

# FUNDAMENTALS OF SLATE ROOF CONSULTING

**Joe Jenkins**

Joseph Jenkins, Inc.

143 Forest Lane, Grove City, PA 16127

[JosephJenkins.com](http://JosephJenkins.com)

# Consultants are needed:

- ▣ To provide information about slate roofs to people who know little about the subject.
- ▣ To evaluate the conditions of slate roofs for a variety of reasons (property sale or purchase, restoration potential, new installation).
- ▣ To assess damage due to weather events.
- ▣ To assist with specifications for new slate roof installations.
- ▣ To assist with specifications for restoration projects.

# Example where a consultant is needed: Ford's Theater, Washington DC

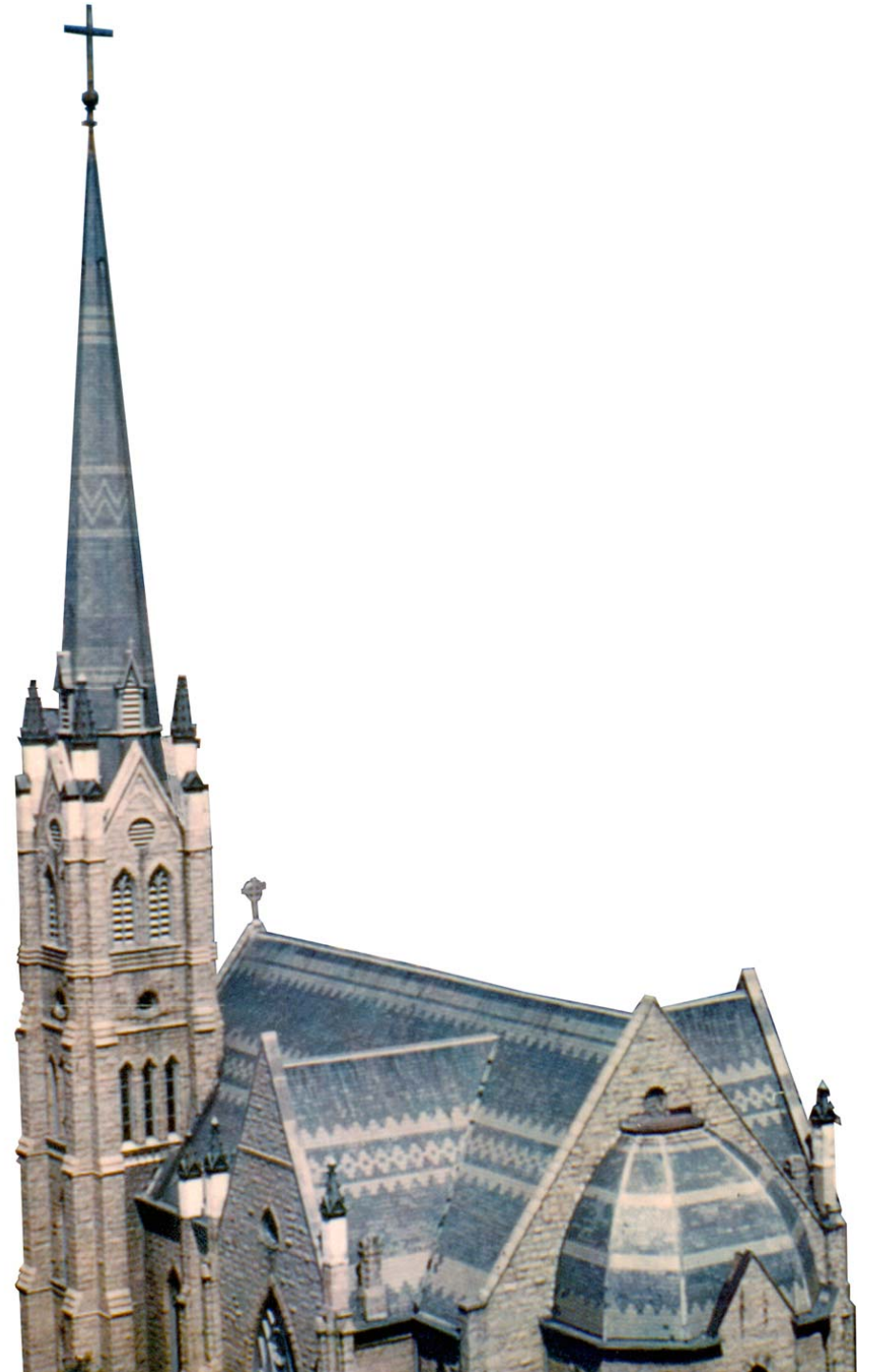


# The roof that didn't leak.

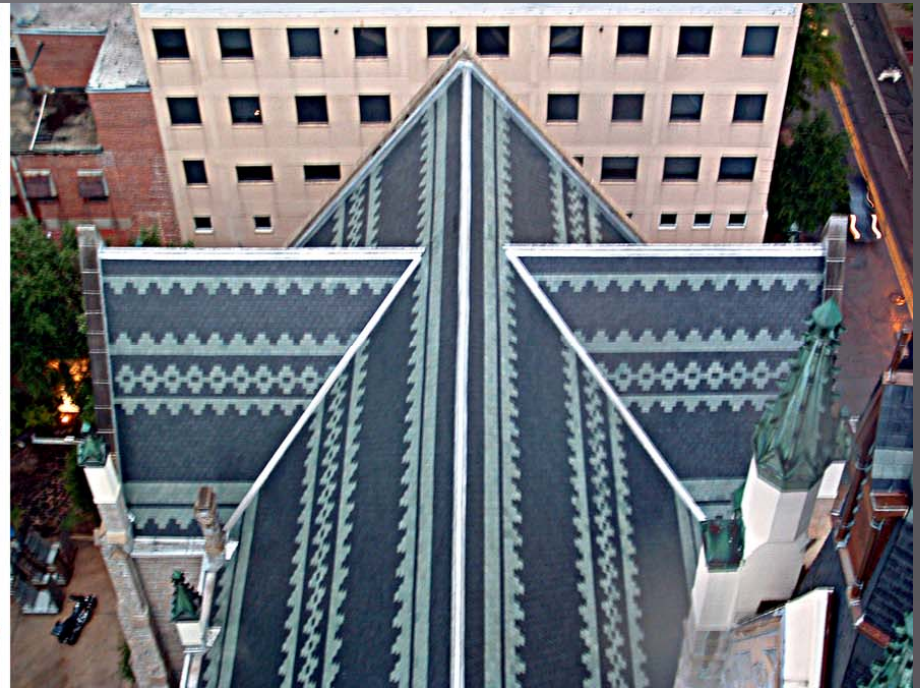


Ford's Theater

Another  
example:  
Cathedral of  
St. Andrew,  
Little Rock,  
Arkansas –  
roof  
replacement.



This project received the “Outstanding  
Achievement in Historic Preservation  
Award in 2004



## Basic characteristics of a consultant:

1. Must be knowledgeable and experienced.
2. Must be impartial.
3. Must advocate for their client.
4. Must not be trying to sell anything.

# Develop Your Slate Roofing Knowledge and Experience

- ▣ This is the basis upon which a consultant builds a reputation.
- ▣ A consultant **MUST** always attempt to advance his knowledge about slate roofs.
- ▣ A consultant is a life-long learner and goes out of his way to learn more than everyone else.
- ▣ Consulting jobs themselves provide excellent learning opportunities for the consultant.



# Remember – Litigation Looms

- ▣ Always keep in mind that anything you do, say, write, photograph, film or even notate, may end up in front of a judge or jury.
- ▣ Consulting services must always be engaged in with total integrity, honesty, fairness, and impartiality in the interests of your client.
- ▣ You can achieve this by focusing on the roof itself and considering the roof to be your client.

## Four typical slate roofing consulting jobs:

- ▣ **Restoration:** old slate roofs that need repair or replacement.
- ▣ **Installations:** these can be old roofs that need replaced, or new construction.
- ▣ **Existing New roofs:** these may or may not be failing, but will still need a consultant's expertise.
- ▣ **Insurance work:** assessing damages from weather events, etc..

