



April 3, 2017

Coalition for Procurement Reform  
11130 Sunrise Valley Dr.  
Suite 350  
Reston, VA 20191

To whom it may concern:

It is not uncommon for public entities in Pennsylvania and some other states to procure goods and services by way of cooperative purchasing programs. Such programs have traditionally been used to obtain commodities such as custodial and office supplies but have expanded to include services such as pest control and construction-related activities including roof system installation.

Typically, the primary goal of cooperative purchasing programs is the reduction of costs through volume discounting and decreased administrative time and expense. We believe such benefits are not often realized for construction-related projects. Building construction is complex and often includes project-specific considerations not well-suited for commoditization. This is especially true for restoration projects like roof system repair and replacement. A recent study conducted in Pennsylvania by Ducker Worldwide examined the cost of reroofing projects and found the cost per square foot of open bid projects were substantially lower vs. purchasing cooperative projects—a finding that substantiates our concern.

In addition to the cost issue, the Pennsylvania Uniform Construction Code (UCC) includes many provisions applicable to roofing for new construction and existing buildings. Performance requirements for roof systems such as wind resistance, fire classification, material components, thermal insulation, and drainage are mandated by UCC and require careful consideration by experienced roof system designers. Designers are often hampered in their efforts to comply with UCC when constrained by the limited choices available in cooperative purchasing programs. More troubling, such programs may obscure the need to consider UCC mandated requirements.

For example, a popular cooperative purchasing program available to public entities in Pennsylvania is the Keystone Purchasing Network (KPN). KPN has a single vendor listed in the category of Roofing and Building Envelope Services. We have no objection to the vendor, its products or services. However, qualifying materials and labor suppliers as well as design/consulting services should be part of an open process when using public funds and tax payer dollars. Qualification programs should be conducted in an open and fair manner as well as the bidding process for the work.

It would seem many outstanding roof systems are not available via cooperative purchasing programs and public entities utilizing them for roofing services are potentially being short changed due to lack of options for roof systems, contractors and designers (such as architects and consultants).

**NATIONAL ROOFING CONTRACTORS ASSOCIATION**

NRCA believes public entities and, ultimately, the taxpayers are best served when roofing construction and services are competitively procured on a project-by-project basis in a more open and inclusive environment. NRCA believes in robust competition and numerous options being available to public owners when evaluating and making decisions regarding selection of roof systems and professional roofing contractors.

Sincerely,

A handwritten signature in black ink, appearing to read "Reid J. Ribble". The signature is fluid and cursive, with the first name being the most prominent.

Reid J. Ribble  
Chief Executive Officer

#### **About NRCA**

The National Roofing Contractors Association (NRCA) is one of the construction industry's most respected trade associations and the voice of roofing professionals and leading authority in the roofing industry for information, education, technology and advocacy. Founded in 1886, NRCA is a nonprofit association that represents all segments of the roofing industry, including contractors; manufacturers; distributors; architects; consultants; engineers; building owners; and county, city and state government agencies. NRCA's mission is to inform and assist the roofing industry, act as its principal advocate and help members in serving their customers. NRCA continually strives to enhance every aspect of the roofing industry.

NRCA has more than 3,500 members from all 50 states and 53 countries and is affiliated with 97 local, state, regional and international roofing contractor associations. NRCA contractor members range in size from companies with less than \$1 million in annual sales volumes (50 percent of the current membership) to large, commercial contractors with annual sales volumes of more than \$20 million. More than half perform both residential and commercial roofing work, and more than one-third have been in business for more than a quarter of a century.