

# "On The Roof"

*with the*

## Tile Roofing Institute Training Program



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### Greetings!

#### Happy New Year!

2012 is in the rear view mirror. There are reasons to be optimistic about 2013. Housing starts and home prices are up in many regions. Unemployment is on a downward trend. And yet as small business owners and employees we understand the phrase "cautiously optimistic" very well.

Only the best survive lean times. If you are still here and still trying, you are special! If you have not been to an Installer Certification class, it's time. The only sure investment is in yourself. We look forward to including you and your company in the improved "Find a Contractor" search on the TRI website.

I've always been impressed by the quality of people in our classrooms. But this year I feel honored to know the quality people from our industry who were willing to give time to share their knowledge and experience in front of the class.

Best wishes for your success in 2013!

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Chair, TRI Training Committee  
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# Successful Contractors Share Their Experience

*"Better to be wise by the misfortunes of others than by your own." ~Aesop*

TRI Training is on Facebook!



Even if you are not on Facebook, you can still view our Facebook page to see news, events and information you can use in your business.

You can also find us on LinkedIn...



and Twitter!



Roofing is a tough sport. No one gets to the top unscathed. Thankfully, for the good of the industry, some of the most successful contractors and industry experts are happy to share their knowledge. They don't pretend it's easy and are not shy about sharing their experiences so that maybe you can avoid some of the bumps and bruises they overcame. We'll share one of their stories every week on FACEBOOK in 2013. Here are a few people I want to single out now:

**Paul Ramon** [www.RamonRoofing.com](http://www.RamonRoofing.com) worked the TRI booth at the RCAT Conference. Paul is the 2013 President of RCAT. Since taking the Installer class 2010 Paul has sent five staff members to the training and two (Keith Lowery and Marc Dire) hold both Installer and Specialist Certification.



## Share & Submit

Please share this newsletter with others you think should be "On The Roof" with the rest of us.

And if you have a beautiful job, interesting experience, technical insight or application technique you think others would enjoy or benefit from [let me know.](#)

We would like to feature your job, event or idea in a future newsletter.



In San Antonio **Don Fry** [www.FryRoofing.com](http://www.FryRoofing.com) shared his knowledge from 30+ years of experience. Through his involvement with the Tile Roofing Institute and Western States Roofing Contractors Association Don was on the committee that wrote the Moderate Climate Installation Guide.

San Diego's **Roger Urbach** [www.UrbachRoofing.com](http://www.UrbachRoofing.com) spoke at the Santa Ana training and stressed the value and necessity of proper training saying "We believe the best roofing systems consist of the best materials and the best installation techniques".

Home inspector associations have been great partners. **Bruce Labell** (pictured at right), **Tim Hemm** and **Chad Parra** have ensured better understanding between contractors and inspectors in Arizona and California.



Brenda Roebuck, President of [TPREIA](http://TPREIA), handles all of the training CEUs for inspectors in Texas. Roofing contractor associations like RCAT, CRA, FRSA, BARCA have been very supportive. **Duane Yourko**, Executive Director of the [Arizona Roofing Contractors Association](http://Arizona Roofing Contractors Association) has ensured Arizona contractors have ready access to TRI training, and he's been helpful by sharing his industry contacts

with us.

Thank you all. We look forward to featuring those mentioned and more over the coming year.

If you have experiences or regional expertise you would like to share at one of our classes or in our newsletter please let us know. The quality of the training is improved when real world experiences are shared. We look forward to involving more people in 2013.

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## Hands On Training

The classroom training is based on the Moderate Climate Guide and provides an excellent understanding of the minimum technical requirements. The classroom discussions about various options and installation techniques can provide the experienced roofer with insights they may not have considered. But "cut the tile, fit the flashing and determine the layout" skills for those new to tile is best done in a hands on situation. We want this program to include a "hands on" component.



Danny Baca (Chavez Roofing) discusses local techniques with workers from The Roof Depot.

With the help of Danny Baca from Chavez Roofing in Albuquerque, NM we experimented with hands on training. Using a simple mock-up that allowed for every roof situation (minus a hip) we covered woven and lapped valleys, eave and ridge row placement, layout, sidewall and valley flashing details and discussed various installation options.

Here's a [link](#) to a short interview with The Roof Depot workers after the classroom Installer Certification training:



Tile Roofing Institute Installer Certification, Albuquerque, NM, November 9th, 2012

Language can be a challenge in our industry and hands on training can bridge that barrier. We hope to do more in 2013.

Even if you know the minimum standards you will leave the classroom training with a better understanding of the Moderate Climate Guide. Service Manager Stephanie Craig from Urbach Roofing became a Certified Installer in Santa Ana. Although she will not be "On The Roof," she says her familiarity with the manual allows her to more easily understand customer concerns and communicate with her staff more efficiently. Here's a short clip from a review session at the October 23rd Santa Ana Installer Certification training (Francisco nails it!):



Tile Roofing Institute Installer Certification Training Review October 23, 2012

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## Upcoming Classes

Phoenix, San Diego, Denver, Austin, Los Angeles, Houston, Dallas, St Louis,??? Check out the schedule at [www.tilerooting.org](http://www.tilerooting.org).

Gary Manlove [www.jbahome.com](http://www.jbahome.com) will present in Denver. Gary is a Registered Roof Observer with tremendous tile roofing experience.

Gary was a member of the committee that wrote the original Moderate Climate Guide for Clay and Concrete Tile.

Roof Consultant Jerry Conrad [www.wsrconsultants.com](http://www.wsrconsultants.com) will present in Phoenix. Jerry's at his best when defending contractors. And I'll bet you don't have a more interesting pet. Jerry owns two camels, one is named Elvis.



We are still open to training locations for Spring dates.

[Follow Tile Roofing Training on FACEBOOK](#) for the latest news on events.

I hope to see you at a training soon!

**Sincerely,**

John Jensen  
Trainer, Tile Roofing Institute &  
President, [Jensen Roofing Company, Inc.](#)