

# RLW

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## *Extend Your Roofing SEASON!*

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## Extend Your Roofing Season

### MODERATOR:

- Heidi Ellsworth, RoofersCoffeeShop®, Editor

### PANELISTS:

- Philip Harris, the product manager of Fluid Applied and Safety Solutions, Tremco Roofing
- Mike Kintop, Director of Product Management, Tremco Roofing

**Heidi Ellsworth:** Hello and thank you for attending today's Roofer's Coffee Shop RLW read, listen, watch. This is Heidi Ellsworth, an RCS partner, and I'm so happy to have you all listening today, watching this great webinar that is really going to help us give you great ideas for your company on how to extend your roofing season. I want to welcome Philip Harris and Mike Kintop from Tremco Roofing who are going to really help us dive into this topic of extending the season. Welcome Philip and Mike.

**Mike Kintop:** Good afternoon, Heidi.

**Phillip Harris:** How are you doing, Heidi?

**Heidi Ellsworth:** Doing great. Thank you so much for being here. This is going to be so informative today and I'm looking outside and I'm seeing snow. I think this is just such an important topic for the industry, but before we get started, gentlemen, I want to start with a few housekeeping items for our audience.

**Heidi Ellsworth:** So gentlemen, I'm really excited to hear what's happening today. First, I would like to introduce Philip Harris. Phillip is the product manager of Fluid Applied and Safety Solutions for Tremco. He's been there over 10 years and has an amazing amount of product management experience. Working with Philip, as I do with many of the product managers at Tremco, is just an honor. There is so much that's going on. One of Phillip's key initiatives recently has been safety and if you look and view what's going on out there in Tremco, you're going to see everywhere you look Lead With Safety and that's all really happening through the leadership of Philip Harris. Philip, thank you so much for being here.

**Phillip Harris:** Thank you Ivy.

**Heidi Ellsworth:** I'd also like to meet Mike Kintop. He is the Director of Product Management for Tremco and as I said, working with Mike and his team is ... I learn so much every single day. He has been in the roofing industry over 25 years and has a wide range of experience including on the roof with inspections, project management, marketing, sales. He's really has that big picture that is so important for product management and development, and so I'm really excited to hear everything Mike, that is going on in your world. Thank you for being here today.

**Mike Kintop:** Thanks for having us, Heidi.

**Heidi Ellsworth:** Awesome. So as I just mentioned with Phillip, there is nothing more important than safety. And when you're talking about cold weather, you're talking about ice and lots of nasty things out there on that roof. So we thought in talking with Philip and Mike that it would be really important for Philip to start this RLW really talking about safety and cold weather applications. So Phillip, can you kind of help us out with some of the things that you all are seeing and what you recommend?

**Phillip Harris:** Of course Heidi. So I would love to start with just saying that here at Tremco it started off as a phrase and then became a lifestyle which was lead with safety and end with family. And if you think about it, for all of us in the roofing industry, that's what we're looking to do. At the end of the day, this is a job. It's something that we're passionate about, but we want to go home to our families. We're looking to do this to provide for our family. So we have pushed our team and it has become a lifestyle here. And that's something that we like to push and extend out to our contractors just to keep safety in mind at all times.

**Phillip Harris:** Obviously when we're talking about cold weather safety, there are additional factors just due to the nature of cold weather, what it brings. One of the biggest things is being slippery. Obviously you want to check for ice, we kind of call it grip and slip. You want to make sure that you can get a good solid grip on the different items, and I'll touch base on that later to ensure that you're not slipping. Visibility. When you're going up on a roof to doing a potential inspection before a job or project walk through before you get started, you want to make sure if you're on a ... once you get up onto the roof safely, that you can be able to see everything. Knowing where those skylights are, especially when we're talking about any type of metal roofs and things like that are the skylights that are flat, skylights that are very difficult to see, especially if you get a little inch or so snow up there. You want to make sure that you have good visibility.

**Phillip Harris:** Also too, I love the picture that Heidi is using because you want to make sure you dress for the cold. If you're up there, working in the cold weather, we're going to be up on a roof. As we all know there's not a lot of tree and not a lot of stuff stopping the wind up there on the roof so we want to make sure that we can be working comfortably but also yet staying warm for the long length of time we're going to be up there doing a project.

