

"On The Roof"

with the

Tile Roofing Institute Training Program



Upcoming Trainings

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Greetings!

Season's change....in some parts of the country anyway. We hope your summer has been successful. For those in 4 season climate zones, the transition to Fall is here with a flurry of calls as homeowners realize Winter is next. What a great time to distinguish yourself from the competition!

"One customer, well taken care of, could be more valuable than \$10,000 worth of advertising." Jim Rohn

We hope to see you at a Training soon or see some of your work on Facebook!

Return to El Paso - October 18th & 19th

"The Installer Certification program changed the way tile is installed in El Paso. The Moderate Climate Guide gives the City of El Paso, suppliers and contractors a common resource to work from." ~Scott Aguilar, Eagle Roofing Products

On February 4, 2011 the Tile Roofing Institute partnered with regional industry leaders and the City of El Paso to hold an Installer Certification class in El Paso, Texas. Severe storms had exposed a standard of installation in the area that did not meet the minimum requirements of the Moderate Climate Guide. The local style was a hybrid installation combining elements of the old Florida System 2 (standard flashing





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You can also find us on LinkedIn...



and Twitter!



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

with no edge returns) and a basic moderate climate minimum standard installation (30 lb unsealed underlayment with battens).

The installation was functional under most conditions in this dry climate that averages less than 10" of precipitation per year.

But the storms challenged the installation style. City of El Paso Chief Building Inspector Ron Roth sought to understand the problem and became familiar with the Moderate Climate Guide. When he talked to some of the best roofing contractors in El Paso he found that the challenge stretched to the supply chain. Since no one asked for "J" flashing, or "W" flashing with returns, or ribbed anything, suppliers did not stock the necessary flashings.

The quality minded contractors were confident in their existing installation practices but the City needed a manufacturer or code body approved installation system. It was a showdown in El Paso. Eagle Roofing Southwest Sales rep. Scott Aguilar knew the Moderate Climate Guide requirements, and the unique history of installations in El Paso. He also knew suppliers can't afford to stock what contractors won't buy. Scott brought El Paso ABC Supply Manager Larry Eck into the mix.

A working lunch was organized that included the City of El Paso, local suppliers, leadership from the Border Roofing Contractors Association and TRI. The next day 30 local contractors became Certified Installers after completing the 8 hour course and passing the 50 question test.



Trainers John and Lisa Jensen, ABC Supply Manager Larry Eck and El Paso Deputy Mayor Emma Acosta

ABC Supply now stocks the necessary flashings, and sells them! Other suppliers have followed suit. The City of El Paso Building Department was an appreciative and understanding partner recognizing the significant change this was for contractors. El Paso Deputy Mayor Acosta who represents District 3 where the training was held visited and met with contractors saying "This is a great example of industry and government working together to solve a problem".

An Installer Certification training will be held in El Paso on

others would enjoy or benefit from let me know. We would like to feature your job, event or idea in a future newsletter.



October 18th, followed by a Specialist Certification on October 19th when many of the original El Paso Class will renew their Installer Certification credential and add the "Specialist" logo to their company profile. See the [Tile Roofing Training Page](#) for registration information.

Inspection World 2013 - Contractors and Inspectors working from "Same Page"

Understanding each other begins by working from the proverbial "same page". The Moderate Climate Installation Guide, with ICC approval is that page for home inspectors, roofing contractors, municipal inspectors and roofing consultants. We all work in the construction industry with a goal of a quality outcome. We have different roles but when it comes to the standards in the Moderate Climate Installation Guide, we agree.

The Training Program has partnered with a number of home inspector organizations (CREIA, TPREIA, AZ ASHI, InterNACHI). Municipal inspectors are always welcome to audit our classes (with reservation). Inspectors committed to their profession, like Tim Hemm at CREIA and Bruce Labelle at AZ ASHI, have made a special effort to ensure their colleagues had the opportunity to go through the Installer Certification Course with roofing contractors. Tim says "We learn a lot from each other. These classes are of mutual benefit. Every inspector I know that has attended the TRI Certification Class, rates it as one of the best & most applicable to our daily routine."



Tim received the Rodney Dangerfield Award in Rialto, CA as a representative of the home inspector industry that sometime seems to "get no respect" but deserves plenty for the role they play in the industry.

Training Chair John Jensen and Technical Chair Rick Olson will present at the 2013 Inspection World conference in Las Vegas, NV. Thousands of home inspectors attend the American Society of Home Inspectors conference in person and via the online video presentation. For more information go to www.inspectionworld.com

Santa Ana, CA - October 23, 2012

SANTA ANA, CA - Located South of Los Angeles and convenient from LA and San Diego areas we expect this location to fill. Please register early to secure a spot. The training will be held at the La Quinta Inn and Suites, 2721 Hotel Terrace, Santa Ana, CA

San Antonio, TX - November 1, 2012

SAN ANTONIO, TX- There will be an Installer Certification Training on November 1st, 2012. RCAT members can register early and receive the early-bird member rate. Many in San Antonio and Austin need to renew their 2 year Installer credentials. In addition to online renewal, if there is interest we will schedule a "Specialist Certification" class which also updates your "Installer Certification". Call John Jensen at 206-241-5774 if you are interested in the Specialist Class. <http://www.regonline.com/Register/Checkin.aspx?EventID=1100211>

Suggest A Training Location!

We currently have classes scheduled in Texas, Albuquerque, and Santa Ana, CA. We'd love to hear your suggestions for additional locations. Let us know where you would like to see a training. And check our TRI Training page for updates!

I hope to see you at a training soon!

Sincerely,

John Jensen
Trainer, Tile Roofing Institute &
President, Jensen Roofing Company, Inc.