



Close Window



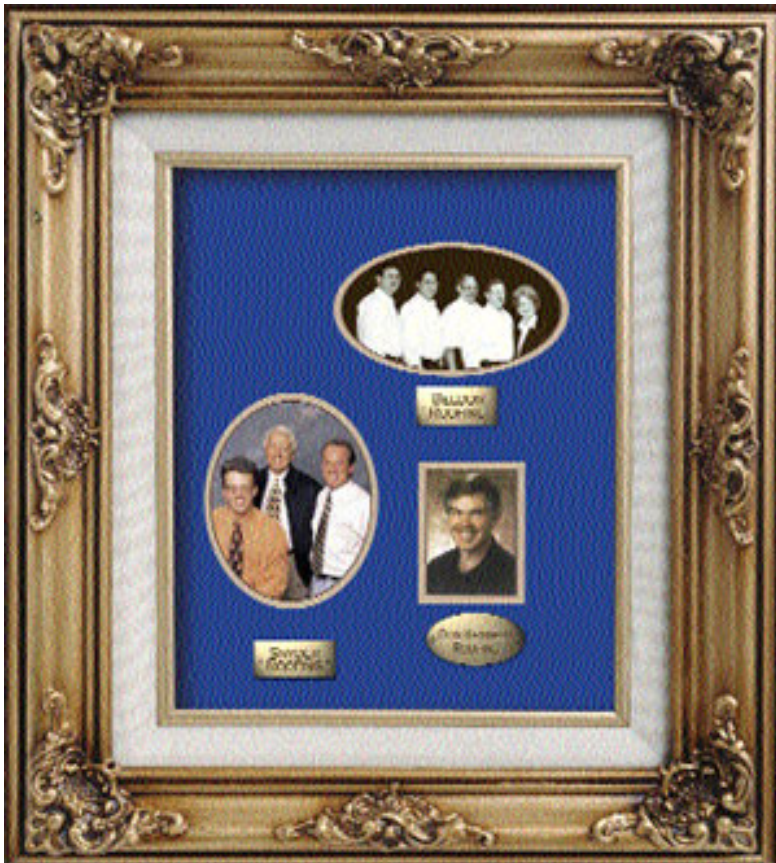
Family Values

Working together empowers these family-owned RSI Roofing Contractors of the year

Feb 1, 2001

By: [Teresa O'Dea](#)

Roofing/Siding/Insulation (RSI)



Working together successfully takes commitment, organization and vision, and our RSI Roofing Contractors of the Year award winners exemplify those values through effective teamwork.

All three of this year's Roofing Contractors of the Year honorees are family-owned and -operated companies. Two of them are into their third generation and do huge volumes which have consistently earned them places in RSI's annual Top 100 listing of contractors.

This year, for example, Snyder Roofing & Sheet Metal Inc. checked in at the number 12 spot, while Beldon Roofing was close on its heels at # 14.

Both companies are survivors, having made it through their share of good times and bad in this very cyclical industry.

Whatever size company this year's winners are, all are committed to the A,B,Cs of excellent service: attentive, brilliant and customer-focused.

While these companies have been around for decades, they are not unduly attached to doing things the way they've always been done. Quite the contrary. They've continued to revamp their business mix, adding new products and new market areas to the companies' makeup.

And adopting new technology such as digital cameras and Internet Web sites has enhanced their marketing efforts.

However, one trend that both Snyder and Beldon Roofing vow they're not embracing is the move toward consolidation. Both companies are firmly committed to remaining independent operations, not affiliated with any roofing industry rollup.

For their many accomplishments, these three roofing contractors will be honored at a special RSI awards reception in San Francisco during the annual National Roofing Contractors Assn. (NRCA) convention in mid February.

We proudly present the winners for the year 2001:

- Snyder Roofing & Sheet Metal Inc., Tigard, OR - first place in Category I;
- Beldon Roofing Company, San Antonio, TX - first place in Category II; and
- Don Kennedy Roofing Co., Inc., Nashville, TN - first place in Category IV.

Adapting to changing times RSI created this pioneering Roofing Contractors of the Year awards program to salute top performance among contractors like these who excel in all aspects of running a successful, well-balanced business. The program's extensive criteria cover workmanship, sales and marketing programs, and community and industry service.

A new millennium seemed like the right time to "right-size" our awards categories to reflect inflation and the strong growth in sales volumes over the last several years for a number of roofing businesses.

For this reason, we've upped the limit on the smallest sales volume category (Category IV) to \$4 million, with the next category (III) going from \$4 to \$15 million, another (Category II) from \$15 to \$30 million, and, finally, in recognition of the mega-companies out there today, to a new category I of over \$30 million.