DOCUMENT 00300

BID FORM

Date: August 20, 2013

To: The Department of Administration
Division of Purchases
One Capitol Hill
Providence, Rhode Island 02908-5859

Project: Roof Replacement and Repairs at the Center General Facility, Building Nos. 68, 69, and 71, Rhode Island Department of Labor and Training, 1511 Pontiac Avenue, Cranston, Rhode Island 02920

Submitted By: (include Bidder's address, tel. & FAX nos., and License no. if applicable)

Crocker Architectural Sheet Metal Co., Inc.
129 Southbridge Raod, North Oxford, MA 01537
RI Commercial Roofer License No. 143R Exp 11/1/2013

1. BID

   A. Having examined the Place of the Work and all matters referred to in the "Instruction to Bidders" & "Supplementary Instructions To Bidders" and in the Contract Documents prepared by the Architect, Castellucci, Galli Corporation, for the above mentioned project, we the undersigned, hereby propose to enter into Contract to perform the Work of the Bid Package for the contract price specified below, as selected by the Owner, subject to additions and deductions in accordance with the terms of these Contract Documents.

2. BID PRICES:

   A. Contract Price to provide the new slate roofs and new single-ply membrane roof replacement and all other incidental work:

   One million four hundred twenty-three thousand & 00/100 Dollars ($ **1,423,000.00**)
   (written, and numerically)

3. ALLOWANCES:

   A. We have included the following Allowances from Division 1, Section 01020 of the Project Manual in each of the above:

1.	Testing Allowance:	$ 9,000.00 per building
2.	Roof Drain Inspection Allowance:	$ 9,000.00 per building
3.	Roof Access Allowance:	$22,000.00 total
4.	Hazardous Materials Allowance:	$36,000.00 per building
5.	Hatch Allowance	$22,000 total

4. BID ALTERNATES:

A. We propose to modify the above Bid Prices by the following amounts, as identified in Section 01100, Alternates herein and as may be selected by the Owner. NOTE: The Owner reserves the right to select any Bid Alternate in any order. However, if so desired, the Owner shall select the appropriate Bid Alternate, in prioritized order, that is associated with the applicable Bid Price.

BID ALTERANTE NO. 1:

Deduct from the Base Bid Price, the cost to provide all specified work at Building No. 69. Deduct twenty-one (21) days from the timeframe to Substantial Completion of the work.

DEDUCT: $ **400,000.00**

BID ALTERNATE NO. 2:

Deduct from the Base Bid Price, the cost to provide all specified work at Building No. 68. Deduct twenty-one (21) days from the time frame to Substantial Completion of the work.

DEDUCT: $ **180,000.00**

5. UNIT PRICES:

A. Contractor's Unit Price Note: The following Unit Prices are intended to provide the owner with predetermined prices should changes to the Base Bid Contract be required. The Owner reserves the right to include any Unit Price Item for adding or deleting work. The Contractor agrees to modify the applicable Bid Price by the shown amount. The prices herein established, include the net cost plus overhead and profit.

1). Add to or deduct from the Bid Price, cost to point existing mortar joints in accordance with the Contract Documents:

ALLOW: $ **60.00** /sq. ft.
ALLOW: $ **18.00** /L.F.

2). Add to or deduct from the Base Bid Price, cost to wash and waterproof existing masonry in accordance with the Contract Documents.

ALLOW: $ **12.00** /sq. ft.

3). Add to or deduct from the Bid Price, cost to replace damaged and/or decayed wood plank substrate throughout the roof areas currently roofed with slate and/or other roofing materials. Comply with pertinent portions of the Project Manual. Field verify and become familiar with the intended work prior to submitting bid.

ALLOW: $ **4.00** /sq. ft.

4). Add to or deduct from the Bid Price, cost to provide caulking and sealants in accordance with the Contract Documents.

ALLOW: $ **12.00** /sq. ft.

5). Add to or deduct from the Bid Price, cost to sand, wash, prime and paint the exposed wood roof overhang assembly as shown on Detail "A", Drawing A-3.

ALLOW: $ **20.00** /L.F.

6). Add to or deduct from the Bid Price, the cost to provide the new wood replacement and all incidental work shown and described in Detail A, Drawing A-3.

ALLOW: $ **20.00** /L.F.

6. ACCEPTANCE

A. This Bid shall be irrevocably open to acceptance for 60 days from the Bid closing date. If this Bid is accepted by the Owner within 60 days, we will:

1.) Execute the Agreement subject to compliance with required State regulatory agency approvals as described in the "Invitation to Bid" & "Supplementary Instructions to Bidders".
2.) Furnish the required bonds in compliance with amended provisions of the "Instructions to Bid".
3.) Commence Work within fourteen (14) days after receipt of a Purchase Order.

B. If this Bid is accepted within sixty (60) days, and we fail to commence the Work, or we fail to provide the required bond(s), the security deposit shall be forfeited as damages to the Owner by reason of our failure, limited in amount to the lesser of the value of the security deposit, or of the difference between this Bid and the Bid upon which the Contract is signed.

C. In the event our Bid is not accepted within sixty (60) days, the required security deposit shall be returned to the undersigned, in compliance with the provisions of the "Instructions to Bidders", unless a mutually satisfactory arrangement is made in writing for its retention and validity for an extended period of time.

7. CONTRACT TIME

A. If this Bid is accepted, we will achieve Substantial Completion of the work in ninety (90) calendar days from receipt of a Purchase Order. Final completion of the work shall be thirty (30) calendar days, thereafter. Total contract time shall be one hundred twenty (120) calendar days. NOTE: In addition to Liquidated Damages to the Owner, the Contractor shall reimburse the Architect at $175.00/hour for any and all time expended in connection with Construction Administration of the project subsequent to the expiration of the total contract time, unless otherwise agreed by the owner, Contractor and Architect during the Construction Phase.

