

15 Questions to Ask a Roofer

Before Approving a Flat Roof Replacement Quote

Commercial flat roof replacement is a 25-to-30 year decision. Use this checklist in your next quote meeting to compare contractors on the details that actually separate a durable installation from a costly mistake.

SCOPE & EXPERIENCE

1. What percentage of your annual work is commercial and industrial flat roofing?
2. How many commercial flat roof replacements have you completed in the last 12 months?
3. Are you certified by the manufacturer of the system you are quoting?

THE QUOTE ITSELF

4. Can you provide the full scope of the quoted work, line by line?
5. Is the scope a tear-off or a recover, and why?
6. What insulation spec are you quoting, and what is the R-value?
7. Will you be reusing any existing insulation, and if so, how are you assessing its condition? Notes:
8. How will drainage be addressed on this roof?

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CREW, INSURANCE, WARRANTY

9. Who is doing the actual installation work. In-house or subcontracted?

10. What is your WSIB clearance status and liability insurance limit?

11. What does the manufacturer warranty cover, and what does the workmanship warranty cover? Notes:

12. What is your safety record on commercial and industrial projects?

EXECUTION

13. How will you minimize disruption to building operations during the project?

14. What is the project schedule, and what happens if weather delays the work?

15. What does the ongoing maintenance plan look like after the roof is installed?

Red flags during the quoting process

- △ The quote is a single lump sum with no line-item scope of work.
- △ The contractor will not put warranty terms in writing.
- △ References from the last 12 months are not available.
- △ The contractor pressures for a signature before other quotes have been reviewed.
- △ The quoted price is dramatically lower than other bids on the same scope.
- △ The contractor cannot produce a current certificate of insurance or WSIB clearance on request.
- △ The contractor does not want to walk the roof before quoting, or quotes from satellite imagery alone.

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Compare your quotes side by side

Once you have two or three written quotes in hand, use the grid below to pull the critical data into one view.

Years in commercial flat roofing			
Manufacturer certified (Y/N)			
Tear-off or recover			
Insulation R-value			
Drainage / tapered insulation included			
Liability insurance limit			
Manufacturer warranty (years)			
Workmanship warranty (years)			
Start date			
Total quoted price			

Book a free Roof Condition Report

A 50+ point assessment of your flat roof, documented in writing, at no cost.
Use it to verify a quote, plan a maintenance budget, or confirm remaining service life.

(905) 397-1198 | videlroofing.ca/roof-condition-report

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