



The Berridge **Byline**

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CRAM
ROOFING

Long-Standing Relationship
Built on Quality and Service

A Berridge Manufacturing Company Publication



Cram Roofing

LONG-STANDING RELATIONSHIP BUILT ON QUALITY AND SERVICE

Gary Cram founded Cram Roofing in 1986 with one mission: "To establish long-term relationships with quality-oriented customers by exceeding their expectations." It is with that mission that over the years Cram Roofing has grown exponentially and continues to provide exceptional quality to its customers and a safe, positive, and ethical work environment for their employees.

Cram Roofing is a full-service roofing contractor working primarily in the San Antonio area. Cram has developed an expertise in re-roofing, repairs, as well as new roofing jobs through their work on commercial and government projects. The Cram team has successfully installed millions of square feet of roofing systems, including Berridge Manufacturing products, across the United States. Many of their very first customers are loyal to Cram Roofing after more than 30 years. It is this dedication to quality work and customer service that has earned them preferred contractor status with Berridge Manufacturing Company and most other major roofing manufacturers.

Cram Roofing and Berridge Manufacturing Company have a long history of working together for more than

20 years. The relationship grew even stronger when former Berridge Field Inspector, Kevin Blische, joined Cram Roofing in 2009. Blische was a huge advocate for taking on more metal roofing jobs and specifically using Berridge products.

"The combination of my experience with the Berridge Total Program and their great customer service made for a great opportunity to expand our sheet metal department," said Blische. "By partnering with a metal manufacturer that can provide all the architectural sheet metal products we needed, we have seen tremendous growth in our sheet metal work."



Lackland Air Force Base High School using Berridge Double-Lock Zee-Lock Panel In Dark Bronze

Pictured Above, Left to Right: Scott Voyles Vice President of Operations, Mark Eichelbaum President, COO, and CFO, Becky Wynne Berridge National Customer Service Manager, & Kevin Blische Vice President of Sales and Marketing

Cram Roofing became a Berridge Licensee in 2008 and has owned and operated numerous Berridge Portable Roll Formers. They even created a custom system for transporting them to job sites conveniently (as seen on page 4). Being a Berridge Licensee affords Cram numerous discounts on Berridge products and warranties along with superior support.

"Since becoming a Berridge Licensee we have been able to take advantage of numerous product discounts, but more importantly, because we are a roll former owner, we can set our own production schedule. This has given us a competitive advantage when it comes to negotiating jobs."

*-- Mark Eichelbaum
President, COO, and CFO*

Cram Roofing operates out of a one-stop-shop facility allowing them to carry out each job efficiently. The 3-acre facility where Gary Cram first started the company is still home to Cram's administrative, executive, and field staff. The full-service on-site metal shop includes state-of-the-art equipment enabling them to adapt to metal roofing's newest technologies and techniques. Cram also has a high standard when it comes to safety and has created a culture with that in mind, conducting regular safety and equipment training. Their goal is to ensure high-quality workmanship with the least possible risk.

Throughout the years, Cram and Berridge have worked on numerous projects together and are an excellent representation of what a long-standing relationship in the metal roofing industry can accomplish. Berridge Manufacturing Company is proud to have loyal customers like Cram Roofing and be able to provide the necessary equipment for successful metal roofing.



Pictured Left to Right: Randolph Air Force Base Hanger using Berridge Zee-Lock Panel in Colonial Red; Lackland I.S.D. using Berridge Double-Lock Zee-Lock Panel in Medium Bronze; Sea World Shark Tank using Berridge Tee-Panel in Bristol Blue; Lackland Air Force Base Recruit Family Inprocessing And Information Center (RFIIC) using Berridge Double-Lock Zee-Lock Panel in Dark Bronze



Pictured Left to Right: Cram Roofing Yard; Cram Roofing Office; Mark Eichelbaum President, COO and CFO at his desk working; Cram Roofing Operations and Safety Team; Cram Sheet Metal Shop Team in front of a Berridge SP-21 Zee-Lock Panel Portable Roll Former; Cram Roofing Team in front of the main office.

Pictured on Cover: Lackland Air Force Base High School using Berridge Double-Lock Zee-Lock Panel in Dark Bronze