B. Liquidated Damages, In as much as Time is of the Essence:

If we fail to achieve certification of Substantial Completion at the expiration of the agreed upon Contract Time indicated above, we acknowledge we will be assessed Liquidated Damages for each calendar day the project continues to be in default of Substantial Completion as follows:

$544.00 per calendar day.

8. ADDENDA

A. The following Addenda have been received. The noted modifications to the Bid Documents have been considered and all costs are included in the Bid Sum.

Addendum No. 1, dated **8/9/2013**_____
Addendum No. 2, dated _____ etc.

9. BID FORM SIGNATURES

Crocker Architectural Sheet Metal Co., Inc.
(Bidder's name)

By: _____ **Christine Crocker-Lusignan**

Title: **President** _____

Corporate Seal:

END OF DOCUMENT

State of Rhode Island and Providence Plantations Contract Offer

RIVIP BIDDER CERTIFICATION COVER FORM

SECTION 1 - VENDOR INFORMATION

Bid/RFPNumber:	7483383
Bid/RFP Title:	ROOF REPLACEMENT AND REPAIRS AT THE CENTER GENERAL FACILITY, BLDG #68,69 & 71 (10 PGS & ZIP FILE)
Opening Date & Time:	8/20/2013 10:00 AM
RIVIP Vendor ID #:	16917
Vendor Name:	Crocker Architectural Sheet Metal Co., Inc.
Address:	129 Southbridge Rd.
	N. Oxford, , MA 01537
	USA
Telephone:	(508) 987-9900
Fax:	(508) 987-9902
E-Mail:	chris@crockerarchitectural.com
Contact Person:	Christine Crocker
Title:	President
R.I. Foreign Corp #:	

REVISED NOTICE TO VENDORS

Effective January 1, 2013 all *public works project* related bids or proposals exceeding FIVE HUNDRED THOUSAND ($500,000) DOLLARS are required to include a "public copy". All agency contract solicitations, invitations for bids, etc. shall state that any bid or proposal that exceeds FIVE HUNDRED THOUSAND ($500,000) DOLLARS must include a copy to be available for public inspection upon the opening of the bids. Any bid or proposal in excess of FIVE HUNDRED THOUSAND ($500,000) DOLLARS which does not include a copy for public inspection shall be deemed to be non-responsive. Additionally, proposals submitted for a Master Price Agreement, when the total amount potentially may exceed FIVE HUNDRED THOUSAND ($500,000) DOLLARS and the solicitation expressly requires any or all vendors to submit a public copy, must include a copy to be available for public inspection. For further information, please see R. I. Gen. Laws §37-2-18(j) and State of Rhode Island Procurement Regulations at http://www.purchasing.ri.gov/rulesandregulations/rulesAndRegulations.aspx. Please see Question #11 below for further instructions regarding RIDOT Highway and Bridge construction projects.

NOTE: AWARD OF CONTRACTS AND PURCHASE ORDERS SHALL BE SUBJECT, AT THE DISCRETION OF THE PURCHASING AGENT, TO THE OFFEROR COMPLETING AN ON-LINE RIVIP REGISTRATION at www.purchasing.ri.gov. It is THE RESPONSIBILITY OF THE VENDOR to make on-line corrections/updates using the Vendor maintenance program on the RI Division of Purchases Web Site.

SECTION 2 – REQUIREMENTS

ALL OFFERS ARE SUBJECT TO THE REQUIREMENTS, PROVISIONS AND PROCEDURES CONTAINED IN THIS CERTIFICATION FORM. Offerors are expected to READ, SIGN and COMPLY WITH all requirements. Failure to do so may be grounds for disqualification of the offer contained herein.

Section 2.1 - RULES FOR SUBMITTING OFFERS

2.1A. This CERTIFICATION FORM MUST BE ATTACHED IN ITS ENTIRETY TO THE FRONT OF THE OFFER and shall be considered an integral part of each offer made by a vendor to enter into a contract with the State of Rhode Island, Division of Purchases. As such, submittal of the entire Bidder Certification Cover Form, signed by a duly authorized representative of the offeror attesting that he/she (1) has read and agrees to comply with the requirements set forth herein and (2) to the accuracy of the information provided and the offer extended, is a mandatory part of any contract award.

To assure that offers are considered on time, each offer must be submitted with the specific Bid/RFP/LOI number (provided above) and the date and time of opening marked in the upper left hand corner of envelope. Each bid/offer must be submitted in separate sealed envelopes.

A complete, signed (in ink) offer package must be delivered to the Division of Purchases (via any mail or messenger service) by the time and date specified for the opening of responses in a sealed envelope.

Bids must be submitted on the RI bid solicitation forms provided, indicating brand and part numbers of items offered, as appropriate. Bidders must submit detailed cuts and specs on items offered as equivalent to brands requested WITH THE OFFER. Bidders must be able to submit samples if requested.
Mail To: Division of Purchases, One Capitol Hill, Second Floor, Providence, RI 02908-5855.

Documents misdirected to other State locations or which are not present in the Division of Purchases at the time of opening for whatever cause will be deemed to be late and will not be considered. For the purposes of this requirement, the official time and date shall be that of the time clock in the Division of Purchases. Postmarks shall not be considered proof of timely submission.

2.1B. RIVIP SOLICITATIONS. To assure maximum access opportunities for users, public bid/RFP solicitations shall be posted on the RIVIP for a minimum of seven days and no amendments shall be made within the last five days before the date an offer is due. Except when access to the Web Site has been severely curtailed and it is determined by the State Purchasing Agent that special circumstances preclude extending a solicitation due date, requests to mail or fax hard copies of solicitations will not be honored. When the result of an Internet solicitation is unsuccessful, the State of Rhode Island will cancel the original solicitation and resolicit the original offer directly from vendors.

