

RFP-RH-22-012 On-Call Roofing Services				
	JD Candler Roofing	Royal Roofing Company, Inc.	Schena Roofing and Sheet Metal	Newton Crane Roofing, Inc.
	31111 Industrial Drive	2445 Brown Road	28299 Kehrig Dr.	353 N. Cass Ave.
	Livonia, MI 48150	Orion, MI 48359	Chesterfield, MI 48047	Pontiac, MI 48342
190 companies solicited via MITN				
Firm Established:	1879	1983	1969	2002
Years in business:	143	39	53	19
Type of organization:	Corporation	Corporation	Corporation	Corporation
Full time employees	150	200	85	40
Part time employees	0	0	0	0
How many years re-roofing services/historical narrative:	Started in 1879. Has the capability to complete the smallest to the largest reroofing projects. This includes but not limited to any type of flat, steep slope, or sheet metal roof applications.	Since 1983 Royal Roofing Company has installed hundreds of roofs, both big and small, for some of the largest companies. Core Values are commitment to customer satisfaction and quality workmanship are at the forefront.	52 years have been providing roofing service including tear off, reroofing, repairs and maintenance. Certified installers for all major manufacturers.	Started with current owner Paul Shick in 2002. Since then they have completed many projects consisting of all systems, manufacturers, and size.
Capabilities/knowledge related to re-roofing:	Has been completing reroofing services since 1879 and has a full staff of employees to estimate, manage, and complete all types and sizes of roofing projects. Have 14 on call service trucks, five reroofing crews, and a sheet metal department.	Full service commercial and industrial roofing contractor serving clients nationwide. Has experience with all the top-quality commercial roofing systems available in today's marketplace.	Certified installers for all major roofing manufacturers, perform specialty slate, tile and sheet metal roofing. Extensive experience in all types of roof systems. They have their own sheet metal department and fabrication shop.	Have over 150 years experience in their office with knowledge of all systems. They are a union shop with properly trained staff. Operate 2 full crews of 8-20 men depending on the project. Also have a 24/7 service department of 8 men.
Percentage of business commercial roofing:	95%	100%	80.0%	98.0%
Percentage of business residential roofing:	5%	0	20.0%	2.0%
How many public sector clients served? Provide listing:	List provided.	List provided.	List provided.	List provided.
Describe 3-projects similar in scope: name/phone	List provided.	List provided.	List provided.	List provided.
Explain ability to perform on-call services & response time:	Has 14 on call service trucks available 24/7 365 emergency service as needed. Will typically have a tech at site in as little as 1- 24 hours.	Service Department is available 24 hours a day, 7 days a week, 365 days a year by phone or email. Capable of having a service technician onsite within 1-2 hours of receiving the notification.	24 hour service department, the largest dedicated service department in the state. 24 hour emergency number. Response time for emergencies is immediate.	24/7 Service Department, emergencies will be handled within 4 hours. Worst case scenario is next day service.
What is the status of your workload:	Reroofing projects scheduled through second quarter 2022, open for more opportunities first 0 fourth quarter 2022 and into the future. Service on call services and projects always open to more opportunities first-fourth quarter 2022 and into the future.	Has over 100 union roofers that work solely on re-roof projects, 30 roofers that focus on maintenance and repair work, and 20 sheet metal roofers. Is equipped to handle all roofing needs of the City.	Left blank	Is a busy company but always has room to expand. More customers will allow for more personnel to be employed.
Will subcontractors be used? Y/N. If yes, rates/costs/etc.:	No	No	No	No subcontractors on standard work. If any are needed customer is charged cost plus 15%.
Provide an equipment list:	14 Service Trucks and other trucks, vans, trailers and 5 large stake trucks, 4 boom trucks, 5 skytracks. All the other tools and equipment to equip our service, production, and sheet metal department.	List provided.	"TBD (Dependent upon the required repair"	All equipment needed to perform standard roofing practice work.
