy.

Legislature

With less than three months before the legislature convenes, things are starting to heat up at the Capital. Many of the summer interim committees are finalizing recommendations. For the fourth year in a row, ARCA will be lobbying hard on pushing for point-of-sale to truly simplify the Transaction Privilege Tax (TPT) fiasco. Five years after changes were made, folks are still scratching their heads on compliance issues and it's time to bring this to closure. We will also be supporting measures that impact risk transfer / proportional liability. We firmly believe any contractor should only be responsible for an act if they contributed to that act and should be held harmless for acts done by others to which they did not contribute. This burdensome shifting of liability is not allowed on public works and ARCA is lobbying for the same language to apply to private contracts. We are also throwing our hat into the ring on workforce development issues as we try to persuade high school educators to return to a voc'd mentality to prepare young adults for construction jobs for students not college-bound.

Federal:

New legislation to delay the Health Insurance Tax (HIT) introduced. NRCA is pleased to see Sen. Cory Gardner (R-Colo.) introduce the Healthcare Tax Relief Act (S. 1859), legislation to delay the HIT for another year. This tax was authorized by the Affordable Care Act (ACA) and is estimated to add \$160 billion to health insurance premiums for employers and individuals with fully insured health coverage during the next 10 years. NRCA worked successfully with coalition allies for a delay of the tax in 2017 and continues working to protect our members from the HIT before its scheduled return in 2018. NRCA recently joined a coalition letter to key senators urging a continued delay—if full repeal is not feasible—of this overreaching tax, especially before 2018 insurance premiums are finalized this fall. Full repeal of the HIT was included in legislation passed by the House to repeal and replace the ACA, and the

collapse of that effort in the Senate will make it more difficult to repeal this tax due to budgetary implications. NRCA supports Sen. Gardner's bill and is working to prevent this tax from again taking effect in 2018

Republicans release tax reform framework

Congressional Republicans and the Trump administration jointly released a nine-page document titled "Unified Framework for Fixing Our Broken Tax Code." The document highlights areas of consensus as they move forward on tax reform, including shrinking the current seven individual tax brackets to three—12 percent, 25 percent and 35 percent—and leaving the door open for an additional top rate for the highest-income taxpayers. It doubles the standard deduction; enhances the child tax credit; and eliminates many itemized deductions while maintaining tax incentives for mortgage interest and charitable contributions, work, higher education and retirement security. The framework repeals the estate tax and alternative minimum tax, lowers the maximum tax rate for small and family-owned businesses to 25 percent, reduces the corporate tax rate to 20 percent, and allows businesses to expense the cost of new investments for at least five years. House and Senate lawmakers will begin drafting legislation based on this outline and may release a draft in the coming weeks. Also, the House passed a Budget Resolution that includes reconciliation instructions allowing tax reform to move forward with only 51 votes in the Senate, thus allowing Republicans to pass a bill without any support from Democrats.

The Occupational Safety and Health Administration (OSHA) begins enforcing silica regulation.

OSHA is moving forward with enforcement of its regulation to reduce exposure to respirable silica on construction sites despite requests for the Trump administration to address industry concerns with the rule. Before the effective date of Sept. 23, NRCA and a coalition of construction industry groups had urged Secretary of Labor Alex Acosta to review the rule and make modifications to address industry concerns. Also, with litigation pending that challenges the rule in court, industry representatives sought a flexible enforcement regime and formal opportunity to provide updated information on potential changes to the regulation. However, the litigants drew an unfavorable three-judge panel, thus weakening industry negotiating leverage. With labor unions pushing for full enforcement, the Department of Labor issued a memorandum indicating that, for the first 30 days, OSHA will not issue citations to employers making "good faith" compliance efforts and will provide compliance guidance, which is expected soon. But this is far short of industry requests to make significant revisions to what is widely regarded as flawed legislation. 🏠

A Message from New Pathways for Youth

NEW PATHWAYS FOR Youth is a proud partner and beneficiary of ARCA, empowering disadvantaged youth in our community to take control of their future through our Transformative Mentoring Program. Last year, New Pathways served over 500 matches and supported the youth in our community with mentors ready to stand by their side. At New Pathways, we believe that youth do as we do and that every youth can make a positive impact in our community. Our mentors are the role models that many of these youth need.