**Phillip Harris:** When we're making our access to the roof, using extra caution. When we're looking at ladders, obviously you have fixed ladders connected to the building or a portable ladder. Either way, you want to make sure that what we call three points of contact that you keep when you're making your access. That you have a good grip on the ladder rungs with both hands and then also both feet on the rungs as you're making your way up, only taking off one hand and then keeping both feet moving so that way you always have three points as you make your transition up. Going a little slower than what you would normally do going up there just again, to ensure that you don't do any slip or fall. Portable ladders, same thing. We also want to make sure that you just take a little extra time to make sure that those ladders are down and solid. Clear a little area. Make sure it's not just resting upon a bank of snow. They can start to drop in as you're making your access up.

**Phillip Harris:** Then if you're accessing the roof, through a hatch, make sure when you're making that transition out of the hatch onto the roof that you have a dry place to stand or you get a good grip down or get your foot down solid so you're not

doing any type of slip trips or fall. Obviously, I won't go into the whole spiel about OSHA standards, but obviously working in any type of weather conditions if we're up on the roof, we have to ensure we're following those standards underneath 1926 subpart M for fall protection.

**Phillip Harris:**

And then last but not least, obviously it's cold outside, but our bodies still work off of water. So we want to make sure that we stay hydrated while we're up on the roof.

**Heidi Ellsworth:**

Those are such ... those are so important, especially when we're talking about the labor shortage. And I know we're going to talk about that more. All of these things are so important so that we can start roofing year-round. And what I love is the fact that you don't just talk about it, Tremco, and under your leadership, Philip, has come up with safety solutions to not only help contractors but also building owners and facility managers. So maybe you can talk a little bit about that too.

**Phillip Harris:**

Of course. Thanks Heidi. So back in 2011 is when we first started with our safety solution line and we started with a galvanized steel line. And then in 2018 we brought in a new line of FRP, fiberglass reinforced plastic, safety solutions that have additional features and benefits. I won't touch on that a lot here, but just keep that in mind. Work and reach out to your local Tremco rep. They can help you with any of our safety solutions but the big thing with them and why we love them so much here is these products can be installed and put down year round. There are no temperature restrictions. As Heidi mentioned earlier, I also work on the liquid applied side, which obviously with those products we have different restrictions when they can and cannot be put down in.

**Phillip Harris:**

Other items, you always have to watch out for regardless of when they can be put down. It's fog, dew, rain or chance of rain. With these safety solution products, none of that comes into play. Obviously you don't want to work in the rain, but if you have fog or if you have dew or you have a 30% chance of rain or so, you don't have to send your crews home. You can go and you can continue to work.

**Phillip Harris:**

As far as for storage, there's no temperature restrictions on storage, but we do want to make sure we just follow common sense practical rules. All of these safety solutions are put together steel with nuts and bolts and things like that that are going to come in boxes. So we want to make sure, just like we do anything else, that we tarp off the product once we put it on the roof to ensure that those boxes don't get wet, so as we're installing, we're not missing little pieces of the box that's broken down due to being too wet and moist.

**Phillip Harris:**

All of the ... we have a line of non penetrating safety solutions, meaning that you're not going to have to worry about going into the roof, making any type of penetrations that are then going to have to be flashed in detail, which would then obviously, being put into place, different temperature restrictions. These items can be installed during roping projects. Obviously when you're wrapping

up a project or the start of project, you can look to install these products during the times that you would typically send your crew home because there's a higher chance of rain on a certain day.

**Phillip Harris:**

Roof maintenance. I recently went out and did a roof walk with one of our reps where for us to get to the second roof we had to ... they had a little manmade box step up that you had to step on and as each of us stepped up and then came back down, there were the big wobble within that box where I kind of just reached out to the local building owner that was there with us and just kind of told them that obviously we can come out and have our rep gone and contact them and quote them on a ladder just to safely access between the lower and the upper roof. And he was very excited about that cause they send a lot of people on the roof within his organization and company. So that's something that when we're there doing our normal roof maintenance that that can be something that as contractors that you guys could then look to install as well.

