



SAN DIEGO ROOFING CONTRACTORS ASSOCIATION

From the President...

Well this El Nino thing sure has taken our industry to levels that it hasn't seen in quite a while.

Talking to roofing contractors, it appears that everyone's back log is through the end of the year and into 2016. Let's all enjoy it and hope it lasts. With the abundance of work, comes the shortage of qualified man power. There have been instances of companies soliciting skilled workers from other roofing companies, with promises of grandeur. The roofing contractors in San Diego are a tight knit community, and a little professional courtesy will surely prevent any ill will.

The year is rapidly coming to an end and with that so are the terms of some members of the SDRCA Board of Directors. Some of the board members will be staying on, but we are in need of roofing contractors' participation. If you are a contractor who is interested in serving on the SDRCA Board of Directors, or have someone from your organization that is, please contact James Robyn. The annual meeting and elections are on November 11th.

We are always looking for input from members of our industry. If you have an article to share or any information that is pertinent to roofing that may be helpful to all, please forward it to us to be published in the SDRCA News Letter.

Fred Bouman, SDRCA President

Inside this Issue:

- SDRCA Vision 2015
- SAFETY CORNER
- Annual Dinner Meeting
- Get to know GL Audits
- CPR Discounts

Upcoming Events

Wednesday, November 11
Annual Meeting

Wednesday, January 13th, 2016
Dinner Meeting
RISE Program

The San Diego Roofing Contractors' Association (SDRCA) has been serving the Roofing Industry for over forty years.

Times, techniques and technology has changed, but the SDRCA Core Values, Code of Ethics, Mission and Vision Statement has not. The 2014 Board of Director Team is committed and dedicated to serving our members and this association with new education, resources, training and savings for the purpose of helping our members continue a tradition of profitability and professionalism in our industry.

It is the intent of this Association to establish and maintain professional standards and practices in the Roofing Industry through education and public awareness. Our members are committed to excellence and they use the benefits offered by the Association to help obtain this goal. The SDRCA encourages you to become fully aware of the potential problems of dealing with an unlicensed, uninsured roofer.

The SDRCA was formed in 1957 to preserve and promote the art of roofing application. SDRCA members recognize that after 52 years of innovation in roofing technology and Application, the following goals are as meaningful and relevant today as they were yesterday and will be tomorrow.

The SDRCA remains a strong supporter of open competition and the free enterprise system; indeed, this competitive environment led to the success of its members. SDRCA members recognize that the perpetuation of such a healthy business environment is greatly influenced by their own professional conduct. The SDRCA supports the following practices, and encourages them in its members.

SDRCA Member Code of Ethics:

1. To conduct my business in an ethical manner, so that I will reflect credit and confidence by the public in our industry as well as my own business.
2. To consider my vocation worthy and dignified and thus affording a distinct opportunity to serve society.
3. To hold that the exchange of my goods and service for a fair profit is legitimate and ethical, provided all parties in the exchange are benefited.
4. To elevate the standards of my vocation by exercising a high degree of care in the execution of all work, and correct any defective work as a direct challenge to my ability and integrity.
5. To protect and defend the public from fraudulent and unethical practices affecting our industry.
6. To cooperate with the association in its effort to better conditions in the industry, so that public, management, capital and labor will all mutually benefit.
7. To operate my business in accordance with the rules and regulations of constituted authority at all levels and in a manner which will leave no doubt as to my loyalty to my country and its ideals and fundamental principals.

The SDRCA Mission Statement:

The mission of the San Diego Roofing Contractors' Association is to establish and maintain professional standards and practices in the roofing industry through education and public awareness.
Adopted January 1997

To elevate...To protect and defend...To cooperate...so that all benefit.

CPR & FIRST AID COURSES AVAILABLE FOR SDRCA DISCOUNTS

CPRPROS is offering 20% off the regular fee for the online CPR and First Aid course at www.cprpros.com.

When registering, type in SDRCA in the Company Name field to receive the discount.

Annual Meeting & Certified Contractor Program

Just a reminder that our Annual Meeting will be held on Wednesday, November 11th at the Lomas Santa Fe Country Club.