A majority of our youth experience either homelessness, poverty or household violence. The relationship with their mentor is crucial to their life skill development. The commitment of our mentors and youth to create positive growth is supported through workshops that focus on life skill development, accountability and college and career readiness. Through this curriculum, our youth are empowered to take control of their path, and with the help of their mentor, they are given a chance to succeed.

Our youth are ready to face the struggles ahead of them, but they can't do it alone. They need caring adults who will be there to guide them. Someone to believe in them. Someone to mentor them. Will you answer the call? Join our community and grow with us as we continue to innovate and expand to help our youth succeed. For more information on how to make a difference, please email Hannah Rakestraw at hrakestraw@npfy.org.

Tucson's Youth On Their Own:



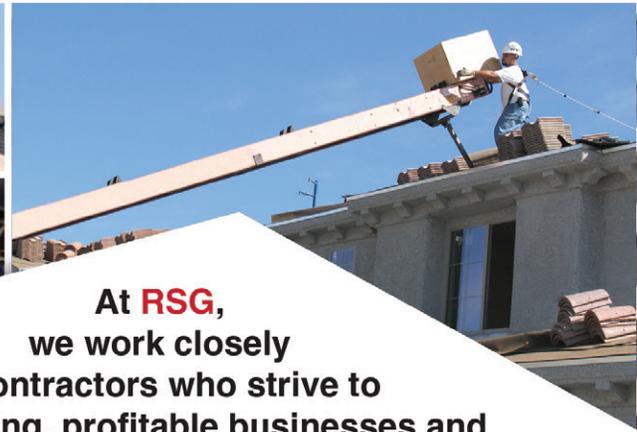
You Helped Omar Achieve his Dream of Graduating!

THANKS TO THE support of ARCA and its supporters, another homeless teen in Tucson has graduated from high school! Omar grew up surrounded by alcoholics, drug users, and gang activity... even getting involved with a local gang at a young age because he was tricked into feeling safe and secure. His parents didn't care where he was or what he was doing, especially whether or not he went to school. Omar hated being made fun of by his classmates for not understanding the curriculum, so he stopped going to school altogether. Eventually, his neglectful parents kicked him out and he was completely on his own.

Omar was offered help by positive role models in his life – even his school guidance counselor – but he always refused the assistance because he didn't want to burden others. Little by little, he started going to school again. He set small goals for himself: first, aiming to arrive at school on-time; then, doing his homework; and so on. His School Liaison encouraged him to join the Youth On Their Own program. After weeks of consideration, he finally decided to accept the offer.

After joining YOTO, Omar's motivation to stay in school skyrocketed! According to him, "It wasn't just the monthly financial support I get... it was also my teacher and my School Liaison, who have been so patient and done so much to keep me motivated. They really care."

With ongoing support from ARCA's annual charity bowling tournament (which raised over \$20,000 this past July!), Omar – and over 270 other homeless teens just like him – graduated from high school in 2017. Omar is currently attending barber school in Tucson so he can develop a long-term career for himself. He dreams of being a self-sufficient, contributing member of this community.



**At RSG,
we work closely
with contractors who strive to
grow long-lasting, profitable businesses and
who want to avoid the consequences of inaccuracies
and poor project management all too common in our industry.**

Contractors come to us because we have them covered:

OUR HIGHLY RESPONSIVE SALES TEAM HAS YOU COVERED BY:

- Providing you with access to unparalleled industry expertise
- Helping you secure the jobs you bid on with unmatched in-depth product and industry knowledge
- Giving you straightforward answers from beginning to end.
At RSG we keep our promises.

