



# WANT A COST-EFFECTIVE ROOFING SOLUTION? *Bid it!*

All school districts want to save money. When it comes to your physical plant's roofing systems, the perception exists that negotiating directly with one manufacturer saves on design fees and advertising costs.

Yet, sole sourcing to a preferred manufacturer may not always be your best approach.

Manufacturer representatives are very knowledgeable. However, they do not primarily represent your interests. You may be paying a premium if the representative knows your project will not be competitively bid.

Our independent review of roofing systems, coupled with specification standards that each manufacturer must meet, provides our clients with a cost/benefit analysis using different systems – including the one they prefer.

We first review the client's history with various products and

their service records. We check the warranty. Also, we inspect the existing roof to understand its inherent challenges and characteristics.

Next, we identify the many different roof products. We match them up with the client's preferences and develop a list of alternatives. Upon the client's approval, we design the plans and specifications for the project and create a bid form, which lists each product side-by-side with the others.

The construction contractors must now provide a base bid with alternate bids to use each product. The ensuing competition keeps everyone sharp and creates an apples-to-apples comparison of products and their costs on bid day. ***Clearly, when manufacturers and contractors compete, costs are driven down.***

The proof is evident in every roof system replacement project we bid. Regardless of the product type, each project comes in between \$9 and \$16

per square foot to complete, versus \$20 per square foot (or more) for the sole-sourced product. For large roof areas, that translates into hundreds of thousands of saved dollars, which you can apply to your other capital improvements needs.

Please contact Frank Gargiulo at HHSDR Architects/Engineers of Sharon & Pittsburgh and let us apply our 360-degree approach to your roof and building envelope needs. Visit us at [www.hhsdr.com](http://www.hhsdr.com) or call us at (724) 981-8820.

