



# BUILDING ENVELOPE ASSOCIATES

YOUR SOLUTION TO ROOFING, WATERPROOFING AND MORE



## We Are Problem Solvers

Solutions for Lasting Results

Building Envelope Associates represent a selection of innovative products and assist the building owner, architect, consultant and contractor by recommending the right solution to keep moisture out of the exterior building envelope. Each of the manufacturers we represent are committed to the sustainability of your buildings; making them last longer, reducing life cycle costs and increasing energy efficiency. We assist in making informed choices, navigating through all available options to select the best solutions to use in building construction.



## POLYGLASS

### Value Through Innovation

Polyglass is a top innovator in the industry, adding value by producing cutting-edge products and focusing on quality and efficiency for all types of roofing and waterproofing. Polyglass offers the latest roofing technologies including modified bitumen roofing systems, self-adhered roofing membranes, underlayments, as well as elastomeric and asphaltic roof coatings and accessories.



## ATLAS

### Unparalleled Energy Efficiency

Atlas is the leader in Polyiso and Facer Technology and innovator of polyiso roof and wall insulation products. Atlas ACFoam® Polyiso Roof Insulation Boards are Quality-Mark™ certified, to meet or exceed building codes. Atlas EnergyShield® Continuous Wall Insulation Systems, provide an uninterrupted thermal barrier that keeps the building envelope protected and ensures long-term energy efficiency. Atlas insulation products deliver unparalleled performance.



## DEXCELL ROOF BOARDS

### We've Got You Covered

DEXcell® Roof Board Products by National Gypsum cover the entire spectrum of commercial roofing applications. The DEXcell® Roof Boards are excellent thermal, fire, vapor, moisture barriers and provide maximum hail and puncture resistance. Enhanced wind uplift and exceptional dimensional stability help to protect the assembly. DEXcell® offers roof boards with outstanding durability and strength.



## NEXGEN BUILDING PRODUCTS Building Better

NEXGEN MAXTERRA™ MgO based panels and building assemblies have the ideal features to create high-performance, safe, efficient, resilient and healthy commercial and residential buildings. NEXGEN supplies MgO panels for many construction applications including subflooring, floor underlayment, interior walls, exterior sheathing and roof sheathing. NEXGEN provides the highest certified MgO products with superior energy-saving ratings.



## IKO TPO SINGLE PLY SYSTEMS

### Performance Innovation

IKO has optimized the ideal product weathering chemistry, Matrix™ TPO Single Ply technology, bringing the future of innovation to the commercial rooftop.



## YORK FLASHINGS

### Moisture Control Solutions

Stainless steel, self-adhered and copper flashings also membranes for moisture control in through-wall and transition applications. Tested to meet or exceed standards.



## WOOSTER PRODUCTS

### Where Safety Meets Style

Anti-slip safety products, safety treads, stair nosings, walkways and safety surface products that provide trusted anti-slip protection.

## SUSTAINABLE BUILDING SYSTEMS

### High-Performance Products That Reduce Environmental Impact

Building Envelope Associates offers high-performance, proven products that optimize building envelope performance. These products are your key to maximizing efficiency and reducing environmental impact. Our ability to deliver dependable results, combined with the experience to provide the support you need, makes us your trusted source for sustainable building systems.

For a consultation, contact our professionals.



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## ABOUT

Building Envelope Associates is a manufacturer sales agency representing a select few, cutting-edge, innovative roofing, waterproofing and building products. Including premium roofing membranes, roof coatings, roof insulations, cover boards, accessories and more.

For more information regarding our services visit [www.FLBEA.com](http://www.FLBEA.com).



Find us on Facebook, Twitter and LinkedIn

Sales • Product Education • System Selection Expertise • Professional Engineering Support • Florida Building Code Guidance

Contact our specialists regarding product selection and sustainable solutions to achieve lasting results.

[www.FLBEA.com](http://www.FLBEA.com)

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102 NE 2nd Street, Suite 278, Boca Raton, FL • 33432



**David Palaci** is an experienced sales representative with excellent knowledge of commercial and residential roofing systems and components. David has held sales and territory management positions for a major distributor and as an independent sales representative. David's sales and consulting experience will assist our customers in Central, FL by providing product education, awareness of the latest technologies and a dedicated focus on customer service excellence by working toward the best result.

[david@FLBEA.com](mailto:david@FLBEA.com) | 305.606.8779



**Lenny Fotopoulos** is a sales professional with over 20 years of rep experience in commercial roofing products with a proven history of revitalizing underperforming markets. He has in-depth knowledge of the building product industry and is enthusiastic about developing and maintaining strong customer relationships. Lenny is focused on providing high-level customer service, exceptional communication and a commitment to driving sales growth with our business partners.