One representative from each member company is invited to this complimentary dinner. At the dinner we will be electing new directors for a three year term. If you are interested in serving on the Board of Directors, please contact the association. Serving as a Director is no too time consuming! We have monthly conference call board meetings, and generally meet face to face prior to dinner meetings. Directors are also asked to serve on one of the many committees we have, specifically a committee that you are interested in or have expertise.

Certified Contractor Member (CCM) marketing materials for 2016 are on the way so make sure you provide the SDRCA with your requirements to attain the CCM status.

The Certified Contractor requirements are as follows:

- A. **Community Service** – At least 2 community service projects must be performed annually, or, participate in the SDRCA Annual Build-A-Roof project. To receive credit for a community service project other than the SDRCA Annual Build-A-Roof, a news article, press release, thank you letter, or other types of evidence shall be submitted to the SDRCA to receive credit.
- B. **Association Participation** - Each member must attend at least half of the SDRCA Dinner Meetings held each calendar year. Sending a representative from the member's company will qualify for an attendance.
- C. **Education** - Each member must provide the SDRCA with at least 4 documents of proof of attending or employees attending an educational program, Attending SDRCA Dinner Meetings does not satisfy this requirement. Examples of an education program that meets this requirement would be any training or educational program the SDRCA provides, or programs by other roofing industry organizations, such as Manufacturer Certifications, Supplier Demonstrations, WSRCA programs, NRCA programs. Other types of education can be submitted to the membership committee for review and may be considered a valid act of education.
- D. **Safety** - Each member must attend at least two (2) of the safety programs provided by the SDRCA, or, provide evidence of the member's safety program. A current and ongoing safety program will meet this requirement.

GL POLICY AUDITS

Greetings,

Pacific United Insurance would like to take some time to inform you about general liability audits with some helpful information, as some carriers are implementing them more heavily.

This is by NO MEANS an announcement that your GL policy is being audited, but rather to keep you in the loop with what we've noticed from carriers' guidelines.

Most audits typically occur after the policy expires, and not during the policy period.

The carriers will ask for one of the following documents to complete the audit:

- Profit & Loss Statement
- Sales Report
- Tax Return (Schedule C if Sole Proprietor)
- General Ledger

Some of the additional information that may also be required are:

- Gross Sales during the policy period (whether or not collected)
- How much did you pay licensed (if required) subcontractors who provided you proof of liability insurance and listed you as an additional insured.

We know that audits can be confusing, so should you have any questions or concerns, please do not hesitate to give us a call. Thank you!

Patricia Mosteller, President, Pacific United Insurance Services

7851 Mission Center Ct. Suite 322
San Diego, CA 92108
(619) 274-8144 Office
(619) 274-8146 Direct Line
(619) 274-8143 Fax
License #0H99349
www.pacificunitedins.com

• **SDRCA October 2015 Safety Corner** •

RECAP: The 3rd SDRCA Safety Day of 2015 at Roofing Supply Group in San Diego.

Thank you to Roofing Supply Group of San Diego for hosting the 3rd SDRCA Safety Day of 2015 on Thursday, September 17th with Dan Dallenbach of Roofmaster Products Company. 11 contractors visited the informal session at their convenience between 10:00 AM and 2:00 PM to discuss and review the latest in safety equipment, the proper use of personal fall arrest / fall restraint safety devices and Cal-OSHA job site requirements. Safety Day attendees included the following contractors . . .

- **A Good Roofer, Inc.** • **Knitter Construction** • **Roofing Specialists of San Diego** • **ARS Roofing** • **TKS Roofing**
- **Eberhard Benton Roofing** • **Sylvester Roofing** • **The Roof Doctor** • **Top Line Roofing & Construction**
- **Roof Construction, Inc.** • **Pro Mark Roofing & Waterproofing.**

Roofing Supply Group provided sandwiches and refreshments, while Roofmaster displayed various safety products and literature from manufacturers such as Guardian Fall Protection and Garlock Safety Equipment. Copies of the "Cal/OSHA Pocket Guide to the Construction Industry, Roofing Project & Job Site Safety Inspection forms and Job Site Safety Equipment checklists were provided to all attendees. This seminar counted as one meeting towards satisfying the SDRCA 2015 attendance requirement.