2.2. PRICING. Offers are irrevocable for sixty (60) days from the opening date (or such other extended period set forth in the solicitation) and may not be withdrawn, except with the express permission of the State Purchasing Agent. All pricing will be considered to be firm and fixed unless otherwise indicated. The State of Rhode Island is exempt from Federal excise taxes and State Sales and Use Taxes. Such taxes shall not be included in the bid price. PRICES QUOTED ARE FOB DESTINATION.

2.3. DELIVERY and PRODUCT QUALITY. All offers must define delivery dates for all items; if no delivery date is specified, it is assumed that immediate delivery from stock will be made. The contractor will be responsible for delivery of materials in first class condition. Rejected materials will be at vendor's expense.

2.4. PREVAILING WAGE, OSHA and APPRENTICESHIP.

2.4.1 Prevailing Wage and OSHA Safety Training Requirements. The provisions of the State labor laws and OSHA Safety Training, including but not limited to Rhode Island General Laws 37-13-1 et seq. and 28-20-1 et seq., shall apply for all public works contracts. Prevailing wage rates are posted in the information section of the RIVIP. The RI Department of Labor and Training should be contacted for regulatory requirements.

2.4.2 (a) Apprenticeship. Rhode Island General Laws §37-13-3.1 requires all general contractors and subcontractors who perform work on any public works contract awarded by the state valued at one million dollars ($1,000,000) or more shall employ apprentices required for the performance of the awarded contract. The number of apprentices shall comply with the apprentice to journeyman ratio for each trade approved by the apprenticeship council of the department of labor and training.

2.4.2(b) In addition to executing this certification, the general contractor shall be responsible for requiring that all subcontractors on the awarded project certify their compliance with R.I. Gen. Laws §37-13-3.1 prior to allowing the subcontractor to commence work on the awarded project. The general contractor shall be responsible for submitting the subcontractors compliance certification to the Division of Purchases after the contracts are finalized between the contractor and subcontractor.

2.5. PUBLIC RECORDS. Offerors are advised that all materials submitted to the State for consideration in response to this solicitation will be considered without exception to be Public Records pursuant to Title 38 Chapter 2 of the Rhode Island General Laws, and will be released for inspection immediately upon request once an award has been made. Offerors are encouraged to attend public bid/RFP openings to obtain information; however, bid/RFP response summaries may be reviewed after award(s) have been made by using the RIVIP at any time or appearing in person at the Division of Purchases Mondays through Fridays between 8:30 a.m. and 3:30 p.m. Telephone requests for results will not be honored. Written requests for results will only be honored if the information is not available on the RIVIP.

SECTION 3 - AWARD DETERMINATION

Award will be made to the responsive and responsible offeror quoting the lowest net price in accordance with specifications, for any individual item(s), for major groupings of items, or for all items listed, at the State's sole option.
3.1. BID SURETY. Where bid surety is required, bidder must furnish a bid bond or certified check for 5% of the bid total with the bid, or for such other amount as may be specified. Bids submitted without a required bid surety will not be considered.

3.2. SPECIFICATIONS. Unless specified "no substitute," product offerings equivalent in quality and performance will be considered (at the sole option of the State) on the condition that the offer is accompanied by detailed product specifications. Offers which fail to include alternate specifications may be deemed nonresponsive.

SECTION 4 – CONTRACT PROVISIONS

4.1. VENDOR AUTHORIZATION TO PROCEED.

4.1A. When a purchase order, change order, contract/agreement or contract/agreement amendment is issued by the RI Division of Purchases, no claim for payment for services rendered or goods delivered contrary to or in excess of the contract terms and scope shall be considered valid unless the vendor has obtained a written change order or contract amendment issued by the Division of Purchases PRIOR TO delivery.

4.1B. Any offer, whether in response to a solicitation for proposals or bids, or made without a solicitation, which is accepted in the form of an order OR Pricing Agreement made in writing by the Purchasing Agent, or a state official with purchasing authority delegated by the Purchasing Agent, shall be considered a binding contract.

4.2. REGULATIONS, GENERAL TERMS AND CONDITIONS GOVERNING STATE CONTRACTS. This solicitation and any contract or purchase order arising from it are issued in accordance with the specific requirements described herein, and the State's Purchasing Laws and Regulations and other applicable State Laws. The Regulations, General Terms and Conditions are incorporated into all state contracts. These regulations and basic information on How To Do Business with the State of Rhode Island are posted on the Rhode Island Vendor Information Program Website (www.purchasing.ri.gov).

4.2A. ARRA SUPPLEMENTAL TERMS AND CONDITIONS. Contracts and sub-awards funded in whole or in part by the American Recovery and Reinvestment Act of 2009. Pub.L.No. 111-5 and any amendments thereto, such contracts and sub-awards, shall be subject to the Supplemental Terms and Conditions For Contracts and Sub-awards Funded in Whole or in Part by the American Recovery and Reinvestment Act of 2009. Pub.L.No. 111-5 and any amendments thereto located on the Division of Purchases website at www.purchasing.ri.gov.

4.3. EQUAL EMPLOYMENT OPPORTUNITY. Compliance certificate and agreement procedures will apply to all awards for supplies or services valued at $10,000 and more. Minority Business Enterprise policies and procedures, including subcontracting opportunities as described in Title 37 Chapter 14.1, of the Rhode Island General Laws, also apply.

4.4. PERFORMANCE BONDS. Where indicated, successful bidder must furnish a 100% performance bond and labor and payment bond for contracts subject to Title 37 Chapters 12 and 13 of the Rhode Island General Laws. All bonds must be furnished by a surety company authorized to conduct business in the State of Rhode Island. Performance bonds must be submitted within 21 calendar days of the issuance of a tentative notice of award.

