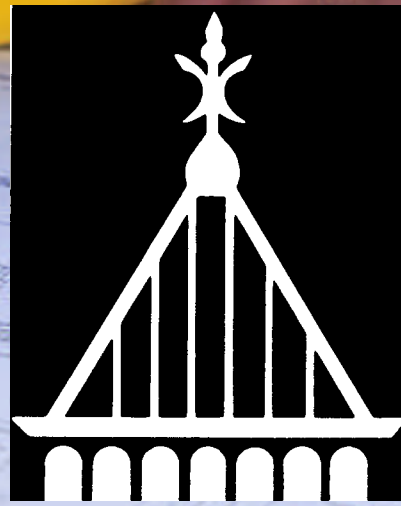


ABOVE ALL, IT'S A
ROOF SERVICED BY THE JAMES MYERS COMPANY



BEAM™

A Premiere Roof Asset Management Program



WITH BEAM™ WE CAN HELP YOU MAINTAIN AND PROTECT THE ROOF THAT PROTECTS YOU.

A FRAGILE BARRIER

- Consider all the valuable assets your roof protects. There is probably no other building component more critical to the smooth operations of your facility. And, unfortunately, there is no such thing as a maintenance free roof.
- Roofs are susceptible to damage and deterioration not only from the weather elements (water, wind, ice, snow, hail, etc.) but, from other factors like exposure to harmful chemicals, foot traffic, vandalism, building movement, improperly installed equipment or roof flashings at roof penetrations, and debris accumulation.
- Like so many other assets (HVAC equipment, cars, etc) a roof will last longer and perform better with routine scheduled maintenance. According to the National Roofing Contractors Association, all roofs should be surveyed by a competent person a minimum of twice a year. Yet, too often we see failing or failed roofs that go for years without any inspections being performed by qualified personnel, let alone receiving the necessary maintenance work required. We have found that many building owners are not fully aware that they are responsible for any necessary roof maintenance work, even if the roof is protected by a manufacturer's guarantee. Worse yet, many roof guarantees can be voided due to owner neglect and lack of proper care.
- With the roofs that we see getting some maintenance work done on them, typically, we find that it is an unstructured, unscheduled "fire fighting" type approach using different roofing contractors with different quality and repair methods, and is usually triggered when an owner has a leak, making it an emergency situation. This approach normally results in inconsistent repair results, higher roofing expenses, damages to building contents, frustrated tenants, etc.
- When your roof does leak, it gets everyone's attention, especially those who suffer the most. However, when a leak occurs, it can be a symptom of a larger problem. When water gets underneath a roof membrane, it can saturate the roof insulation and the building structure causing them to deteriorate at an accelerated rate. In fact, interior leaks may be a final warning that serious damage has already occurred.
- **MANAGE YOUR ROOF AS AN ASSET – IT'S TIME TO ACT**
- Do you know the current condition of the roof system on your building? What kind of roof system do you have? How old is your roof? What's the current life expectancy?
- Do you have a "Go To" roofing contractor who is on call for you, familiar with your roofs, and ready to go when you need them?
- If you answer "**NO**" to any of these questions, you need to re-evaluate your approach to managing this important asset. **You need BEAM™.** Treat your roof as an asset, not a liability. Why not be pro-active in reducing the risk of a devastating roof leak?



BEAM™ – A PREMIERE ROOF ASSET MANAGEMENT PROGRAM

- What is **BEAM™**? Simply put, it stands for Building Envelope Asset Management. And, for “**pennies on the dollar**” it will provide you with a structured roof asset management program that gives you the necessary information to help you properly maintain and manage this vital building asset. Additionally, maintenance costs may be expensed under facility operating costs and allocated among the building tenants.
- Who is **BEAM™** for? Anyone that owns or manages a facility that has a roof on it!! Whether or not your roof is brand new, or 15 years old, **BEAM™** will save you money. Whether you are responsible for managing school facilities, a university campus, medical facilities, industrial facilities, warehouses, office buildings or government facilities, **BEAM™** is ideal for you.