OUR DEDICATED BRANCH TEAM HAS YOU COVERED BY:

- Triple-checking each order before it leaves our warehouse in order to drastically reduce errors
- Ensuring that deliveries are made in a safe and timely manner and by displaying a personable and professional attitude to your customers.
- All this to ensure optimal accuracy, from order placement to billing, giving you the peace of mind needed to focus on your core business

*We truly believe success in this industry is shared, and we've helped more contractors launch, build and sustain profitable businesses with unmatched expertise and support.
"At RSG, roofing is not a job – it's a career."*



**At RSG,
our experts
have you covered.**

Gilbert, Arizona
Roofing Supply of Arizona
East Valley, LLC
1955 W. Commerce Avenue
Gilbert, AZ, 85233
Phone: 480.557.6309

Phoenix, Arizona
Roofing Supply of Arizona, LLC
5307 W. Missouri Avenue
Glendale, AZ, 85301-6005
Phone: 623.931.0054
Fax: 623.931.3925

Tucson, Arizona
Roofing Supply of Arizona
Tucson, LLC
3655 E. Refinery Way
Tucson, AZ, 85713
Phone: 520.790.5750
Fax: 520.745.5183



RSG
ROOFING SUPPLY GROUP



Welcome to Elite Roofing Supply's Newest Partner and Vice President of Sales

Onnie Diaz has a Passion for Roofing that has Spanned Over 30 years

(October 2017, Phoenix, AZ) – Elite is proud to announce and welcome Onnie Diaz as our newest Partner and Vice President of Sales for Arizona. His experience and passion for the roofing industry along with his entrepreneurial spirit made him a great fit to join the Elite team. Onnie will be responsible for the leadership of Elite's sales team which consists of Mike Payne, George Smith, Junior Soto, and Minnie Robles. Onnie will also be focused on working to grow Elite's Commercial and Residential sales and locations throughout the state of Arizona.

Onnie is a well-known figure in the Arizona Roofing Community, an active member of Arizona Roofing Contractors Association and has been in the roofing industry for over 30 years. A summer job tearing off roofs at a roofing company planted the seed that resulted in Onnie partnering and building a roofing and sheet metal company in the late 90's. In 2014, he decided to make the biggest change of his career and decided to enter into the distribution side of the business to help support and service the roofing contractors. Having been on both sides of the business, Onnie understands the daily challenges contractors face and has the product and business knowledge to fully support them and help grow and improve their businesses.

Brian Torry, CEO of Elite Roofing Supply had this to say about Onnie coming on board: "We are extremely excited to have Onnie join the Elite team. His vast knowledge of the Arizona market is a tremendous asset to our group as we look to expand our footprint in Arizona in the near future."



REID RIBBLE, CEO of NRCA, was the keynote speaker at ARCA's 48th Annual Meeting at Little America several weeks ago. For those of you not in attendance, he is a polished presenter and addressed our gathering for 15 minutes, giving us an informal, brief update on the state of our industry nationwide. Prior to joining NRCA, he served in the US House of Representatives and, prior to that, owned a roofing company. One of his concerns was the lack of understanding by his fellow elected officials in DC on the plight of small businesses, construction in general, and roofing specifically. Reid is the first and only roofer ever elected to Congress. He relates that in his six years of service, not one roofer has ever called on his office, either from his home district in Wisconsin or from anywhere else in the country.

NRCA is planning a Spring 2018 (date TBD) fly-in by hopefully 1,000 roofing professionals (contractors/manufacturers and suppliers). All will meet with key staffers and members of their Congressional delegations to express concerns on key policy issues affecting our industry. The challenges facing the roofing field have never been greater with workforce shortages, immigration restrictions, government regulations, and taxation burdens.

Many of the specifics are still being worked out and we will be keeping you apprised as details are finalized. 🏠

Safety Manual Updates

The Safety Manual is available online to all ARCA members. Since discontinuing the printed version 18 months ago, Committee Chairman Greg Sachse (Director of Risk Management for Reseco) has made over ten revisions. The most recent updates were made to the "Consultation and Discipline," "Electrical Work Practices," and "Emergency Action Plan" sections of the manual. All members in good standing can obtain log-in credentials necessary to access the manual by contacting Jennifer George in the ARCA office. 🏠

World-Class Service

ABC's Promise To You



It's one thing to promise world-class service, and another to deliver it.

