

Testimony of Michael Greenamyre

Re: SB 150

7 March 2013

Senators:

As a Kansas resident who pays almost a Million Dollars a year in property taxes in Leavenworth County I have to question the wisdom of allowing the SALESMAN OF THE ROOFING MATERIALS to also be the SPEC WRITER. Wow, guess what material he'll specify.

It is unbelievable to me how a district can willingly allow no competition in the bidding process. Having the fox write the specs for the chicken coup is ridiculous enough but the prices the fox charges for the materials (300 to 400% higher) is what creates the waste. These salesmen, who write the specs using only their materials rake in extremely high commissions and increase the costs of roof and re-roof work 30% to 50%. Are the materials that much better? Of course not!

Garland is one of the roofing suppliers that attempt to be the spec writer/supplier. This procedure closes out top quality suppliers like Firestone Building Products, Siplast, Derbigum, Tamko, Johns Manville, Soprema etc. All of which offer great products and solid warranties. The Shawnee Mission, Olathe, Blue Valley districts use or allow Tamko, Siplast, Firestone, Derbigum, JM etc. to bid, they will even allow the Garland to bid – but, they never even try when they know competition is present. Got to ask yourself this: Why would a school district maintenance director, or superintendent or whoever is trusted within the district to gather specifications and pricing not allow a professional roof consultant to provide the specs and oversee the project,..... especially when taxpayer money is being spent. If a private company wants to pay 40% more to have their building re-roofed that's his money he's spending. When taxpayer money is involved isn't it imperative that free and fair bidding be the norm. I'm sure other states make it clear that the salesman for the material can't be the writer of the spec when it's the salesman's material being the sole specified product.

Happens all the time and very very wasteful. Not casting aspersions but none could be cast if on taxpayer projects ALL bidding is open to equal materials. Weeding out installers is usually done via bid bonds followed up with requirements for performance and payment bonds.

For in depth info simply google..... Garland Scam and follow the links. Taxpayer money is being wasted big time and unnecessarily.

Below is a material pricing comparison between generic yet high quality roof membranes VS. Garland. These prices represent a standard two ply SBS membrane and do not include the misc extremely high priced accessories and un-needed services.

	Tamko, Firestone, Derbigum	Garland
100 sq. ft. of smooth SBS	\$70.00	\$194.00
100 sq. ft. granule surfaced SBS	\$85.00	\$359.00
Asphalt for adhesion of both SBS membranes	\$40.00	\$90.00
Added up as a membrane system	\$195.00 per square (100 sq. ft.)	\$643.00 per square

Add it up .....above figures create a \$448.00 per square difference or \$4.48 per square foot. Because the buildings are large, usually anywhere from 20,000 sq. ft. to 100,000 sq. ft. one can see how \$48 per sq. ft. can add up to huge sum of money, and for what?