

CRCA TODAY

FALL 2018

The Magazine
of Roofing and
Waterproofing
in Illinois
and Beyond

Keeping Best Employees
OSHA Recordkeeping—Changed Again?
Importance of Free Inspections



Chicago Roofing
Contractors Association

CRCA TODAY | 4415 W. Harrison St., #540 | Hillside, IL 60162

Roof Talk—CRCA Member Spotlight



Company: Runnion Equipment

Locations: Lyons, IL, and Caledonia, WI

Business Founded: 1975

Number of Employees: 36

Joined CRCA: 1983

What services does your business offer?

We're a full service lifting equipment dealer, offering new and used telescoping and articulating cranes, aerial lifts, bucket trucks, and attachments perfectly suited towards roofing supply delivery and handling. Our brands include National Crane, Elliott, Palfinger, Manitex, and Dur-A-Lift, among others. We also have a full rental fleet and complete parts and service for all types of equipment, with certified technicians who have decades of experience. Our territory includes the Chicagoland area, northern Indiana, and southeast Wisconsin.

Where do you see your business in 10 years?

Our business continues to grow as we identify new markets, and our up and coming managers are bringing new opportunities and new capabilities to our team. We've recently started work on a much larger, state of the art facility that will allow us to service more equipment faster, which means reduced downtime for our customers. Having that new facility will allow us to grow our customer base even further.

What is your best business memory to date?

Most recently, receiving the 2015 CRCA Award of Excellence from Joe McDevitt was really quite a surprise and certainly very humbling. The award was given for our "Dedication to the Roofing Industry and Commitment to the Preservation of the Highest Standards, Ethics and Professionalism and Support to CRCA". It was truly an affirmation of our CEO Pat Runnion's efforts to cater to the roofing market, and to be a one-stop-shop for roofers.

How did you learn about CRCA?

We heard about CRCA many years ago, by word of mouth, from our friends and customers in the roofing industry. We heard many positive things about the organization, and were convinced we should join ourselves.

If you attend CRCA events, can you describe a benefit of attendance?

There are no other events in the region that give us the ability to talk one-on-one with the principles of most all of the major roofers and roofing suppliers in the Chicago area, all in one place. That face time is important, as it builds trust and camaraderie. We get to know decision makers in the industry on a much deeper level.

What value does CRCA membership bring to you?

In addition to the personal contact with leaders of the Roofing Industry, we get the opportunity to learn directly from our customers. They show us just how our equipment is used and how best to configure that equipment to help make our customers more effective in their business. Our ultimate goal is for our customers to be happy with what we sell them so they don't look elsewhere, and the CRCA helps that happen.

What advice would you give a new CRCA member?

Make the time to attend CRCA events and get involved with the association. It can be difficult when you are juggling many different responsibilities, but the payoff in relationships built is well worth the time you invest. 