



2024 Qualification Statement

Corporate Information

Corporate Name Jottan Inc.
Corporate Address1 Underwood Court, Delran, NJ 08075
Corporate Phone 1-800-364-4234
Corporate Fax 1-609-447-6206
Web Site Address www.Jottan.com
Date of Incorporation 1974
Federal I.D. Number 22-2768915

Jottan, Inc. Background:

Jottan was established in 1974 and is currently headquartered in Delran, NJ. Jottan's management staff, all which offer vast expertise in roof system applications and project management, has a combined 100 years of commercial roofing experience. In addition, Jottan employs approximately 100 employees, many of which have been with the Company for decades. Our belief is a commercial roofing contractor needs to incorporate quality into all phases of a roofing project and we instill this belief through quarterly review of field foremen and supervisory personnel. The key components to this quality review for Jottan Inc. are safety, proper installation techniques and correct accounting of the roofing project. Our EMR rating is .423, ranking us as the safest roofing company in New Jersey and placing us in the top one percent nationwide for safety. We have received numerous quality awards and will accept nothing less than a manufacturer's highest rating at the time of inspection. Our supervisory personnel complete all submittals and project related documentation in a timely and professional manner, keeping projects on their scheduled track. These components have combined to not only make Jottan the best commercial roofing contractor in our region, but also has helped us achieve a DUNN & BRADSTREET rating of 3A1, the highest available to a company of our size. Jottan has 150 million in total bonding capacity; 40 million per project, with insurers in each state.

Why Choose Jottan?

Why Jottan? Jottan has become the region’s leading commercial roofing applicator by offering a full range of services related to commercial roofing. Recognizing the need for a wide variety of commercial roofing services, Jottan has full time roofing and maintenance/service crews.

Roofing: Jottan recommends the best roofing materials to offer long-term maintenance free solutions for its customers. Jottan’s strength is long term employees who are skilled craftsman in both low and steep slope systems. No matter what the design, our philosophy of “**Raising your Expectations**” has been the pinnacle of our success for over forty years.

Existing Facilities: Jottan offers comprehensive consulting services for all roof maintenance, repair and replacement needs. Jottan works with clients to develop a project budget, system design, material selection and review of non-roofing items that threaten the integrity of their new roofing system. If necessary, Jottan will develop job specific roof drawings, detail drawings and energy audits comparing existing conditions to new roof system design.

New Construction: For new construction, we install quality systems that provide long-term trouble free performance.

Infra-Red Scanning: This service is invaluable in determining the extent of wet and damaged insulation within an existing roofing system. The infra-red scan provides the same service an X-Ray provides a physician. It allows us to see deficiencies within the system in a non-destructive manner. Infra-Red Scanning is essential prior to commencing re-roofing projects, as manufacturers require the removal of moist or deteriorated roof insulation.

Personalized Roof Maintenance Programs: Jottan knows what a valuable asset a properly functioning roof system is and provides Maintenance Programs and Surveys of Existing Conditions that are customized to meet the wide range of our customer’s needs. Whether it is annual budgets for repairs to annual/semi-annual roof inspections, Jottan will customize a program to help you manage this valuable asset.

Emergency Roof Service: Jottan provides 24-7 emergency leak response within a 150-mile radius of our branch offices. Emergency response for clients outside of the 150-mile radius to each office shall take place within 48 hours of first contact.

Financial Stability and Growth: Jottan has a track record of financial stability that provides you the peace and mind that we will be here for years to come.

2023 Fiscal Year.....	\$34,787,839.00
2022 Fiscal Year.....	\$31,953,285.00
2021 Fiscal Year.....	\$31,642,869.00
2020 Fiscal Year.....	\$27,171,336.00
2019 Fiscal Year.....	\$34,374,925.00
2018 Fiscal Year.....	\$28,448,628.00
2017 Fiscal Year.....	\$32,711,475.00
2016 Fiscal Year.....	\$27,826,300.00
2015 Fiscal Year.....	\$25,575,110.00
2014 Fiscal Year.....	\$19,127,075.00
2013 Fiscal Year.....	\$17,578,860.00

Jottan Inc. Management Team:

President

Toby Chrostowski

- 50 Years in management and sales
- Co-Founded Jottan in 1974

Vice-President & General Counsel

Jeff Newman

- 11-year military veteran and 20+ Years in the construction industry
- 10 Years with Jottan

Corporate Controller

Dawn Varley

- 30+ Years in accounting and management

Director of Operations

George Gulla

- 30+ Years' experience in roofing project management
- 25+ Years with Jottan

Service Department

- 5 dedicated Service vehicles operating 365 days a year
- 50+ Years combined service foreman experience

Estimating Department

- 3 full-time Estimators, 2 Roof Technicians and an Estimating Coordinator
- 50+ Years combined estimating experience

Financial Information Banking Institution:

Wells Fargo
300 Barr Harbor Drive
Conshohocken, PA 19428
Contact: Ryan Goodwin, (484) 530-1765
Line of Credit: \$1,000,000

Casualty Insurance Broker:

E. K. McConkey & Company, Inc.
Contact: Steven Buterbaugh, (717) 505-3113
C N A Insurance Companies

Surety Broker:

IOA Northeast
1451 Route 34, Suite 101
Farmingdale, NJ 07727
Contact: Dawn Jones, 732-751-2900
Bonding Capacity: \$150 million

Trade References:

American Architectural
575 Business Park Lane
Allentown, PA 18109
610-432-9787

Beacon Roofing Supply
5810 Bristol-Emilie Road
Levittown, PA 19057

Garland Co.
P.O. Box 70344-T
Cleveland, OH 44190
800-762-8225