**Phillip Harris:**

We've already touched base on it. Just keeping your team working. Obviously you have a good crew, you want to keep them working as long as possible. And then all of these safety solutions also come through Tremco with extended warranties. So a lot of our competitors do one to two year warranties. We start off with a five year warranty and then we have different programs in place like our Trem-safe inspection and maintenance program that can allow that to be extended out to 10 years, and we're working to extend that even further in the future.

**Heidi Ellsworth:**

That is excellent and so important. So important, so that you can safely continue to work on the roof. But I do want to talk ... go right into what are some of those challenges to extending your season and what is happening there. So Philip, can you kind of talk to us a little bit about that and ...

**Phillip Harris:**

Sure. So me and Mike will go back and forth on this one. Well one of the big ones as we all know is just the labor shortage with the statistics, Heidi, and I'll kick that off to Mike cause he's done a lot of research into these statistics.

**Mike Kintop:**

Yeah. Tremco's been working for the past few years ... I'm sure every contractor out there knows one of the biggest challenges we're facing both as a manufacturer and from the contractor perspective is finding good workers. One of those challenges that you face with fewer workers, you want to make sure your season is extended as long as possible to keep those guys that are working busy through the winter time as well. The last thing you want to do is try and lay them off. So temperature restrictions are always an impact in Northern climates.

**Mike Kintop:**

And what we've done at here at Tremco is try and look at different products and solutions that can work in lower temperatures or at times of the year where you may have shorter windows to work. So for example, even in Florida, you're not

dealing with colder temperatures, you're still dealing with shorter windows to get projects done because you have thunderstorms every afternoon that could pop up. So identifying solutions that are friendly to contractors that allow them to work in those small windows or in cooler temperatures has been a focus of ours for the past few years.

**Mike Kintop:**

Finding products that cure in 24, 48 hours or longer aren't always the best solutions and products that are susceptible to rain and moisture aren't always the best products. So I think we're going to go through today a few different options that are more friendly than most products when it comes to cold temperatures and small working windows.

**Heidi Ellsworth:**

Thank you Mike. And I knew ... I know that you do a lot out there with a lot of different contractors and really kind of trying to figure out how they can keep working. And one of the big solutions that I know Tremco does is their main focus is roof restoration. Can you talk a little bit more about that and how the roof restoration model kind of works?

**Mike Kintop:**

Yeah. What's great about roof restoration, the most important thing is you're not opening up the building to potential moisture entry. So when we qualify a roofing system with our contractors, we know that it's in good shape already. And to install the roof restoration product, you don't need to cut the roof open and install new insulation and everything else so the roof remains watertight throughout the entire project, which is a huge benefit because if you have fast drying products, you can get on and off. And even in those shoulder seasons when you have only one or two days of good working weather, you can get out there and be productive, not be concerned about temporary tie offs and those kinds of things, which is great for both the building owner and it reduces risk for the contractor as well.

**Mike Kintop:**

So being able to get into those shoulder seasons, you can work later into the winter season and the building owner doesn't need to be concerned about any shutdowns or disruption inside. So roof restoration has those advantages all year long, but it's really advantageous in those shoulder seasons when you want to try and get work done in between inclement weather.

**Heidi Ellsworth:**

Excellent. And really going into the AlphaGuard, Phillip, this is your line, your fluid. Talk about that with roof restoration.

**Phillip Harris:**

Yes. Thanks Heidi. So our AlphaGuard PUMA is very unique. Anybody who's familiar with Tremco know we have a line of our superior, our AlphaGuard line, kind of our top of best of the best liquid applied products. Within this line, we have AlphaGuard PUMA, which is a modified polyurethane methacrylate waterproofing resin. It's a two component system so you're going to have resin and you're going to have a catalyst or an activator. With this, you're going to get a chemical cure, which is a lot more efficient cure. We're not so dependent on moisture or temperatures when you're looking at more of your moisture activated or moisture triggered cures that come in a lot of one components. This



is a fast cure product, so you're going to look to be watertight in about 30 to 45 minutes. You're going to be able to take walk on traffic after about an hour and then overboarding after two days. Typically on a lot of projects you can apply the top coat going over the base in as short as an hour, you can start to look to put the top coat on and you're looking at a full cure in about two days.

