

The MILEstone Award, a prestigious recognition celebrates the dedication and expertise of Authorized Applicators who have achieved the remarkable milestone of installing at least one square mile (27.9 million square feet) of warranted Carlisle EPDM, PVC, and TPO systems.

## SULLIVAN ROOFING

Schaumburg, IL  
4 squares: 136,483,624 square feet  
[www.sullivanroofing.com](http://www.sullivanroofing.com)



*Tim and Jacob Sullivan*

### Can you share a bit about your background and experience in the roofing industry?

At the age of 19, I started in the industry as a draftsman. Progressing through roles as an estimator, salesman/project manager, and eventually attaining the position of Senior Project Manager, I dedicated years of hard work to my career. I then assumed the role of Vice President of the Commercial Division at my then-workplace. Fueled by a passion for the industry and a drive for growth, I established Sullivan Roofing twenty-five years ago. This journey has been incredibly rewarding, and today, I have the pleasure of sharing it with my son, Jacob, who is following in my footsteps.

### How did you first get involved with Carlisle SynTec Systems?

When I started my career, Carlisle was already established as a highly regarded brand within the industry with a reputation for excellence, reliability, and great customer service. My mentors spoke highly of Carlisle, so it was easy to form my own relationship with the company.

### Tell us about the projects that contributed to achieving this MILEstone?

Over the years we've done many great jobs with Carlisle. A few that come to mind are The Fashion Outlet Mall, Dollar Tree Distribution Center, Osprey, multiple Amazon warehouses, and the Home Depot Distribution Centers.

### What does receiving the MILEstone Award mean to you personally and professionally?

Having started the company from the ground up, it is always exciting to reach new milestones. To see the hard work of our team come together in another achievement is something I will never grow tired of. The MILEstone Award stands as a testament to the collaborative efforts of our team and serves as a source of pride and inspiration for future projects.

### How do you maintain such a high level of dedication and expertise in your work?

It all begins with having a passion for what we do and wanting to foster strong work ethics within our team. We set high standards for ourselves because we know we can accomplish them. We prioritize continuous learning and staying on top of industry advancements to deliver quality results.



### **The award emphasizes values like loyalty, trust, and partnership. Can you share an example of how these values played a crucial role in your successful projects?**

Our commitment to loyalty is evident in our customers who consistently choose our services. They not only return for additional projects but also become advocates for our company, referring us to others. This loyalty is a result of our unwavering dedication to delivering quality work and exceeding their expectations.

Trust is a cornerstone in our projects, especially when it comes to ensuring the job is done right. Clients trust us to deliver on our promises, meeting and surpassing industry standards and schedules. This trust is not only earned through the successful completion of past projects but is an ongoing commitment to transparency, clear communication, and consistently delivering reliable and high-quality results.

Additionally, our successful projects are deeply rooted in strong partnerships with suppliers. Building and maintaining positive relationships with suppliers enable us to access quality materials promptly, enhancing our ability to meet project deadlines and quality standards. These partnerships are characterized by open communication, mutual respect, and a shared commitment to project success.

### **Why Carlisle?**

The decision to use Carlisle's roofing products is driven by a combination of factors, including a history of reliability, innovation, and quality materials, a diverse product range, robust technical support, excellent warranty protection, industry recognition, and a commitment to sustainability.

## **INNOVATION AND NEW PRODUCTS**

### **The MILEstone Award also highlights innovation. Can you discuss any specific projects where you incorporated the latest products and roofing systems?**

We installed a TPO RhinoBond® roofing system on our office building seventeen years ago, which was during the early stages of this roofing technology. Another notable project was the River Bluff Nursing home, where we tore off the existing roof and installed 95,000 square feet of 90-mil fully adhered EPDM over tapered insulation set in Flexible FAST™ Adhesive. This was one of the earliest installations using this method. We have installed Carlisle Roof Gardens as well.

### **How important is staying updated on new technologies and products in the roofing industry?**

It is a fundamental aspect of professional growth and success and one of our main areas of focus. Staying updated on new technologies and products in the roofing industry is vital for maintaining competitiveness, ensuring compliance with regulations, enhancing safety, meeting customer expectations, and delivering high-quality, durable roofs.

### **The award signifies a commitment to the next generation of roofing professionals. How do you see the industry evolving, and what advice do you have for those entering it?**

The commercial roofing industry is seeing many notable trends emerging in the coming years. With environmental awareness on the rise, sustainable and eco-friendly roofing solutions will continue to become more common and the industry standard.