# Restoration Example #1: Carbon County Courthouse



# Retrofit expansion joints:



# Slate Repair:



# Restoration Example #2: Venango County Courthouse



# Sound slate, bad metal:



# Installation Example





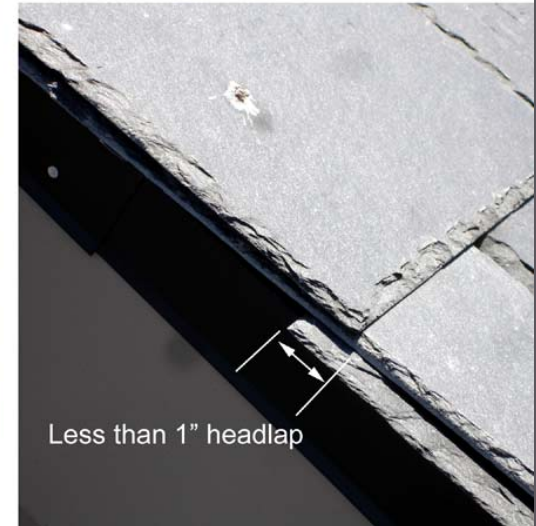
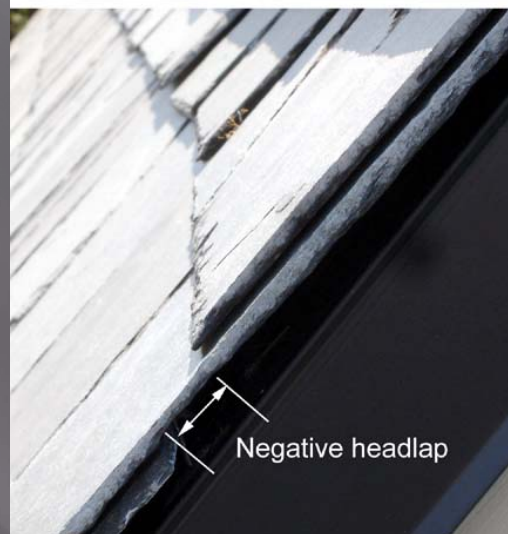
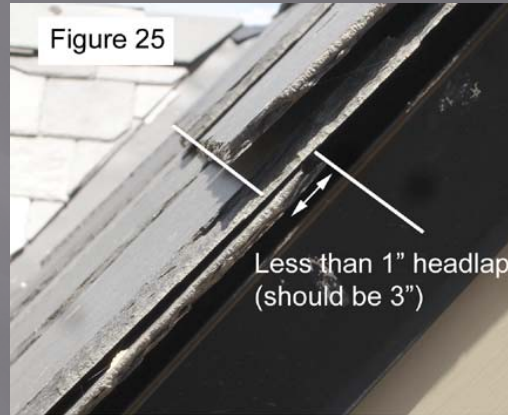
High degree of difficulty...



# New Roofs – Example #1



Lack of headlap was only one of many reasons this roof was condemned.



# New Roofs - Example #2



Lack of headlap caused this roof to be condemned.



# Reports

- ▣ A roof inspection is called a “roof survey.”
- ▣ The purpose of the survey is to determine the “conditions” of the roof.
- ▣ Once a roof has been surveyed by the consultant, a “roof survey and conditions report” is assembled.
- ▣ The report should be written as if the reader has no prior understanding of slate roof systems.
- ▣ It should be fully illustrated.
- ▣ Again – litigation may occur.

## 3 Essential Software Programs:

- ▣ A page layout program such as Quark Xpress or Pagemaker. NOT Microsoft Word!!
- ▣ A photo manipulation software: Photoshop
- ▣ A PDF converter: Adobe Acrobat
- ▣ Develop your own style.

# Other essentials:

- ▣ Good digital camera.
- ▣ Digital video camera.
- ▣ Computer
- ▣ Laptop



# Use Contract Documents

- ▣ ALWAYS have a contract.
- ▣ Get documents from the Roof Consultants Institute ([rci-online.org](http://rci-online.org)).
- ▣ Modify the documents to suit yourself.

RCI based  
contract  
document,  
page 1 of 4

Joseph Jenkins, Inc.

