

Gary Frederick: We like to specialize our people in certain details.

Speaker 2: Every crew does a certain roofing system.

Terry Smith: It's an art to it. And every job as the same thing they did. So when you do something for 20 years, you're going to be dag on good at it.

Gary Frederick: We have separate carpenters. We have separate sheet metal people to do the detail work. We have special crews that do strictly metal roofing. We have built up crews that do just strictly hot tar. And then we have our shingle crews that do strictly shingles. They're all certified workers that know the trade that they're doing.

Lee Wallace: A good roofing installer doesn't necessarily make a good repairman. Our repair guys are qualified and that's all they do for us is repairs.

Gary Frederick: Our repair guys are the same way. We have certain repair guys that are better with built up roof system, one with single ply roofing. So the customer is getting what they paid for, are getting our quality workmanship, and that's how we operate the business here.