That's why ABC developed the Customer Service Delivery System (CSDS) – a standardized, disciplined series of practices and procedures designed to ensure accuracy and minimize errors. CSDS begins with precise, comprehensive order taking. If you are picking up an order, we'll have you loaded and back to your job site promptly. You can schedule your crews with confidence, because we'll plan deliveries around your needs, double-check every load, call when it's complete, and even document the delivery with digital pictures.

We stake our reputation on service. Experience the CSDS difference at ABC Supply.

Roofing • Siding • Windows • Tools • Gutter • Accessories • and More



To find the ABC branch nearest you,
Call 800-786-1210 or
visit www.abcsupply.com

Committed to Getting Your Job Done

Easier



Looking for a way to improve your productivity? We make it easy.

ABC delivers the highest level of service in the industry – service designed to help you get your job done. Our Customer Service Delivery System (CSDS) was developed to get your order where you want it, when you want it, with astonishing accuracy, every time. Go ahead and schedule your crews with confidence.

And our new Solution Center makes our showroom your showroom. Choosing the right combination of product type, color and accessories just got a lot easier. We're not just another wholesale distributor. At ABC Supply, you'll find dedicated people committed to helping your business succeed.

Roofing • Siding • Windows • Tools • Gutter • Accessories • and More



To find the ABC branch nearest you,
Call 800-786-1210 or
visit www.abcsupply.com

UPCOMING EVENTS



Welcome New Members

Anasazi Group

Cameron Webb :: 602-743-2443

Badger Roofing

Roger Barton :: 928-771-8770

Centrik Roofing LLC

Agusto Monzon

Contractors Capital Solutions

Ken Wright :: 480-393-8306

Desert Valley Safety

Narciso Varela :: 480-825-6684

Next Gen Coating and Roofing Systems

Travis Witt :: 602-908-6884

R & S Supply

Sarah Allen :: 928-526-2615

OCT 27-
NOV 17
7a-3:30p

OSHA 30-Hour training **English** (PHOENIX)

ARCA Office
4745 N. 7th St., Ste. 103 Phoenix, 85014

NOV 2-3
8a-2p

Construction Career Days

Army National Guard
5636 East McDowell Rd Phoenix, AZ 85008

DEC 1
7a-4p

ARCA Education Class: **Coatings**

TBD

DEC 4
8a-4p

Roofer Installer Certification

ARCA Office - Courtyard
4745 N. 7th St., Ste. 103 Phoenix, 85014

DEC 7
4-7p

5th Annual Holiday Party: **ARCAville**

ARCA Office - Courtyard
4745 N. 7th St., Ste. 103 Phoenix, 85014

SAVE THE DATE

OCTOBER

THURS

4

FRI

5

SAT

6

**2018 ARCA CONVENTION
AND TRADE SHOW**

at the Prescott Resort

the ULTIMATE ARCA EVENT APP

FREE DOWNLOAD—YAPP APP
<http://my.yapp.us/ARCAEVENTS>





KM COATINGS MFG.



- ✓ Energy Savings
- ✓ CRRC Rated
- ✓ LEED Certified
- ✓ California Title 24
- ✓ Energy Star Rated
- ✓ UL Class A Fire Ratings
- ✓ Material & System Warranties
(Labor/Materials)
- ✓ Sustainable Systems
(Eliminated Roof Tear-Off)
- ✓ Affordable Solutions
- ✓ Reduces Thermal Shock



**SINCE
1986**



ELASTOMERIC ROOFING SYSTEMS

The Last Roof You'll Ever Need!

