



## PROPOSAL # 4137

Uniflex System- Built Up Roof



**PREPARED FOR:**

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**PREPARED BY:**

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**DATE:**

12/30/2025

**EXPIRES:**

1/30/2025

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# WHY GLACIER INDUSTRIAL?

We're more than just a commercial roofing company.

Because we specialize in commercial roof restoration, we offer unmatched expertise to even the most challenging jobs. We view your property through an owner's lens, approaching our customer relationships like genuine partnerships and understanding that affordability, reliability, low disruption and communication are nonnegotiable.

Our mission: Enhance and extend the lifespan of roofs through restoration, replacement, and repair. Fueled by innovation, unwavering quality, and client satisfaction, we set industry standards and forge enduring partnerships.

## BENEFITS

The Glacier Restoration System may be a better option than replacing your roof because it is:

- Substantially more affordable
- Less disruptive
- A tax advantage (always consult your tax professional)
- Environmentally friendly
- Seamless
- A cooler roof
- An option for better warranties
- A better long-term plan

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## MEET OUR TEAM



**Chris LaFountain**  
President  
937-718-1353

Glacier Industrial was born out of Chris's deep-rooted desire to build a company renowned for its exceptional culture and performance, attracting top-tier talent, delivering unparalleled value to customers, and contributing to environmental preservation. With close to 20 years of experience in contracting and roofing, he is driven by honesty, integrity and genuine relationships.



**Logan Case**  
Business Development  
937-946-7424

Logan's genuine commitment to connecting customers with their optimal solution makes him an invaluable asset. He is fueled by the desire to cultivate meaningful relationships and deliver precisely what our customers need - done right every time.



**Jane Scheerschmidt**  
Customer Experience  
937-838-2300

Jane has a passion to prove that integrity, high standards and hard work are the only way to do business. Her strong ethics and desire to solve problems found her a place on Glacier's team, providing extra support for every stage of our customer's journey.

# GLACIER MAINTENANCE PLAN

As a condition precedent for the Glacier Maintenance Plan and any Manufacturer's Warranty to remain in effect, an Annual Inspection along with the required Maintenance must be performed. The annual fee must be paid in full at the beginning of the year for this Plan and maintenance agreement to stay in effect. Glacier Maintenance Plan Agreement includes as needed:

- **Two annual roof inspections**  
Typically scheduled in the spring and fall to identify potential issues from the expansion/contraction of the roof due to temperature changes.
- **Report with pictures**  
Post inspection report will be provided, including pictures and details on recommended repairs
- **Clean roof of all debris**  
Removal of debris such as leaves, small branches, dirt, rocks, etc. from roof, gutters, scuppers, and drains
- **All leaks repaired (as per agreement)**  
Signs of leaks will be identified during inspections, and you will be notified of any repairs needed for approval. Customer is responsible for notifying Glacier of any leaks as soon as they occur.
- **Minor flashing repairs**
- **Coat flashings**
- **Seal and top off all penetration flashings**
- **Caulk counter flashings**

**Price: \$500**

# DETAILED ROOF ANALYSIS



**ROOF TYPE:** Built Up + EPDM  
**SQ FOOTAGE:** Approx. 3,411 sq ft  
**STORIES:** 2  
**PITCH:** Low Slope  
**ROOF ACCESS:** Ladder  
**EST AGE OF ROOF:** 20+ years

**ROOF GRADE:** D  
**INSULATION:** Recovery Board and Polyiso  
**LAYERS OF ROOF:** 2  
**DECKING TYPE:** Metal



**METAL COPING:** Metal is in good shape – we will keep all existing metal.  
**PONDING WATER:** No ponding water present



## EXPLANATION OF ROOF DAMAGE



Roof membrane is failing causing alligatoring.

Because of the aluminum coating that has previously been applied to this roof the best warranty Uniflex will offer is a 10-year material warranty. Glacier will offer a 5-year labor and material warranty.



Stepping stones will need to be removed before applying the coating. A slip sheet of EPDM membrane will be loosely laid over the newly coated roof before returning the stones to their original position to prevent tears in the silicone.