OSHA NEWS: Florida Roofing Company Officers Arrested for OSHA Violations.

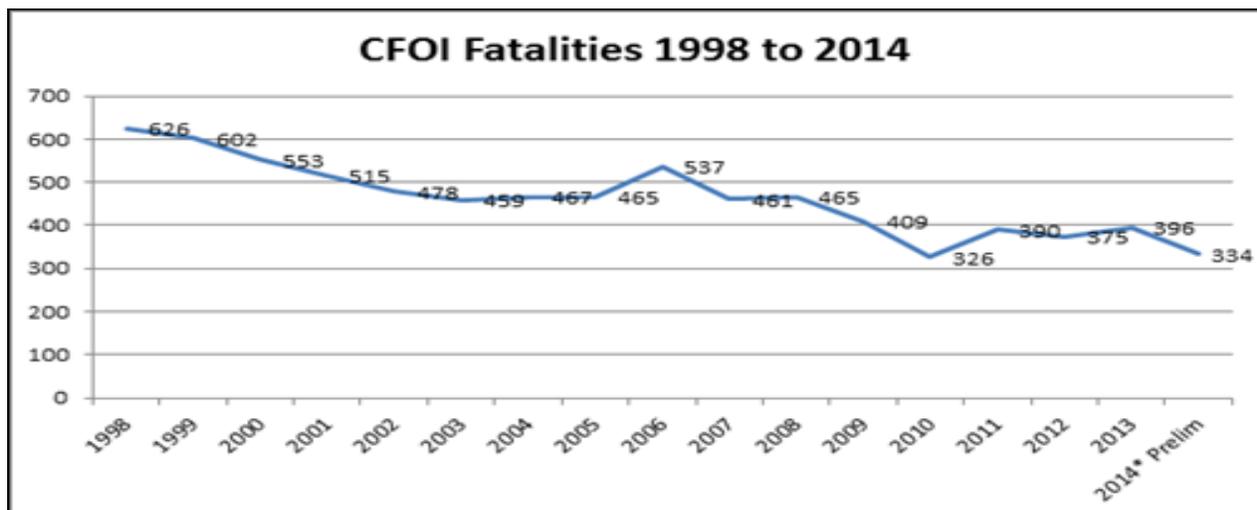
Guillermo Perez and Elma Maldonado, president and vice president of GP Roofing & Construction LLC of Palm Coast, Florida, were arrested in June for failing to comply with a civil contempt of court order related to OSHA violations. After conducting 9 inspections of GP Roofing & Construction job sites in Florida during 2011 and 2012, OSHA allegedly found multiple willful repeat and serious violations of fall protection, eye and face protection, safe ladder and other standards. Penalties issued against GP Roofing & Construction were upheld in court in August 2013.

On September 12, 2014, the Department of Labor filed a Petition for Civil Contempt against GP Roofing & Construction after the company failed to pay its penalties and continued to violate OSHA standards. On March 30, 2015, the 11th Circuit Court of Appeals, Middle District of Florida, Jacksonville, held GP Roofing & Construction and its officers in civil contempt, ordering the company to pay outstanding penalties of \$195,170, plus interest and fees, and requiring the company to certify it had corrected the violations. On June 12, 2015, the 11th Circuit Court of Appeals ordered the arrests of Perez and Maldonado after the company failed to comply with the March 30 court order. Perez and Maldonado were taken into custody June 16, 2015, and were held in custody until their hearing June 23, 2015. A final hearing is scheduled for August 26 and the findings of this hearing are pending at this time.

