



Upcoming Events

Wednesday, January 24th, 2007

**Quarterly Dinner Meeting, Butcher Shop
"What makes a Distributor"
Flier at end of newsletter**

President's Message

As expected, 2006 is history. I hope everyone had a successful year in the roofing industry and is looking forward to an even better 2007. I encourage everyone in the industry to attend as many of our Quarterly Dinner Meetings and Lunch Meetings as possible. Our meetings are designed to keep us up to date on our industry, learn new techniques, and improve our products and/or services.

I am excited about our first Dinner Meeting of the year as it will feature a panel discussion of industry suppliers in our area. This will be a great opportunity for us to hear from the distributors and suppliers on what they expect to see for us in 2007. Our April Dinner Meeting will feature a professional sales trainer to speak to our association and give insight on how to become a better salesperson. This meeting will include interactive training and is geared for anyone that is associated with any type of sales. This topic is not limited to the roofing industry and a very large turnout is expected.

Although the July and October Meetings have not been assigned a topic, I am sure you will enjoy a great program for both meetings. Announcements will follow on upcoming topics for those meetings.

The SDRCA is pleased to announce a new program for 2007, computer class for the beginner. "If you can't beat em, join em". The computer age is in full swing and as we all know, this advancement will only continue and other electronic means may soon be outdated. Although some people have fears of using a computer and/or sharing information electronically, the personal computer can save valuable time doing every day tasks. More of these classes will be offered throughout the year so if you are ready to start using your PC, sign up for one of the classes.

In early June, the SDRCA will travel to the Western States Convention in Las Vegas and display our accomplishments in an 8' X 10" booth. Our Board of Directors will man the booth and display photos and literature about our association.

On June 8th, we will be holding our annual golf event, returning to the Coronado Golf Course. Tee sponsors are already signing up and we expect another big turnout for a great day of golf and socializing.

The SDRCA is working on more events and meetings for 2007 and the Board of Directors hope to see you at our functions in the upcoming year.

Diamond Sponsors - APOC, Gaslamp Insurance, Henry Company, Patriot Roofing, ELK, Tarah Asphalt Products

Emerald Sponsors - Martin Roofing Co., Mission Valley Roofing, RSI Roofing, Certainteed

Pearl Sponsors - Allied Building Products, Commercial & Industrial Roofing, Dils Roofing, Robinson Sales, Urbach Roofing

Death From Falls Increase

The Bureau of Labor Statistics states that the 815 deaths from work place falls were the highest reported in twelve years. The increase in fall deaths includes a 39 percent increase in the number of workers fatally injured from a fall from a roof and 17 percent increase in the number of fatal falls from ladders. Construction workers accounted for about 88 percent of the fatal roof falls compared with about 54 percent of all falls.

Thanks to Voice of the West for this update

Press Releases

Again, I would like to encourage all members to submit press releases for your company. Manufacturers can inform our readers about new products and/or special discounts. Suppliers can inform our readers about the happenings in their yards. Press releases will be inserted at the end of the newsletter.

SDRCA to offer Computer Skills Course

The two day, six hour course is scheduled for January 16th & 17th from 8:30 AM to 11:30 AM both days. The class is offered at \$100.00 for members and \$150.00 for non-members. Classes will be held at the SDRCA office with coffee and danish for the students when they arrive. Students should bring a laptop computer with a windows operating system for maximum learning. Contact the SDRCA office to sign up. The class is limited to the first 10 people to sign up.

2007 Golf Event

June 8th, 2007

Mark your calendars now!

On the National Front

Expect to see lots of NRCA educational offerings in 2007, about 100 conferences in all, beginning with a heavy load in January.

- © OSHA 10 hour program, January 4, Orlando
- © For Foremen Only, Level 1, January 5, Orlando
- © Exploring Roof System Options, January 8, Orlando
- © Performance Technology for Roof Systems, January 9-12, New Orleans
- © SpecRight Program, January 16, Winston-Salem
- © CERTA Train the Trainer, Jan 19, Chicago
- © OSHA sponsored Train the Trainer Safety Program, January 23, Milwaukee (FREE)
- © OSHA sponsored Train the Trainer Safety Program, January 24, Minneapolis (FREE)

Contact NRCA Education Department on log on ot www.nrca.net to register.

