

Lee W.: After the storm, you want to look and see if you have missing damaged shingles. Then at that point, you're more than welcome to call. We'll get on the schedule. We'll get out as quickly as possible. We try and basically triage the calls that come in and go through the most severe ones first to try and eliminate damage and get people in a watertight condition. Then allow them to start the process with their insurance carrier.

Joe M.: Insurance companies after hurricanes are quite busy, as we are. We're offering our services to come out and make evaluations of the roof and give a roof estimate. Insurance companies need that in order to help process their claim as the homeowner does. Most insurance companies want the homeowner to get three quotes if possible. A lot of people have a difficult time doing that during a hurricane or the aftermath of the hurricane. Insurance company's a lot of times are going to want a break down of what it costs to replace the roof. They'll ask us to cooperate with them to help itemize everything listed all out on what replacement items we're including in our bids.

Lee W.: You have to have my [inaudible 00:01:05] approved or Florida building code approved products to be installed. We've seen through the 04 hurricanes where people were shipping products from out of state here and they weren't approved for installation in Florida.

Joe M.: We have a lot of transient companies coming in here, taking advantage of the hurricanes and the high demand for people wanting to get their roof fixed and have protection. A lot of people that come down here during the busy periods, they pack up and they leave when work slows down. There's been multiple people that I've talked to that have said, "It's nice to know Tip Top has been around for such a long time because if I have an issue with my roof, I want to be able to get a hold of the people that did it."