

# SAN ANTONIO HOSTS 2013 INTERNATIONAL ROOFING EXPO

**H**anley Woods Exhibitions and the National Roofing Contractors Association (NRCA) welcomed attendees from around the world to the 2013 International Roofing Expo, held at the Henry B. Gonzalez Convention Center in San Antonio, TX, from February 5 – 7. The Expo was held in conjunction with the NRCA 126<sup>th</sup> Annual Convention.

The show offered a wealth of opportunities for roofing professionals, including a conference program, inspirational speakers, targeted product showcases, and at the center a 960-booth exhibit hall showcasing a wide range of products, services and the latest in roofing technology.

Representatives from the United Union of Roofers, Waterproofers and Allied Workers and the Research & Education Trust Fund were excited to unveil the brand new booth designed by the International. Whether catching up with longtime union contractors, or making new connections in the industry, Roofers Union reps took full advantage of everything San Antonio and the Expo had to offer.

## Training for the Roofing Industry

Representatives of the United Union of Roofers, Waterproofers and Allied Workers convened with contractor



Left to right: President John Plescia of Star Roofing in Phoenix, International Director of Market Development Gig Ritenour, International Vice President Jim Hadel and Star Roofing Single-Ply Superintendent Tomas Perez.



International Vice President Jim Hadel, left, and International Director of Research & Education John Barnhard, right, enjoy a chat with David Hesse and John Kalkreuth of signatory contractor Kalkreuth Roofing based in Wheeling, WV.



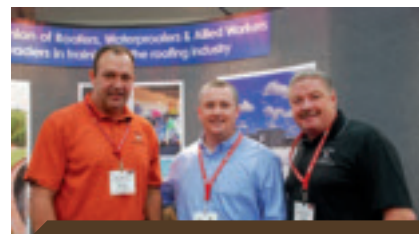
International Secretary-Treasurer Bob Danley, right, catches up with old acquaintances Matt Van Heel and Eric Van Heel with McDowall Co., Local 96 signatory contractor from Waite Park, MN.



International Vice President Jim Hadel, right, says hello to longtime friends from St. Joseph, MO, Robert Hausman with Hausman Metal Works and Roofing, Inc., and his wife Janet.

association leaders on Day 2 of the Expo for a seminar focusing on the state of the roofing industry and the future of training.

Moderated by Bill McHugh, executive director of the Chicago Roofing Contractors Association, the seminar included presentations on myriad topics affecting today's industry. International President Kinsey Rob-



Local 30 Representative Shawn McCullough, Darren Begg with Local 30 contractor Aetna Roofing in Trenton, NJ, and International Vice President Tom Pedrick enjoy meeting up in San Antonio.

inson discussed the funding of the national pension, and he talked about the effects the national healthcare reform bill will have on health insurance plans. He also spoke about where the union industry in particular and construction industry as a whole are headed, stressing the importance of having strong training programs and highly trained workers.



Local 11 Apprentice Instructor Marty Headtke takes the podium to discuss training at the recent union contractor seminar held during the International Roofing Expo.

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Director of Research & Education John Barnhard addressed the Research & Education Trust Fund's current training programs, which include train-the-trainer and foreman training, and talked about future projects. Instructors Marty Headtke from

Local 11, Chicago, IL, and Dan Knight from Local 2, St. Louis, MO, provided further insight on the Trust's foreman training program and discussed their apprenticeship courses, which are among the nation's top programs.

This annual seminar continues to draw increasing numbers of contractors, who are able to walk away with a knowledge of the many benefits available to them as signatory contractors of the United Union of Roofers, Waterproofers and Allied Workers.

### International Unveils New Trade Show Booth

After years of travel and usage took its toll on the display booth used at trade shows across the country, the International Office decided it was time for an upgrade. With funding from the Research & Education Joint Trust Fund and assistance from the media department, International staff designed a brand new booth that encompasses what the United Union of Roofers, Waterproofers & Allied Workers and its

## Robert Dalsin Is Awarded Roofing Industry's Highest Honor

The National Roofing Contractors Association named Robert Dalsin, president of Local 96 signatory contractor John A. Dalsin & Son Inc., Minneapolis, MN, recipient of its 66th annual J.A. Piper Award at the association's 126th annual convention in San Antonio. The prestigious honor, awarded at each year's convention, recognizes roofing professionals who have devoted constant, outstanding service to the association and roofing industry.



Bob Dalsin, center, and his wife Barbara stop by the International booth to visit International Secretary-Treasurer Bob Danley shortly before Mr. Dalsin received the prestigious J.A. Piper Award.