[lenny@FLBEA.com](mailto:lenny@FLBEA.com) | 407.747.1248



**Ben Safren** is an Architectural Sales Representative experienced in technical sales with a demonstrated history of working in the building materials industry, specializing in the components of wall system assemblies, concrete detailing/construction and Architectural Consulting. Ben's business development, sales and technical experience benefits our customers, providing construction best practice insights and selecting the proper system components to achieve the optimal value for built applications.

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**Kelsey Archer, P.E. CDT** has over 12 years of experience as a project engineer in the industry to complement our sales team. She provides required engineering evaluations and certified engineering calculations of building envelope components and systems including design of repair and replacement options. Kelsey has expertise in commercial low-slope and steep-slope roofing, waterproofing, exterior systems, fenestration design and experience with florida building code requirements and the appropriate applications to meet specifications.

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**John Massengill** owns and operates Building Envelope Associates. He has over 35 years of experience in the roofing and construction industry serving in sales, management, business development and technical sales roles for manufacturers and distributors before becoming an independent manufacturers sales agent. John recruits top talent in a given area and specializes in rehabbing underdeveloped markets. He has expertise in sustainable building solutions, energy-efficient products and consults on innovations for commercial construction applications.

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**Dave Rinker** is the Insulation Product Manager at Building Envelope Associates, joining the team in 2024. He is a veteran of 35 years in the industry and operated an independent rep agency before joining BEA. Dave is accustomed to supporting high-volume customers and large-scale, construction projects and has extensive experience with polyiso insulation systems for commercial assemblies. Dave's technical expertise, will be of great value to our customers, aiding in a better understanding of the advantages of polyiso insulation.

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**Kevin Colangelo** is a seasoned career professional with over 30 years of management and customer service experience. He possesses a strong technical background, and expertise in highly government-regulated environments. Kevin is committed to service excellence and will foster effective communication with clients and distributors, promoting mutual growth and development.

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**Cody Mihigan** joined Building Envelope Associates in 2024 as the Wall Insulation Systems Specialist. Cody is responsible for product sales and education for wall insulation assemblies, introducing customers to various continuous wall insulation solutions offering barrier protection to ensure the best building operation performance. His excellent knowledge of commercial and residential building products will benefit customers in learning about wall barrier protection systems that fully protect the wall and increase service life.

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**Andrew Mitchell** Andrew Mitchell is a sales representative who joined the Building Envelope Associates team in 2024. He has several years of industry experience in product sales representation, including roof and wall insulation systems. His focus and experience come from commercial roof and wall systems, as well as various steep slope products during his time in the industry. Andrew communicates promptly with his distributors and contractors and is committed to working toward the best outcome.

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**Juan Melendez** is a Waterproofing Sales Representative with over 10 years of construction industry experience. Juan provides waterproofing sales representation, system education and customer support. He is knowledgeable in proper construction practices for building envelope waterproofing systems. Juan's expertise with below-grade structural waterproofing helps our customers navigate accurate product applications for projects. Juan prides himself on building long-term partnerships.

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**Mark Duque, CCC** is a technical representative with over 16 years of experience in commercial and residential construction. He is CCC Florida Certified Roofing Contractor licensed, has a bachelor's degree in civil engineering and continuing his education to obtain EIT Certification. Mark has a strong background in the building industry including residential and commercial field experience. With his experience in civil engineering and construction, Mark will assist our customers in making the appropriate choices for project success.

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**Christine Massengill** has been a small business owner for over 20 years and co-owns and operates Building Envelope Associates with her husband John. Christine oversees our agency's numerous daily operations including office management, customer service, sales support, pricing, order fulfillment, supervising timely delivery schedules and coordinates sales meetings and special events with manufacturer and distributor partners.

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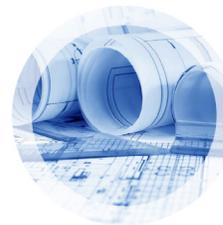
**Cristina Tilson** has over 10 years of expertise in Customer Support and Experience in both the corporate and start-up space. She has worked for a national distributor directing customer service interface enhancements, providing customer experience training and support to the territory sales team. Cristina has held sales and account management positions. She is passionate about providing support to help our customers succeed in business and understands the nuances of our customer requirements.

[support@FLBEA.com](mailto:support@FLBEA.com)

#### Contact

At Building Envelope Associates, our team recommends precise solutions for total waterproofing protection of the building envelope, preventing water infiltration and degradation of built structures, extending service life.

Contact a BEA specialist for assistance with your next project. We're here to help.



Sales • Product Education • System Selection Expertise • Professional Engineering Support • Florida Building Code Guidance

Contact our specialists regarding product selection and sustainable solutions to achieve lasting results.

[www.FLBEA.com](http://www.FLBEA.com)

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