



SHEAR BULL



Palm Beach County Roofing & Sheet Metal Contractors Association

Affiliate of FRSA and NRCA

April 2011 Volume 24 - 4

April Program

**Wednesday
April 27, 2011**

**"Engineering Issues, HVHZ
Testing & Understanding
Roof Calculations"**

*R.N. Salapan, Quest Engineering;
Katherine Cleary, Cleary Inspections*

6:00PM-7:00PM - Networking
7:00PM - Dinner Meeting

• • •
Location:

Crowne Plaza
1601 Belvedere Road
@ Australian
West Palm Beach, FL 33406
Just west of the I95 Exit 69

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For more info:

Ron Frano 655-5393
rfrano@pbcroofers.com

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Roof Consultants Utilize **3D** Aerial Measurement Technology to Provide **Expert** Service

— by EagleView® Technologies

Building owners rely on the expertise of roof consultants when it comes to roof repair, replacement and management of ongoing maintenance. Insurance companies often call upon a roof consultant in claims situations. As a roofing expert, the consultant must be aware of and utilize the latest technologies to provide the best service to all of their clients.

Joe Byrne of BRI Consulting, based in Florida, relies heavily on technology to ensure that he can take care of both his clients and the roofing contractors he works with. Byrne discovered EagleView® Technologies, the inventor of 3D aerial roof measurements, and has made it a part of his every day business process.

EagleView invented the concept of 3D aerial roof measurements and has quickly become the industry standard in both the roofing and insurance industries. EagleView reports provide the most accurate measurements in the industry due to their ability to create 3D images and then extract the important measurements from the 3D diagram. The patent-pending software and process has been tested by major insurance carriers and roofing contractors for accuracy thousands of times with great success.

"The EagleView report allows me to make sure that everyone is bidding apples to apples," Byrne said. "It also gives everyone a fair shot. If a contractor submits a bid and has made a mistake, that bid is going to get kicked to the side." Byrne understands the roofing business, having been a contractor for 30 years before

making the move to the consulting business.

"These are the kinds of tools I wish I had when I was in contracting," said Byrne. "It's tough out there and every dollar counts. Contractors can save money and present a professional report in the bid packet."

"Pictures are nice to have, but the diagrams and roof layout provided make my job easier, especially when trying to help juries understand."

Allan Kidd of HiMark Roof Consulting, York, SC, has been using EagleView reports for the past two years and says the biggest benefit to his business and his customers has been the time savings. "I'm saving an hour or hour and a half in the field, especially if the roof is complicated," explained Kidd.



(continued on page 3)

Roof Consultants Utilize **3D** Aerial Measurement Technology to Provide **Expert** Service

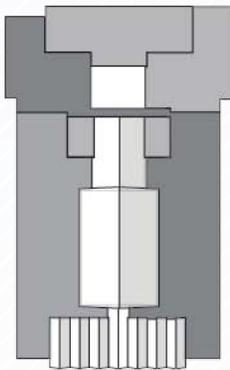
"I'd have to spend time in the field and then come back to the office and spend more time drawing it. Using EagleView is saving my time and my clients' money." Kidd recently learned that he can receive the EagleView files in .dxf format to import it into CAD. "I'm looking forward to using that option," said Kidd.

Many times roof consultants serve as expert witnesses during depositions or trials. Byrne has found the EagleView report to be a tremendous asset in those situations. "If I'm being deposed in court, I want to have the EagleView report in front of me," explained Byrne. "Pictures are nice to have, but the diagrams and roof layout provided make my job easier, especially when trying to help juries understand." Attorneys would agree as Byrne says he has seen them enlarge the reports into poster-sized displays for jurors.

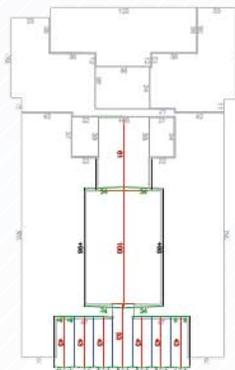
Kidd said he was in a deposition recently where the report was a critical component. "We used the report to designate the slopes we were talking about and to make sure that everyone was looking at the same part of the roof."

Competency, efficiency and knowledge are key components that a roof consultant must be able to offer to clients whether those clients are building owners, insurance companies or roofing contractors. Understanding and utilizing new technologies, such as EagleView, to improve business practices is critical to ensuring that the consultant's business continues to thrive.

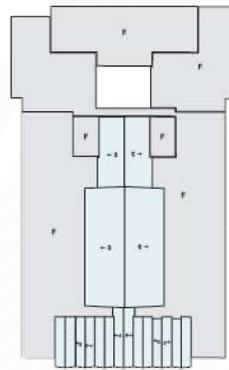
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Call 1-866-659-8439 or visit www.eagleview.com to get started.*



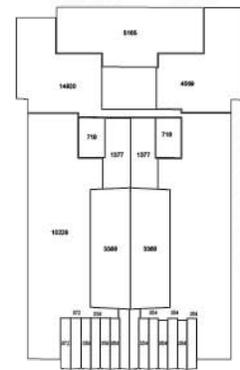
3D Diagram



Length Diagram



Pitch Diagram



Area Diagram

"I'm saving an hour or hour and a half in the field, especially if the roof is complicated"

May Program

Annual Spring Golf Tournament

Wed, May 25, 2011

12:00 Noon Sign In - 1:00PM Shot Gun Start
5:00-7:00PM Dinner & Awards in Clubhouse

Location: 6101 Winston Trails Blvd, Lake Worth, Florida

John Pellegrino 561-719-7341

Ron Frano 655-5393

or email rfrano@pbcroofers.com

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<http://www.pbcroofers.com>



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