In addition to serving as NRCA's president from 1996-97, Dalsin has served on NRCA's board of directors, Insurance Board of Directors, Insurance Board of Governors, Investment Advisory Committee, National Roofing Council and Safety Manual Committee. His family-owned company was recently named *Roofing Contractor's* 2012 Commercial Contractor of the Year.

"Not only did he serve as an officer, director and president, but he continues to serve as a trustee for the International Union's pension plan—one of only a few that is fully funded these days," former NRCA President Bennett Hutchinson and 2012 J.A. Piper Award recipient said as he presented the award. "[Dalsin] is one of the industry's most respected leaders whose involvement has truly made a difference." ■



Research & Education Department stand for, and what we have to offer the roofing industry.

“Our goal was to convey the many facets of the Roofers Union in just a few powerful words and images,” said Media Director Erin McDermott. “This booth really shows everyone who the Roofers are.”

The graphic panels focus on training, safety and the various types of

roofing that union roofers are trained to perform, which cover the spectrum of skills including vegetative, solar, slate, air barrier, cool roofs and more.

Many attendees who were familiar with the old booth complimented the updated look, noting that the new booth is a better reflection of today’s roofing industry. “The new trade show booth both depicts and displays the quality of work performed by the

members and our contractors from around the country. You can see the pride in the work performed and that no job is too small or too large for our contractors to do. From green roofs, solar and air barriers to traditional work, the members perform all facets of the trade and keep up with all of the latest innovations that affect the craft these days,” said International Secretary-Treasurer Robert Danley. ■

## MRCA Conference Attendees Convene in Dallas to “Steer the Future”

The Lone Star State played host to the Midwest Roofing Contractors Association 63<sup>rd</sup> Annual Conference, held December 5 – 7, 2012, at the Gaylord Texan in Grapevine, TX.

The beautiful and festive venue proved to be the perfect grounds for networking and exploring business opportunities. Vendors in the exhibit hall hailed heavily from the Midwest, but also represented products from Canada, California, Florida, and everywhere in between.

The conference kicked off with a welcome reception and auction to benefit the MRCA Foundation. For 25 years the MRCA Foundation has been raising funds to support research projects and provide scholarships for individuals pursuing higher education.

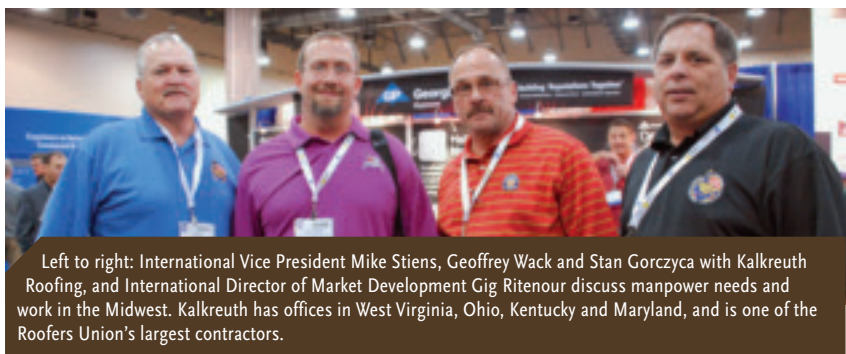
Representatives from the United Union of Roofers, Waterproofers & Allied Workers welcomed signatory contractors, while making new contacts with professionals in the industry. As many agree the economy is starting to recover, these leads make it possible for the Roofers Union to continue to grow and market our organization. ■



Larry Marshall Jr. (center) of Local 11 contractor L. Marshall Inc. chats with International Vice President/Local 11 President Rich Mathis (right) and International Director of Market Development Gig Ritenour.



International Representative Eric Anderson, right, catches up with Dennis Runyan, president of Local 182, Cedar Rapids, IA, contractor DrySpace Roofing.



Left to right: International Vice President Mike Stiens, Geoffrey Wack and Stan Gorczyca with Kalkreuth Roofing, and International Director of Market Development Gig Ritenour discuss manpower needs and work in the Midwest. Kalkreuth has offices in West Virginia, Ohio, Kentucky and Maryland, and is one of the Roofers Union’s largest contractors.



International Vice President/Local 11 President Rich Mathis welcomes his friend from home, Phil Diederich. Phil is steep slope operations manager of signatory contractor Waukegan Roofing Co., Inc., and his father, Bruce, serves as president of the Chicago Roofing Contractors Association.