



# PROJECT HIGHLIGHT EDUCATION

Dunnellon High School • Ocala, FL



## District Saves Insulation Replacement Costs through Expedited Project Delivery



### CHALLENGE

Every school district in America has been there at one time or another: when repairs are needed, the funding is simply not available. When Robert Knight, the facilities supervisor for Marion County Public Schools in Ocala, Florida, contacted his local Garland representative, Henry Passerini, to survey and conduct an infrared scan on three of the district's leaky roofs, he was anticipating bad news. The roofs at Dunnellon High School had been leaking for awhile and the added costs of replacing wet insulation or, even worse, remedying problematic mold, seemed a very real possibility.

Having completed 17 projects for the district in the preceding seven years, Passerini was determined to help Knight and his maintenance team damage-control the high school roof for as long as necessary, until funding for a new roof could be procured. When the scan revealed that only six squares out of 300 were wet, Passerini and Knight realized that the district could significantly reduce its replacement costs if funding and project delivery could be expedited in order to save the existing 294 squares of dry insulation.

### SOLUTION

Knowing that Garland and its contracting arm DBS had recently been awarded a roofing materials and services contract by a nationwide purchasing cooperative, Passerini suggested that Marion County take advantage of that contract to reduce the project delivery cycle and save the district money. The contract that Garland/DBS, Inc. holds with the U.S. Communities Government Purchasing Alliance™ (U.S. Communities™) was competitively bid nationwide by a public agency member, in keeping with the national and regional requirements of other agency participants. Purchasing cooperatives such as U.S. Communities allow public agencies to pool their purchasing power through nationally solicited contracts, thereby eliminating the time and costs associated with project-specific public bids.

Knight reports: "Our maintenance and purchasing departments understood that added costs would be incurred if reroofing was further delayed. Piggybacking on the U.S. Communities contract allowed us to create a conceptual budget based on firm, predictable pricing that had already been bid and confirmed to be the lowest available pricing Garland offers." According to Knight, as an added benefit, the cooperative purchase also eliminated the costs associated with traditional procurement methods, since the Garland/DBS, Inc. contract includes materials, installation, and a full range of design and engineering services.

The district requested that Garland/DBS, Inc. give locally based contractors an opportunity to competitively bid the installation portion of the project costs. The installation was awarded to Big D Roofing, Inc., a firm that had proven its reliability on previous projects for the district. Passerini recalls, "The contractor worked around-the-clock, six days a week, to complete this project in three weeks."

The district, commenting through Knight, concludes, "This project came in \$80,000 under budget and was accomplished in a time frame that saved the district even more, since expedited delivery eliminated the need to replace all of the insulation. Knight adds, "We look forward to utilizing the U.S. Communities program for future roofing projects."

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