4.5. DEFAULT and NON-COMPLIANCE. Default and/or non-compliance with the RIVIP requirements and any other aspects of the award may result in withholding of payment(s), contract termination, debarment, suspension, or any other remedy necessary that is in the best interest of the state.

4.6. COMPLIANCE. Vendor must comply with all applicable federal, state and local laws, regulations and ordinances.

4.7. SPRINKLER IMPAIRMENT AND HOT WORK. The Contractor agrees to comply with the practices of the State's insurance carrier for sprinkler impairment and hot work. Prior to performing any work, the Contractor shall obtain the necessary information for compliance from the Risk Management Office at the Department of Administration or the agency for which work will be performed.

SECTION 5 – CERTIFICATIONS AND DISCLOSURES
ALL CONTRACT AWARDS ARE SUBJECT TO THE FOLLOWING DISCLOSURES & CERTIFICATIONS

Offerors must respond to every disclosure statement.

A person authorized to enter into contracts must sign the offer and attest to the accuracy of all statements.

Indicate Yes (Y) or No (N):

N 1. State whether your company, or any owner, stockholder, officer, director, member, partner, or principal thereof, or any subsidiary or affiliated company, has been subject to suspension or debarment by any federal, state, or municipal government agency, or the subject of criminal prosecution, or convicted of a criminal offense within the previous five (5) years. If so, then provide details below.

N 2. State whether your company, or any owner, stockholder, officer, director, member, partner, or principal thereof, or any subsidiary or affiliated company, has had any contracts with a federal, state or municipal government agency terminated for any reason within the previous five (5) years. If so, then provide details below.

N 3. State whether your company or any owner, stockholder, officer, director, member, partner, or principal thereof, or any subsidiary or affiliated company, has been fined more than $5000 for violation(s) of Rhode Island environmental laws by the Rhode Island Department of Environmental Management within the previous five (5) years. If so, then provide details below.

Y 4. I/we certify that I/we will immediately disclose, in writing, to the Chief Purchasing Officer any potential conflict of interest, which may occur during the course of the engagement authorized pursuant to this contract.

Y 5. I/we acknowledge that, in accordance with Chapter 37-2-54(c) of the Rhode Island General Laws "no purchase or contract shall be binding on the state or any agency thereof unless approved by the Department [of Administration] or made under general regulations which the Chief Purchasing Officer may prescribe", including change orders and other types of contracts and under State Purchasing Regulation 8.2.1.1.2, "any alleged oral agreement or arrangements made by a bidder or contractor with any agency or an employee of the Office of Purchases may be disregarded and shall not be binding on the state".

Y 6. I/we certify that I/we or my/our firm possesses all licenses required by Federal and State laws and regulations as they pertain to the requirements of the solicitation and offer made herein and shall maintain such required license(s) during the entire course of the contract resulting from the offer contained herein and should my/our license lapse or be suspended, I/we shall immediately inform the Rhode Island State Purchasing Agent in writing of such circumstance.

Y 7. I/we certify that I/we will maintain required insurance during the entire course of the contract resulting from the offer contained herein and should my/our insurance lapse or be suspended, I/we shall immediately inform the Rhode Island State Purchasing Agent in writing of such circumstance.

Y 8. I/we certify that I/we understand that falsification of any information herein or failure to notify the Rhode Island State Purchasing Agent as certified herein may be grounds for suspension, debarment and/or prosecution for fraud.

Y 9. I/we acknowledge that the provisions and procedures set forth in this form apply to any contract arising from this offer.

Y 10. I/we acknowledge that I/we understand the State's Purchasing Laws (37-2 of the General Laws of Rhode Island) and Purchasing Regulations and General Terms and Conditions available at the Rhode Island Division of Purchases Website (www.purchasing.ri.gov) apply as the governing conditions for any contract or purchase order I/we may receive from the State of Rhode Island, including the offer contained herein.

Y 11. NEW REVISED REQUIREMENT* - IMPORTANT!!! I/we hereby acknowledge that I/we understand that EFFECTIVE JANUARY 1, 2013 all *public works project* related bids or proposals exceeding FIVE HUNDRED THOUSAND ($500,000) DOLLARS, inclusive of all proposed alternates, must include a "public copy" as required by R.I. Gen. Laws § 37-2-18(j) and the State Procurement Regulations. It is further understood that any bid or proposal in excess of FIVE HUNDRED THOUSAND ($500,000) DOLLARS which does not include a copy for public inspection shall be deemed to be non-responsive.

RIDOT Highway and Bridge Public Works related projects utilizing Quest Lite program only – Effective immediately, submission to the Division of Purchases of a duplicate original of a vendor's Quest Lite compatible electronic copy on a readable compact disk shall satisfy the statutory "public copy" requirements. Quest Lite software is defined in the Division of Purchases "State Procurement Regulations" §12.102.05 (Preparation of Proposal).

For further information, please see R.I Gen. Laws § 37-2-18(j) and specific instructions at www.purchasing.ri.gov .

Y 12. I/we certify that the above vendor information is correct and complete.

IF YOU HAVE ANSWERED "YES" TO QUESTIONS #1–3 OR IF YOU ARE UNABLE TO CERTIFY YES TO ITEMS #4–12 OF THE FOREGOING, PROVIDE DETAILS/EXPLANATION BELOW AND/OR IN AN ATTACHED STATEMENT. INCOMPLETE CERTIFICATION FORMS SHALL BE GROUNDS FOR DISQUALIFICATION OF OFFER.

Signature below commits vendor to the attached offer and certifies (1) that the offer has taken into account all solicitation amendments, (2) that the above statements and information are accurate and that vendor understands and has complied with the requirements set forth herein. When delivering offers in person to One Capitol Hill, vendors are advised to allow at least one hour additional time for clearance through security checkpoints.