Technology is constantly developing and being integrated, like advanced roofing materials, drones for inspections and media capturing, digital project management tools, and more. Staying up-to-date on the latest technology will always be crucial for efficiency and to remain competitive. This includes constantly learning about material innovations to provide clients with the latest and most effective solutions.

For those looking to enter the industry, be ready to continuously learn. Stay informed through networking, workshops, conferences, or online resources. Look for mentorships from experienced professionals. The best way to learn is from those currently in the industry. Most importantly, anyone in the roofing industry needs to be able to adapt. It is a business that works against the elements and there won't always be sunny, cool days when installing a roof. An endless string of challenges can be faced and those who can adapt and find solutions without panicking will thrive.

### **In what ways can the industry continue to uphold the standards of excellence set by experienced professionals like yourself?**

Recognizing and supporting new talent is vital. It's not just about finding people eager to learn but making a commitment to the future of our industry. Sharing the wealth of career options in construction is imperative. We need to highlight the diverse paths and opportunities available in the commercial roofing industry. It's all about building a skilled and resilient team that's ready for whatever challenges come our way and leading by example.



## A PROJECT THAT CONTRIBUTED TO SULLIVAN ROOFING'S SUCCESS.

**JOB NAME:** Fashion Outlet Chicago

**TYPE OF BUILDING:** Shopping Center

**PROJECT TYPE:** New Construction, Carlisle SynTec Systems mechanically fastened 80-mil Carlisle Sure-Flex™ PVC system. We also used 1,620 custom-fabricated corners, 64 custom-fabricated 15" x 15" portal curb flashings, 600-plus split pipe boots, 1,000-plus mid-roof air terminal pads for the building's lightning protection system, over 11,000 LF of curb flashing, and 140 rolls of PVC Walkway.

**LOCATION:** Rosemont, Illinois

**SIZE:** Roughly 380,000 square feet



### Beyond the technical aspects, how do you think your work and achievements contribute to the community or industry at large?

Sullivan Roofing donates a portion of our profits to numerous charities, such as the Chicago Greater Food Depository, Make-A-Wish Foundation, World Vision, National Center for Missing and Exploited Children, Tunnel to Towers Foundation, Ascension Illinois Foundation, and Marklund.

### Are there any memorable moments or projects that stand out as particularly impactful?

Back in 2003, The Dollar Tree Distribution Center was one of our first projects that was over 1.2 million square feet. It's particularly memorable because it was a mechanically fastened reinforced EPDM roof system and it incorporated an extreme amount of 2 x 2 concrete pavers on both sides of the firewall.



*The Dollar Tree Distribution Center*





Hampton Inn

**Can you share your experience working with Carlisle SynTec Systems? How has their support contributed to your success?**

Carlisle’s timely material delivery ensures consistent adherence to project timelines, contributing significantly to our success. Their support has streamlined our collaboration, making it efficient and ultimately elevating the quality of our roofing projects. Additionally, when dealing with bid specifications, FM guidelines, windspeed warranties, etc., Carlisle’s technical support team serves as a pinnacle source of guidance and essential information.



Cabelas

**What aspects of the Carlisle brand and its products do you find most beneficial in your projects?**

Carlisle has consistently proven invaluable in our projects due to their unwavering commitment to quality and reliability. The durability of their roofing products serves as a cornerstone for the success of our endeavors. The versatility offered by a comprehensive product line encompassing EPDM, PVC, and TPO systems empowers us to tailor solutions precisely to project specifications. Carlisle is always on the cutting edge with their innovations, keeping us ahead of the game. And their support is great – whether we need technical help or materials delivered on time. Carlisle is a key player in making our roofing projects successful!

**For those aspiring to excel in the roofing industry, what advice would you give them based on your own journey?**

Start at the beginning and work your way up. Learn as much as you can along the journey. Be patient and stay dedicated; success takes time. Every little step you take matters, so stick to your goals and success will come your way.

**Are there specific lessons or experiences that have shaped your career that you would like to share with others?**

Do things the right and honest way.

**FUTURE GOALS AND ASPIRATIONS WITHIN THE ROOFING PROFESSION**

“ I look forward to seeing my son follow in my footsteps, ensuring a legacy of excellence. ”

Tim Sullivan



“ My goal is to continue the growth of Sullivan Roofing and continue to be a leader in the industry in both quality and innovation. ”

Jacob Sullivan