(NRCA Professional Roofing Magazine, September 2015, pp. 26)

Preliminary Data on Workplace Fatalities in California Reflect Downward Trend

The Department of Industrial Relations (DIR) today (9/17/15) posted [preliminary workplace fatality statistics](#) for California in 2014. [The Census of Fatal Occupational Injuries](#) (CFOI) data reflect a total of 334 fatal work injuries statewide in 2014, a decrease of 16% from the 396 workplace deaths reflected in the final 2013 data. Deaths for Hispanic or Latino workers also decreased 35% from 194 in 2013 to 127 in 2014. [Preliminary data](#) for the United States show an increase of 2% from 4,585 in 2013 to 4,769 in 2014.



Key findings of the preliminary 2014 CFOI in California:

- The total number of workplace fatalities is the lowest reported since 2010, and remain below the pre-2008 recession average.
- Over one third (35%) of all California workplace deaths identified in 2014 occurred in transportation incidents. Traffic accidents that occur on public roads are under the jurisdiction of the California Highway Patrol.
- One in five (22%) of all California workplace deaths identified in 2014 were attributed to violent acts and 21% due to trips, slips and falls.
- Fatal workplace injuries among Latino workers represent 38% of all cases identified in 2014, compared to 49% counted in final data the year before.
- Tables and charts with preliminary data for 2014 (and prior years' final data) for CA are posted [online](#).

“Competent Person” . . . it is more than just a title!

When you designate someone as your “Competent Person” for jobsite safety, you must be sure that you fully understand the meaning of that designation and the responsibilities of the job.

One of the most misused expressions in construction safety management is the term “competent person”. A construction site foreman, after completing an OSHA ten-hour hazard recognition course, announces that he is now a competent person. Another considers himself a competent person simply because he’s the foreman and still another will call himself a competent person because his boss informed him of the designation that morning with the statement ... (“If anyone asks, you’re the competent person.”) Which one is right? The answer: **None**.

Who’s a Competent Person?

OSHA’s definition of a competent person, like most regulatory language, doesn’t give us much help. Title 29 Code of Federal Regulations, Part 1926.32 (f) (OSHA Rules for Construction) states: ***Competent Person: “...one who is capable of identifying existing and predictable conditions in the surroundings and work areas which are unsanitary, hazardous or dangerous and who has authorization to take prompt corrective action.”*** For decades, the term “competent person” has been used by the construction industry to mean the person knowledgeable and in charge. And yet, being a competent person isn’t about the level of training a person has received, or simply a matter of being in a supervisory role and certainly not just a matter of being designated. Being a competent person is about knowledge and action.

Simply stated, a competent person is one who . . .

- ***Knows the hazards existing and likely to exist;***
- ***Knows how to control or eliminate the hazards;***
- ***Has the authority to promptly correct hazards... and takes remedial action when necessary!***

Because construction is an ever-changing work environment, hazards rarely present themselves in the same way. What was yesterday a matter of working at ground level is today a matter of getting to a second floor. (Did someone remember to bring a ladder?) In construction, because hazards can be instantaneous and usually have serious consequences if left uncorrected, prompt attention almost always means immediate corrective action.

What’s a Competent Person?

The role of competent person has traditionally fallen on the shoulders of first line and job site supervisors. Yet the first line supervisor is often least prepared for the task. It may be that he or she isn’t capable of recognizing a particular hazard(s), doesn’t know the right way to deal with it, isn’t given the resources for remediation or simply doesn’t take corrective action. In overseeing the work for quality, scheduling and other requirements, the supervisor often overlooks the critical importance of prompt identification and correction of safety hazards. As a consequence, that person, regardless of any kind of designation or training, simply isn’t being competent for purposes of OSHA – or for preventing accidents.

Competent Person . . . a mind reader or an effective planner?

“... capable of identifying existing and predictable conditions! You’ve got to be kidding! Sure I can spot a hazard when I see one, but do I have to read minds?” Not really. If a competent person understands the process involved in performing the work, safety isn’t really that much more of a challenge. A knowledgeable supervisor knows what tools will be required for a job. The same can be said for what’s required to accomplish it safely. If you know the scope and what type of work to perform, they’ll know the right equipment needed for the job. Planning safety and evaluating equipment needs is as critical as estimating and bidding the job.

Sure . . . we've got a safety program!