1719 W. Buchanan Street
Phoenix, Arizona 85007-3333
(602) 253-1168 • www.kmcoatingsmfg.com

ARIZONA ROOFING CONTRACTORS ASSOCIATION 2018 BOARD OF DIRECTORS

PRESIDENT - RON GIBBONS PIONEER ROOFING COMPANY

9221 North 15th Avenue
Phoenix, Arizona 85021
Phone 602-944-2696 Fax 602-997-0623
Email rgibbons@pioneer-az.com

1ST VICE PRESIDENT - CHUCK CHAPMAN TECTA AMERICA ARIZONA

1824 West Broadway Road
Phoenix, Arizona 85041
Phone 602-246-8661 Fax 623-931-3061
Email cchapman@tectaaamerica.com

2ND VICE PRESIDENT - RUSSEL HYMAN GRYPHON ROOFING

2128 East Cedar Street
Tempe, Arizona 85281
Phone 480-994-5500 Fax 480-994-1189
Email russelh@gryphonaz.com

SECRETARY/TREASURER - JASON KILL AMERICA ROOFING

1005 South 30th Avenue
Phoenix, Arizona 85009
Phone 602-237-2478 Fax 602-237-2479
Email jason@americarroofingco.com

PAST PRESIDENT - RHONDA LANUE LYONS ROOFING

878 West Illini Street
Phoenix, Arizona 85041
Phone 602-276-5515 Fax 602-276-7089
Email rlanue@lyonsroofing.com

DIRECTOR - JERRY BROWN WRECORP

6829 West Corrine Drive
Peoria, Arizona 85381
Phone 623-878-7117 Fax 800 861-0907
Email jerry@wrecorp.com

DIRECTOR - RON BROWN JBS ROOFING CO., INC.

5537 North 59th Avenue
Glendale, Arizona 85301
Phone 623-247-9252 Fax 623-435-8577
Email ron@jbsroofingaz.com

DIRECTOR - ERIN EASTER LAPOLLA INDUSTRIES

1510 East Keim Drive
Phoenix, Arizona 85014
Phone 480-502-2110 Fax 480 966-6477
Email eeaster@lapolla.com

DIRECTOR - SAL FLORES INCA ROOFING, INC.

2430 East Danbury Road
Phoenix, Arizona 85032
Phone 602-544-0998 Fax 602-589-0411
Email salflores@incaroofting.com

DIRECTOR - BRETT HILL CUSTOM ROOFING

320 South 40th Place
Phoenix, Arizona 85034
Phone 602-275-8506
Email customroofingco@outlook.com

DIRECTOR - LARRY MILLER GORMAN ROOFING SERVICES, INC.

2229 East Universtiy Drive
Phoenix, Arizona 85034
Phone 602-262-2423 Fax 602-262-2405
Email larrym@gormanroofingservices.com

DIRECTOR - JOHN NASSIVERA ACCELLA ROOFING SOLUTIONS

2921 West Wagoner Road
Phoenix, Arizona 85053
Phone 602-399-0784
Email jnassivera@accellapolyurethane.com

DIRECTOR - ANDY PEARMAN ABC SUPPLY CO., INC.

535 East 16th Street
Tucson, Arizona 85701
Phone 520-629-6909 Fax 520-629-6913
Email andy.pearman@abcsupply.com

DIRECTOR - PETE SCHMAUTZ STAR ROOFING, INC.

9201 North 9th Avenue
Phoenix, Arizona 85021
Phone 602-944-3323 Fax 602-944-4749
Email pschmautz@starroofingaz.com

DIRECTOR - JOY SEITZ AMERICAN SOLAR & ROOFING

1230 West 23rd Street
Tempe, Arizona 85282
Phone 480-994-1440 Fax 480-994-1438
Email joy.seitz@americansolarandroofing.com

DIRECTOR - JEFF STARKWEATHER STARKWEATHER ROOFING, INC.

