

# Ramping Up During the Slow Months



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As winter slowly comes to an end, roofing contractors around the Midwest are ramping up in high-speed preparing for the “busy season”. This window between the holidays and spring storms gives us all a short time to exhale from the prior year and buckle down for what’s ahead. A few things we try to address in the slow months include the following:

1. Are all our yearly prequalifications approved and ready to go? With the onslaught of screening portals such as ISN, Avetta, GRMS, to name a few, we know how much time and dedication goes into fact gathering, document uploads, insurance submissions, safety program updates, the list goes on. Is your company compliant and ready if that customer needs you at their site tomorrow? (And it’s always tomorrow-it’s never a month from now!)
2. Do any of your internal procedures need changed or tweaked? We all learn from previous years what works and what doesn’t, but we don’t always have the time in that moment to make the process change. Now is the time to do it! Does data entry need to be put into your system differently for a more favorable outcome? Do we need a refresher training on an existing procedure that has formed some slack over time? We tend to create shortcuts over time that can sometimes lead to missing a valuable step in a process. Does something new need implemented in the wake of higher safety, environmental, and policy requirements? Adapting to change is difficult but necessary-the winter months is a good time to address these changes.
3. Tools, equipment, and trucks. As you all know, these assets take a beating in the summer months. We do service these regularly, but the winter months are when we pay special attention to our specialty items that can make or break a job in the upcoming “crazy months”. Are your tools, equipment, and trucks all serviced and ready to “roll”? (It still amazes me that the roofers can start a 30-year-old roof cutter but still look at a copy machine like it’s a spaceship from Mars!)
4. How does your warehouse look now as opposed to the mid of summer? Hopefully now your shelves are stocked, organized, counted, and ready to pic. Things can look a little crazy in the summer, the caulk and sealants are everywhere, fasteners all mixed up, 1” iso over by the 3”-like a tornado hit your warehouse! Get organized now! You will thank yourself when the pull lists start flying in!

5. Office environment and team bonding. We all have our bad days in the summer and sometimes see the worst in each other, but it is the backbone of our relationships that we build in the slower months when we are all a little more levelheaded and not so stressed that get us thru those long, demanding, high pressure days in the summer. Take time to build that relationship, create a good work atmosphere now, because it will get you thru a lot in a few short months.

Hopefully these tips will help prepare you for a successful roofing season ahead! Buckle up, it’s gonna be a bumpy ride!

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