



CASE STUDY







Carlisle & Mid-South – Beyond the Roofline 100 Million Square Feet Achieved



Since 1990, <u>Mid-South Roof Systems</u> has specialized in the installation of commercial and industrial flat roof systems. Located near Atlanta, Georgia, their focus on flat roof systems has allowed them to become experts in materials, installation, and maintenance. They are one of the top commercial roofing contractors in the U.S. and have worked alongside world-class clients, including Walmart, Lowe's, IKEA, and Amazon.

Mid-South's success as a company can be attributed to their mission to provide a great place to work and commercial roofing's highest level of quality, safety, and customer satisfaction through a God-honoring pursuit of excellence. They pride themselves on their ability to build long-term, mutually beneficial relationships with clients and deliver roofing solutions unique to each customer's needs.

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So, what makes 100 million square feet a big deal?

Personal Connections. Of course, being in the construction industry for over 30 years has come with its challenges. During the materials shortage in 2021, Mid-South was grateful for Carlisle's transparent communication in a trying time. As available material changed and project deadlines did not, Carlisle remained open and honest about what was possible and quickly communicated roadblocks and solutions.

Dedication. Carlisle's team is committed to establishing personal connections with its customers, while also exemplifying a dedication to operational excellence and innovation. This unwavering commitment ensures that Carlisle consistently delivers a world-class experience during the most crucial moments.

Quality. Mid-South Roof Systems has always appreciated Carlisle's professionalism and focus on the customer experience. They've felt confident that Carlisle has the expertise to support complex roofing projects and deliver quality materials.

Mutual Growth. When Mid-South and Carlisle effectively collaborate, both benefit from shared resources, expertise, and opportunities. This in turn results in innovative and creative project enhancements, services, and overall success for both.

Innovation and Creativity. This collaboration of efforts sparked diverse perspectives and ideas for the project. We were able to offer new development of products, services, and solutions that might not have been possible individually.

The details of two large-scale projects that contributed to the 100 Million Square Feet award:

Michelin: 60-mil Sure-Weld TPO Type of Building: Distribution Center Project Type: New Construction Location: Greenville, SC Year: 2017 Size: 3,336,953 Sq Ft General Contractor: Alston Construction

Tractor Supply: 45-mil Sure-Weld TPO Type of Building: Distribution Center Project Type: New Construction Location: Navarre, OH Year: 2021 Size: 901,846 Sq Ft General Contractor: H&M Company