State of Michigan Building complaint ever filed against you? If yes, please explain.	No	N/A	No	None
Any litigation in the past 5-years? If yes, explain.	No	N/A	No	No
Breakdown of all costs:				

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Journeyman Roofer Regular Duty Hours M-F	\$95 per hour / 6 am-4:00 pm	\$79 per hour / 7:00 am-7:00 pm	\$89 per hour / 7:00 am-4:00 pm	\$90.00 per hour / 7:00 am-4:00 pm
Journeyman Roofer After Duty Hours M-F	\$190 per hour/ 4:00 pm-6:00 am	\$118.50 per hour / 7:00 pm-7:00 am	\$110.00 per hour / 4:00 pm-6:00 am	\$135.00 per hour / 4:00 pm-9:00 pm
Journeyman Roofer overtime hours	\$142.50 per hour anything after 8 hour workday	\$158.00/hour-Sundays & Holidays.	\$130.00 After 12 hours daily, Sunday is double time.	\$180 per hour 9:00 pm -7:00 am and all Holidays
Roofer's Helper Regular Duty Hours M-F	\$90 per hour / 6 am-4:00 pm	\$67.00 per hour / 7:00 am-7:00 pm	\$78.00 per hour / 7:00 am-4:00 pm	\$90.00 per hour / 7:00 am-4:00 pm
Roofer's Helper After Duty Hours M-F	\$180 per hour/ 4:00 pm-6:00 am	\$100.00 per hour / 7:00 pm-7:00 am	\$95.00 per hour / 4:00 pm-6:00 am	\$135.00 per hour / 4:00 pm-9:00 pm
Roofer's Helper overtime Hours	\$135 per hour anything after 8 hour workday	\$134.00/hour-Sundays & Holidays.	\$95.00 After 12 hours daily, Sunday is double	\$180 per hour 9:00 pm -7:00 am and all
Other labor rates:	Trip Charge \$80.00	Sunday and Holidays qualify for Overtime Rates / Double Time Rates as sited above.	Sheet metal labor - \$100.00	\$20.00 Trip charge per visit.
How will the City be charged for materials? Give details: If Mark-up:	Will charge for only the quantities used on a standard service call.	Cost plus 10%.	Left blank	Cost of materials plus a 15% mark-up.
Is the mark-up percentage over wholesale cost?	Yes	Yes	Yes	Yes
What is the mark-up percentage?	15%	10%	10%	15%
If Discount:	No		No	N/A
Is the discount percentage less list cost?	No		NA	
What is discount percentage?	N/A		NA	
Acknowledge that the percentage shall remain firm:	Yes	Left blank	Yes	Yes
Any other charges not addressed? Y/N, If yes, explain.	Trip charge as listed above of \$80 per service call. Service calls are charged portal to portal.	No	Yes	Yes, \$20.00 trip charge per visit. For safety Newton Crane always sends two men.
Emergency procedures, night / weekend / emergency:	Call JD Candler Emergency Line at 734-762-0100 and someone will respond within one hour.	Would call Royal Roofing at the main office number to discuss/request service. Number is staffed 24/7 Based on nature of emergency, the Service	Truck Charge \$65.00 per trip Rental Equipment - Cost plus 10% Disposal Fees	After hours, weekend and Holiday leaks will be reported to Andy Cody. Will then dispatch men to the site.
Emergence response time:	Service Truck is expected on their way within 2 hours of the initial call.	Department is capable of having Service Tech onsite within 1-2 hours.	24/7 service. Contact the emergency number 586-940-0395. Will dispatch the next available service technician.	Emergencies will be handled within 4 hours.
Are there any specific types of roof you do NOT repair?	No	No	No	No
Authorized to repair Firestone roofing products? Y/N	Yes	Yes	Yes	Yes
W-9 Included	Yes	Yes	Yes	No
Meet City's Insurance requirements? Y/N	Yes	Yes	Yes	Yes
Provide information on your warranty:	On Call Service repairs will be warranted for a term of one year for the actual repair they completed.	Standard two-year warranty that encompasses materials and workmanship on roofs they install. If unforeseen water intrusion occurs, will be corrected by a trained technician.	Leaks, maintenance and repairs, one year from date of service the work performed. Roof replacement shall be covered under the roof manufacturer's warranty.	Leaks come with a one year warranty on the work they perform.
Preferred payment method:	Check or ACH	ACH	ACH	Check
Added info/points not addressed:		Has an online Roof Management System. Please see attachment A-11.	NA	N/A