

## 5. Can you do it?

As I indicated in an earlier section, one of my revelations about the market was the number of people who showed a much higher level of skill and competence than I was expecting. When I was complimenting one of the earlier customers on being brave enough to do his own roof, he pointed out to me that the skill level he had to use was rather basic, and his biggest concerns were his lack of knowledge and experience in roofing. With the instructional material he got from us, the background research he did, and with the support we provided during the installation, he did not have any “major” problems. In his mind, once he had the “tools” which were information about roofing and our product, he was able to analyse his own situation and figure out the likely problem areas. From there, the challenges became much more straightforward, and needed some basic attention and careful work to overcome.

So let’s look at what we can provide to you so that you are able to effectively control your project and achieve your goals.

### 5.1 Knowledge

There are several types of knowledge that you will need to do your project:

- building code requirements in your area,
- roofing principles and how to determine problem areas,
- product knowledge and installation techniques.

You can find out what the building code requirements are for your area by contacting your municipal or county department responsible for building permits. They will tell you what type of work requires a permit, and other information on what the minimum requirements are. Depending on the scope of your project, you may also wish to engage the services of an engineering consultant, especially if you are contemplating making structural changes to the

roof.

The knowledge of roofing principles can be obtained from many books and self-help articles. We also supply a fair amount of information which is relevant to our system. We can show you how to conduct an inspection of your roof, what kind of problem areas to look for, and how to figure out the corrective plan. Some of this gets done when we are reviewing your project with you, since we will also be looking for the “gotchas” that may cause you trouble.

The product installation knowledge is obtained from our video, our guides, by taking the factory training course and talking to other DIY installers who had already put on our system. Once the project starts, there are often unforeseen issues that we help you resolve by providing support over the phone and on the internet (e-mail).

## 5.2 Skill

The skill level you need to be able to do this project with our system is probably comparable to that which you would need to construct a wooden birdhouse. Much of the detailed work consists of measuring, cutting, trimming and bending the aluminum to achieve clean joints. However, installing the shingles themselves is almost anticlimactic – with the flashings in place, the shingle installation generally proceeds quite quickly.

There is another skill you need to have to do this type of project properly. Safe work on a roof requires that you don't take chances. Get the safety gear mandated in your jurisdiction, learn how to use it, and always put safety first.

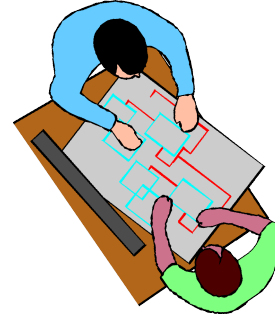
## 5.3 Tools

We have designed the system so that you can install the roof using only commonly available tools. The most specialized tool we use in the DIY roof installation is a sheet metal bending bar. The rest of the tools (hammer, measuring tape, chalk line, utility knife, snips, etc.) are already present in the workshops of most people who will contemplate a DIY roofing project. Unless you have a very special situation, you won't need an aluminum brake to make custom flashing. So you probably already have everything (with the exception of the bending bar) that you need.



## 5.4 Training

If you are able to come to Montreal for a day or so, we can arrange to give you hands-on training on our training mockup. One day of training in the factory is free if you buy a roofing system from us. We concentrate on the things you will need to do on YOUR project. Pretty much everyone who took advantage of this training told us later that it contributed to the level of confidence they felt when taking on the project.



## 5.5 Support

We recognize that not everything can be planned for or anticipated. Therefore we offer you ongoing support during your installation. If you come across a situation which has not been covered by the guides you have obtained from us, or if your specific situation seems problematic, you will have access to me by cell-phone or by e-mail. Most of our customers send us digital pictures of the problem area they have by e-mail, and I am able to send them back a proposed resolution the following day. If the issue is urgent, the cell phone call is usually the fastest way to resolve this.



## 5.6 Easy-to-work with materials; light too!

Our aluminum shingles are light (one square weighs 45 lbs vs. about 200-300 lbs for asphalt shingles), easy to work with simple hand tools, and small enough that you don't have to have a pilot's license on windy days. Almost all the joints between shingles and flashings are slip-locks – in which you trim the

shingle to fit, then slip under the locking lip of the flashing. As roofing work goes, it is clean work, and you have the satisfaction of giving your home the best protection that it can have.