

THE 7 MISTAKES THAT COULD RUIN YOUR ROOFING PROJECT – AND HOW TO AVOID THEM



INTRODUCTION

Choosing the wrong roofing supplier won't just blow your budget, it can blow your entire project timeline.

We've seen developers lose thousands because materials weren't delivered on time. We've seen warehouses flood because the wrong coating was used near the coast. And we've seen respected professionals lose face because their supplier vanished the moment problems started.

If you're in charge of sourcing roofing for a commercial, industrial or institutional project in Ghana, you don't just need a contractor, you need a partner who understands scale, risk and the long-term impact of your decisions.

This guide reveals the seven critical mistakes most corporate buyers make when selecting a roofing partner, and what you should do instead. If you're planning a major build in 2025 or beyond, this could save your project.



MISTAKE 1:

TREATING YOUR ROOF AS A COMMODITY, NOT A SYSTEM

A roof isn't just a sheet of metal, it's a system — a blend of engineering, materials and installation skill that protects your structure for decades.

Many corporate buyers still treat roofing like a line item: “Just get three quotes and pick the cheapest.” That's how you end up with rust in coastal areas, cracks in industrial zones, and insulation that fails long before it's paid for itself.

At Raincoat, we build roofing systems — tailored to your environment, structure, and purpose. Anything less isn't value. It's a liability.



MISTAKE 2:

CHOOSING MATERIALS WITHOUT EXPERT INPUT

Most buyers don't realise there's a difference between aluminium and aluzinc. Or that coating thickness can make or break a roof's lifespan. Or that the wrong profile in the wrong climate can cause structural warping, water pooling, or thermal issues.

Too many suppliers say "yes" to whatever's specified, even when it's wrong.

At Raincoat, we advise, we question and we guide you to make the right choice for your specific application, whether you're roofing a factory, a church, a school, or a housing development.

We've fixed too many failed roofs installed by people who said yes instead of saying better.



MISTAKE 3:

FAILING TO ASSESS THE SUPPLIER'S REAL CAPACITY

Your supplier says they can deliver. But have they actually delivered at scale before?

Ask them:

- What's the largest project you've completed in the past 2 years?
- Do you have the workforce, logistics, and financial strength to handle this job now?
- Can we speak to recent clients and visit your factory?

At Raincoat, we'll show you everything. Our track record includes large commercial estates, corporate warehouses, industrial plants, and government institutions. And we welcome site visits — because we're proud of our process.



MISTAKE 4:

SKIPPING THE “WHAT IF” QUESTIONS

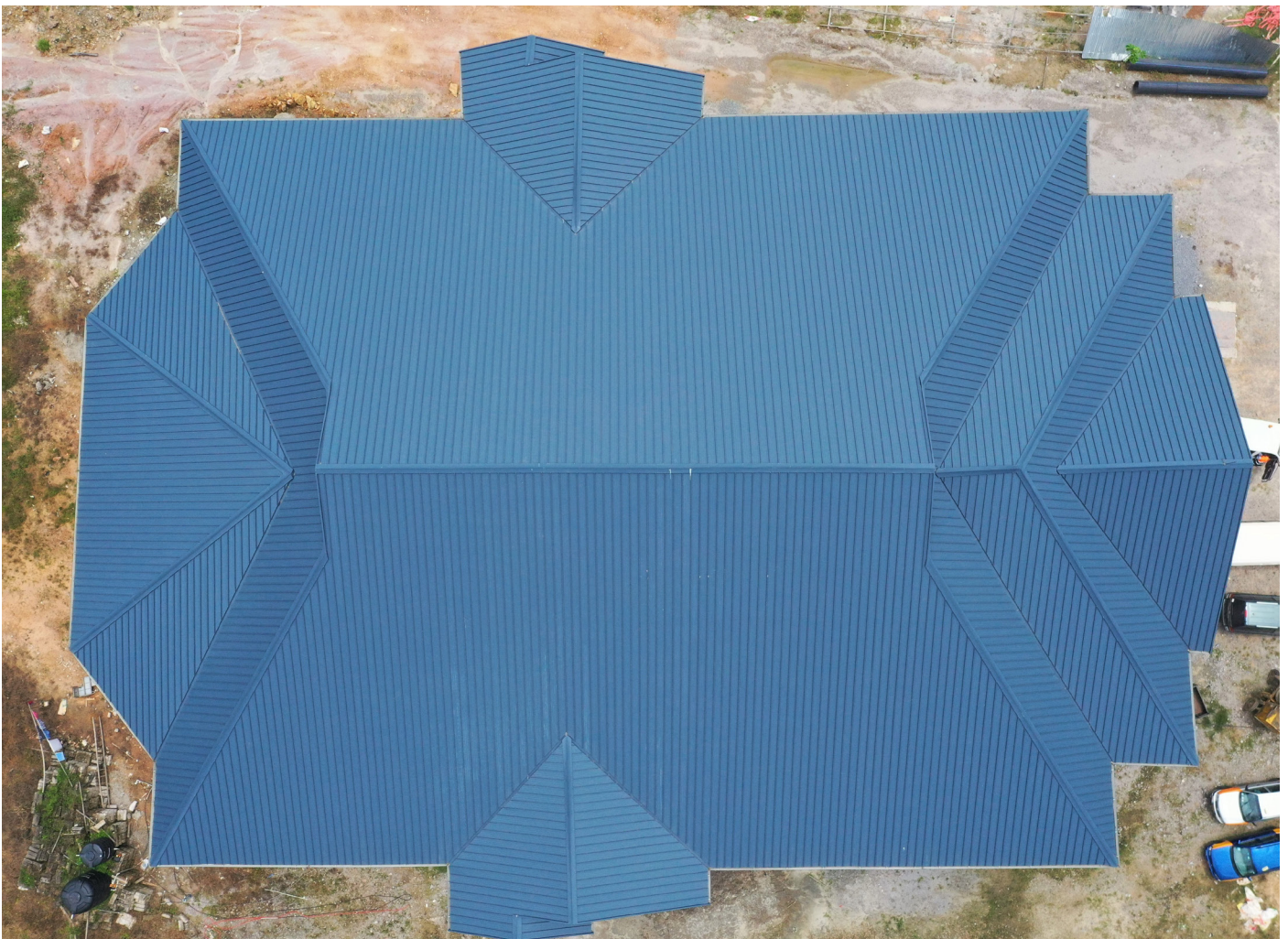
Every project has surprises. Weather. Supply chain delays. Mid-project spec changes. What matters is how your supplier responds.

