

## BOMA BUSINESS

Exploring timely topics with BOMA members

### Replacement? Why Not Repair?

**W**hen it comes to roofs, an easy – and costly – solution is to completely replace the roof. What if it is possible to repair or to restore the roof, instead of completely replacing it?

Below is a situation in which a client is handed a million-dollar replacement bill, leading them to search for a second opinion.

#### Challenge

A Midwest motorcycle manufacturer had its hands full with an abundance of issues with its 100+ year-old buildings and a leaking roof. The skylights were a water entry and energy issue. The masonry parapet walls were also a source of water entry. The company was advised by a roofing contractor that a \$1.5 million roof replacement was necessary. The proposed roof replacement did not address all of the issues.

#### Solution

A registered roof consultant was retained by the facility management company to perform a forensic roof survey. The consultant developed detailed recommendations that 1) offered a long-term solution, 2) saved capital dollars – reducing the project cost by 50%, 3) addressed the skylight and structural issues, 4) reduced the energy issues, 5) was less disruptive and quicker, and 6) addressed necessary masonry issues

The roofs were restored and backed by a full system warranty. This new solution was half the cost and was a more long-term solution compared to what was proposed by the contractor.

#### Results

The assessment revealed that the roof did not need to be replaced.

Recommended was a roof restoration, with wet roof areas removed. Plus, a structural solution to the skylight replacement was designed. In addition to saving significant capital dollars, significant debris was saved from being sent to the landfill.

Roof replacement recommendations are repeated constantly – a quick response solution that may ignore underlying issues and cost significantly more. Registered roof consultants are known to search for the correct answer to a roofing problem and roof restoration is an option that typically just makes sense.

It doesn't just save roofs. It also saves harmful material from going into landfills needlessly, and provides significant cost savings versus a complete replacement. Restoration also is less disruptive and can be covered by warranty.

It has been discovered that over half of roofs being replaced do not need to be. Roof replacement might seem like the only logical solution but, to be sure, get a second opinion and make restoration an option as the new norm. **P**

BOMA Greater Cleveland is proud to provide this space to our Associate Members so they can inform, educate and share their knowledge with property management professionals. This article was written by Tiffany Lacey, marketing manager of RAM USA. She can be reached at 216.393.7663 or [tlacey@RAM-USA.com](mailto:tlacey@RAM-USA.com). RAM USA can be found on the web at [www.ram-usa.com](http://www.ram-usa.com).

## Why Team with a Consultant?

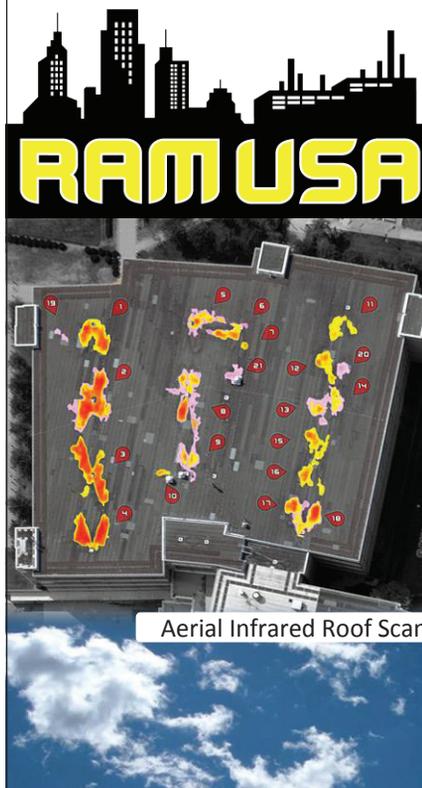
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