# RESTORATION PROCESS

## SURFACE PREPARATION

Temporary safety flags will be installed to meet OSHA compliance. All substrates will be pressure-washed with a minimum PSI 3000, which will remove delaminating coatings, paints, debris, as well as other waste products such as but not limited to solvents, grease, cement, animal fats, oil/oil-based products, etc. We will also use a surface appropriate cleaner as recommended by the manufacturer to remove all contaminants. A layer of silicone and fabric (if needed) will then be applied prior to the final silicone topcoat.

## APPLICATION PREPARATION

Seam tape and any surface that fails the adhesion test will have Primer applied according to manufacturer specifications. After the cleaning and priming (if required) is complete, we will then apply Uniflex One Flash to every penetration, seam, side wall and head wall detail. Any penetration will be feathered to keep from water damming. Any side wall and head wall will have a layer applied to all flashings and seams according to manufacturer specifications. Flashings will have Uniflex One Flash. This is important to ensure water tightness of all the flashing detail. All cracks or splits less than ¼" will have a layer of Uniflex One Flash added into each. Then followed by another layer of Uniflex One Flash (deep cracks may have multiple layers/passes applied). Once the crack is filled and is level with the existing roof membrane, we will apply a Polyester fabric to extend 2" on each side of the crack. Once the fabric has been set, we will encapsulate it with Uniflex One Flash.

Asphaltic roofs will cause discoloration of silicone and a Bleed Blocker is required to ensure silicone remains bright white. The discoloration is strictly cosmetic and does not affect the performance of the roof.

Primer: [Sherwin-Williams Uniflex Bond-It Wash Primer](#)

Seam Treatment: [Sherwin-Williams Uniflex One Flash](#)

Bleed Blocker: [Sherwin-Williams Uniflex Bleed Blocker Primer](#)

Topcoat: [Sherwin-Williams Uniflex High Solids Silicone 44](#)

# WARRANTIES & PRICING

## MANUFACTURER MATERIAL ONLY WARRANTY / GLACIER WORKMANSHIP WARRANTY

**Topcoat applied at 24 mil dry film thickness (10-year warranty)**

**Topcoat applied at 32 mil dry film thickness (15-year warranty)**

Covers manufacturing defects for materials used within a coating system when installed according to manufacturer's installation instructions. The warranty covers replacement of materials if proven to be defective. Manufacturer warranty does not cover repair labor or workmanship. Glacier Workmanship Warranty covers workmanship for 5 years. Additional terms and conditions apply.

**Price: 10-year Included, 15-year additional \$.25/sq ft**

## 10-YEAR MANUFACTURER SYSTEM WARRANTY

**Topcoat applied at 24 mil dry film thickness**

Covers all Uniflex materials used within a coating system when installed according to manufacturer's specifications by an Authorized Contractor. The warranty covers replacement of materials for any portion of the coating systems if proven to be defective, as well as the labor cost to install the replacement materials. This warranty does not cover workmanship or failure caused by improper installation. This warranty type requires pre-approval by the manufacturer. Warranty fees apply based on current warranty fee schedule. Additional terms and conditions apply.

**Price: Additional \$.07/sq ft\***

*\*Includes vendor verification charges for post-installation site visit*

## 15-YEAR MANUFACTURER SYSTEM WARRANTY

**Topcoat applied at 32 mil dry film thickness**

Covers everything listed in the 10-year Manufacturer System Warranty, for 15 years. Warranty excludes smooth BUR, existing SPF, and concrete roof types. Special circumstances may apply upon manufacturer approval. Not available on roofs under 5000 sq ft

**Price: Additional \$.32/sq ft\***

*\*Includes vendor verification charges for post-installation site visit*

## 20-YEAR MANUFACTURER SYSTEM WARRANTY

**Topcoat applied at 40 mil dry film thickness**

Covers everything listed in the 10-year Manufacturer System Warranty, for 20 years. Warranty excludes smooth BUR, existing SPF, and concrete roof types. Special circumstances may apply upon manufacturer approval. Not available on roofs under 5000 sq ft

**Price: Additional \$.63/sq ft\***

*\*Includes vendor verification charges for pre- and post-installation site visit*

**\*\* Asphaltic aluminum coating is not eligible for Glacier Workmanship or Manufacturer Warranties**



# PROPOSAL APPROVAL

## PRICING

Project Total: **\$16,202.00**

5-year Glacier Warranty: **Included**

10-year Material Warranty: **Included**

Deposit: 50% deposit is required to schedule

*\*Roof restoration/coating should be completed within 6 months of major repairs.*

*\*Warranty will be offered once full restoration process is completed.*

*\*\*If inspection was completed off-site, this proposal is for budgetary and preliminary purposes only. The onsite inspection may result in additional costs.*

## APPROVAL

Sign below to accept this work proposal, agree to the terms and conditions stated below, and schedule this project.

