

REDEFINING  
THE BEST WAY  
TO DO BUSINESS  
IN THE  
21ST CENTURY



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**OCTOBER 31, 2018**

**With 16 reporting, EAOC members had 813,885,900 in total sales in 2017.**

Greg Peterson of Sadler Roofing gave the Classification presentation this week. Greg gave us a history lesson on roofing and building codes. The Law of Hammurabi (2285-2242 B.C) was a precursor to building codes: "If a builder builds a house for someone, and does not construct it properly, and the house which he built falls in and kills its owner, then that builder shall be put to death."

1625 – First building code in America are established

1788 – First known formal building code is written in the United States

Greg explained that a sloped roof is defined in Code as greater than or equal to: 2:12 or 9.46 degrees and a flat roof is defined as less than. The following are the changes in sloped roofing since 2000: wood shake or shingles, metal roofing, plastic shake and slate, asphalt shingles, concrete tile and clay tile. He showed us pictures and informed us about the energy efficient coatings that are 50% of the cost of a new roof, last ten to twelve years and are considered maintenance. Sadler Roofing clients include commercial and industrial complexes, Jack In Box, In and Out Burgers and El Pollo Loco.

TO SUCCEED IN  
BUSINESS IT'S NOT

**WHAT**

YOU KNOW BUT

**WHO**

YOU KNOW THAT

COUNTS MOST!

**SCHEDULE**

**Nov 7TH Kintz Cabinets  
Offsite  
Nov 14th Open  
Nov 21st No Meeting**

**OFFSITE NOV 7TH**

**Phil & Terry Kintz Home  
623 Pinehurst Ave.  
Placentia, CA 92870**

## Emulsion System Before



## Emulsion System During



## Emulsion System After



## Open Classifications

Automobile Detailing

Awnings

Bakery

Business Brokerage

Carpet Cleaning

Dry Cleaning

Electrician / Residential

Garage Doors & Openers

Janitorial

Jewelry

Locksmith

Optometrist

Physician / Dermatologist

Physician / Internist

Picture Framing

Senior Care Service

Window Cleaning

## Thought for the Week

*“Be helpful. When you see  
a person without a smile,  
give him yours.*

*Zig Ziglar*