

Embracing the Power of EagleView® Reports

When EagleView Technologies asked customers how EagleView aerial roof measurement reports have helped them in their business, the answers came fast and easily to Jeff Shaffer, operations manager for Alberson's Tile Roof Glaze in Tampa, FL.

Alberson's Tile Roof Glaze is a manufacturer and applicator of Hydro-Sheen™ products. Shaffer has a unique perspective because in addition to being an applicator, they also work with other contractors who are certified to apply their products. "Every roofing contractor has their own way of measuring a roof and you end up with different measurements from each contractor on the same roof," Shaffer said "EagleView gives us consistent, accurate measurements every time."



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— Jeff Schaffer,
Alberson Tile Roof Glaze

you measure by hand, it's easier to make an error. Being under means you will lose money and being over means you will probably lose the job to someone else," said Shaffer. He cited an example where a large roof was measured by two contractors with 40 years of experience in the industry; the measurements were both different with one being off by nine squares while the EagleView report was exact.

Accuracy is critical to Shaffer as his company travels throughout the state of Florida working on homes with tile roofs. He turns to EagleView to eliminate the anxiety that can accompany hand measuring. "When

Another key benefit that Shaffer pointed out is the custom cover and professional report that is provided with each order. "It's a very clean, professional report that reinforces the perception of the client that you are knowledgeable and have the expertise required to complete their job," Shaffer explained. He also uses the PDF as a part of the final agreement package that his company emails out to the client prior to starting the job. "The clients are very impressed and including the EagleView report really puts me in a whole different league."

EagleView reports have helped Alberson's Tile Roof Glaze save time and produce estimates faster. They have found cost savings by reducing the number of trips to a property and drastically cutting the time it takes to draw and calculate the numbers. "It's not just the mileage and insurance savings," explained Shaffer, "it's the fact that your estimators and sales people can be doing other, more productive things with their time."