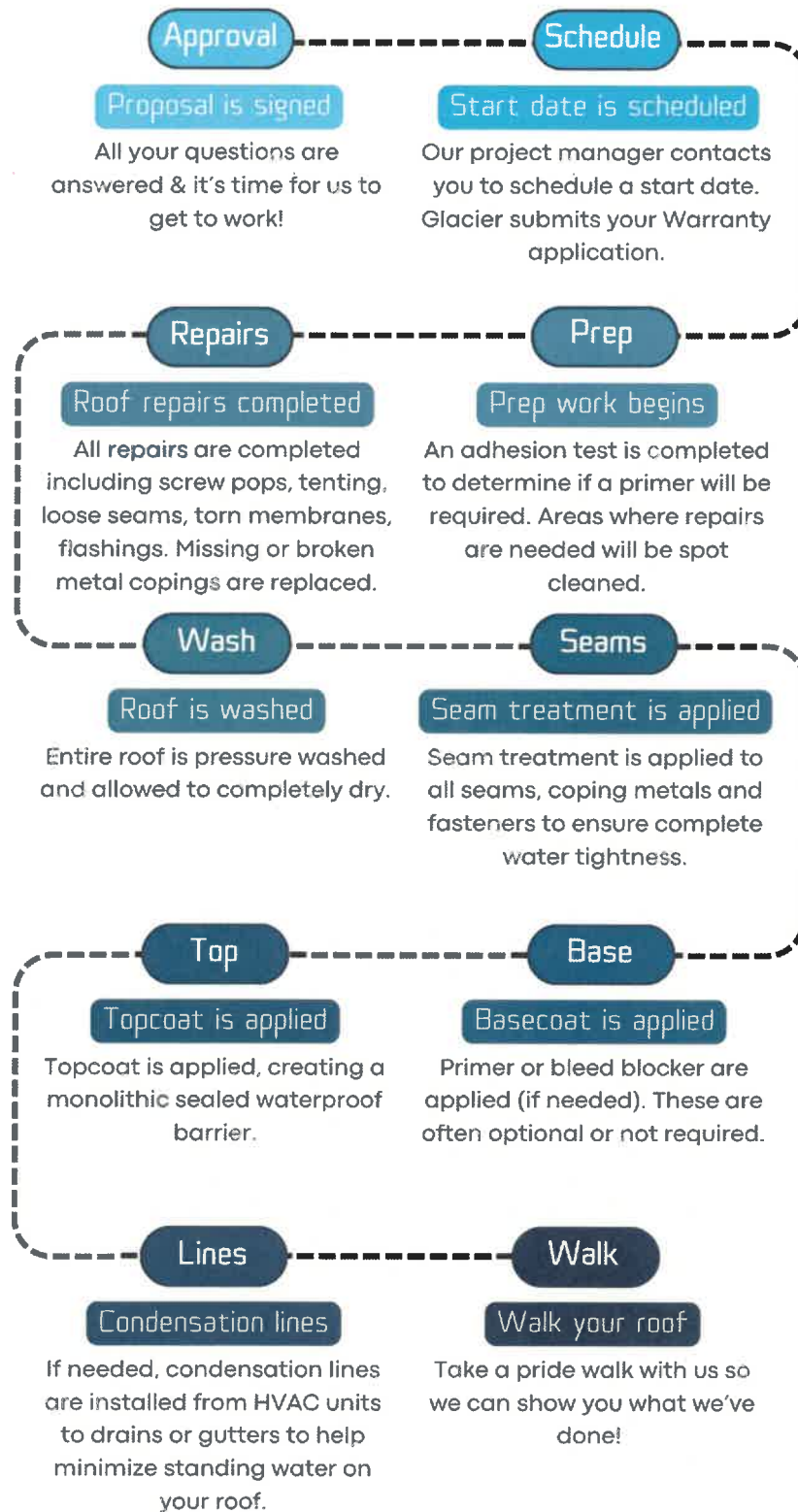
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CLIENT SIGNATURE

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DATE

# PROPOSED TIMELINE



Estimated timeline: 2 weeks based on ideal conditions. Unforeseen weather events may cause delays.