29455 North Cave Creek Road, Suite 118-631
Cave Creek, Arizona 85331
Phone 602-997-0529 Fax 602-395-0369
Email jeff@starkweatherroof.com

DIRECTOR - MIKE WADDING HENRY COMPANY

13447 North 37th Drive
Phoenix, Arizona 85029
Phone 602-375-0433 Fax 602-439-4724
Email mwadding@henry.com

DIRECTOR - TRACY WALLIS SUNVEK ROOFING

2514 East Mohawk Lane, Ste. 114
Phoenix, Arizona 85050
Phone 623-349-7663 Fax 623-434-9035
Email tracyw@sunvek.com

DIRECTOR - SARAH WEISS ELITE ROOFING SUPPLY

5150 North Tom Murray Avenue
Glendale, Arizona 85301
Phone 602-396-2261
Email sweiss@eliteroofingsupply.com

EXECUTIVE DIRECTOR - DUANE YOURKO AZ ROOFING CONTRACTORS ASSOCIATION

4745 North 7th Street, Suite 102
Phoenix, Arizona 85014
Phone 602-335-0133 Fax 602-335-0118
Email dyourko@azroofing.org

ARIZONA ROOFING CONTRACTORS ASSOCIATION 2018 COMMITTEE CONTACTS

Awards Committee

*Ron Gibbons - Pioneer Roofing Company

Budget & Investment Committee

*Jason Kill - America Roofing

Convention Committee

Kim Scholten - Western Colloid
Office: 480-883-2866 Fax: 480-452-0249
Email: kim.westerncolloid@gmail.com

Michele Brown - WRECORP
Office: 623-878-7117 Fax: 800-861-0907
Email: michelle@wrecorp.com

Education & Career Development Committee

*Jerry Brown - WRECORP
*Rhonda LaNue - Lyons Roofing

Executive Committee

*Ron Gibbons - Pioneer Roofing Company

Golf Committee

*Chuck Chapman - Tecta America Arizona

Andy Clarke - Roofing Southwest
Office: 480-752-8550 Fax: 480-557-5967
Email: andy@roofingsouthwest.com

*Pete Schmutz - Star Roofing, Inc.

Green Buildings/LEED Committee

Dave Coultrap - Division Seven Systems
Office: 480-917-8383 Fax: 480-726-3744
Email: daveofdiv7@aol.com

Mary Coultrap - Division Seven Systems
Office: 480-917-8383 Fax: 480-726-3744
Email: mecoultrap@aol.com

Insurance Committee

David Delnoce - Eaton-Provident Group
Office: 480-385-7350 Fax: 480-946-3512
Email: ddelnoce@e-pgroup.com

*Jeff Starkweather - Starkweather Roofing, Inc.

Meetings & Seminars Committee

Scott Morgan - Tamko Building Products
Office: 602-684-0741 Fax: 480-858-0846
Email: scott_morgan@tamko.com

Membership/Marketing Committee

*Sarah Weiss - Elite Roofing Supply

Membership/Marketing Committee (continued)

*Larry Miller - Gorman Roofing Services, Inc.

National Women in Roofing / AZ Chapter

Valorie Miller - JBS Roofing
Office: 623-247-9252 Fax: 623-435-8577
Email: val@jbsroofingaz.com

Nominations & Elections Committee

*Rhonda LaNue - Lyons Roofing

Registrar Of Contractors Committee

Tim Ducar - Law Offices of Timothy D. Ducar, PLC
Office: 480-502-2119 Fax: 480-452-0900
Email: tducar@azlawyers.com

Safety Committee

Greg Sachse - Reseco Insurance Advisors, LLC
Office: 602-753-4273 Fax: 602-419-2242
Email: gsachse@resecoadvisors.com

Sponsorship Committee

*Chuck Chapman - Tecta America Arizona

John Plescia - Star Roofing, Inc.
Office: 602-944-3323 Fax: 602-944-4749
Email: jplescia@starroof.com

Technical Committee

*Pete Schmutz - Star Roofing, Inc.

Dave Coultrap - Division Seven Systems
Office: 480-917-8383 Fax: 480-726-3744
Email: daveofdiv7@aol.com

*Russ Hyman - Gryphon Roofing

Training & Career Promotion Committee

*Rhonda LaNue - Lyons Roofing

Young Professionals Committee

Sally Liby, Headlee Roofing
Office: 520-882-5757 Fax: 520-792-1841
Email: sally@headleeroofing.com

*Jason Kill - America Roofing

ARCA/ARIF COMMITTEES

Charity Bowling Phoenix Committee

*Ron Gibbons - Pioneer Roofing Company
*Pete Schmutz - Star Roofing, Inc.