Date August 20, 2013

Vendor's Signature (Person authorized to enter into contracts; signature must be in ink.)

Christine Crocker-Lusignan, President Print

Name and Title of company official signing offer

Document A310 TM – 2010

Conforms with The American Institute of Architects AIA Document 310

Bid Bond

CONTRACTOR:
(Name, legal status and address)
Crocker Architectural Sheet Metal Co., Inc.

129 Southbridge Road

North Oxford, MA 01537

SURETY:
(Name, legal status and principal place of business)
The Ohio Casualty Insurance Company
62 Maple Avenue
Keene, New Hampshire 03431

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification. Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

OWNER:
(Name, legal status and address)
The State of Rhode Island

One Capital Hill

Providence, RI 02908-5859

Mailing Address for Notices
The Ohio Casualty Insurance Company

Attention: Surety Claims Department
1001 4th Avenue, Suite 1700
Seattle, WA 98154

BOND AMOUNT: Five percent (5%) of the enclosed bid

PROJECT:
(Name, location or address, and Project number, if any)
Roof Replacement at the Center General Complex Buildings #68, #69, & #71, 1511 Pontiac Avenue, Cranston, RI 02920

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 20th day of August 2013

(Witness)

Crocker Architectural Sheet Metal Co., Inc.
(Principal) *(Seal)*

(Title)

Katharine Dupuis
(Witness)

The Ohio Casualty Insurance Company
(Surety) *(Seal)*

(Title) Laurie A. Pennihan, Attorney-in-fact

Principal: Crocker Architectural Sheet Metal Co., Inc.

POWER OF ATTORNEY

THE OHIO CASUALTY INSURANCE COMPANY

Agency Name: The Protector Group Insurance Agency, a Marsh & McLennan

Agent Code: **206164**

Bond Number:

Obligee: The State of Rhode Island

Know All Men by These Presents: That THE OHIO CASUALTY INSURANCE COMPANY, a New Hampshire Corporation, pursuant to the authority granted by Article IV, Section 12 of the Code of Regulations and By-Laws of The Ohio Casualty Insurance Company, do hereby nominate, constitute and appoint: Joseph B. Battaini, Darlene F. Beshaw, John J. Cahill, John W. Kurkulonis, Laurie A. Penniman, James P. Wentzell **of** WORCESTER, Massachusetts its true and lawful agent(s) and attorney(ies)-in-fact, to make, execute, seal and deliver for and on its behalf as surety, and as its act and deed **any and all** BONDS, UNDERTAKINGS, and RECOGNIZANCES, excluding, however, any bond(s) or undertaking(s) guaranteeing the payment of notes and interest thereon.

And the execution of such bonds or undertakings in pursuance of these presents, shall be as binding upon said Company, as fully and amply, to all intents and purposes, as if they had been duly executed and acknowledged by the regularly elected officers of said Company at their administrative offices in Keene, NH, in their own proper persons. The authority granted hereunder supersedes any previous authority heretofore granted the above named attorney(ies)-in-fact.

In WITNESS WHEREOF, the undersigned officer of the said The Ohio Casualty Insurance Company has hereunto subscribed his name and affixed the Corporate Seal of said Company this 1st day of December, 2012.

THE OHIO CASUALTY INSURANCE COMPANY INCORPORATED 1919 NEW HAMPSHIRE

Gregory W. Davenport Assistant Secretary

STATE OF WASHINGTON
COUNTY OF KING

On this 1st day of December, 2012 before the subscriber, a Notary Public of the State of Washington, in and for the County of King, duly commissioned and qualified, came Gregory W. Davenport, Assistant Secretary of The Ohio Casualty Insurance Company, to me personally known to be the individual and officer described in, and who executed the preceding instrument, and he acknowledged the execution of the same, and being by me duly sworn deposes and says that he is the officer of the Company aforesaid, and that the seal affixed to the preceding instrument is the Corporate Seal of said Company, and the said Corporate Seal and his signature as officer were duly affixed and subscribed to the said instrument by the authority and direction of the said Corporation.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal at the City of Seattle, State of Washington, the day and year first above written.

K D RILEY COMM. EXP. NOTARY PUBLIC 12-09-2013 STATE OF WASHINGTON

Notary Public in and for County of King, State of Washington
My Commission expires December 9, 2013

This power of attorney is granted under and by authority of Article IV, Section 12 of the By-Laws of The Ohio Casualty Insurance Company, extracts from which read:

ARTICLE IV - Officers: Section 12. Power of Attorney.
Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bond, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary.

Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

This certificate and the above power of attorney may be signed by facsimile or mechanically reproduced signatures under and by authority of the following vote of the board of directors of The Ohio Casualty Insurance Company effective on the 15th day of February, 2011:

VOTED that the facsimile or mechanically reproduced signature of any assistant secretary of the company, wherever appearing upon a certified copy of any power of attorney issued by the company in connection with surety bonds, shall be valid and binding upon the company with the same force and effect as though manually affixed.