## Terms and Conditions

### 1. PARTIES & SCOPE OF WORK

1.1 Glacier Industrial LLC (hereafter called "Contractor"), shall mean the company performing the work. "Work" means any specific service to be performed and labor, materials, insurance, supervision, equipment, and warranty to be furnished by the Contractor as set forth on the front of this agreement or in any agreement between the Contractor and Client. "Client" refers to the person(s) or business entity ordering the Work to be performed and furnished by the Contractor and shall be responsible for the payment thereof. If the Client is not the owner of the property on which the Work is to be performed but is ordering the Work on behalf of another person or entity, the Client represents and warrants that the Client is duly authorized agent of said party for the purpose of ordering and directing said Work and that said party for whom the Client is ordering the Work is the owner of the property on which the Work is to be performed. Unless otherwise stated in writing, the Contractor assumes no responsibility for determining whether the nature of the Work ordered by the Client is adequate and sufficient for the Client's or owner's intended purpose. In performing the Work, the Contractor shall be entitled to rely on the work of third parties, information provided to the Contractor by the Client and/or owner, the representations of the Client and/or owner, and the public record, and the Contractor shall be under no obligation to verify any of the foregoing.

1.2 The ordering by the Client of additional services and/or material from Contractor beyond the scope of Work provided herein shall constitute acceptance by the Client of these terms and conditions as to such additional services and/or materials, and Client shall make payment to Contractor for such additional services and/or materials within two (2) business days of receipt of Contractor's invoice for the same.

1.3 Contractor will need access to electricity and water during the re-roofing process. If the Client's building does not have a functional outside outlet and spicket, please bring this fact to the attention of the Contractor's representative so other arrangements can be made.

### 2. RIGHT OF ENTRY

2.2 The Client shall provide rights of entry for Contractor and/or Contractor's representatives and necessary permission for Contractor and/or the Contractor's representative to complete the Work. The Contract Price was computed utilizing driveways, walkways and/or side access yard for trucks, dumpsters and equipment while Work is being performed. If this is not acceptable, please notify Contractor immediately in case a price adjustment needs to be made for additional labor costs. Neither Contractor nor our its subcontractors or suppliers will be liable for cracked driveways, as the trucks are light enough that any cracks are indicative of poor compacting or other deficiencies.

### 3. CHANGES

3.1 Contractor assumes no responsibility for structural integrity of the roof deck or the building on which the roofing is to be installed. Unless otherwise provided in writing signed by both the Contractor and the Client, the Contract Price for the Work is based on the understanding that all such structural members and other components are in sound condition capable of withstanding normal roofing construction and operations. Client will notify Contractor of known areas of rusted or deteriorated deck that may be a safety hazard to Contractor's personnel prior to commencement of roofing work. Client understands and acknowledges that conditions requiring additional work, such as rotten or deteriorated wood or rusted metal deck, are often encountered when removing the existing roof, and Client agrees to pay Contractor additional compensation based upon Contractor's normal rates for any extra work or deviation from the scope of Work or specifications described in this Proposal that involve extra costs. Contractor will repair or replace roof decking on a unit price basis as deemed necessary by Contractor (i) to support safely Contractor's personnel, materials and equipment while working on the roof; and (ii) to serve as substrate for the new roof. Contractor is not responsible to perform a structural analysis, code compliance evaluation or interior examination of the existing roof deck.

Contractor does not provide structural engineering services. Deck repair may include placing a new piece of decking over existing decking or removing and replacing. New pieces of decking may differ from the existing deck. Contractor shall not be responsible for repairing or replacing roof decking for any reason other than as specified in (i) and (ii) above.

Contractor's normal rates that will be charged for decking replacement are \$5.00/sf for steel decking and \$2.00/sf for wood decking.

