



September 13, 2019
PROPOSAL

SARNAFIL ROOF SYSTEM

Black Hills Roofing
PO Box 7740
1840 Samco Road
Rapid City, SD 57709

RE: Roofing on the Black Hills Roof Building (approximately 440 sf).

After conducting a complete inspection of the roofing on the above mentioned building, we propose to furnish labor and material subject to the conditions stated, for the sum of SIX THOUSAND, SEVEN HUNDRED DOLLARS AND NO/100 (\$6700.00) – Base Price.

Scope of Work:

1. Remove the existing roofing down to the decking, clean up, and haul away all debris.
2. Install 1 layer of 3" polystyrene insulation.
3. Install 1 layer of ¼" dens deck sheet rock using screws and rhino bond/plates.
4. Install white Sarnafil PVC coated sheet metal gutter drip edge and water dam edge flashing.
5. Install a white Sarnafil mechanically attached (60) mil certified thickness) reinforced roof membrane using the in lap or rhino bond attachment method.
6. Install white Sarnafil membrane shingle tie-in and corner flashing using Sarnafil 2170 bonding adhesive.
7. Install BHR shop fabricated 24 gauge steel kynar prefinished sheet metal shingle separation counter flashing-standard colors.
8. Black Hills Roofing will supply owner with our standard 5 year labor warranty and a 10 year Sarnafil prorated material warranty upon completion and receipt of final payment.

Bid Package Note: The attached drawings show the details, materials and quantities we used for bidding, modifications will require cost changes - Initial acknowledgement_____. The attached photos show existing conditions, may have comments and indicates the locations of proposed details.

Scheduling Note: We tend to run 4 to 12 weeks from contract signing. Please contact Chad Meissner (343-6488) for all information pertaining to scheduling.

Temporary Repairs / Snow Removal: Should patching be needed until the new roof installation or snow removal be required to replace the roof, we will bill associated cost at a rate of - (Time - \$75.00 / hour, material cost, plus 10%).

Project Costing Notes:

- Any cost associated with modifications to the scope of work, structure, mechanical equipment, painting, awnings, condensing units, satellite, coax cable, security camera system, communication, plumbing, electrical, venting, exterior finish system, damages caused by fastener penetration or damages caused by other trades needed to complete the roofing project will be the responsibility of the owner and paid for outside of this contract - Initial acknowledgement_____.
- Rapid City building permit and fees are included in this proposal.
- Sales tax, general liability, worker compensation, and unemployment insurance are included in this proposal.
- Excise tax is included in this proposal, if supplied a prime contractors exemption certificate deduct 2% from base price.
- Removal and replacement of deficient decking and structural items is the owner's responsibility. It'll be accomplished and will be billed to the owner on a cost plus 25% basis – Initial acknowledgement_____.
- Any wet, deteriorated, or damaged insulation found is the owner responsibility. It'll be replaced and will be billed to the owner on a cost plus 25% basis – Initial acknowledgement_____.

- Should owner desire any subcontracts such as mechanical or electrical to run through our contract, it will be billed to the owner on a cost plus 25% basis – Initial acknowledgement _____.
- Install new gas line and electrical conduit support blocks at approximately 8 foot on center, add to the base price \$30.00 each - Initial for acceptance _____. Note: Initial only if you want new manufactured support blocks installed.

