



Winter 2017

In This Issue:

From the Desk of Dieter Pfisterer	1
Mission Statement	1
Pfister Roofing Works Safely	2
Meet Russell Evans.....	2
Have You Heard.....	2
Letter from a Satisfied Customer.....	2
Property Management Things Any Property Manager/Owner Should Know When It Comes to Roofing.....	3
P.S. This Just In	3
From Opa's Kitchen.....	4
Americans Must Lead, Now More Than Ever by Rupert Murdoch.....	4



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From the Desk of Dieter Pfisterer

Our presidential election was one year ago, but we are still fighting over who won instead of helping the young administration in the White House to learn how to govern for the benefit of all.

It seems to me that the new sweeping broom is beginning to clean quite well, but we just have to give it a chance.

The last administration could not have been put in office if it were not for the support of the white population, yet time and time again we hear the words "white supremacy" spoken and accusations of "racism" constantly. Some of us were not happy with the man in the oval office, but we always showed respect toward him. Yet now that we have a new administration, the old one goes around spreading negativity toward the new one, which is a no-no.

It took years to get us where we are now, and it will take years to bring about change. I think that term limits is the only way we can get ourselves back to following the constitution and not letting power take charge.

When elected politicians have a hidden slush fund, paid for by the taxpayers, to settle their wrongdoing, then enough is enough.

May God Bless our country, which I believe is in great need of His guiding hand now more than ever.

***Wishing You a Happy & Healthy New Year,
from All of Us at Pfister.***

Dieter Pfisterer

Pfister Roofing Mission Statement

The Pfister companies are solution providers, offering customers premium roofing systems and a variety of innovative alternative energy technologies, customized to meet their needs. At Pfister, exceeding expectations is our primary objective. The company values relationships and is genuine in its dealings with employees, clients, vendors, and partners. Pfister strives to seek only high quality and environmentally friendly materials at competitive prices, to ensure long-term performance and the greatest return on investment.

Roofing Innovation Since 1889

***New Jersey Department of Building & Construction Approved
Including Restoration of Historical Sites***

- Family Owned and Operated
- Preventative Maintenance
- New Jersey State Licensed
- No Repair Too Small
- Fully Bonded and Insured
- Over 33 Years in Business

24-Hour Emergency Service

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Free Moisture Scans to Our Customers



Pfister Roofing Works Safely

And We Can Prove It...

When we say Pfister Roofing is safety conscious, we mean it and we can prove it. Not only do we have a modification rate of less than 1, we just finished a job that, quite honestly, not many of our competitors would have done because of safety concerns.

Our customer, Eastern Dental, headquartered in Woodbridge, New Jersey needed a new roof. We proposed removing their existing roof to the deck, installing new insulation to enhance the roofs R-value and mechanically attaching a new TPO membrane. Other than the fact it was a five-story building with an open perimeter edge, it seemed like just another job. Except one of the tenants in the building was the regional office for OSHA!

It goes without saying that whether or not OSHA's office was a couple of floors below us, it didn't make a difference on our performance. We were going to follow standard operating procedures which included following OSHA regulations. We completed the work as scheduled and did not receive one citation even though our "friends" inspected us every day. The same can't be said of the electrical contractor who was changing the burned out lights in the parking lot. He wasn't harnessed in his lift bucket and was fined.

Another great job by Greg Corbett and his crew.

Meet Russell Evans

Our Estimator & Project Manager

We would like you to meet **Russell Evans**, our Estimator and Project Manager with over 20 years of experience. He can help you collect information from your roof which you are unable to collect.

We also have **our own drone** to perform an in depth inspection of your roof which can help bring useful information to your desk.

Let us be your seeing eye dog.

**Call Russell at
201.400.3278**



Have You Heard

- **Greg Corbett** is back and is our General Manager
- **Ed Bentley** is our Controller
- **Barry Quinn** is our Chief Estimator
- **Marcus Irving** assists in Estimating and miscellaneous production matters
- **Chris Buchta** is our Assistant Manager of Field Operations

A Letter from a Satisfied Customer

Dear Dieter:

Please accept my sincere thanks to all the employees and management of the Pfister organization for a job well done. From the first phone call to the Pfister offices, through the quotation process, and during the actual re-roofing project, your entire staff, management, roofing workers, and supervisors have been a shining example of efficiency, caring, respect for persons and property, and just plain competency. And, as attitude and caring start from the top, I applaud you for putting together a damn good organization.