3.2 Any alteration or deviation from the scope of Work involving extra cost will be executed only upon written order signed by the Client and agreed to by the Contractor and will become an extra charge over and above the estimate. If an item or service is not on the signed, agreed scope of Work described herein, it is not included and will be billed as extra work.

### 4. CLIENT ADVISORY

4.1 Most roofing and exterior renovation jobs may involve major demolition of materials in minor disturbances may occur. Re-roofing may cause vibration, disturbance, dust or debris to fall into the interior. Contractor will not be responsible for any interior damages. Prior to start of the Work, Client shall remove all the wall hangings, light glass fixtures, and other fragile items and shall cover all items in the attic to provide protection from falling debris and dust. Client agrees to remove or protect property directly below the roof in order to minimize potential damage. Contractor shall not be responsible for disturbance, damage, clean-up or loss to Client's property that was not removed or protected prior to commencement of roofing operations. Contractor shall not be responsible for interior drywall cracks, nail pops, or any damage to any

items on the interior or the exterior of the building or work site, including, but not limited to, damage to shrubbery, outside plants, landscaping, yard furniture, decking, sprinkler system, or driveways during performance of the Work. Upon request from the Client, the Contractor will assist in covering or removing these items at additional cost. Upon completion of the work, Contractor shall sweep the property with a paddle magnet and shall remove any debris associated with the Work.

4.2 If the Client has low hanging branches over the roof, some trimming may be necessary. Contractor's crews will cut back only those that limit their ability to do an efficient, quality job. In some cases, especially if the shape of the tree is important, Client may prefer to have the tree professionally trimmed before the job begins.

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4.3 Contractor's prosecution of the Work indicates only that the surface of the roof deck appears satisfactory to the Contractor to attach roofing materials. Contractor is not responsible for the construction, slope, moisture content, undulations or structural sufficiency of the roof deck or other trades' work or design.

4.4 This Proposal and contract is based upon the Work to be performed by Contractor not involving lead paint, toxic or asbestos-containing materials and that such materials will not be encountered. If Contractor encounters such materials, Contractor shall be entitled to reasonable compensation for additional expenses due to lead paint, toxic or asbestos-containing materials.

4.5 Contractor is not responsible for design or the suitability for the project of materials specified by others.

4.6 If the Work involves the removal and reinstallation of any antennas, Contractor will not be responsible for physical damage or poor reception of such antennas. Contractor is not responsible or liable for realignment of satellite dishes after removal and reinstallation of dishes due to new or re-roof projects completed by Contractor.

### 5. WARRANTY

5.1 The Work will be performed in accordance with the Proposal and contract and applicable building codes. All materials and Work shall be furnished in accordance with normal industry tolerances for color, variation, thickness, size, weight, amount, finish, texture and performance standards. Contractor's Work will be warranted by Contractor in accordance with its standard limited warranty. A copy of Contractor's standard warranty is attached or, if not, will be furnished to the Client upon request. The acceptance of this Proposal and contract by the Client signifies his/her agreement that this warranty shall be and is the exclusive remedy against Contractor pertaining to the roof installation. All warranties are void if sums due to the Contractor are not paid in full or an alteration of services, adjustments have been made to any of the work. Client must notify Contractor within 48 hours of an issue occurring or the warranty is void.

5.2 Warranty requires that if not present, HVAC drain lines must be installed from HVAC units to drains and/or gutters.

### 6. PAYMENTS

6.1 CASH JOBS: A down payment of 25% of the Contract Price is due upon execution of the contract for all cash jobs. The next 25% of the Contract Price is due upon arrival of material and initiation of Work at the Property. The remaining 50% of the Contract Price is due immediately upon completion of the Work, unless other arrangements were made in writing, agreed to, and signed by both Contractor and the Client. If there are punch list items the Client desires to be completed by Contractor, a maximum of 10% of total Contract Price amount can be held back from payments to the Contractor until the punch list items are complete, and Client shall promptly make payment to Contractor of all amounts held back upon completion of the punch list items. If Client fails to make payments to Contractor within thirty (30) days of the date such payments are due, Contractor reserves the right to pursue all available remedies. If at any time an invoice remains unpaid for a period in excess of thirty (30) days, a service charge of two percent (2%) per month, from the date of the original invoice, an effective maximum rate of twenty-four percent (24%) per annum, will be charged against Client's account on such past due amounts. Timely payment of amounts due under this contract is a material condition of this agreement. Failure to make payment in full within the time limits stated above shall be considered substantial non-compliance with the terms of this agreement and will be cause for termination of this agreement if Contractor so chooses. In the event of a lien, lawsuit or if Contractor retains legal counsel due to nonpayment by Client of amounts due under this contract, Client agrees to pay Contractor's reasonable attorneys' fees, plus all costs and other expenses incurred by Contractor in connection with such lien or lawsuit.

