

March 7, 2013

To: Committee on Ethics, Elections and Local Government

Re: Senate Bill No. 150

Ladies and Gentlemen, attached is the 19 line page which I downloaded yesterday referring to SB 150 "AN ACT concerning the state and municipalities; regarding specifications for certain contracts."

In short the act states that municipalities, when bidding new construction or repair work should not write the spec in such a way as favor a certain product or manufacturer by setting unreasonable requirements.

Response: That is a fair and reasonable request. At present however, in many school districts across the state, manufacturer's reps are writing the specifications with only their products being specified. This is wrong on its face but when the products specified are 200% to 400% higher in price than other well known equal products, money is wasted, and not a small amount.

Example: On a recent new const job the manufacturer's rep's membrane materials and asphalts were an astounding \$6.43 per sq. ft. When the owners from Florida came into to Shawnee Ks. to go over the bids their waterproofing consultant's exact words were " Were not going to go with this roof system, they're way to high, tell the contractor (my company) to re-bid the project using a generic yet highly rated similar product that cost \$1.95 per sq. ft. The savings on roof membrane alone was \$4.48 per sq. ft. which on this project saved the owner \$90,000. And this building in question was much smaller than most school buildings. My point is, there are several registered roof consultants in and around the state of Kansas and for approx 6% to 10% they will do our districts a much more thorough job, provide great fair specs with great warranties backed up by powerful corporations like Firestone Building Products, Johns Manville, Tamko, Siplast, Derbigum etc. etc. Plenty of competition out there, let's get it working for Kansas taxpayers.

The Act then states, starting on line 10; Bidders shall not be disqualified from contract consideration by providing or using materials that are

recognized as adequate and acceptable by competent authorities in the industry.

Response: This sentence works IF and WHEN competent authorities (professional roof consultants) are used. It is these professional trained and certified roof consultants, most of whom have been in the roofing industry all their adult lives that are the competent authorities and the incorporation of these consultants into the process eliminates unfair bidding practices using taxpayer money. These salesmen who now write specs for districts specifying only their materials can still bid the project but with competition in play, their prices will drop to fair market value.

We use engineers to verify weight, stress and wind loads on buildings, not the manufacturer of the steel beams

We use mechanical engineers or trained mechanical contractors to ensure that the right size duct work is used to move conditioned air throughout large school buildings not the Carrier or Lennox salesman.

In closing, I want to say that I support Senate Bill 150 and truly believe that millions of dollars a year, not thousands but millions, will be saved once implemented. For further info I encourage all of you to get onto your computers and just Google the words Roof Scam!

Mike Greenamyre
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