**Phillip Harris:**

One of the unique things with this product is we have what we call our mixed charts, which breaks down each of the products that make up this line called AlphaGuard PUMA by temperature, and then the amount of catalyst you need to add to be able to still get that same fast cure and that can be installed down to negative 20 degrees. When we go that cold, we do have what we call our AlphaGuard PUMA cold weather catalyst, even though we call it that, it is more similar to an activator that you would put into the resin prior to adding the catalyst just to allow that catalyst to quickly activate and to kick in so it, again, cures just as fast.

**Phillip Harris:**

One of the things I want to harp on is this is a full line of products. So when you hear AlphaGuard PUMA, it is not just a base top coat system. We have raw repair products, we have primers, we have flashing grade resins as well as steel base and top coat resin. So it's the full product line, not just a base and a top coat. I've touched base already on the cure chart we have available that's broken out by product and by temperature. These can be put down over a variety of approved surfaces or substrates when we're talking about restoration that Mike touched on earlier, and then we have warranties that go 20 plus years. They can go all the way up to 30 years. That's just going to be based on the warranty you're looking for.

**Mike Kintop:**

And Heidi, I just wanted to add a couple of things to that. Phillip mentioned about, it's all AlphaGuard. PUMA is also a repair material. So I know that contractors that are going to be listening to this, they understand the challenges with trying to do roof repairs in the winter time right? It's always a challenge because you got to dry the roof, you got to make sure you've got a clean substrate and you've got to get the repair done. And it's really ... the contractors feel confident when they use PUMA for those repairs that once they leave the roof, that product's fully cured in, like Phillip said, 30 minutes. So they're not worried about, "Did I get it right? Is heavy rain going to come down and wash away my repair or get underneath it?" Or, "Is it going to impact the materials that I installed because they weren't fully cured," or any of those kinds of things. So PUMA is really a fantastic product for contractors to keep their crews busy in the winter and be very confident in the repairs that they're making, that they're going to withstand the test of time.

**Phillip Harris:**

And Mike, just to jump in, when you talk about repairs, too, a unique thing with this product Heidi for contractors is that you only ... you basically pour off what you want to use. So unlike a lot of products that you take the A and the B and you put them together, then you have to use all of it or dispose of it. With AlphaGuard PUMA, you you pour off into a bucket and then you do your mix and add your catalyst. So if you're looking to do a small repair that's only going

to take a half gallon, our mix chart goes down to a half gallon where you can do a half gallon pour out, to a gallon, to two, up to six gallons. So you're really only using what you need for that particular project or repair.

**Heidi Ellsworth:** Wow that ... I mean that's going to make such a huge difference to contractors, too. I mean with the crazy weather that we're having, in order for them to get up there and make repairs after storms, after snow removal, all of those types of things, this really can solve that problem and have some confidence in what they've repaired.

**Mike Kintop:** Absolutely. Yep.

**Heidi Ellsworth:** That is great. Well, Mike, why don't you keep going and talk a little bit about ... I know we're going to talk about a couple of different solutions because obviously no one roof is the same, so talk to us a little bit about the cold weather applications of TremPly KEE

**Mike Kintop:** Yeah. TremPly KEE is Tremco's flagship single ply product, so it's not a restoration option. But one of the unique things about TremPly KEE is that it actually meets ASTM D 6754 which is the standard for T membranes. And the reason that's important is not ... I mean it's important that it meets all the physical attributes of a 6754 sheet, but one of the more interesting pieces is that what that standard means is that it's over 50% KEE Elvaloy, as far as the polymer content of the sheet, and that comes into play when you're doing installations in school or temperatures because it has more Elvaloy content in it, it remains flexible in cooler temperatures, which I know you can install a lot of single-plys in cooler temperatures, but the TremPly KEE remains soft and flexible. It's not boardy when it gets cooler, which is a huge advantage to contractors to keep production rates up.