Diamond Sponsors - APOC, Gaslamp Insurance, Henry Company, Patriot Roofing, ELK, Tarah Asphalt Products

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Members in the News



Elk Corp's subsidiary, Elk Slate Products, Inc., announced it has completed the acquisition of SlateDirect.



Hanson Roof Tile has announced plans to open a concrete roof tile manufacturing facility in the Dallas-Fort Worth area in 2007.



MonierLifetile has introduced MLT TileSeal, a self-adhering underlayment for tile roof applications.



CertainTeed announces an offering that allows its distributors, dealers, and credentialed contractors to receive special discounts on wireless phone and technology services.



Tarah Asphalt Products, will be offering plant tours and will run through March. Contact your roofing distributor for dates and times or Ric Morales at 619-818-5939 rmor4@cox.net.

“What makes a Distributor”

The SDRCA will host a local distributor night on January 24, 2007. You won't want to miss this meeting. Find out how the distributors see the local market, they'll discuss new trends in our market and tell what's hot and what's out, meet the people behind the counter.

We'll discuss; has the business changed from ten years ago, if so how? What new challenges are you dealing with in today's market? How do you select your stocking products? How do you assist the customer in today's market? How does your team inform the contractor about new products? Does your team help the customer make a product selection?

This will be a panel discussion, with a Q&A after the presentation. Its been 10 years since the SDRCA hosted a supplier/distributor night. This is the night all the managers get to speak to you the contractor and you get to ask questions too! Ric Morales, with Tarah Asphalt will be moderator for the venue.

Participating Distributors to date:

ABC, Allied, RSG San Diego, Roofing Wholesale, Structural Materials

Diamond Sponsors- APOC, Gaslamp Insurance, Henry Company, Patriot Roofing, ELK , Tarah Asphalt Products

Emerald Sponsors- Martin Roofing Co., Mission Valley Roofing, RSI Roofing, Certainteed

Pearl Sponsors-Allied Building Products, Commercial & Industrial Roofing, Dils Roofing, Robinson Sales, Urbach Roofing

Compliance Information Web Site

The U.S. federal government has launched a web site, www.business.gov, which searches the web sites of federal government agencies for compliance information and resources. The web site is said to make it easier for business owners to find information about taxes, immigration laws, workplace safety, environmental requirements and other regulations.

Managed by the U.S. Small Business Administration in partnership with 21 other federal agencies, www.business.gov is part of President Bush's Management Agenda.

Thank you to Professional Roofing Magazine for this information.

SDRCA Executive Board

The Board of Directors has announced the Executive Board for 2007.

Wayne Sorensen (Top Line Roofing), President

Ric Morales (Tarah Asphalt Products), Vice President

Emilio Figueroa (Gaslamp Insurance), Secretary

David Susi (RSI Roofing), Treasurer

Got News?

Send it in and it will be published!

SPRI Conference to be held in San Diego

The Single Ply Roofing Industry (SPRI) is holding the 25th Anniversary Celebration, Conference and Annual Business Meeting at the Rancho Bernardo Inn January 12-14, 2007.

For more information log on to www.spri.org.

Cal OSHA Silica Committee

California's Occupational Safety and Health Administration appointed a committee to examine health effects of silica exposure and have invited roofing industry representatives to serve. The SDRCA is investigating how one can be appointed to this committee and will provide updates when information is available.

2008 International Roofing Expo

The 2008 International Roofing Expo will be held Feb. 21-23, 2008 in Las Vegas. The exhibits will be at the Las Vegas Convention Center and the headquarter hotel will be Caesars Palace.

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2007 Workers Comp Rate Changes

The approved filings from the Workers Compensation Rating Bureau for 2007 has decided to increase the wage split for Roofing, Waterproofing and Sheet Metal by \$1.00 effective 1/1/07. Therefore, the following will apply:

Roofing:

Code 5552-Less than \$21.00 per hour

Code 5553-Greater than or equal to \$21.00 per hour

Waterproofing

Code 5474-Less than \$22.00 per hour

Code 5482-Greater than or equal to \$22.00 per hour

Sheet Metal

Code 5538-Less than \$23.00 per hour

Code 5542-Greater than or equal to \$23.00 per hour

The WCIRB is making this \$1.00 increase on most of the "split rate" codes. This includes electrical, painting, drywall, steel framing, sewer, water, gas main, carpentry, glazier, concrete flatwork, masonry, and plastering. This indicates that the roofing industry is not being singled out.