CERTIFICATE

I , the undersigned Assistant Secretary of The Ohio Casualty Insurance Company, do hereby certify that the foregoing power of attorney, the referenced By-Laws of the Company and the above resolution of their Board of Directors are true and correct copies and are in full force and effect on this date.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Company this 20th day of August 2013

THE OHIO CASUALTY INSURANCE COMPANY INCORPORATED 1919 NEW HAMPSHIRE

David M. Carey Assistant Secretary

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Historical Project References

Project Name	Location	Scope	Year	Cost	Owner/GC/Architect
Whittemore Memorial Library Built 1894 *Listed on the National Register of Historic Places*	Naugatuck, CT	Restoration of Rotunda Skylight	2012	$325,000	Howard Whittemore Memorial Library Jocelyn Miller 203-729-4591
Monson Memorial Town Hall Built 1885 *Listed on the National Register of Historic Places 1984*	Monson, MA	Copper and Slate Repairs	2012	$326,000	Town of Monson Dennis Swierad 413-267-5376
WPI-Washburn Hall Built 1868 *Listed on the National Register of Historic Places*	Worcester, MA	Copper and Slate Roofing	2011	$487,000	Culter Associates Ron Soderman 508-767-2991
Holy Trinity Hellenic Orthodox Built 1906 *Listed on the National Register of Historic Places 1987*	Lowell, MA	Slate, Copper and Downspouts	2011 2010	$355,000	Nicholas C. Sarris Nick Sarris 978-458-9762
Clinton Historical Society	Clinton, MA	Copper Baluster, Finials and Copper Repairs	2010	$67,000	Clinton Historical Society Jack Graves 978-365-4877
Emmanuel Church Built 1900 *Listed on the National Register of Historic Places 1996*	Newport, RI	Roof Repairs and Copper Package	2010	$365,600	Emmanuel Church Nick Brown 401-272-5050
Walker Building	Marlborough, MA	Slate and Copper	2010	$99,700	City of Marlborough John Ghiloni 508-460-3521
Tabernacle-Martha's Vineyard Built 1879 *Listed on the National Register of Historic Places 1979*	Oaks Bluff, MA	Historical Building Restoration	2010 2009 2008	$1,045,000	Martha's Vineyard Camp Meeting Association Russell Dagnell 330-633-1962
St. George's School Chapel Built 1928 *Listed on the National Register of Historic Places*	Middleton, RI	Roof Restoration	2008	$640,000	St. George's School George Staples 401-842-6688
Chateau-sur-Mer Built 1851 *Listed on the National Register of Historic Places 1968*	Newport, RI	Historical Roofing Slate and Copper	2010 2009	$1,841,000	Preservation Society of Newport Curt Genga 401-847-1000 x 115

2009 Laurel Award Historic Restoration given by The Preservation Society of Newport

Project Name	Location	Scope	Year	Cost	Owner/GC/Architect
Athol Rail Depot	Athol, MA	Roofing, flashing Gutters and downspouts	2007	$516,000	Community Transit Service Fran Gromelski 978-575-9966
University of New Hampshire **Thompson Hall** Built 1893 *Listed on the National Register of Historic Places*	Durham, NH	Historical Roof Restoration	2006	$582,000	University of New Hampshire Brenda Whitmore 330-633-1962
Pequot Library Built 1889 *Listed on the National Register of Historic Places*	Southport, CT	Clay Tile Roof	2006	$249,000	Petra Construction Corp. Dave Harlow 203-865-6043
NYS Capitol Rehab **South Quadrant** Built 1898 *Listed on the National Register of Historic Places 1971*	Albany, NY	Historical Roofing Slate and Copper	2005	$2,200,000	NYS Office of General Services James Jamison
Old North Church Built 1723 *Listed on the National Register of Historic Places 1966*	Boston, MA	Copper Gutters and Downspouts	2004	$37,800	Westmill Preservation Service Mason Cook 781-293-5479
The Breakers Mansion Built 1892 *Listed on the National Register of Historic Places 1971*	Newport, RI	Complete Roof Restoration Tile, Copper & Copper Skylights	2003	$800,000	Preservation Society of Newport Curt Genga 401-847-1000 X115
Stonehurst Robert **Treat Paine House** Built 1866 *Listed on the National Register of Historic Places 1975*	Waltham, MA	Copper Restoration & Wood Shingle	2003	$104,000	Town of Waltham James McGrath 781-314-3242
Monson Memorial **Town Hall** Built 1885 *Listed on the National Register of Historic Places 1984*	Monson, MA	Copper & Slate	2001	$207,367	Gretchen E. Neggers Monson, MA 01057 413-267-4100
United First Parish **(Church of Presidents)** Built 1828 *Listed on the National Register of Historic Places 1970*	Quincy, MA	Slate & Copper Roofing & Wood Window Restoration	2000	$384,000	Rev. Sheldon Bennett Quincy, MA 02169 617-773-1290

Project Name	Location	Scope	Year	Cost	Owner/GC/Architect
Shepherd Brooks Manor Built 1880 *Listed on the National Register of Historic Places 1975*	Medford, MA	Slate & Copper	2000	$237,000	Clodagh Stocker-Long Medford, MA 02155 781-393-2480
Mogan Cultural Center	Lowell, MA	Slate & Copper	1999	$159,000	Janet Marchacos Lowell Nat'l Historical Park Lowell, MA 01852 978-275-1713
Merrick Public Library	Brookfield, MA	Spanish Tile & Copper	1999	$130,000	Ann Hrobsky Brookfield, MA 01502 508-867-6339
Cyclorama **Boston Center for Arts** Built 1884 *Listed on the National Register of Historic Places 1973* *ABC- Excellence in Construction Award Winner* *Boston Preservation Alliance 1998 Award Winner*	Boston, MA	Historical Copper Dome & Skylight	1998	$700,000	Anne Brown Boston Center for Arts 617-426-1119