Don't just ask about cost. Ask:

- What's your change order process?
- Who will manage site-level issues?
- How do you report progress?

Raincoat uses structured reporting, milestone-based planning, and dedicated project leads. We don't wing it. We plan for it.

And when things change, we keep you fully informed.



MISTAKE 5:

IGNORING WARRANTIES AND AFTER-SALES SUPPORT

A roof should last 25+ years. But if your warranty is vague or hard to enforce, you're unprotected the moment the last nail is driven.

We've seen companies ghost clients after installation. Or claim it's "not their fault" when leaks appear. At Raincoat, we offer clear, written warranties — backed by rigorous documentation, transparent sourcing, and post-installation support.

Your project doesn't end when the roof goes on. And neither does our responsibility.



MISTAKE 6:

NOT ASKING ABOUT PRODUCT ORIGIN AND COMPLIANCE

Where your roofing materials come from matters — especially in Ghana's mixed-supply market.

Low-cost imports may look fine on day one. But six months into the rainy season, inferior coatings begin to bubble, corrode, or peel. You wouldn't install unknown electricals or uncertified plumbing — so why take that risk on your roof?

All Raincoat materials are traceable, tested, and certified. We source from trusted, reputable manufacturers and provide product data sheets for every material we install.



MISTAKE 7:

UNDERESTIMATING THE RISK TO YOUR REPUTATION

You're not just buying a roof. You're signing your name to its success or failure.

If your supplier misses deadlines, cuts corners, or disappears after handover — it's your name the board remembers. Your face in the newspaper photo. Your responsibility when repairs are needed.

That's why major brands, construction firms, religious institutions, and government bodies choose Raincoat — because we make them look good.



WHY RAINCOAT ROOFING TICKS EVERY BOX

We've spent over two decades building some of Ghana's most durable, technically sound, and deadline-driven roofs. From mass housing to warehouses, showrooms to churches — we've done it all, and we've done it well.

But what sets us apart isn't just our metal sheets or our machines. It's the way we work:

- ✓ **In-house fabrication. No outsourcing.**
- ✓ **Experienced engineers and installers.**
- ✓ **Transparent pricing and documented warranties.**
- ✓ **Materials chosen for performance, not margins.**
- ✓ **A reputation earned on over 1,000 completed projects.**

CHECKLIST: WHAT TO ASK BEFORE YOU CHOOSE A ROOFING PARTNER

Before you sign anything, ask your prospective supplier these questions. If they hesitate, walk away.

- ☐ Can you show recent projects of similar size and complexity?
- ☐ What's your workforce capacity and material sourcing plan?
- ☐ Can I visit your site and speak to past clients?
- ☐ Do you provide full technical specs and data sheets?
- ☐ What's included in your warranty — and who backs it?
- ☐ Who manages the project — and how often will I be updated?
- ☐ How do you ensure the roof fits the specific environment it's built for?

**YOUR ROOF IS ONE OF YOUR BIGGEST INVESTMENTS.
DON'T TREAT IT LIKE A SPREADSHEET ITEM.**

Choose a partner who understands what's at stake and has the team, track record and systems to deliver.



Book Your Measurement Now

Call 0302234646

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