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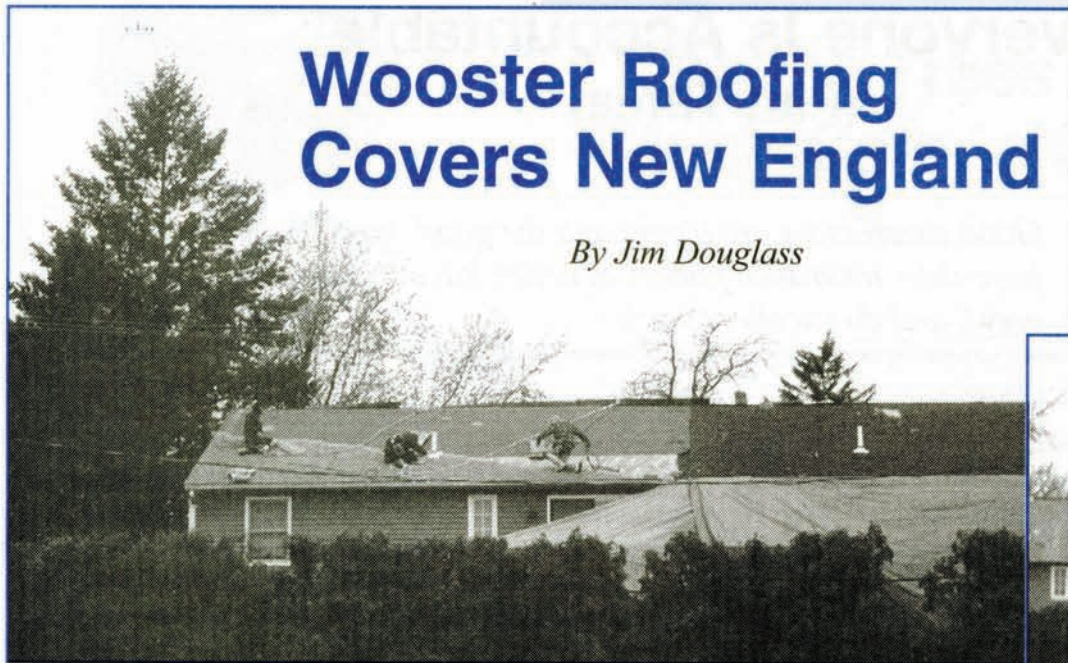
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**Wooster Roofing
Covers New England**

Wooster Roofing Covers New England

By Jim Douglass



(Above) With a rainstorm approaching, the building is tarped to protect windows and siding.
(Right) A tarp protects a Cross Point roof section during construction.



Cross Point Condominium Trust is an 18-unit association located on the Merrimack River in Lowell, Massachusetts. Built in 1984, the association was starting to show its age by 1996, when its Board of Directors sought opinions on the condition of its roof. One roofing consultant recommended that its roofs be replaced immediately, then the board heard from Wooster Roofing. After an inspection, Wooster Roofing told the board that the association's roof had at least five years of life left in it and was not in immediate need of replacement.

Five years later, the Board of Directors of Cross Point embarked on a search for a contractor to put a new roof on the single-building Colonial-style association. Cross Point was looking for a roofer with a rock-solid reputation, impeccably clean crews and a long-term warranty on the job. The process by which Cross Point chose Wooster Roofing illustrates the strength of the firm in all those areas.

"During our two decades in business, we

have always delivered a quality job, performed by courteous and clean work crews and backed by a 10-year warranty," said Wooster Roofing President Charlie Wooster, a Hampton, New Hampshire resident.

Cross Point initially invited 14 roofers to bid on the job and talked with both the Attorney General's office and state Licensing Board for references, according to Cross Point Treasurer Don Martin. After receiving seven bids for the job, Cross Point asked the firms for their license numbers and proof of workmen's compensation insurance. That request narrowed the field to five, says Martin. From the smaller field, Cross Point received a list of recent jobs from each contractor and its Board of Directors fanned out to talk with the references.

When they talked with Wooster Roofing customers they found that Wooster Roofing's trademark was a clean, professional job, says Martin. "When they did the job, they cleaned up after themselves. They had a guy on a ground that was constantly shoveling the roof debris. Steve Wooster (company vice president) was on the job site constantly. Everything was great; there were no nails in the ground."

That the Cross Point board should get such glowing recommendation is no accident, as Wooster Roofing gets most of its work through word of mouth and there are six community associations within a mile of Cross Point that the firm has roofed. During its years in business Wooster Roofing has worked with a number of condominium associations and property management companies, such as Condominium Specialists, Inc., The Dartmouth Group, Harvard Management Solutions, Inc.,



All of Wooster Roofing's workers wore safety harnesses during the job.

Riney Management and Royal Management Company. After talking with all of Wooster Roofing's recent customers, Cross Point awarded the job to Wooster Roofing based on its recommendations, previous projects in the area and its commitment to quality and workplace safety.

During the job, all of Wooster's workers wore safety lines on the pitched roof and the entire work area on the ground was roped off to ensure the safety of unit owners. Wooster Roofing is fully insured and carries \$2 million in liability coverage.

The original roof, a black, three-tabbed shingle, was taken off and six feet of Grace ice and water shield were installed on the eaves and valleys, followed by the application of #15 roofing felt. Lastly, WoodScape 30-year architectural shingles were hand-nailed — in all of Wooster Roofing's jobs, nail guns are never used.

At the peak of the roof, Vent IIs by Air Vent were installed, providing continuous airflow. When the association was built, the entire condominium's top floors dryer and bathroom

vents were vented into the attic, routing warm moist air into the space. Wooster Roofing solved this problem by routing the exhaust lines to a new roof vent over each unit.

As a result of the vents, the third-floor unit owners have seen considerable savings on their air conditioning bills, says Martin, who notes the other roofers who bid on the job didn't want to deal with installing vents.

The new architectural roof, which was upgraded from the original three-tab specification, looks fantastic with the new color, Slateblend, which blends nicely with the siding and the surroundings. The entire job went smoothly without any glitches, despite the strong winds and rain that pelted the crews during the project.

Cross Point is quite happy with the finished roof and performance of Wooster Roofing during the two and a half-week project. "We're very happy with them. During the job they constantly cleaned up after themselves. It was on-time and on-budget. There were no nails in the ground and the crews were very polite. I would highly recommend them," says Martin.



Wooster Roofing, which also handles slate jobs, has performed work in New Hampshire, Massachusetts and Southern New England since its founding two decades ago. It is certified for flat roofs by Carlisle, Manville and Firestone and for shingles by Bird, CertainTeed, IKO and GAF. The firm is also a member of CAI, IREM, the National Roofing Contractors Association and the Northeast Roofing Contractors Association. ■