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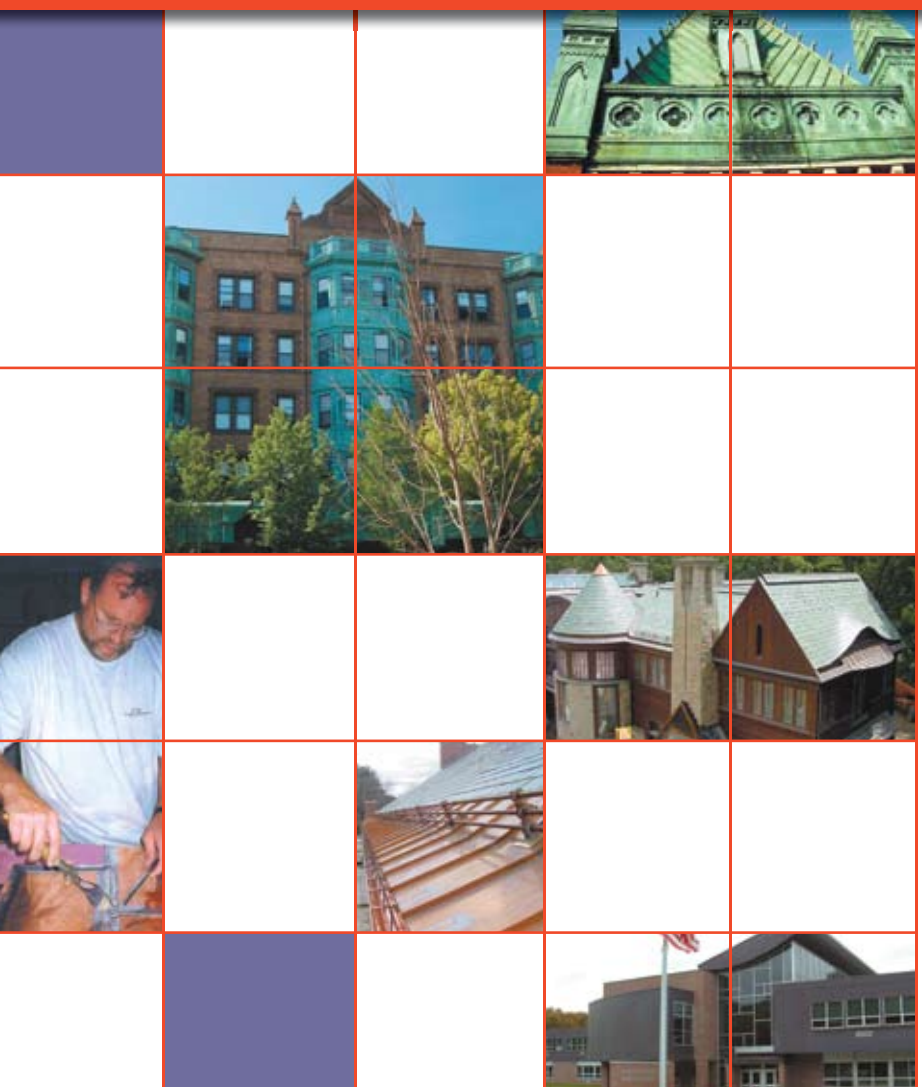

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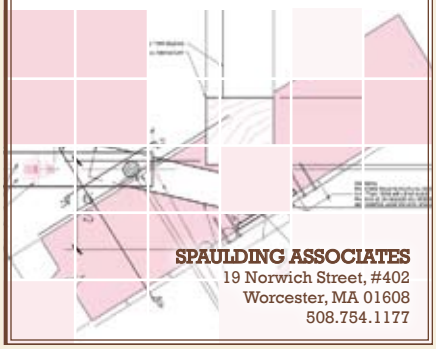

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The Crocker family (clockwise from top left: Jeremy Crocker, project manager of field operations; Sean Crocker, project manager and safety officer; David H. Crocker, co-owner; Christine Crocker-Lusignan, co-owner; and James Hubert Jr., estimator and projector manager.

It's All In The Family

At Crocker Architectural, it's all about family. And that means good things for the company and for its customers.

It's a great thing and a testament to its people anytime a company can celebrate 20 years in business. But when that company is also family-owned and family-operated, the distinction and praise is all the more deserving.

In some ways, it's understood that a family-owned business should be positioned to succeed; after all, each principal at the company is invested with even more conviction given that the success or failure of the business directly impacts the entire family. But that's why a successful family business becomes such a feel-good story—the risks are greater; the work can be more stressful; and for those involved, business can become as much who they are as what they do.

For Crocker Architectural, theirs is certainly a feel-good story.

"It is a family business, and that's important in that we can all work together for the same purpose," says co-owner Christine Crocker-Lusignan.

And in many respects, Crocker-Lusignan says that the entire company has become an extension of the Crocker family, even those that aren't directly related.

"Our workforce really is like our family," she says. "We spend more time with all of us than we spend at home with the parts of our families that are not involved in the business. From taking everything into consideration about their lives and the benefits packages that they have, we really look at our employees as if they are part of our family."

Of course, for the employees at the company who are a part of the Crocker family, well…that can make work a little more interesting.

"Yes, it can be difficult," Crocker-Lusignan says, "but what makes it easier is that you feel you have that trust in each other that we're all here for the same goal."

Such a mindset is shared by all of the company's employees, and it reveals itself in different ways. For example, when Sean

Family continued on page 4

Family continued from page 3

Crocker, the company's project manager and safety officer and Christine's nephew, approaches the ordering of materials, he does so with the family's — and his own — prosperity in mind.

"I take the extra step pricing the material," he says, "because it affects me directly, since I'm starting to own part of the business and my family owns the business."

Sean's ownership in the company, along with the equal ownership of his brother, Jeremy, and cousin, Jim Hubert, reflects the long-term positioning and business strategy that co-owners Dave and Christine envisioned from the very beginning.

"In 1985, when I started planning for my company, one of the first dreams I had is to have a successful business," Dave recalls. "The second part of that dream was to have my kids take it over and make a good living doing it."

But that wasn't a dream that was thrust upon his sons, Sean and Jeremy. Though they were both in the shop at a young age, initially lending a hand and cleaning areas of the fabrication shop, as was Christine's son Jim, now the company's senior estimator and project manager, they all came to the decision to join the family business on their own.

