



Hurricane Response Plan

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INTRODUCTION

Peninsular Florida is one of the most beautiful parts of one of the most beautiful states in the nation. We've got lots of sunshine, mild winters, tropical summers—it's no wonder our area is one of the most desirable places in the United States in which to live or vacation.

But this paradise comes at a cost: hurricanes.

Over the past several decades, Florida has been affected by an average of one hurricane or tropical storm each year. Some of the most notoriously destructive storms in U.S. history have passed directly through our area: Andrew in 1992; Charley, Frances, Ivan, and Jeanne in 2004; and, of course, the infamous Katrina and Wilma of 2005.

It's pretty clear that our area is often in the path of some monstrous storms. And that's why this Hurricane Response Plan was developed.

Gulf Western Roofing believes that a maximum effort should be made to manage our mutual liabilities through preparation, communication, understanding, and cooperation with our valued customers. This will be distributed to key purchasing and operations people in your organization.

THE PLAN: TILE ROOFS

Because of its durability, ease of installation, and good looks, cement roof tile is very popular among quality Florida homebuilders. But that popularity puts residential roofing contractors in a very unique predicament. Consider this: a roofing square (100 square feet) takes anywhere from 85 to 120 pieces of tile (depending on the profile of the tile and the headlap used), which means that a standard 3000 sq. ft. roof requires between 2,550 and 3,600 pieces of tile, plus accessories such as ridge and rake trim pieces. And since each piece of tile weighs around 8 to 10 pounds, it's not hard to imagine how easily just one roof can become the source of hundreds of lethal missiles when a powerful wind force, such as that which whirled its destructive way across Southwest Florida during Hurricane Charley in 2004, is applied to a roof onto which tile has been loaded by the supplier but that has not yet been affixed or adhered to the roof.



Gulf Western Roofing's Hurricane Response Plan was developed to address that liability. This Hurricane Response Plan is basically a three-step process whereby certain actions, or 'responses', are initiated at different points along a storm's possible track toward Florida. These steps, or 'phases', are defined on page 6, and shown graphically on the chart on page 7. Calculations for the stages are based on an average forward speed of 15 mph, and a typical size of storms affecting Florida.

Gulf Western Roofing's Hurricane Response Plan will be implemented only for 'hurricanes' officially recognized as such by the National Hurricane Center and the National Weather Service, meaning that there are maximum sustained winds around the storm's eye of at least 74 miles per hour. Obviously, adjustments will be made should a particular hurricane change to a condition that places it above or below the median statistics used in our calculations.

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THE PLAN: FLAT AND METAL ROOFS

Low slope and metal roofs have one thing in common: many of the components are large and light, meaning that they readily become windborne missiles in the winds of a hurricane if loaded but not yet installed when a storm strikes. And besides the materials everyone knows about, many flat roofs also have multiple layers of lightweight insulation board with fiberboard overlays for roof performance, along with heavier roll goods.

All these components need to be secured when a storm is approaching. Ideally, uninstalled roofing components would always be removed from the roof and secured on the ground. But since that's not always possible given time and logistical constraints, those components will need to be secured in-place atop the roof. Proper execution of this plan will give us the time to secure those components. In general, the taller the building, the more likely material will be secured directly on the roof as downloading becomes more problematic. Pallets of material will be taped, wired, or otherwise secured to resist winds.

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THE PHASES

This action plan is based on typical hurricane growth and tracking. However, based on hurricane forecasts, Gulf Western Roofing reserves the option to proceed directly to any particular phase, bypassing any intermediate phase(s).

PHASE I

Defined as any area west of 59.5 degrees west longitude, east of 96 degrees west longitude, and north of 12 degrees north latitude not encompassed by Phase II or Phase III.

ETA: 72 hours

- ☞ All jobsite and rooftop deliveries will be suspended except as needed to complete key areas.
- ☞ Roof installation will continue so that as much roof-loaded material as possible is secured.
- ☞ Customers will be notified of the suspension of deliveries.

PHASE 2

Defined as any area west of 67 degrees west longitude, east of 92 degrees west longitude, and north of 20 degrees north latitude not encompassed by Phase III.

ETA: 48 hours

- ☞ All installations already underway will be completed as much as possible.
- ☞ Roof areas where installation is incomplete and can't be finished will be "tied-down" as appropriate to minimize wind damage.
- ☞ Both roof and ground clean-up will proceed on all jobsites.
- ☞ Customers will be notified of hurricane preparation progress.