Charity Bowling Tucson Committee

Dave Metz - E-las-tek Roof Coatings/ERSystems
Office: 520-624-6282 Fax: 520-624-9696
Email: davidm@itwsealants.com

Sporting Clays Committee

*Ron Brown - JBS Roofing

** contact info can be found on ARCA Board of Directors list (previous page)*

Elite Roofing Supply to open Two New Branches on November 27th



Elite Roofing Supply - Tucson

Branch Manger - Rick D'Allessio

520-526-1036

Elite Roofing Supply - East Valley

Branch Manager to be announced soon

480-405-2758



People You Know. Products You Expect. Service You Deserve.

2017 ARCA SPONSORS

PLATINUM SPONSORS

EAGLE ROOFING PRODUCTS

Charter Platinum Sponsor

TAMKO BUILDING PRODUCTS

Charter Platinum Sponsor

APOC

16th Year Platinum Sponsor

ROOFING SUPPLY GROUP

16th Year Platinum Sponsor

ABC SUPPLY CO., INC.

13th Year Platinum Sponsor

KM COATINGS MFG.

7th Year Platinum Sponsor

STAR ROOFING, INC.

4th Year Platinum Sponsor

ELITE ROOFING SUPPLY

2nd Year Platinum Sponsor

ACCELLA ROOFING SOLUTIONS

1st Year Platinum Sponsor

GOLD SPONSORS

LAPOLLA INDUSTRIES, INC.

LYONS ROOFING

MALARKEY ROOFING PRODUCTS

POLYGLASS USA

TECTA AMERICA ARIZONA, LLC

SILVER SPONSORS

ALLIED BUILDING PRODUCTS CORP.

ATLAS ROOFING CORPORATION

BEST MATERIALS

E-LAS-TEK ROOF COATINGS

FRELITE, INC.

GORMAN ROOFING SERVICES, INC.

INCA ROOFING, INC.

JBS ROOFING

JOHNS MANVILLE

OWENS CORNING

PERFORMANCE ROOF SYSTEMS

PIONEER ROOFING COMPANY

RWC BUILDING PRODUCTS

STARKWEATHER ROOFING, INC.

THE MAHONEY GROUP

VERSICO ROOFING SYSTEMS

WESTERN COLLOID

BRONZE SPONSORS

A-2-Z ROOFING & SUPPLY CO., INC.

AAA BUSINESS SOLUTIONS

ALAN BRADLEY ROOFING

AMERICA ROOFING, LLC

ARTISTIC ROOFING SYSTEMS, LLC

ATAS INTERNATIONAL, INC.

BITEC, INC.

BORAL ROOFING, LLC

CANYON STATE ROOFING & CONSULTING

CARLISLE SYNTEC, INC.

CERTAINTED CORPORATION

CLEASBY MANUFACTURING COMPANY, INC.

DAS PRODUCTS, INC.

DIVISION SEVEN SYSTEMS, INC.

FIRESTONE BUILDING PRODUCTS

HEADLEE ROOFING COMPANY

HEALTHY STRUCTURES, INC.

HUNTER PANELS, LLC

IMAGE ROOFING BY S.R.K., LLC

J.E.V. ROOFING COMPANY, INC.

KARNAK CORPORATION

KY-KO ROOFING SYSTEMS, INC.

LAW OFFICES OF TIMOTHY DUCAR, PLC

MAC ARTHUR CO.

METAL WORKS, INC.

NEW LIFE ROOFING, INC.

O'HAGIN MFG., LLC

OMG, INC.

PACIFIC COAST SUPPLY

PRO-TECH PRODUCTS, INC.

QUAIL RUN BUILDING MATERIALS, INC.

ROCK ROOFING, LLC

ROOFING CONSULTANTS OF AZ

ROOFING SOUTHWEST, INC.

ROOFLINE SUPPLY & DELIVERY

SCOTT ROOFING COMPANY

SECTION 7 MARKETING, INC.

VERDE INDUSTRIES, INC.