Thank you, again. See, I feel better already!

Sincerely,
Joseph Pulzone
Sample Marshall Labs, Inc.

Property Management

Things Any Property Manager/Owner Should Know When It Comes to Roofing

Property managers and building owners should ask the following questions before signing a contract to repair or replace a roof:

The roofing industry has changed. In the last twenty-five years. Many property owners and managers do not understand what materials are now being used, how many roofs are on their building, what constitutes failure of a roof, if their roof can still be repaired or is total roof replacement necessary. If so, can there be a second roof installed safely over the existing one?

Unfortunately, there are some roofers who will mislead an owner in order to be the cheapest, which will ultimately end up becoming more expensive. A roof system installed over a wet substrate can lead to the premature failure of the new roof, deck damage and mold. When you compile all of the information, it is easy to understand why many owners/managers are confused.

In order to find help, the following steps should be taken before a decision is made to restore or replace a roof.

1. Find roofing contractors who are affiliated with the NRCA (National Roofing Contractors Association).
2. Seek out contractors who have been in business twenty years or more. Visit their offices and yards to determine who they are.
3. Get references of completed jobs which are a least the same size as the one in question to be restored or replaced.
4. Call and ask questions of the owner and ask how satisfied he was with the contractor.
5. Get at least three quotations and examine them thoroughly. Ask questions regarding the differences in the quotations.
6. View their insurance certificate. Insist on a \$2 million dollar liability coverage and be sure the coverage is current.
7. Call the materials manufacturer stated in their proposal and ask if they have agreed to the roofing spec developed by your contractor. Ask if they are licensed with the manufacturer and find out what the manufacturer thinks of the roofing contractor.
8. Ask for the workman's comp modification rate, which should have a rating of 1 or less. This will help you understand how safely the contractor is working. If the rating is way above, 1, it means an unsafe contractor and you would not want them working on your roof.

If you follow all of the above and get answers to your necessary questions, you should be able to define in the end what you are looking for. If you are not certain, please feel free to contact Pfister Roofing, we will be more than happy to help you. Our modification rate is less than 1 which is excellent, our insurance policy and liability is \$5 million. We are also licensed with the New Jersey and New York Department of Building. We have been in business for over 25 years and are willing to assist anyone where we can with any roofing or related problems.

Dieter Pfisterer is CEO of Pfister Roofing.



reTHINK ENERGY

LED LIGHTING SOLUTIONS | LED LIGHTING BENEFITS | FREE ASSESSMENT



Did you know that we provide LED Lighting Solutions?

Pfister Energy can help you reduce your energy costs by up to 50% -80%. No need to see what rebates and incentive programs are available, we will do all the work for you!

Our experts can guide you through the process of purchasing the right LED fixtures for your location and application. Upgrade to LED lighting and get an immediate positive cash flow.



Reduced Energy Costs

LED Lighting can save you up to 80% on your existing energy bill. We can help you qualify for an Energy Rebate.



Longer Life

The life of other lighting sources have a significantly lower lifespan. Longer life of LEDs will also reduce maintenance costs.



Sustainability

LED Lighting is mercury and UV free and generates less heat to help with sustainability goals by reducing energy consumption.

FREE ENERGY ASSESSMENT



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Hawthorne, NJ, Baltimore, MD
www.pfisterenergy.com



Call Us! 973-653-9880

P.S. This Just In

Strange that we put our oil rigs in the Gulf of Mexico and every year we worry about damage from hurricanes. Well, I have some news for you. There are no hurricanes in Alaska and the caribou like the pipeline. It provides heat and coziness allowing them to multiply.

If acreage in Alaska where we drill for oil is allegedly so beautiful through current preservation, how come we don't have any bus rides or sight-seeing tours admiring absolutely nothing?

