



FOR DEVELOPERS, CONTRACTORS & ASSET OWNERS

7 HIDDEN RISKS IN CHEAP COMMERCIAL ROOFING QUOTES



What the price leaves out – and why it costs you later.



THE PROBLEM WITH CHEAP QUOTES

The most expensive roofing decision you will ever make is the one that looked like a saving.

On paper, a lower quote looks like financial discipline. In reality, it often transfers significant risk onto your project - risk that does not show up until the roof has been installed and the contractor has moved on. By that point, your options are limited and your costs are higher. These are the seven risks that cheaper commercial roofing quotes routinely fail to disclose. Understanding them does not mean you pay more than you need to. It means you know what you are actually buying.

THE 7 HIDDEN RISKS

1

Early corrosion that no one mentioned at the quotation stage

Lower-grade coating specifications may meet the minimum threshold required to win a tender - but they are not designed for Ghana's conditions. Humidity, salt air near the coast, and seasonal rainfall all accelerate corrosion on undersized coatings. The deterioration may not be visible in year one or two. By year four or five, it becomes structural. Remediation at that stage is not a maintenance cost. It is a capital expenditure.

2

Colour degradation that affects your building's commercial value

For commercial properties, a faded or chalked roof is not merely an aesthetic issue. It signals poor maintenance, undermines tenant confidence, and reduces perceived asset quality. Premium-grade colour systems, such as COLORBOND, are specifically engineered for long-term colour stability. Economy alternatives are not - and the difference becomes visible far sooner than most developers anticipate.

3

Installation carried out by unvetted or subcontracted labour

A cheap quote rarely includes skilled, trained, in-house installation teams. Work is typically subcontracted, often to labourers who have not been trained on the specific system being installed. Fastener placement, ridge sealing, flashing details, and truss connections - these

are not minor variables. They determine how the roof performs under heavy rainfall. A single systematic error across a large installation can mean water infiltration in dozens of locations.

4

Structural systems that are not engineered to the required specification

Steel truss systems should be designed to the load requirements of your specific building, geography, and span. Economy providers frequently use standard off-the-shelf configurations that may not account for your structure's actual demands. The consequences of an under-engineered truss system do not always appear immediately - but they accumulate over years of wind loading, and they create liability exposure that sits entirely with the asset owner.

5

Capacity limitations that become your problem mid-project

Smaller and lower-cost operators often lack the logistics, staffing, and procurement depth to sustain performance across large commercial installations. They may begin strongly and slow significantly as competing commitments grow. Delays to roof completion hold up every subsequent trade on your programme - and the cost of that delay is rarely borne by the roofing contractor.

6

Warranties that exist on paper but cannot be enforced in practice

Many commercial roofing quotes reference manufacturer warranties as a selling point. Read the conditions. Warranties are typically voided by installation errors, use of non-approved accessories, or failure to follow the manufacturer's specified fixing requirements. If installation was carried out by an untrained or unaccountable subcontractor, the warranty may be worthless at the exact moment you need it.

7

No meaningful after-installation accountability

The most consistent failure point in commercial roofing is the period immediately after project completion. If minor defects go unaddressed in the first twelve months, they compound. Water infiltration causes damage to internal finishes, electrical systems, and inventory. A roofing provider without a functioning after-sales process is, in effect, charging you full price for half the service.



The Right Question

The question on any commercial roofing decision is not 'which quote is lowest?' It is 'which provider is actually accountable for the performance of this asset over the next 20 years?' Those are different questions, and they lead to very different decisions.

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Raincoat Roofing works with developers, contractors, and asset owners across Ghana and West Africa. We provide detailed specification advice, transparent pricing, and long-term accountability.

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