

Crowther Chronicle

October 2007

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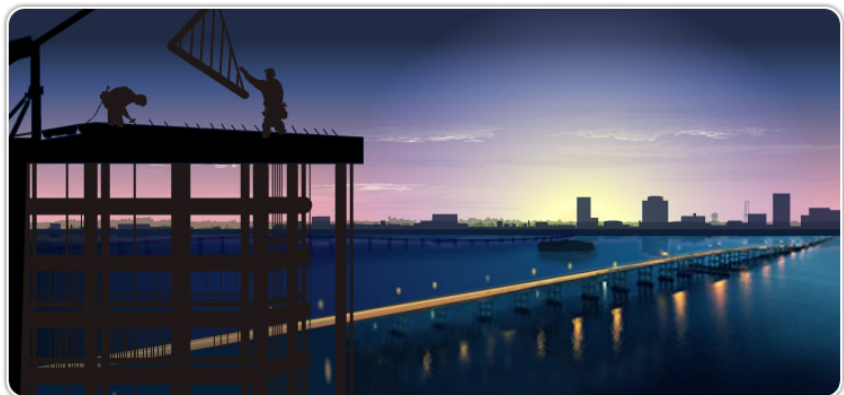
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*We want to make
Crowther Roofing the
best in the industry!*

Front Page

The Crowther website has been updated. If you have not had the opportunity to view the many changes, please log onto our new and improved website at the following address:

www.crowther.net



Message from the CEO's

As we start the fourth quarter of 2007, our focus continues to be on Customer Service and "back to basics" roof contracting. Given the volume of work we received from Hurricanes Charlie and Wilma, we are experiencing project fluctuations. As the market declined, so did project start ups. We are doing everything we can to continue to bid on jobs successfully as well as create new areas for revenue with our Truss Department, A/C Department and an increased focus in our Roof Check and Cool Check programs.

We are developing the policies and procedures for our rapid increased growth and continue to look for ways to provide exceptional customer service that goes above and beyond our customers expectations. We look forward to a better 4th quarter and thank each and every one of you for your continued support.

Lee Scott Crowther and David Crowther, Co-Chief Executive Officers

Employee Announcements



Promotions

Greg Reiter (Crowther Sarasota) has been promoted to Project Manager, reporting to Senior Project Manager, Todd Adams.

New Employee

Aaron Bahm has joined Crowther as an MIT for Senior Project Manager, Roger Smith.

Francis Riley has joined the Safety Department as an Administrative Assistant.

Jack Reynolds is our newest RoofCheck Salesman. Welcome to all!

Department Profile: Truss Department

How do you come up with the idea to start a truss department? That was the question posed to Lee J. Crowther. He said that he had been thinking about it for a long time, and it would have happened sooner had our resources not been tied up in the aftermath of Hurricanes Charlie and Wilma. But in the end, it was the inability to find a supplier that could be counted on along with the continued requests from the contractors that led Lee to the conclusion that this was something that Crowther needed to do and could easily be incorporated into the current business.

There has been an explosion in the use of pre-fabricated light gauge steel building components in the commercial and institutional construction sectors. Light gauge roof trusses have proven to be an extremely cost-effective, totally non-combustible alternative to traditional building materials such as concrete, bar joist, wood, and structural steel. As a result, building owners, architects, engineers, and contractors are turning to these strong, versatile construction products to deliver value and performance in educational, assisted living, office, hotel, retail, and a myriad of other applications.



News from Sarasota

Things are looking very exciting here in the Sarasota office. We have more work than we have ever had in the past, undergoing office construction, as well as anticipating bringing on several new members to our team. We are currently hiring for all roofing positions (several of which have already been filled) and within the next few weeks, we hope to hire a full time secretary, as well as an MIT to assist our project managers, Todd and Greg.

Our service department is so busy that our team members in that department are struggling to keep up with their work load. Our operations department is also looking quite exhausted as we currently have 47 jobs in progress. These numbers are comparable to that of the Fort Myers office, and with only two project managers!

Although we all may sometimes get frustrated or overwhelmed, it is undeniably exciting, and certainly keeps everyone on their toes. At the end of the day we are all proud to be a part of such a successful venture and we are all looking forward to our very promising future here in Sarasota.

News from Naples

Our newly re-opened Naples office is off to a great start. Under the guidance of Bob Koder, assisted by Sander Steele and Rick Climer (Surveyors), Randall Stanley as Superintendent and Wylene Fowler as Office Administrator, along with 5 field technicians – they are already running out of space. Wylene proclaims that they are rubbing elbows now but it is a great group of people and they all work wonderfully together.



Sending special thoughts and best wishes to Randall Stanley's daughter Shelly as she is in the hospital in Louisiana.

News from Human Resources

Thank you to everyone for a very successful open enrollment period.

All new benefits were effective October 1, 2007.

Important website links to remember:

<http://www.bcbsfl.com>

<http://www.leadingedgeonline.com>

- Click on My Employee Benefits
Login: Crowther
Password: Benefits

<http://www.hsabank.com>

Industry News

Crowther has submitted a nomination of our Ave Maria project for Southeast Construction's Best of 2007. This awards program is dedicated to honoring the best projects in the Southeast. Winning projects are chosen in several categories that include of both construction and design.



Truss Department, continued ...

We are one of the largest light gauge metal truss manufacturers in Florida and we can offer solutions to any constructors truss requirements. Our truss services include the following:

- Detailed estimates
- Professional design and consultation
- Florida certified engineering
- Complete "truss system" packaging: connection, bracing, and dimensional details
- Precision manufacturing and installation from a "single-source" vendor
- Timely delivery

We own and operate over 75,000 sq. ft. of manufacturing space dedicated to the fabrication of metal trusses.

We are the only roofing contractor in southwest Florida to provide a total "roof package" including structure, deck and finished roof. This makes us a subcontractor that the GC's love to work with.

Lee Sr. is quoted as saying that "The true challenge was to understand the general contractor's complicated process of building buildings while using steel trusses. After that was accomplished, we met Florida building code specifications, packaged our prices with our other products and we were in the truss business."

Our Truss Department includes over 50 team members including designers, estimators, shop foreman, inventory control foreman and usually 8 crews of 6-8 field technicians.



Truss Department - Francisco Placencia, Miguel Bates, Tony Smith, Ed Welch, Travis Spencer, Brad Jones, Jeff Compton, Jose' Ramierez, Dan Sherman

Continued on Page 5 ...

Truss continued ...

Some of our recent projects include the following:

- Dunes, Phase VI, Naples
- High Point Condominiums, Fort Myers
- Baker Pre-K Center, Punta Gorda
- Jasmine Bay, Bonita Springs
- Marina South I & II, Cape Coral



High Point Condominiums
Fort Myers, FL

Crowther's Light-Gauge Steel Truss Division manufactures and installs light-gauge steel truss systems using steel and design software supplied by [AEGIS Metal Framing](#). We can meet all project needs from conception to completion.

With more than 35 years of roofing experience and reliability, we have put together a team of experienced designers, seasoned fabricators, and erectors to meet the ever-changing climate of building codes and construction needs in the state of Florida.



Working on the High Point Project

Crowther Roofing is an experienced fabricator and installer of light-gauge steel roof trussing systems. The use of steel trusses in commercial building projects has increased throughout the building industry, and Crowther Roofing has become an industry leader in this sector.