

# THE ROOFERS' ADVANTAGE GROUP™

## The LORR System™ – New Roofing Approach Eases Replacement Burden

by Peter Golden

**T**he whine of an air compressor cuts through the still air of an otherwise peaceful fall afternoon in Westwood, NJ. Along the roofline of a brick, multi-story condominium, a crew is at work preparing a long stretch of mansard roof for shingling. A scissor lift whines and a course of shingles is lofted high above the ground.

Past construction errors and the depredations of weather have led to this all-too-common scene, forcing the hand of one more association board. It's roof-replacement time at Roxbury Condominium and for this community, like most others, that means substantial expense and an absolute requirement that the job be done right.

### A Happy Outcome

This is a familiar story but, in this instance, the outcome will be a happy one. Roxbury Condominium unit owners will soon have a new mansard roof, copper-flashed windows and rain channels, plus high-volume, anodized gutters and downspouts and specially designed drip edges. Also, to their advantage, the job is being done with minimum disruption and mess and at a moderate price for what board president Bob Hibler calls "very high quality work."

As an added bonus, the installation is aesthetically pleasing – black anodized gutters and downspouts, stylish window surrounds – and is guaranteed for 30 years, with a registered financial trust to back it up.

But let's go back into the recent past to learn more of this story. The flat surfaces on the roof at Roxbury Condominium were replaced in 1996. But the mansard, which Hibler believes

is original to the 1970s building, was causing big problems. Water was entering resident units through the soffit (the area under the eaves between the roof and the building wall) and other areas, causing substantial damage to residents' units.

Its age notwithstanding, the fact that mansards are pitched and Roxbury Condominium's were accessible from an interior crawl space was what captured the attention of Wakefield, NH-based ROOFERS' ADVANTAGE manager Jon Folkersen when he received a request for proposal from Roxbury trustees in the spring of this year.

### Lay Over Roof Recovery

LORR, as you may have guessed, is an acronym, the expanded version of which translates into "Lay Over Roof Recovery." In part, it explains why the company was retained to work for Roxbury Condominium, just as it has been for a growing list of community associations around New England and throughout the United States.

Not all roofs are constructed alike and LORR's unique roof recovery system is designed for pitched, shingled roofs (millions of U.S. condos are of pitched roof design), where interior access allows visual inspection of plywood and other materials. This assures dry rot is not present or is sufficiently limited to allow work to proceed.

This concern is motivated by the LORR approach, which is notable for its efficiency, integrity and reasonable cost. Rather than undertake the time-consuming, messy and expensive process of prying off old shingles, LORR keeps roof surfaces intact by sealing them under a self-adhering polyester-reinforced membrane, cov-

ered by a new layer of shingles.

It's an approach that yields manifold benefits, among them protection when a building is at its most vulnerable – when substrates are exposed to the weather during installation.

"What we've done is created a way to take advantage of the structural elements of buildings where roof materials have degraded to the failure point," says Folkersen, a Finnish-Danish transplant to the United States who, while doing college work in Utah two decades ago, took a short-term roofing job to pay the rent. He found he liked the work, the receipt of a cum laude degree notwithstanding. "I never looked back," he says.

### Heavy-Duty Membrane

"The key to the LORR approach is the self-adhering membrane which, when applied over old shingles, creates a self-sealing layer. In turn, a whole new layer of shingles is then applied, creating a dense roofing surface of enormous durability that is practically impermeable to water and ice," he adds.

But the story gets better as Bob Hibler explains in describing why ROOFERS' ADVANTAGE won the highly competitive job at Roxbury Condominium. "Our interest was in getting the best job, not the cheapest, and ROOFERS' ADVANTAGE's bid was well thought out. It accounted for details that others might have missed."

"It was ROOFERS' ADVANTAGE's total solution that convinced us," he adds. "They showed us how to save money with their special approach, but then when they explained what should be done with the savings, we were sold. Basically, ROOFERS' ADVANTAGE installed an 'integrated system' which

ROOFERS' ADVANTAGE's patented, self-adhering underlayment method covers old shingles smoothly while fitting perfectly against windows, roof edge and soffit. A new layer of shingles advances from the right toward windows attractively flashed with heavy-duty copper at hips and lintels. High-quality capital improvements like this new LORR roofing system enhance the aesthetics of a condominium while preserving long-term value.

takes into account the interconnected nature of roofing materials and techniques. John showed us how technology, technique and engineering all come together."

Among other things, ROOFERS' ADVANTAGE specified commercial grade gutters and downspouts, special drip edges and lots and lots of copper flashing, all of which were installed according to ROOFERS' ADVANTAGE's patented standards.

### A Key Element

Flashing as a general topic may not excite the imagination and stir the soul, but according to Jim Stump, chief engineer in the Portland, ME office of Criterium-Mooney, a national building engineering firm with offices in 64 cities, it's a key element in a successful roofing job.

Stump examined the LORR system in general and flashing techniques in particular and liked what he saw. "Roof leakage is most often associated with some deficiency in flashing. We looked at (the way LORR handles) eaves and sidewalls and we think it's about as good as you're going to get."

Stump speaks in the considered tone of someone with bottom-line responsibility for a project. But cut through the understatement and you can detect clear notes of praise. "It (LORR) certainly provides an alternative to traditional stripping and re-roofing and, based on the testing we observed, it's very effective at preventing water leakage."

How sure is ROOFERS' ADVANTAGE of its patented technology and methods? Look at its guarantee. As ROOFERS' ADVANTAGE manager Folkersen



explains, "The Warranty fee is paid to ROOFERS' ADVANTAGE Warranty Services, LLC and is not accessible to us until after the Warranty term is over. If, in the unlikely event system failure ever does occur, there's recourse for our clients, even if we're no longer in business."

Some people say the true mark of a great person is one who cares not only for others, but also for those yet to come. Condominium boards are not required to build for the ages, but they do have a responsibility to ensure future association members benefit as fully as possible from whatever capital improvements and long-term maintenance they undertake.

Life is short and art is long, as the old saying goes, and no matter how well engineered and constructed, even the best-laid roof will succumb to time and weather after four or more decades. Which is one more reason to choose ROOFERS' ADVANTAGE. Its design is such that even if an outer layer of shingles degrades, a LORR roof will

maintain the integrity of underlying plywood.

Unlike a first-time LORR installation, which avoids altogether the mess of total stripping, all shingles may well need to be removed at that time in the distant future when a new roof is called for. In this day and age, however, a ROOFERS' ADVANTAGE installation is about as clean, tight and attractive as one could want.

Perry Levitt of Wentworth Group, which manages 2,000 community associations nationwide, is community manager for Roxbury Condominium. Here's what he has to say about ROOFERS' ADVANTAGE: "They're excellent, and always courteous and professional. Their work is right on the mark. We couldn't ask for a better contractor."

*Find out more about ROOFERS' ADVANTAGE at [www.RoofersAdvantage.com](http://www.RoofersAdvantage.com) or call 603-522-5200 for a no-obligation review of roofing needs for your condominium or multi-family.*