BEAM™ GOALS

- **E** – Extend Roof Service Life
- **S** – Superior Service... **24/7**
- **P** – Produce the highest level of return on roofing assets

• **SELECT A BEAM™ PROGRAM THAT WORKS FOR YOU**

- Whether you manage a single building or multiple facilities, the first step to manage and maintain your roof(s) as an asset is to select a program that fits your needs. **BEAM™** Programs and Services Available¹:
- ESP (Extended Service Program) – This is the foundation of **BEAM™**. An annual program with 3 different service level options. Choose either the Platinum, Gold or Silver.
- RAM Information System - This is an add-on service to ESP and consists of an annual roof asset management program featuring a user friendly and state of the art information technology system, and making available internet accessible reports and information.
- Other Services: Moisture Surveys, As-build Electronic CAD drawings, Roofwise evaluation (Thermal insulation Efficiency), Fixing Non-Roof Leaks, Snow Removal (Roofs), Test Cuts, Design-Build Services.
- ¹ For more information on these services please refer to the attached summary/information sheet for each. All **BEAM™** services are subject to availability.

- **DON'T WAIT. ACT NOW. GET BEAM™**
- **HAVE THE JAMES MYERS COMPANY ON YOUR ASSET MANAGEMENT TEAM!!**



SUMMARY OF ESP

A STRONG FOUNDATION IS ESSENTIAL TO ANY MANAGEMENT STRATEGY

Take The First Step in Managing Your Roof Assets With ESP

Program Features:

- Scheduled, standardized roof surveys performed by qualified and experienced roofing technicians to identify problematic surface conditions that could be a source of water entry (yearly, bi-yearly or tri-yearly surveys).
- Uniform survey reports with system components and current conditions clearly defined, including roof plan with each roof along with pictures showing conditions observed. Reports will also outline any recommended corrective/maintenance actions we feel are required.
- Outlining of recommended actions to: 1) provide corrective repair work for potentially critical defects that we feel pose an imminent threat to allow water infiltration 2) provide preventative maintenance work to help maximize the roof service life. Included with these survey reports are fixed prices to perform both of these value added services, for each item suggested.
- Forecasting remaining roof service life and compile budgets for future capital and expense requirements.
- Assisting client with the management of any valid manufacturer's roof warranties to help insure compliance with owner obligations as defined by the roof manufacturer warranty.
- Access to our 24 hour emergency response hot line in order to provide priority 24 hour around the clock emergency response and leak repair services, at fixed hourly labor rates. As part of this service (optional to owner) we can also repair non-roofing leaks (skylights, HVAC, etc.), if necessary by using our pre-qualified subcontractors. We will, as part of our normal emergency leak repair services, endeavor to temporarily stop any non-roof leaks we observe.
- **The following building components are visually surveyed under all BEAM™- ESP programs, for each roof area included in plan:**
 - Interior/exterior walls
 - Roof deck interior surface
 - Exposed ceiling
 - Metal flashing components (including fascias and copings)
 - Roof expansion joints
 - Roof perimeter
 - Roof drainage (drains, gutters, etc.)
 - Surface of Roof membrane (visual check for defects/deficiencies in exposed roof membrane), all rooftop equipment, ponding water, base flashings, etc.

Summary of Extended Service Plan Options

ESP Level	Survey Frequency	Written Survey & Evaluation Report w/ Recommended Actions	Site Drawing	Digital Photos	Remaining Roof Service Life Forecast and Replacement Budget	Minor Debris Removal	Emergency Service Calls
*Platinum	Tri-annual	Yes	Yes	Yes	Yes	Yes	-unlimited -no charge -priority care
Gold	Bi-annual	Yes	Yes	Yes	Yes	Yes	-guaranteed hourly rates -priority care
Silver	Annual	Yes	Yes	Yes	Yes	Yes	-guaranteed hourly rates -priority care

***Note:** Not all roofs are eligible for the Platinum level. JMC shall determine eligibility of a roof for the Platinum program. Each site may require preliminary “qualifying” corrective/preventive maintenance to qualify for a Platinum program.

