



CONTRACTOR NOTES

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4 Tips for Easy Roofing Quotes

There's nothing more frustrating than taking a trip to the grocery store, and forgetting your list. We hunt up and down aisles, hoping for "memory-joggers" and take our best guess on what we need, only to get home to find that you didn't get home with the important stuff. It's aggravating. You let the family down. And it's costly, because it often means the time and gas for a return trip. While that missing gallon of milk won't ruin your day, not being prepared for a metal roofing estimate could certainly do it.

Tip #1: Work Smart, don't waste your time – start with a ballpark quote.

Sometimes, prospects just aren't buyers. Maybe they don't know what they want; maybe they can't afford what they want. Don't spend a lot of time on iffy projects without getting a quick ballpark quote first. If the cost is out of range of your customer, you can discuss alternatives that may be a better fit. This way, you are quicker to cover size and scope with your prospect. So what do you need for a ballpark quote? Just this:

1. The number of squares required for the roof
2. The roof pitch
3. The type of panel desired for the project.

Tip #2: Get ALL the information.

Start with getting all the information about your roof project. When preparing for a roof estimate, the more information, the better. To assist with this, MPI offers a [Roof Estimate Checklist](#) on our website. Just print this off, and fill it in on-site. The check list will remind you of all the critical items you will need, so you won't "forget the milk". Don't assume what information is important. If it's not needed, no harm, no foul. But if it is, you're prepared and can sail through your quote review like a veteran. If you have plans or drawings, show them to your estimator.

Tip #3: Don't guess.

In roofing projects, shooting from the hip is a sure shot in the foot. Don't guess, don't approximate, don't "recollect" what you did on the last project. Get out your tape, and measure. Use a protractor and read the angles and pitches for trims. Find out if the work is square. How many openings? Special challenges? It's easy to address issues before the materials are ordered, but not when the material's in the yard and you're on the roof.

Tip #4: What to do when you're thrown a curve

Curved panels on your job? A little extra information is needed, in order to accurately estimate your panels. Note that some panels are best suited to different applications, so make sure you choose the correct panel for your radius. If you are doing tight curves down to 4 ft., you will



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need to use a panel like MPI's Tee-Panel. This is a non-structural panel that must be installed over a substrate, but can be highly curved. If you have long runs with a radius of 20 ft. or larger, MPI's Zee-Lock panel may be ideal. The Zee-Lock is a structural panel that can be installed over open purlins.

To estimate your curved panels, just remember your A-B-Cs:

- A. Measure your arc length with a tape. Let your tape follow the radius from drip to drip.
- B. Measure the rise from bottom chord to peak
- C. Measure the bottom chord from drip to drip

Don't forget to use the [Roof Estimate Checklist](#), and be prepared. When you have all the information, job estimating can be easy!