OSHA requires that employers "initiate and maintain such programs as may be required" to comply with the agency's construction regulations. The agency further requires that such "programs provide for frequent and regular inspections of the jobsites, equipment and materials to be performed by competent persons designated by the employers" (29 CFR 1926.20). What's a "program" and how often is "frequent and regular"? Nothing in the requirements above state that a contractor must have a written safety program, yet how can a contractor realistically expect to establish consistent policies and the roles its personnel plays in managing safety without one? In 1996, contractors' failure to have safety programs was one of OSHA's most frequently cited violations. The agency interprets its requirement for "programs" to mean a document that spells out how a contractor will manage safety and its procedures for dealing with hazards. Many contractors have written safety programs. While they may be very comprehensive, the day-to-day implementation of those programs gets back to performance (or nonperformance) by the competent person.

Competent Person . . . at all places at all times?

The frequency of inspections for safety is based on the degree of hazards at a project. On one day, a competent person will be in the trailer catching up on paperwork, and the next, three contractors will be working on top of each other, requiring greater attention to safety oversight. "If hazards are always coming and going, how can I possibly predict every unsafe act or condition?" The answer again is simple. You can't. What is possible, however, is a competent person understands that if specific work rules are regularly spelled out, those rules are uniformly enforced, and hazards get eliminated as they are identified, the workers themselves will often become competent persons - shouldering a lot of the safety burden in the process.

Excerpt from an Article by Philip L. Colleran, CSP / <http://www.constructionsafetyconsultant.com/>

About the author: Phil Colleran's career in construction safety and health spans twenty-five years, seventeen of them as an OSHA Compliance Officer and Supervisor. He is now in private practice and the author of numerous articles on workplace safety and health.

REFERENCE: New "NRCA Toolbox Talks" now available:

Teaching safety has never been this easy! **NRCA Toolbox Talks** is designed specifically for foreman and trainers to review an important safety lesson with their crews each week. Each lesson is structured to allow for various presentation styles and includes safety training tips with illustrations detailing key points to stimulate questions and discussion. Hands-on training conducted regularly is the most effective way to reinforce worker safety, comply with Occupational Health and Safety Administration regulations and improve both efficiency and profitability.

NRCA Toolbox Talks provides the support materials you need to implement this training. For more information about **NRCA Toolbox Talks**, go to shop.nrca.net or contact NRCA's Customer Service Department at (866) ASK-NRCA or (866) 275-6722 / Email: info@nrca.net. <http://www.nrca.net/store/detail/nrca-toolbox-talks/1388>. Cost is \$75.00 and electronic download version is free to members / \$150.00 for non-members.

(Professional Roofing Magazine / NRCA – August 2015, page 60.)

Sincerely,

Dan Dallenbach

750 Monterey Pass Road
Monterey Park, CA 91754
Mobile: 951-217-0838
dan@roofmaster.com



Thank You to the 2015 Advocate Sponsors

Diamond

Emerald

 		
------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------	--

The SDRCA wishes to Thank our contributing Sponsors. The ability to bring ongoing, valuable educational, social and professional benefits and training is dependant upon our sponsors. We look forward to the new spon-

2015 Board of Directors

Fred Bouman, President
RSI Roofing

Doug Barry, Vice President
J.P. Witherow

Eric Richardson, Sec/Tres.
Roofing Specialists of San Diego

Dennis Parra II, Director
Parra Building Consultants

Gary Gilmore, Director
RSG San Diego

Patricia Mosteller, Director
Pacific United Insurance

Bob Meyer, Director
Duro-Last

Dawn Shaw, Director
Eagle Roofing Products

Dave Britton, Director
APOC

Dan Gentile, Director
Polyglass

Dan Dallenbach, Director
Roofmaster Products

Sid Scott, Past President
Premier Roofing of CA

Randy Swank, Director
GAF

James Robyn, Executive Director
SDRCA

SDRCA Contact Information

PO Box 1328
Solana Beach, CA 92075
888-825-0621 Phone/Fax
ed@sdrc.com
www.SDRCA.com