

From the kitchen to the roof...an auto dealer's journey to a copper roof

by Garth Benham, Zappone Manufacturing

"It all started with a remodel of the kitchen and one thing lead to another and, well...now I've got a copper roof." With this, McKenna begins the story of how he decided to top off his Hawaii Kai home with Zappone copper shingles.

McKenna talks in quiet tones, even subdued. This seems unusual considering he is one of Hawaii's largest auto dealers. But it's soon apparent that he is not the stereotypical brash car salesman. When asked if he is well known locally, McKenna responds by saying that 'Hana Girl,' his golden retriever, is probably better known. "Everybody knows Hana Girl from the TV commercials," he said. "I'm just the guy standing next to her."

Last year McKenna decided to remodel his and Hana Girl's 9,000 square foot waterfront home. With the kids all grown and gone it's just McKenna and Hana Girl "knocking around" the house. Still, "It was time to update the kitchen and maybe a room or two." As time went on, the project grew. Finally, the addition of twenty skylights initiated the decision to re-roof.

McKenna sought out and considered a variety of roofing options including Japanese tile and cedar shake. Nothing seemed to fit just right. "It's really a uniquely designed home with a lot of Koa wood and all, and I wanted a roofing product that shared that uniqueness." He remembered seeing a copper roof that had patinated to the familiar blue-green finish and thought that would fit the bill.

The first problem he ran into was finding the right look. "At first I looked at copper sheet systems," he explained, "But they all looked too 'industrial' to me. Additionally, they were extremely expensive. The best bid I got for copper standing seam roof was in the vicinity of \$250,000 for 10,000 square feet of roof." That represented a lot of auto sales.

McKenna saw a picture of a copper roof in a roofing feature published in Hawaii Remodeling magazine. Enter Fred Rehm of Aluminum Shake Roofing of Honolulu. The two met at a home show in Honolulu where Rehm was displaying the Zappone Copper Shingle system and McKenna was still looking for ideas.

"I saw the copper shingle and thought it looked just great," McKenna said. "It was the copper I was looking for, and the 'look' I was looking for." He also decided that Rehm was the contractor he was looking for. "We hit it off pretty good. He gave me his home phone number right away. In my experience, that's pretty unusual for a contractor," McKenna explained.

Rehm remembers seeing the house with its ten-car garage for the first time. (It is owned by an auto dealer, after all.) "It sits right on the water, facing west and, well, it's just beautiful. The design is gor-

geous and the rooflines called out for something special. I just knew I had to put the Zappone Copper Shingles on this house."

Rehm provided McKenna with addresses of local installations of the Zappone Shingle. Rehm also provided something that McKenna never expected...the owner of Zappone Manufacturing, Joe Zappone. Rehm had called Zappone in Spokane, Washington and told him about McKenna's project. "I told him that this house just had to have his shingle and he said, 'If that's the case, I'll fly right over.'"

Zappone and Rehm met with McKenna, went over the roofing details and demonstrated the project. "I like to make sure the customer understands and appreciates the shingle and all of it's



McKenna with television star Hana Girl

features," Zappone said. "This product was designed to stand up to the wind and rain here in Hawaii." With the four-way interlock, it's passed hurricane tests in both the laboratory and in actual practice. Properly installed, it's leak-proof and darn near takes a crow-bar to pull apart.

Rehm was equally positive about the installation procedures. "I've specialized in metal roofing since 1986 and this is the finest product I've installed," he said. "It's size and interlocking feature make it a perfect fit to go around all those skylights. It really isn't a complicated product."

Scientific testing and installation suitability aside, McKenna had two observations equally important to him. "It's just a beautiful roof," he says proudly. "And I was pretty impressed with the way both Joe and Fred approached this project. As someone who is involved in customer satisfaction on a daily basis, it was both surprising and gratifying to find two guys who took customer satisfaction as seriously as I do. The service I got from Joe and Fred is at the same level of quality as my copper roof."