



# TENNESSEE ASSOCIATION OF ROOFING CONTRACTORS

THE VOICE OF LICENSED PROFESSIONAL  
ROOFING CONTRACTORS

August 2015

TARC Newsletter

## President's Corner

To our membership,

I hope and trust that our Summer Convention, this past June at Perdido Beach Resort, was at least as pleasant for you and your family as it was for me and mine. We had great weather, an excellent turnout, fantastic speakers and that comedian was hilarious. Thanks again to all of our associate members and sponsors, for their support of this and many other TARC events throughout the year.

It is always a good thing to get together as friends, sharing our many common interests and concerns, in a relaxing setting like Orange Beach, Alabama. Our Summer Convention is an annual highlight for the Suttons. This one was special for our celebration at the Gala Dinner of David Frost's many years of dedicated service to TARC, including several as president of the organization.

Most of us returned to our offices to find a busy summer slate of roofing work. I certainly hope that can be said of all of our contractor members. The work is apparently out there to be had, and Fails Management Institute has rosy projections for 2015, calling for 15% growth in commercial construction, 8% in residential. Hopefully, those projections will translate into profitable reality for all of us, through what remains of this year, going into the next.

A number of us are sending children back to school, some to college. Best wishes to our students for success in their studies. In particular, we congratulate Brakston Brock, Madeline Koren and Stevie Watson, who each earned TARC scholarships for the coming school year. Keep up the good work.

This year's fall golf outing will be on October 15, 2015, at the Windyke Country Club in Memphis. Be there on time for lunch at 11:30 a.m., and prepared for a shotgun start at 1 p.m. TARC's board members will meet the following morning at the Hyatt Place Memphis/Germantown, from 8 a.m. to 10:30 a.m. For more information, go to [tar-coof.com](http://tar-coof.com)

TARC has grown by several members during the past year. Welcome aboard! No other organization represents the common and peculiar interests of roofers in the state of Tennessee the way TARC does. You need us, and we need you. Your membership helps broaden our influence across Tennessee. As you tap into TARC's network, including some

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of the oldest and most established roofing firms in the state, we trust you will learn from your new association, and contribute to the leadership and direction of TARC going forward. Thank you for your membership. We look forward to seeing you at all events.

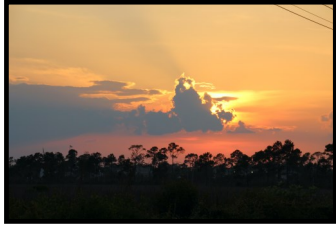
If you know of other companies that would like to be a member of TARC, let us know. We are always looking for the opportunity to acquaint qualified contractors with the benefits of membership in TARC. Likewise, if you are already a member and would like to be more involved, show up and make yourself known. We're looking for you.

Finally, I'll take the lead for our organization at large, in thanking Past President Rick Ragan one more time, for a job well done in 2014-15. Your service to TARC actually goes way beyond your most recent one-year tenure as President. You have the respect and gratitude of your TARC associates for your many years of service and leadership.

Yours truly, *Curtis Sutton*, TARC President



# Education, Networking and Fun Times at our 2015 Summer Convention



TARC's Summer Convention took place in Orange Beach, Alabama, June 3-6. There were a wide variety of speakers this year presenting on topics ranging from legal issues to communicating with employees.

First, Mark Adams, of The Crichton Group, presented new regulations, followed by NRCA Associate Executive Director Mark Graham's "NRCA Technical Issues & Update." These were sobering realities of our industry.



On a lighter note, Mark Roberts, of Dale Carnegie Corp. Solutions, shared his humor and thoughts on



"The Winner's Edge—How to Lead and Motivate Others to Action."

On Friday, we were pleased to welcome Philip Siegel, Esq., of Hendrick, Phillips, Saltzman & Flatt, as he educated us on "Killer Contract Clauses." In addition to education, there were plenty of opportunities to network and socialize with each other during convention. Special thanks to the Larimar Shannon Group for hosting a Beach Party and Cornhole

Tournament. We wrapped up our convention with the Presidents'



Gala on Saturday evening where Rick and Nancy Ragan were recognized for their leadership and dedication to TARC.



**Make plans to attend our 2016 convention to be held in Destin, June 1-5, at The Resorts of Pelican Beach!**

## Spring Golf Update

We had a great turnout at the 2015 Spring Golf Tournament in Chattanooga.

Thank you to everyone who came out and we hope you enjoyed yourselves.

Photos are available online at [www.tarcroof.com](http://www.tarcroof.com)

**Thanks to all our participants and congratulations winners!**



## News & Notes

### Welcome New Members!

- AAR of North Carolina, Inc.—Larry Minor
- ABG Caulking & Waterproofing—Scott Shaw
- American Weatherstar—Brian O'Donnell
- Builders Mutual Insurance Company—CW Bartlett
- Dale Carnegie Training of Tennessee—Mark Roberts
- Eskola Roofing—Mike Richardson
- GAF—Scott Slone

- Henley Roofing—Neil Grooms
- James K. Christain Architect—Jim Christain
- Tri-State Roofing Contractors LLC—Chris Wicke
- Professional Roofing Contractors, Inc.—Larry Price.

Thanks to our membership committee for holding New Member Recruitment Luncheons.

### Scholarships Awarded

Three recipients of TARC's \$1,000 scholarships were awarded at the 2015 Summer Convention:

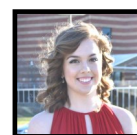
**Brakston Brock**—Parent employed by ARK Roofing. Brakston will attend Mississippi State University.



**Madeline Koren**—Parent employed by Southern Roofing Company. Madeline will attend Tennessee Tech.



**Stevie Watson**—Parent employed by Commercial Roofing Specialties. Stevie will attend Mercer University.



## Industry News

### Demand for Roofing to Reach 252 Million Squares

THE FREEDONIA GROUP INC., Cleveland, has released a "Roofing" Study about industry trends through 2019. According to the study, US demand for roofing is projected to advance 3.9 percent annually to 252 million

squares in 2019, valued at 21.4 billion. Driven by a fast growing residential market, demand for steep/slope roofing is forecast to increase more rapidly than demand for low slope roofing.

Demand for asphalt shingles is forecast to rise at an above average pace through 2019 as a re-

sult of a rebound in housing. Roofing tiles are expected to see the most rapid growth of all roofing products, driving by housing starts in the South and West, where roofing tiles most often are installed.

(reprinted from *Professional Roofing* August 2015)

## Upcoming Events

### Fall Golf Tournament—October 15

Join us at the Windyke Country Club in Memphis for our 2015 Fall Golf Tournament. Lunch will be served at 11:30 a.m. Shotgun start at 1 p.m. Contests include Two Long Drives and Two Closest to Pin.

Registration can be found online at [www.tarcroof.com](http://www.tarcroof.com)

### Leadership Courses for Management

Dale Carnegie Workshops will be part of the Mid-Winter Meeting, January 8-9 at the Sheraton Four Points Brentwood/Nashville. Watch your email for more information.

### Has your company information changed?

Visit [www.tarcroof.com](http://www.tarcroof.com) to submit an Information Update Form so that both our member database and website stay as current as possible!



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