**Mike Kintop:** One of the great things that is available to contractors now is the induction weld systems. We're a big proponent of the ISO weld system because you can use that system, it self calibrates and you can use it below zero degrees for installation in cooler temperatures. Typically with adhesives, you're limited to right around that 40 degree mark, sometimes a little bit higher for water-based or slightly lower for solvent-based, but you're in that 40 degree range. So by combining a flexible sheet like TremPly KEE with ISO weld, you can get new roof installations down into much cooler temperatures. And because we're so confident in the TremPLY KEE product line, we offer up to a 30 year warranty on that system, which is an advantage not just to the building owners but to the contractors to know that we stand behind the product for that long.

**Heidi Ellsworth:** Wow, that's cool. That's going to be great for some of these building owners that need things done before the end of the year, although we only have about a half a month left, but you know, as they're looking into 2020, all these solutions for either reroof or restoration I think can really help the contractors and what they're doing. But a lot of those contractors love modified bitumen. So



maybe you can talk about the cold weather applications with your POWERply product.

**Mike Kintop:**

Yeah, our POWERply line is also ... excuse me, also for roof replacements rather than restoration. Like a lot of modified systems, we have SEVS, SBS modified sheets, which are good in cooler temperatures. But one of the unique offerings that we have is our powerFAST system, and what that is, is you mechanically attach a base sheet, a heavy duty base sheet, and then we can heat weld the laps to have a fully waterproof membrane without using any adhesives. And you can do that in pretty cool temperatures, well below 32 degrees, and then you can wait for better weather to come back and install the cap sheet and adhesives or do a torched cap sheet over the top if that system permits it. So that powerFAST system really allows you to keep moving without requiring any adhesives all in the system, which allows you to install, modified bitumen membranes in cooler temperatures, which is pretty unique in the industry. There's not many other manufacturers that offer a solution like that.

**Mike Kintop:**

The other interesting thing, we don't have a bullet point for it, but the powerFAST system, the way it's mechanically attached, we get extremely high wind uplift with that system. So we actually use that in projects down in the Caribbean where they're susceptible to hurricanes and we can achieve really high wind uplift ratings with that type of a system.

**Heidi Ellsworth:**

I tell you what, I live in Oregon and we've been getting some of those hurricane winds here too, so whether it's the North or the South, that wind uplift is pretty important. So okay, so we've got this system, some applications for cold weather so people can keep working whether it's coatings or single ply or modified bitumen and one of the things I think is so important for building owners and facility managers in working with their contractors is the ability to monitor the roof. To kind of understand how much snow there is, water, clogged drains during the winter. And so I would love, Mike, to have you talk about your new Knovi Monitoring Technology. I'm so excited about this.

**Mike Kintop:**

Yeah, thanks for bringing it up, Heidi. This is a new technology to Tremco. I say new meaning that we've been in development and cooperation with somebody for the past two years, refining and improving this technology and we're leading off this market with a product called the SmartDrain sensor. And what's really neat about this is it actually has a float mechanism built into it that detects when you have a clogged drain and everybody knows ... I'm sure everybody in their areas has seen the newspaper article from you know now and then it doesn't happen a lot, but a school collapses because of clogged drains or a mall roof collapses because they didn't clean the drains well enough and the roof got overloaded with water. So what this technology does is it monitors the drain areas for any elevation in water and if it reaches a certain point on the roof, it sends a notification to the Tremco team and the building owners team to notify them that they've got a concern on the roof and they need to go take a look at it immediately.

**Mike Kintop:** It's been ... it's saved a couple of buildings already, in the fact that the building owner didn't know that they had clogged drains. We had the sensors installed on the roof and sensors went off at one point in time. They went up on the roof and saw two inches of water across the whole roof. Without that notification system, they never would have known it. It would've kept accumulating water and it could have resulted in a roof collapse. So we've saved at least one building from catastrophic failure. It's been great. We've got other products that are being developed. Our SnowBeam system, which will detect heavy amounts of snow that accumulate on the roof so that that can be taken care of in Northern climates. And we've got a couple of other technologies that we're working on as well, which is ... it's very unique in the roofing industry to try and be this proactive on a roof.