From Opa's Kitchen

Frickadellen

**A German dish for hungry teenagers always ready
for them in your fridge, and are great for holiday party's.**

1 1/2 lb. Chopped meat

1 Hard roll (dried out is best)

1 Egg

Salt, pepper and a little paprika

Finely chopped onions

Approximately 3 tablespoons of mustard ketchup and
magi (a German spice excellent for soups and steaks)

Mix all ingredients well .

Form small balls 2 1/2" - 3" in diameter.

Fry slowly with cooking oil, after roll on hand towel to
absorb cooking oil.



**Tested & Approved
by Opa Pfisterer.**

From the Desk of Dieter Pfisterer

Republicans and Democrats alike usually
don't find fault with dates and statistics.
"America Must Lead, Now More Than Ever"
written by Rupert Murdoch is a
must read.

America Must Lead, Now More Than Ever

RECENT tragic events have highlighted the importance of a robust military and especially of leadership — but also of the moral bankruptcy of moral relativism.

For a US secretary of state to suggest that Islamic terrorists had a "rationale" in slaughtering journalists is one of the low points of recent Western diplomacy, and it is indicative of a serious malaise.

For America to be embarrassed by its exceptionalism is itself exceptional and absolutely unacceptable.

In his great book "World Order," Henry Kissinger writes: "America must retain its sense of direction."

For America to have a sense of direction, two conditions are essential. First, a US leader must understand, be proud of and assert the American personality; an identity crisis isn't a starting point for any journey.

Second, there must be clear goals informed by values and by a realization of the extraordinary potential of its people.

Around our country, there is a restless desire for revival. We see it in the presidential-primary process, which, apart from an interesting cast of characters, has articulated a deep distaste for the slow descent of our country.

And, importantly, there's a yearning outside the country for American assertiveness and engagement.

As we've seen in Syria and in Ukraine and in the streets of Paris, without this country's self-confident championing of that "human quest for freedom and humane values," global affairs collapse into nightmare — the policy wasteland becomes fertile territory for terror.

We are all often struck by the exceptional qualities of America and by the exceptional and self-

**RUPERT
MURDOCH**



In the 1960s and 1970s, America intervened in Vietnam, an intervention that has been caricatured and distorted in the days since. The left seemed to be happy for the incarceration of millions, whether in Vietnam under Ho or in China under Mao. Why agonize over inhumanity when you could blithely celebrate yourself?

And in the 1980s, thanks to Ronald Reagan, America stood firm against the Soviet Union, and that very resolve led to its reform. It led to one Germany, not two. It allowed the Polish and the Hungarians and the Czechs and Slovaks to be independent, not political proxies. It recast Europe and emancipated millions.

And yet the left still cannot find the words to recognize Ronald

**There's a yearning outside the country for
American assertiveness and engagement.**

less influence America has exercised on the world.

We can idly and mildly joke, but if it were not for US intervention in the Pacific, we Australians would not speak with our distinctive drawl, but in the rather polite verb endings of Japanese — so let us not be PC, but frank: There is no way that Australia alone could have defended itself during the Second World War, heroic as Australian troops were.

In the 1950s, America saved the now prospering South Korea from the barbarity of Kim Il-sung. And that sacrifice and intervention provided the buffer that Japan needed to rise from the post-war ashes to be a great economy and a reliable ally.

One country, North Korea, is a heartless, ruthless personality cult that runs at the expense of its people, and the other country, South Korea, is a thriving democracy which has created companies that have improved lives around the world.

Reagan. For the rest of the world, he changed it.

And in that very same era, the United States provided a stable background for the rise of China, which went from the impoverishment of mindless ideology to the magic of market forces, allowing hundreds of millions of people to escape from poverty through their own efforts.

America's contributions to life itself are many and meaningful, from the mass production of antibiotics, to the banishing of polio, the treatment of HIV and the wonder of gene therapy and all that means for every disease.

We shouldn't apologize for America; we should celebrate America. For the world as it might have been without America is a much, much lesser world.

Rupert Murdoch is executive chairman of News Corp. and 21st Century Fox and chairman of the New York Post. Excerpted from his remarks Monday night at the Hudson Institute.