PHASE 3

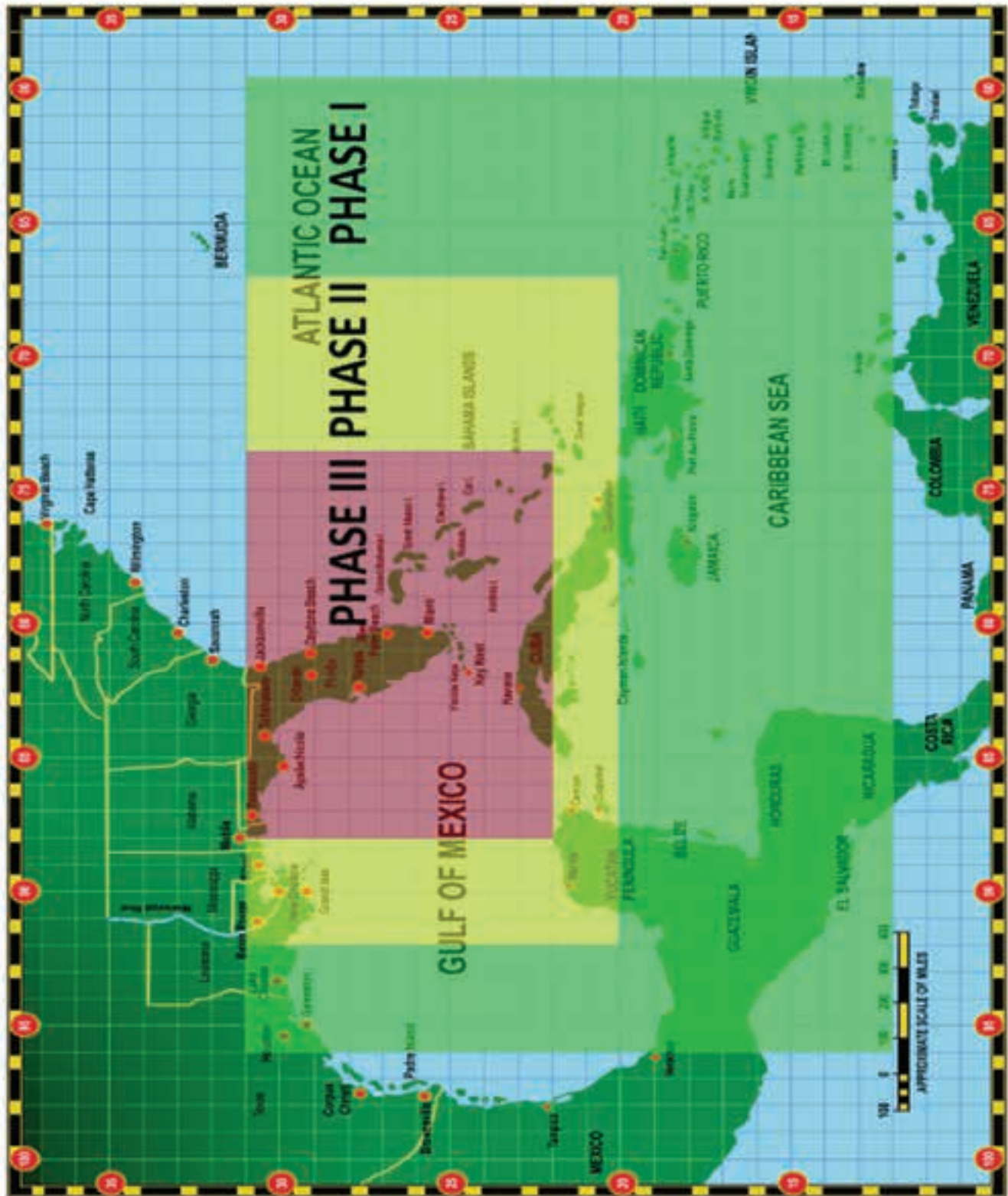
Defined as any area west of 73.5 degrees west longitude, east of 88 degrees west longitude, and north of 22 degrees north latitude.

ETA: 24 hours

- ☞ This stage will be initiated when a HURRICANE WARNING is issued by the National Hurricane Center in Miami.
- ☞ All in-progress installations will cease.
- ☞ All roof-loaded but uninstalled tile will be securely bundled or wrapped.
- ☞ All other remaining roof components (insulation, rolled goods, etc.) will be secured to the roof.
- ☞ Any materials stored outdoors will be secured.
- ☞ All jobsites will be cleared of any remaining roof debris.

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CHARGES

Events of nature require a vigilant pre-planned effort on the part of both **Gulf Western Roofing** and our customers. Our approach is to manage these events to minimize our mutual liabilities and to share the costs of this effort. In some cases, we may have individual customer agreements that take precedence over these charges.

Commercial and Residential Re-Roofs

We will supply all labor at no charge to secure the roof, but if additional equipment is required and can be scheduled in adequate time, i.e., lifts, cranes or other equipment, we will invoice at cost plus 18%.

Flat Roofs

Roofs less than 100 squares:

We will supply all labor at no charge to secure the roof, but if additional equipment is required and can be scheduled in adequate time, i.e., lifts, cranes or other equipment, we will invoice at cost plus 18%.

Roofs over 100 squares:

There will be a flat labor charge of \$1000.00 but if additional equipment is required and can be scheduled in adequate time, i.e., lifts, cranes or other equipment, we will invoice in addition to the above flat charge at equipment cost plus 18%.

Tile Roofs

If we have loaded the tile at our schedule, we will bundle and tie all tiles on the roof that is not set at no charge to our customer.

If you wish to load tile at your schedule, we will bundle and tie all tile in accordance with our agreements with each customer.

If you require us to off load the tile from the roof, this will require a separate agreement with us when this plan is issued so we can plan accordingly, and will be invoiced at a charge of \$30.00 per tile square to offload and then reload tile.

Metal Roofs

We will supply all labor at no charge to secure the roof, but if additional equipment is required and can be scheduled in adequate time, i.e., lifts, cranes or other equipment, we will invoice at cost plus 18%.

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CONTACTS

In the event of an approaching hurricane, the Gulf Western Roofing supervisor overseeing your project will contact you as each phase of this Hurricane Response Plan is initiated. However, please feel free to call that supervisor with any questions you may have. If you are having difficulty reaching your supervisor, please call our main office at:

(800) 277-0647

DISCLAIMER

The Hurricane Response Plan contained herein has been devised and prepared per request only, and not pursuant to any plans, laws, ordinances, codes, or any other governmental requirements known to **Gulf Western Roofing**.

Gulf Western Roofing shall not be liable for any consequential or incidental damages to any building or structure, or person or persons, from any action taken or not taken by **Gulf Western Roofing** pursuant to this plan.

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