**Heidi Ellsworth:** I just think this is so important because just like you said, when a roof collapses, first of all people, which is the most important thing, and then you think about all the assets and everything that's in that building. And so to be able to put on a strong quality performing roof and then monitor it, that's just really a game changer.

**Mike Kintop:** It really is. And the really interesting part is it's not very expensive technology. So we can get this on the roof, and for less than the cost of a couple of inspections a year, we can have this technology installed and monitoring a full hospital campus, which is pretty great. We still encourage people to go up on regular intervals and clean drains, et cetera. But in between those cleanings, this is an invaluable technology.

**Heidi Ellsworth:** That's great. And just for all of those listening to this, if you'd like to have a deeper look into this Knovi technology, we are going to have a podcast coming out with Ashley Cooper who's a product manager who works with Philip and Mike, and we talk extensively about this technology and how it's going to work on the roof. So it's another thing to be listening to, to learn more about that.

**Mike Kintop:** And these can be installed in the wintertime too. So this is another technology and product that you can keep roofing crews busy by installing this in the winter.

**Heidi Ellsworth:** You know, that's a great point Mike. Because as the contractors are talking to their building owners and their service and maintenance departments, this is a great thing to look at to be really talking about during the winter and right when building owners are thinking about it, too. So it's a little bit easier time.

**Mike Kintop:** Yeah.

**Heidi Ellsworth:** And along that line, I know that all these systems we've talked about, the safety systems, all the roofing systems, the technology, that takes a lot for a contractor to work with their Tremco rep to understand, to kind of put all that together. So Philip, maybe you can talk a little bit about what Tremco is offering for

contractors in training, both contractor support specialists and safety service representatives.

**Phillip Harris:**

Of course, Heidi. Thank you so much. So as Heidi alluded to, we have two different teams out here to support all of our contractors. Our first team, our contractor support specialists, these are individuals, for people who are not familiar with Tremco, we have two sides of our business. We have our Tremco roofing and building maintenance side and then we have what's called WTI, our waterproofing technology side. We went through and selected the top 10 to 12 individuals from our WTI side on the labor end to put into this special, unique group called CSS reps who are basically paid to go out and train our customers as well as our reps on how to go about using our solutions. So they go out and they give presentations, trainings. They go out on projects, at the beginning of a project or at the end of a project to which to that it is being installed correctly. So with all of the products that we just talked about if there is any questions or interests, these are resources that are out there throughout the US and Canada to be able to support you. Again, just out there training and sharing their knowledge with contractors. This team is managed by Jim Hanson who, very similar to Mike Kintop, has many years of experience in the roofing industry.

**Phillip Harris:**

Then when we're talking about our safety solutions, we have a separate team that is managed by Shari Carlozzi, who are called SSR, safety service representatives. These individuals are considered OSHA competent people and they are trained up to the ANSI standards for safety. So if you're not familiar with safety when it comes into codes and regulations, ANSI standards are even above that of OSHA standards that we are all familiar with. This team can go out and do the same thing as the CSS reps, but they can also go out and do roof walks and with those roof walks they can put together basically a proposal going over what you need, kind of highlighting the most critical areas down to how to have your facility or campus completely OSHA compliant.

**Phillip Harris:**

This is done at no to a little charge, just depending on what you're looking for. We can do it at no charge. If you're looking for an analysis to cover your most critical areas, or for a very small charge, I believe \$1500 to \$2000 we can do a complete analysis of your full rooftop, put together a plan for you to be OSHA compliant that could then be spaced out, just like with any of our roofing projects over the next, you know, one to two to three to five years to get you being up to being OSHA compliant. So again, just two groups out there to help contractors feel comfortable with installing our products, projects and products and being educated on them all.

**Heidi Ellsworth:**

That is great. That's great. And you know what, there's probably a lot of contractors out there right now who are wondering, "How do I get involved with all of this," and so I just want to extend that invitation from Tremco for everyone listening to this, whether it's contractors or building owners, facility managers, whoever it may be, contact your Tremco sales representative. They want to visit with you, they want to hear from you. It's really easy. You just go to [tremcoroofing.com/find-a-rep](http://tremcoroofing.com/find-a-rep) and you will be able to find the person in your

area who can really take what you learn today and help you see how it can be incorporated into your business. Any other things, Phillip or Mike ,on how to extend your system? Getting in touch with Tremco before we move on to our questions?