Thanks to Allen Brooks, Area Senior Vice President, Gallagher Construction Services
and Ron Walter, Mission Valley Roofing for this update.

Board of Directors

Wayne Sorensen, President
Top Line Roofing

Ric Morales, Vice President
Tarah Asphalt Products

David Susi, Treasurer
RSI Roofing

Emilio Figueroa, Secretary
Gaslamp Insurance

Kevin Shields, Director
ABC Supply

Gary Martin, Director
GM Roofing & Maintenance

Kirk Bowman, Director
Patriot Roofing

Scott Widdes, Director
CertainTeed

Troy Parrott, Director
RSG, San Diego

Eric Johnson, Past President
Eric Johnson Roof Systems

James Robyn, SDRCA
Executive Director

Diamond Sponsors- APOC, Gaslamp Insurance, Henry Company, Patriot Roofing, ELK, Tarah Asphalt Products

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San Diego Roofing Contractors' Association

Wednesday, January 24th, 2007

The Butcher Shop Steakhouse
5255 Kearny Villa Road
San Diego, CA 92123
858-565-2272

January Quarterly Dinner Meeting
5:30 PM – 6:30 PM Social
6:30 PM – Dinner & Program

Sponsored By:

What makes a Good Distributor Better...

How does your distributor look at the 2007 market? They'll discuss trends in the San Diego market and tell us what's hot and what's out. Has the business changed from ten years ago, if so how? What new challenges are distributors dealing with in today's market? How do you select your inventory? How does your team inform the contractor about new products? Does your sales team assist the customer make a product selection?

This will be a panel discussion, with a Q&A after the presentation. It has been 10 years since the SDRCA hosted a supplier/distributor night. This is the night all the managers get to speak to you the contractor and you get to ask questions too! Ric Morales, with Tarah Asphalt Products will be moderator for the venue.



Table Tops available, call the SDRCA office to reserve

The SDRCA will also feature a \$100.00 bill as a raffle prize. Must be present to win!

-----Keep upper portion -----Send lower portion-----

SDRCA Dinner Meeting Reservation
Due by Thursday, January 18th, 2007

Company: _____

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Please fill in your amount		
_____ Attendees at \$40.00 member price	=	\$ _____
_____ Attendees at \$50.00 non-member price	=	\$ _____
Total Price	=	\$ _____

Check Enclosed Credit Card listed below Send me an Invoice Use Advocate dinner credits

Card Number: _____ Exp: _____

Name on Card: _____

SDRCA – 1113 Adella Ave., Ste. 100, Coronado, CA 92118

Phone/Fax: 888-825-0621

SDRCA From JM07

San Diego Roofing Contractors' Association
Computer Class

SDRCA Conference Room
1113 Adella Ave., Ste. 100
Coronado, CA 92118
888-825-0621

Tuesday, January 16th, 8:30 AM -11:30 AM
&
Wednesday, January 17th, 8:30 AM -11:30 AM

Computer 101
Six hour course designed for the beginner

Students should bring a laptop computer with a windows operating system for maximum learning experience. You should attend both days. Coffee and Danish will be available each morning. The classes will cover everything from the Desktop to Software to Email and any other topics the students wish to discuss.

The class will be limited to the first 10 people to sign up; more classes will be offered if there is enough demand.

This is the perfect opportunity for you to get comfortable using a computer in a small classroom atmosphere.

Please return this form by Thursday, January 11th, 2007

-----Keep upper portion -----Send lower portion-----

Company: _____

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Please fill in your amount		
_____ Attendees at \$100.00 member price	=	\$_____
_____ Attendees at \$150.00 non-member price	=	\$_____
	Total Price	= \$_____

Check Enclosed Credit Card listed below Send me an Invoice

Card Number: _____ Exp: _____

Name on Card: _____

SDRCA – 1113 Adella Ave., Ste. 100, Coronado, CA 92118 Phone/Fax: 888-825-0621