SAMPLE ESP REPORTS



**Extended Service Program
Gold Service
Roof Condition Site Survey Report**

Survey Date: JMC # _____ Service Name: _____
Survey Category: _____

General Information

Tenant Name: _____ City/State: _____ Building Cnt: _____
Address: _____ Building Section: _____
Contact Name: _____ Phone # _____ Fax # _____
Owner Name: _____ Owner Contact: _____ Phone # _____
Manufacturer Warranty: yes no Expiration Date: _____ Manufacturer: _____
Roof Access: interior hatch exterior ladder none available (ladder response) Existing roof leaks: yes no

General Construction Information

Building Perimeter Dimensions: _____ Slope (inches/foot): _____ Building Height: _____
Square Footage: _____ Number Roof Levels: _____ Drainage (Downs, Scuppers, etc): _____
Penetration Details: parapet wall raised curb edge metal
Wall Flashing Type: _____ Lateral Vent: _____
Curb Flashing Type: _____ Lateral Vent: _____
Edge Metal Type: _____ Lateral Vent: _____

Roof Assembly Information

Deck Type: Wood Structural Concrete Metal Lightweight Concrete Other (specify): _____
Estimate: _____
Underlayment: None Base Sheet Vapor Retarder Other(specify): _____ Attachment Method: _____
Insulation: None Fiberglass Wood fiber Polystyrene EPS Other (specify): _____ Attachment Method: _____
Number Layers: _____ Paper: yes no Thickness (inches): _____
Single Ply (specify): _____
Type: _____
Attachment Method: _____
Adhesive: Yes No
Curing (specify): _____

General Condition Information

Poor Fair Good Excellent

System Components Comments

multiple leaks, roof should be replaced within 1 year.
insulating concrete requires. Corrective/preventive work necessary.
none, all repairable. A few minor leaks reported.
minor problems. Some minor repairs may be needed, no leaks.

Survey Option Details

no (if yes, attach survey results)
 yes (if yes, attach adhesive test lab report)

Recommended CORRECTIVE Maintenance Actions:

Item #	Roof Defect Description	Recommended Action	Price
1			
2			
3			
SUB TOTAL:			

Recommended PREVENTIVE Maintenance Actions:

Item #	Recommended Preventive Maintenance Action	Price
1		
2		
3		
SUB TOTAL:		

Roof Diagram

Complete a sketch of the building(s), plot the work areas (label defect #), show distance of defect from the closest building perimeter points, and attach photos with corresponding defect numbers.

Roof Defect Photo Log

Photograph No. 3: The removal at the east side lap/ridge intersection.

Photograph No. 4: Pre-drilling the lightweight concrete deck.



SUMMARY OF RAM – INFORMATION IS KEY!

The next step in managing your roof assets is RAM. Integrate your portfolio into an automated information system.

Introduction to RAM:

- As an upgrade to one of our Extended Service Plan (ESP) options, our RAM information management system takes roofing into the hi-tech information world and provides clients with additional financial planning and budgeting tools that is unprecedented in the world of roofing.
- Our RAM system utilizes a proprietary state of the art internet based facility management software program. The software is a user friendly, mature system developed over a 40 year period. It has a historical database of roofing information (over 500 million SF) on a variety of buildings across the United States, Canada, Mexico, Europe, Africa and Asia. It utilizes proven proprietary programs and modules that combine and interact to model, analyze, track and assist in the management of roofing assets for clients.
- The building block for the software program is the systematic data collection process. Using a time tested and objective methodology to obtain current roof conditions, we survey (including test cuts) and collect the necessary field survey data from each of your existing roofs. We input this information and develop a specific roof inventory / database for each of your roof areas. The RAM software takes this information and objectively analyzes each roof area. This condition analysis, which is continually refined based on the actual performance of the systems in the historical database, considers quantities, severity, density and the specific combination of defect conditions.
- The results..... An objective roof condition analysis which is scientifically and objectively obtained, and calculates the Serviceability Estimate (SE), which indicates the remaining service life of each roof section:

Additional Features of RAM:

- After determining the Serviceability Estimate for each roof area, the program continues its work and begins a life cycle cost analysis (LCCA). This analysis is based on an optimization process that evaluates every combination of repair strategies in order to determine the best and most cost economical combination to extend the remaining service life of each roof, and to provide the lowest LCCA. Roof replacements are basically selected when the annual costs to maintain the roof exceed the annualized cost of replacement.
- Once the optimal blend of repair strategies has been determined for the client's roof portfolio, the program has the capability to instantly re-evaluate the decisions based on constrained budgets or using "what-if" scenarios. Utilizing a client's budget restraints, or using "what-if" scenarios, the program will re-analyze the data to determine the best new combination of repair and replacement strategies in order to provide the lowest life cycle cost of each roof area.