**Phillip Harris:** Uh, no, you covered it excellent, Heidi.

**Heidi Ellsworth:** Perfect. Well excellent. Okay, well let's get ... let me look here and see what we have for questions and we do have a couple. So the first question actually it goes back to earlier in the presentation and it says, "Is there anything we can do to quicken the cure in cold weather situations?" So Phillip, I think that would be yours.

**Phillip Harris:** Sure. So I'll take that one. So if we're looking at an original ... I'll just speak specifically to AlphaGuard PUMA and then if it's more, then feel free to ask me and I can go into details on other products as well. But for AlphaGuard PUMA, it is going to be based off of the actual temperature itself. So we have a mix chart that literally will then identify the actual product that you're using as well as the weather you're installing it any and that weather is broken out by about 10 to 15 degrees and it's going to tell you the amount of catalyst to add and that's going to be broken out by ounces, pounds or grams, just whatever measurement you are most comfortable using. And that's going to ensure that you get that quick cure.

**Phillip Harris:** If we're talking about when we start to get below freezing, a majority of these products can be installed without the activator, the AlphaGuard PUMA cold weather catalyst, until we're talking to temperatures of about negative 14 degrees minus one of the primers. Then once we are in those kind of freezing temperatures, then we can use the accelerator and again it's the same thing. It's just our cold weather mix chart where it also tells you the amount of accelerator to add into the resin prior to adding the catalyst to ensure you're still getting that same fast curing properties that we discussed earlier.

**Heidi Ellsworth:** Perfect. Thank you. Thank you, Philip. The next question that just came in, "Does Tremco have a guide for working in cold weather?" So Mike, and I think we also have something here to show them.

**Mike Kintop:** Yeah, we got a couple of documents actually. We've got our cold weather selector guide, which has a list of various products and systems, some of which we discussed today, that's available as a brochure. It's on our website. You can pull it down, but we also have cold weather tips that we send out as a technical document to our sales representatives and CSS reps that they have at their disposal to help ensure that projects and materials and everything are handled properly and always on our technical data sheets, we have precautions you want to take when you get into colder temperatures for each and every product. So yeah, we've got a couple of different resources and really the best way to make sure you maneuver through really cold temperatures is work with

your local Tremco sales rep to ensure you've got the right products and you understand how they can be applied in cooler temperatures.

**Heidi Ellsworth:** That's perfect. And I do want to point out on the sidebar in the handout section, there is one of the recent cold weather selector brochure, but that is also available on Roofers Coffee Shop through looking at the directory, by going into the eBooks and downloads. You can find a lot of information from Tremco on Roofers Coffee Shop about cold weather applications and how to extend your season.

**Heidi Ellsworth:** So that looks like it's it for today, gentlemen. Thank you so much. I appreciate your time and your wisdom to keep our roofing professional safe during this cold weather season.

**Mike Kintop:** Yeah, thank you Heidi.

**Phillip Harris:** Thank you, Heidi.

**Heidi Ellsworth:** Thank you, and thank you everybody for listening today. Like I said, please visit Roofer's Coffee Shop to learn more about Tremco roofing and how to extend your roofing season. There's a handout that you can download on the webinar panel, but you also can find that on the directory. We have blogs on cold weather extension and we also have it in our eBooks and downloads. And as you know, this webinar is part of our RLW read, listen, watch series and can be listened to and downloaded off of our site within the next 24 hours. You will find the webinars, you'll find podcasts and eBooks, which is the transcript of this RLW, available under the read listen, watch section of Roofers Coffee Shop. So please go there, listen to it download and also be sure to share that with other professionals.

**Heidi Ellsworth:** Please continue to join us for the RLW series into the new year. We will be doing one per month and our next one is January 29th. So happy holiday to all of you and thank you very much for being a part of Roofer's Coffee Shop for myself and from all of our team, and especially Vickie. Talk to you later. Bye.

**Vickie:** And especially Vickie.

**Heidi Ellsworth:** That was for you.



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