6.2 INSURANCE JOBS: A down payment equal to the amount of the first insurance check (acv amount) is due upon the start of all insurance jobs. The remaining insurance amount, plus Client's deductible, is due within thirty (30) days of the insurance company releasing depreciation, unless other arrangements are made in writing, agreed to, and signed by both Contractor and the Client. If Client fails to make payments to Contractor within thirty (30) days of the date such payments are due, Contractor reserves the right to pursue all available remedies. If at any time an invoice remains unpaid for a period in excess of thirty days (30) days, a service charge of two percent (2%) per month, from the date of original invoice, an effective maximum rate of twenty-four (24%) per annum, will be charged against Client's account on such past due amounts. Timely payment of amounts due under this contract is a material condition of this agreement. Failure to make a payment in full within the time limits stated above shall be considered substantial non-compliance with the terms of this agreement and will be cause for termination of this agreement if Contractor so chooses. In the event of a lien, lawsuit, or if Contractor retains legal counsel due to nonpayment by Client of amounts due under this contract, Client agrees to pay Contractor's reasonable attorneys' fees, plus all costs and other expenses incurred by Contractor in connection with such a lien or lawsuit.

### 7. LIMITATION OF LIABILITY

7.1 Contractor shall not be liable for damages or losses of any kind which result from theft, a fire, flood, strike, third parties, acts of God, acts of

terrorism, severe weather, or by any other circumstances or events which are beyond the control of the Contractor. This includes theft of materials after they have been delivered to the Client's Property.

7.2 CONTRACTOR'S LIABILITY FOR ANY AND ALL DAMAGES OF ANY KIND DUE TO BREACH OF WARRANTY, CONTRACT, ERROR, OMISSION, OR NEGLIGENCE OR ANY TORT SHALL BE LIMITED TO A MAXIMUM OF THE TOTAL AMOUNT PAID TO CONTRACTOR UNDER THIS CONTRACT. UNDER NO CIRCUMSTANCES SHALL CONTRACTOR BE LIABLE FOR SPECIAL, INDIRECT OR CONSEQUENTIAL DAMAGES (INCLUDING, BUT NOT LIMITED TO, LOSS OF USE, LOSS OF OPPORTUNITY, LOSS OF REVENUE, AND SIMILAR LOSSES).

7.3 In the event a Client desires to make any claim against Contractor, Client shall provide Contractor with written notice of the claim within seven (7) days from the date Client first discovers the claim. If Client fails to timely provide such written notice of the claim to Contractor, the Client's claim shall be barred. Any claim against Contractor brought on this contract or in any way arising out of this contract or the Work described herein must be filed within one (1) year from the time the cause of action accrued and no later than one (1) year after Contractor has completed the roof installation or the claim shall be barred.

7.4 Contractor shall not be liable for damages to gutter system. Contractor recommends replacement of the gutter system, along with the roof replacement, due to gutter damage being unavoidable from sliding debris when Contractor removes the existing roof system.



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### 8. INSURANCE

8.1 Contractor shall maintain workmen's compensation and general liability insurance on the Work. Client shall maintain builder's risk, property and casualty insurance, including coverage for fire, wind damage and vandalism, and any other necessary insurance, and there shall be a mutual waiver of subrogation to the extent that builder's risk insurance responds to a claim caused by a peril covered by builder's risk.

### 9. METAL PROJECTS

9.1 Metal roofing and wall panels, especially lengthy flat-span sheet-metal panels, often will exhibit waviness, commonly referred to as "oil-canning," depending on such factors as panel dimensions, color, alloy, gauge, galvanizing, substrate condition and exposure to sunlight. Oil canning is an aesthetic issue. Since many uncontrollable factors are involved, no manufacturer can realistically assure the total elimination of oil canning. Contractor is not responsible for oil-canning. Oil-canning shall not be grounds to withhold payment or reject panels of the type specified.