Slate Roof Consulting Services

143 Forest Lane, Grove City, PA 16127; Ph: 814-786-9085; Fax: 814-786-8209  
web: josephjenkins.com; email: [joe@josephjenkins.com](mailto:joe@josephjenkins.com)

Date: \_\_\_\_\_

**PROFESSIONAL SERVICES AGREEMENT BETWEEN CLIENT AND CONSULTANT**

Project Title: \_\_\_\_\_ Project Number: \_\_\_\_\_

Client: \_\_\_\_\_ Site Address: \_\_\_\_\_

Address: \_\_\_\_\_

Contact: \_\_\_\_\_ tel: \_\_\_\_\_ fax: \_\_\_\_\_

Email: \_\_\_\_\_

Consultant: Joseph Jenkins, Inc.

Address: 143 Forest Lane tel: 814-786-9085

Contact: Grove City, PA 16127 tel: Cell: 724-967-2504 fax: 814-786-8209

EIN: 20-0546764

Project Description: \_\_\_\_\_

**Compensation**

**LUMP SUM.** Compensation for these services, including all expenses, shall be a Lump Sum of \$ XXXX.00.

**TIME AND EXPENSES.** Compensation for additional expenses will not exceed \$ XX without written permission.

In the event additional services not specified in the Scope of Services and not included in the compensation above are required, the Consultant shall submit a fee estimate for such services and a contract modification shall be negotiated and approved in writing by the Client prior to any effort being expended on such services. This would include such things as additional site visits that may be required in the future.

**Schedule of Payments:**

The Consultant shall be paid 50% in advance of performance of services outlined in Scope of Services in this agreement. Checks are to be made payable to Joseph Jenkins, Inc. Balance to be paid upon Client's receipt of Report, delivered to Client by email as a PDF file.

**Execution:**

Execution of this document by duly authorized representatives of the Consultant and the Client, including the Consultant's Standard Provisions (page 3) and any attachments, additional provisions as indicated, and addenda, represents the entire Agreement between the parties hereto and supersedes all prior negotiations, representations, or agreements, either written or oral. This agreement may be amended or modified by written instrument, but such instrument is valid only upon signature by both parties. Neither the Consultant nor Client shall assign, transfer, or encumber any rights, duties, or interests accruing from this Agreement without the express prior written consent of the other.

Client: \_\_\_\_\_

Consultant: Joseph Jenkins, Inc.

By: \_\_\_\_\_

By: Joseph C. Jenkins

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Title: President

Date: \_\_\_\_\_

Date: \_\_\_\_\_

ATTACHED:  Scope of Services

Standard Provisions

Billing Rates



# Establish Fees

- ▣ Fees can vary according to the work.
- ▣ Office rate.
- ▣ Travel rate.
- ▣ Lost time rate.

# Litigation

- ▣ Depositions and Discovery
- ▣ Trial
- ▣ Expert Witness Status
- ▣ Cross Examination

# Depositions and Discovery

- ▣ To be deposed is to be questioned under oath during the discovery phase of litigation.
- ▣ During discovery, **EVERYTHING** you have related to the case can be examined by the other side. You **MUST** surrender all of your materials to them.

# Trial

- ❑ Expect a trial to take 3 years before it goes to court.
- ❑ Expect the cost to be in the tens of thousands of dollars.
- ❑ Don't expect any satisfaction or justice for your client.

# Expert Witness Status

- ▣ Your status will be challenged.
- ▣ Any information about you can be brought before the court to challenge your status.
- ▣ The court must decide if you are an expert.
- ▣ Once it has decided that you are, in fact, an expert, you have expert witness status.
- ▣ The more often you testify as an expert witness, the easier it is to assert your status.

# Cross Examination

- ▣ You will be aggressively questioned.
- ▣ The lawyers will try to put words in your mouth.
- ▣ They may be misleading to the court.
- ▣ They may try to fluster you.
- ▣ Keep your cool at all costs.
- ▣ Act professional, knowledgeable and courteous.
- ▣ The lawyer for your side will enable you to explain whatever seems ambiguous.



# Questions

- ??