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Nine Frequently Asked Questions About Metal Roofs

Metal roofs are enjoying a resurgence in popularity. While it was once thought that these roofs were too expensive to be practical for the average homeowner, their adaptability, longevity and their environmentally friendly aspects are causing some homeowners to take a second look.

If you have customers who are considering making the change from a shingle roof to a metal roof, or are drawing up plans for a new building and are considering having a metal roof placed on it, you need to be prepared to answer their questions. Here are the nine questions most commonly asked by home or business owners considering a metal roof:

1. Are Metal Roofs Expensive?

This is a question a roofer who installs metal roofs must be able to answer accurately if they hope to stay in business. While it's true that the original outlay of money for a metal roof can be substantially larger than that of a shingle roof, you need to take the time to explain to your customers that metal roofs are a long term investment.

Talk to them about the longevity of metal roofing, an average of 40 to 60 years, as it compares to the 12 to 20 years for a shingle roof. Also explain the superior insulating properties of a well installed metal roof and how they're likely to see savings on their utility bills for its entire lifespan. The facts are on your side, so it shouldn't be too hard to convince them that a metal roof - although more expensive at first - will easily pay for itself over time.

2. Are Metal Roofs Noisy?

This concern is based on the fact that, for most of your potential customers, their experience with metal roofs has been in storage sheds, trailers and recreational vehicles. In these situations, being under a metal roof during a hail storm may indeed be very loud.

To combat this fear, explain to your customers that a metal roof installed on a home or business is placed on solid sheathing which dampens sound. When properly installed with high quality sheathing, metal roofs are no noisier than roofs made of any other material.



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3. Will A Metal Roof Attract Lightning Strikes?

This one is easy to answer: No. Lightning is attracted to the highest object in the area, regardless of the material it is made of. In fact, metal roofs may actually provide a home or business with more protection from lightning. If a metal roof is struck by lightning, the electrical charge will dissipate throughout the whole roof, decreasing the likelihood of significant damage.

4. Are Metal Roofs Flame Retardant?

Another easy answer: Yes. Metal roofing may be the best choice for homes and businesses built in areas prone to wildfires. In these situations, most homes catch fire because floating embers land on their roofs and ignite them. This can't happen with a metal roof because they're not combustible.

5. Will A Metal Roof Fit With The Look of My Home or Business?

Metal is a very adaptable material, and can be made to coordinate well with almost any building. Explain to your customers that there are many options when it comes to color, texture and style, and that they don't have to opt for the shiny metal roofs commonly seen in storage sheds and temporary constructions.

6. Will A Metal Roof Rust Over Time?

The answer to this question depends entirely on the quality of the metal roofing material used. Assuming you will be using high quality materials, explain to your customers that the metal you'll be using is steel, which, under normal circumstances, should resist corrosion for up to thirty years. For even longer resistance to rusting, suggest that they opt for steel that has been coated with zinc, aluminum or silicon, or any combination of those materials. This should keep rust at bay for 40 years or more.

7. Are Metal Roofs Environmentally Friendly?

There are several reasons why metal roofs are more environmentally friendly than shingle roofs.

- **Made from recycled materials:** On average, the materials used to construct metal roofs are made from more than 25% recycled materials. In addition, the metal removed from a replaced or repaired metal roof is completely recyclable. In contrast, roughly 20 billion pounds of used shingles are dumped into landfills every year.



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- They reduce the use of fuel: A metal roof's superior insulating and reflective properties can significantly reduce the amount of fuel used to keep a home or business comfortable.
- They last a lifetime: A high quality metal roof, when properly installed, can last over 60 years. This reduces the demand for the raw materials needed to install, repair, or replace these roofs. This includes not just the steel and coating materials, but also the wood or other sheathing material used to support the roof.

8. Will A Metal Roof Stand Up To Heavy Winds Or Snow?

Heavy winds are not a problem for a properly installed metal roof. Even the best shingle roofs may begin to lose shingles in winds over 70 miles per hour. A metal roof doubles a building's protection, in most circumstance being able to withstand winds up to 140 miles per hour before being damaged.

As far as snow, metal roofs are actually recommended in areas where heavy snowfall is a regular occurrence. Snow slides off of metal roofs much more readily than it does shingled roofs. This may prevent the dangerous situation where the weight of the snow is too heavy for the roof to support, leading to damage or even collapse.

9. Can You Offer A Fair Price On A Metal Roof Installation?

The materials, manpower, and expertise needed to properly install a high quality metal roof can add up. While you'll never be able to offer your customers the benefits of a metal roof for the same cost as a shingle roof, there are steps you can take to reduce your costs and pass those savings on to your customers.

The best way to reduce your roofing company's costs without decreasing value is to use high quality materials that will reduce the need for "do-overs," making your employees (and therefore the installation process) as efficient as possible.

The [SCRAIL®](#) RoofLoc® System, created by the Beck Fastener Group® and sold here in the States by their Master Distributor, Fasco America®, can help you achieve both of these goals.

Made of standard steel, a patented thread design (SteelThread) for better hold in the metal, and coated with Beck's® [FasCoat®](#) protectant, the [SCRAIL®](#) RoofLoc® System was created specifically for applications where metal must be joined to wood.

They're available in collated strips complete with a waterproof washer, which makes installing them with the FASCO-branded F58 Metal Roofing Installation Tool speed along up to eight times faster than bulk screws (and two times faster than regular collated screws).

These SCRAIL® fasteners can be removed and reused, and are available in a wide range of colors to meet your needs. You can feel confident you've built a roof that will last, as their holding power exceeds 400 lbs. They can also withstand extreme temperatures without being damaged, from -40 degrees to 250 degrees Fahrenheit.



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The F58 FASCO Metal Roofing Installation Tool is a pneumatic gun featuring Italian craftsmanship, including a stable positioning system to ensure accuracy and safety.

To find out more about how the [SCRAIL®](#) RoofLoc® System can help your business save manpower and money while still offering your customers the highest quality product, contact your local [Fasco America representative](#).

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