A vertical image on the left side of the slide shows a person's hand pointing at a set of architectural blueprints. The hand is positioned in the upper left, with the index finger pointing downwards and slightly to the right. The blueprints below show various lines, circles, and text, typical of a technical drawing.


ADDITIONAL FEATURES OF RAM – Cont'd

Our RAM service provides its own uniform survey reports, similar to the reports under our ESP service. However, it also provides a variety of different financial information in graphical format (See sample reports). This information helps to illustrate a roof's financial importance, both now and in the future. This information makes presentations easier to illustrate, with information that is easy to understand and follow

Program has extensive portfolio sorting capabilities that enable clients to sort and view their properties in different ways (example: building types, rentals, owned facilities, etc.). Sorting capabilities also include sorting by different roof types, by different roof sections, etc... This can help allocate resources more effectively.

Sample RAM Reports

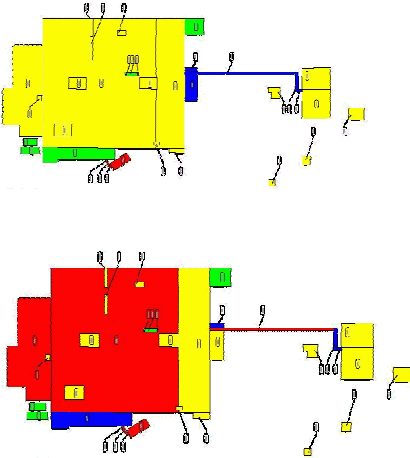
Summary Reports



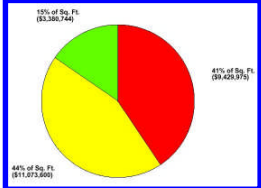
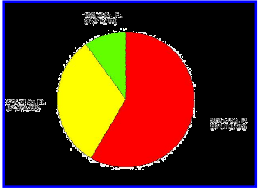
Component Analysis Report																																			
Component Priority List																																			
Portfolio Summary Table																																			
Area	Sub System	System	Year	Est. Cost	Actual Cost	Remaining	SE	ASE	YTD	YTD	YTD																								
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Area	Sub System	System	Year	Est. Cost	Actual Cost	Remaining	SE	ASE	YTD	YTD	YTD																								
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Serviceability Estimate (SE): The projected remaining roof service life in it's current state—without repairs

Adjusted Serviceability (ASE): The revised roof service life projection, when RAM by JMC optimal repair strategies and life extending actions are performed



Pie charts provide distribution of remaining roof service life...at a glance



The time to invest is now! Reduce your overall roofing costs and dramatically extend the service life of your roof asset!



A vertical photograph on the left side of the slide shows a person's hand pointing with their index finger to a set of architectural blueprints. The blueprints are detailed with lines and text, though the text is mostly illegible. The hand is in the foreground, and the blueprints are slightly out of focus in the background.

OTHER BEAM™ SERVICES

With the James Myers Company on your asset management team, you get the benefit of our experience and the opportunity to utilize different value added services we provide.

Other Services:

- Moisture surveys featuring portable infrared camera technology
- Thermal insulation efficiency review utilizing RoofWise Software, Version 2 as developed by the N.R.C.A. (National Roofing Contractors Association)
- As-build electronic roof drawings
- Test cuts on existing roofs (note: included with RAM service)
- The repair of non-roof leaks using pre-qualified subcontractors
- Snow removal (roofs)
- Design-build services
- Re-roofing services
- Elastomeric coatings
- Waterproofing
- Power washing single ply membranes (white surfaced)
- Water testing



FOR MORE INFORMATION CALL:

THE JAMES MYERS COMPANY, INC. @

(800) 235-4722

OR

VISIT OUR WEBSITE

WWW.JAMESMYERSCO.COM

BEAM™