9.2 Unless specifically stated in the above contract, all standing seam roof systems will consist of concealed fastener style panels (approx. 12"-20" width) and an exposed fastener trim package. The trim system includes but is not limited to rake, ridge, wall flashings, and snow bar systems. Contractor may offer concealed fastener trim systems for an additional fee.

9.3 Panel rib alignment is not cause for rejection of the Work. If Client desires a specific rib alignment, it must be requested by Client in writing to the Contractor prior to commencement of Work.

### 10. MOLD DISCLAIMER

10.1 This contract does not include, unless specifically specified herein, any mold abatement, removal or cleaning. If mold is found existing on the premises, any cost to abate or remove shall be paid by Client as an additional cost. Additionally, any warranty given to Client does not warrant mold removal.

10.2 The Client must promptly notify Contractor if the Client believes there are roof leaks. Contractor is not responsible for indoor air quality or claims relating to allergic reactions or personal injury resulting from exposure to interior mold, mildew and/or fungi.

10.3 Contractor is not responsible for adequacy of drainage or ponding on the roof.

### 11. Ventilation DISCLAIMER

11.1 This contract does not include, unless specifically specified herein, any modifications to the ventilation system of your building. The Contractor will not be responsible for condensation or ventilation issues caused by improper ventilation of the Client's building.

### 12. Disputes

If a dispute shall arise between Contractor and Client with respect to any matters or questions arising out of or relating to this Proposal or contract or the breach thereof, such dispute, other than collection matters which may be handled through arbitration or normal collection procedures, shall be decided by arbitration administered by and in accordance with the Construction Industry Arbitration Rules of the American Arbitration Association and must be initiated no later than one (1) year after Contractor has completed the roof installation. This Agreement to arbitrate shall be specifically enforceable under the prevailing arbitration law. The award rendered by the arbitrator(s) shall be final, and judgment may be entered upon it in any Court having jurisdiction thereof.

### 13. Overspray Prevention

13.1 Preventing Overspray: In situations where liquid applied roof systems are part of the scope of work, the Contractor will take all reasonable precautions to prevent overspray during the application process. These precautions may include the use of protective barriers, masking, and other appropriate methods. While every effort will be made to minimize overspray, it is essential to acknowledge that there is still a small potential for overspray onto adjacent surfaces. The Client is responsible for protecting any sensitive areas, surfaces, or objects near the work site during the application process. The Contractor shall not be held liable for any overspray-related issues unless it results from gross negligence.

### 14. Manufacturer Warranty-Mandated Maintenance

14.1 Maintenance Requirements: For your selected roof system, maintenance guidelines and requirements set forth by the manufacturer must be adhered to. These guidelines are essential to ensure the long-term performance and durability of your roofing system and validity of your warranty. The Client acknowledges and agrees to comply with the manufacturer's maintenance guidelines and recommendations.

14.2 Manufacturer's Warranty: It is crucial to note that the manufacturer's warranty for your selected roof system is contingent upon ongoing maintenance being fulfilled by a certified contractor. This maintenance must be documented annually or bi-annually, as specified by the manufacturer. Failure to meet these maintenance requirements may result in the manufacturer voiding the warranty associated with the roofing system.

14.3 Glacier Maintenance Plan: To assist you in meeting the manufacturer's maintenance requirements and to protect your investment, the Contractor offers a Glacier Maintenance Plan. This plan includes complimentary maintenance services for the first 12 months following the completion of the roofing project. After the initial 12 months, the Client will be automatically enrolled in the Glacier Maintenance Plan. This plan involves regular inspections and maintenance services aimed at extending the life of your selected roof system. Detailed information about the Glacier Maintenance Plan, including associated fees, can be provided upon request.

By accepting this contract, the Client acknowledges the importance of adhering to the manufacturer's maintenance requirements for your selected roof system and understands that the manufacturer's warranty is only valid if ongoing maintenance is fulfilled by a certified contractor and documented annually or bi-annually. Additionally, the Client is informed about the availability of the Glacier Maintenance Plan for ongoing roof maintenance.