Project Condition, Design, and Application Notes:

- The existing roof assembly is comprised of the wood decking, 3" expanded polystyrene insulation and Trocal roofing membrane.
- The existing roof removal will be down to the decking in order inspect the condition of the existing decking and affect any needed repairs.
- Access to the flat roof areas is over the shingle roofing, BHR will coordinate the removal and replacement of the shingle roofing so that no harm to the membrane roof inadvertently happens. This includes not allowing any construction traffic or debris to be stored on the new membrane roofing. The flat roof areas require access over the shingle roof area. BHR excluded responsibility for any damage to the shingle roof.
- The membrane roof requires there be a separation between the membrane roofing and the shingle roofing in a similar manner as that currently exists. The oil based asphalt shingles and the new PVC roof membrane are not compatible. BHR will install a white kynar prefinished sheet metal counter flashing at the tie in point over the new membrane.
- Installation of a hard board substrate over the existing insulation is due to our areas hail occurrences. The dens deck hard board serves to help keep hail stones from deflecting their energy into the membrane and causing damage.
- PVC membrane seams and edges are heat welded together unlike other roof systems which use glue and tape. The gutter drip edge will be manufactured by BHR out of white Sarnafil PVC coated sheet metal. The new roof membrane will be heat welded to the gutter drip edge flashing to forms a permanent membrane to edge flashing seal.
- Rapid City building codes govern the system design and the application of a barrier is required by that code with a combustible wood decking. The ICC_ES report I attached for your review, refer to the bright yellow highlighted designation. All application methods are contingent upon approval by the Rapid City building department and cost modifications may be necessary if not approved-Initial acknowledgement and acceptance _____.
- Winter and Spring weather conditions slow production of the project. Removal of snow in order to accomplish the work is excluded! Should a snow event with accumulation occur, it will be the owners responsibility to remove the snow or expect delays in the new roof install.
- In order to be competitive with lessor quality products on the market, Sika is manufacturing a different membrane that is different than the Sarnafil membrane Other manufacturers are manufacturing a product called TPO (Thermoplastic Polyolefin) membrane to compete with Sarnafil, which is relatively new and has had its problems. BHR employees have stood on thirty plus year old Sarnafil roofing projects to use as reference, Sika plan and TPO are approximately 15 years in existence. Make sure our competitors are provided you with the same quality roof membrane that has a comparable track record and not a lessor quality product to get the job.
- Other manufacturers make their product based on nominal thickness, which is plus or minus ten percent. So when other roofing contractors say nominal thickness, you are most likely receiving the minus 10% or 54 mil thick membrane in lieu of 60 mil. It makes sense that you to ask our competitors to provide a price based on certified thickness membrane, they all can provide it. Why pay for what is stated as 60 mil and only receive 54 mil membrane.

This proposal subject to revision if not accepted within 30 days from date. Thank you for the opportunity to bid your work. We look forward to doing business with you in the future. If you have any questions, please feel free to contact us.

Respectfully,

Darren J. Pichulo

***SEE NEXT PAGE FOR TERMS AND CONDITIONS**

1. Any alterations or deviations from this proposal involving extra cost will only be executed upon written orders, and will be subject to a price increase.
2. We are not responsible for conditions beyond our control, such as fire, emergencies, strikes, inclement weather that may cause a delay.
3. We will not be responsible for the additional weight of the additional roofing, it will be the owner's responsibility to determine the safe loading of his building.
4. We guarantee to cover defects in workmanship only and not to extend to damage to roofing by extreme winds, lightning, hailstorms, earthquakes or other unusual causes and shall not cover any liability for damage or injury to interior, fixtures, decorations, walls, contents of building or their part of structure.
5. Our price is based on regular working hours, unless stated otherwise.
6. Prices do not include cost of performance bond.
7. It is agreed that the above guarantee shall be made and remain effective only when and if payment is made as agreed in this contract; that interest will be charged if payment becomes delinquent and this contract shall constitute and order upon the loan company or owner for payment of amount due. In the event of action for collection or to foreclose lien, holder here of shall recover court cost and attorney's fee.
8. PAYMENTS& TERMS: Payment in full upon completion or as invoiced on monthly intervals. A finance charge of 1 1/2% per month, which is an annual rate of 18%, will be charged on all accounts which become past due and a 1 1/2% additional monthly charge for each month thereafter that the account is past due.

ACCEPTANCE OF PROPOSAL: The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Date of Acceptance _____ Authorized Signature _____