

## JOHNS MANVILLE'S LIGHTWEIGHT INVINSA™ ROOF BOARD. THE RIGHT CHOICE AT THE RIGHT TIME, SAVES MILLIONS IN TEAR OFF

Upon initial handling of Johns Manville's lightweight roof board Invinsa, you might doubt this user-friendly product has such high-compressive and flexural strength properties. These were the exact concerns of Michael Pierce, president of Sellers and Marquis Roofing in Kansas City, Missouri, upon first introduction to the new patent-pending, high density roofing board.

Pierce was engaged in a project in excess of 13,000 squares with structural load concerns.

Given the unique criteria of the project, Pierce wanted to be absolutely certain that this new lightweight, flexible product would be the right choice. "We first tried using the product in our warehouse because of the concerns that we had... We didn't want to take it on without knowing a little bit of what we were in store for. We tried everything. We put pieces of insulation under it and fastened it around **trying** to make it break. We didn't have any problems. We took sheets and butted them together; kicked them, walked on them, and it looked OK."

At the time, the only solution on the table was a complete tear-off and re-roof which would have cost the building owner several million dollars.

By introducing lightweight Invinsa into the equation, the contractor was able to provide an alternative solution allowing for a recover to the existing roof resulting in a savings of more than \$1 million dollars.

Pierce stated that Invinsa was much easier to handle and transport because its weight and packaging makes it much easier to move and stack, "there were far less truckloads to deal with... We were putting up three bundles at a time, 27 squares of material per pick; that is amazing to be able to put that much up with very little effort. Two guys can spread out 100 squares of insulation in 20 minutes, and each guy can carry two to four sheets to that specific site where he is placing that material, so labor savings are huge in just material handling not to mention the ease of cutting and laying into place."

Flexibility means less breakage during handling and during the recover application, the Invinsa product easily accommodated inconsistencies in the existing roof. Pierce stated, "It was an uneven substrate. We got out to the job. We started using it. We had no cupping, which was my biggest fear, because most insulation, after it's laid out for a couple of hours... it's going to move on you. The cover board lay perfectly still... we were able to kick it into place and make good square edges, and fasteners were just excellent the way they went into the board."

Because of the substantial efficiencies in labor and installation, Invinsa proved to be a very cost effective choice allowing the savings to be passed on to the owner. Pierce explains, "The price of a product that we initially pay is not the whole story. The whole story would be the price of the product installed. OK, and even if I pay a little bit more for a product, but I save money in hoisting, handling, installing... labor is way more expensive than product... if you can save labor, you have a better chance of turning that value back to the owner."

This 31-year roofing veteran will definitely recommend roofing systems with Invinsa again, "I think when we present our ideas to a building owner or to a consultant, we can make them aware that we possibly save them money by not having to tear off; we can possibly save them money in labor by using the JM cover board because now we know how easy it is to work with. I think we can probably convince them of how good a roof you get by using a board that's this stable; you're not going to have broken corners and edges and all the sort of things we deal with everyday... I think that's how I would approach a new job."