Co-owner Dave Crocker works with his two sons, Sean (pictured) and Jeremy, to determine the future direction of the company.

"I made the decision back in junior high that this is what I was going to do, work in the company business," says Sean. "So it's something that I've been gearing up for, for a long time."

For Jeremy, the decision was impacted by his years in the shop as a young child and seeing the kind of work and environment that his father had built over the years.

"I remember going in the shop and it was small enough where people were close enough to have a sense of friendship throughout the company," he recalls. "You sometimes just know what you want to do, and I knew that I wanted to do this."

Similarly, Dave and Christine's nephew, Ralph Gillespie, who serves as the company's field foreman, joined the company right out of high school.

The Next Generation

The basic premise of a family-owned business has made day-to-day operations at Crocker Architectural easier in some re-

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spects, and harder in others.

"It took a while to adjust to the fact that my son doesn't call me 'mom' in front of other business associates," Christine admits. "But when there's no business or when we're by ourselves, it's back to normal. So you adapt to the circumstances, but that's a little difficult in the beginning."

Of course, it runs both ways. Yes, daily interactions will likely feel more professional and businesslike, which is always an adjustment in a close-knit family. But, as Dave Crocker acknowledges, there's no one closer than family, and that can go a long way when it comes to establishing high levels of trust.

"My sister as my partner, it's made it easier to run the business if there's someone that I trust taking care of things," he says. "And the things that I'm not strong with, she is, so it's been a good partnership.

"She probably hates putting up with me," he says in jest, with a hearty laugh, "but that's okay."

When it comes to office interactions, though, a family-owned business can provide some unusual challenges. Specifically, a lack of inhibitions.

"Sometimes it can be a little tense because it's your family, so no one really holds back," says Jeremy, the company's project manager of field operations. "But you're working with family, so you know you always have someone there who's going to back you up, no matter what the situation is."

The real challenge, of course, is leaving the familial roles at home and approaching each member of the business as a colleague and not a relative. Fortunately, that's something that Dave and Christine have focused on from the very beginning, and it's a big reason for the company's continued success.

"At the end of the day, especially when I was younger, he was a little harder on us, but it was for a reason," Jeremy says of how his father managed both he and his brother. "It made us the strong family company that we are now."

Now that he and his brother are older, however, Jeremy and Sean are finding that they're knowledge and experience, especially as it pertains to modern technology and business strategy, are playing a pivotal role in the evolution of the company. And Sean is quick to point out that despite the company's hierarchy, everyone has an equal say in all company matters. ▲

Sweet Charity

Crocker Architectural always looks for ways to give back, both in the community and with its employees.

In 2007, in the wake of Hurricane Katrina, the Crocker Architectural team joined forces with the Wayland to Waveland Mississippi Foundation to provide assistance, labor, and materials to the hurricane victims and their families. From the very beginning it was clear to the Crocker family and company that those impacted by the country's worst natural disaster needed plenty of help. During the company's stay in Mississippi, the Crocker Architectural team assisted the construction of eight new homes to replace those that were destroyed by the hurricane, and as Christine Crocker-Lusignan sees it, the trip did a lot of good for her company's employees, as well.

"I think they came home with a renewed faith seeing people helping people," she says.

Closer to home, Crocker Architectural is just as passionately committed to community service initiatives. Christine, a co-chair of her church's building and finance committee, recently saw the construction of a new Christian Life Center. She also was a past president of the local Worcester chapter of The National Association of Women in Construction, which has a hand in many local school mentoring programs.

And when it comes to education and partnerships with local schools, Crocker is at the top of the charts.

The company is affiliated with the co-op programs at Worcester Technical High School and the Bay Path Regional Vocational Technical High School. For many students involved in this co-op program at Crocker, a full-time position is available to them after graduation. In fact, most of the Crocker Architectural crew originally attended a vocational school like Worcester Tech.

No one understands the value of the co-op program more than Dave Crocker, who was a participant himself when he attended Worcester Tech, then known as the Worcester Boys Trade School. He also served on the General Advisory Board for Vocational Education for approximately 30 years.

These are just a few examples of the way the company gives back to the community; but the company is equally committed to giving back to its employees.

"We take everything into consideration about their lives and the benefits package that they have," says Christine. "We really look at it as if they are a part of our family. Just being a company that's compassionate and considerate of our people, that's very important to us." ▲

History Repeating

Newport's mansion row showcases centuries of American history and the future for Crocker Architectural.

It takes only a walk down Bellevue Avenue or a stroll along the Cliff Walk in Newport, Rhode Island to understand the grandeur and significance of the town's row of 19th century mansions. Set on 80 acres of parks and gardens, these 11 historic properties are home to 250 years of American history and serve as some of the finest examples of art, architecture, and interior design from the country's Gilded Age.

Not surprisingly, the protection and restoration of these properties is of the utmost concern for the town, specifically its Preservation Society. And when charged with the task of restoring the largest and most famous of those Bellevue Avenue mansions — The Breakers — that society put its trust in the hands of Crocker Architectural.

Coming straight to the point, the 70-room, Italian Renaissance-style palazzo, which was designed by an international team of craftsmen to reflect the 16th century palaces of Genoa and Turin, was a massive job in all capacities. The mansion itself covers an acre of ground; and with 13 chimneys all needing new flashings and a leaky roof that needed a more elaborate and efficient drainage system — not to mention all 140,000 terracotta tiles reinstalled — the Vanderbilt mansion represented one of the grandest and most elaborate historical restoration projects that Crocker Architectural had ever accepted.

Curt Genga, the director of properties at the Preservation Society of Newport, recalls hearing nothing but praise for the North Oxford-based sheet metal company when he was searching for the right contractor for the job, but it wasn't until after Crocker was chosen — and when the project hit a bump in the road—that he fully understood the company's value.

The 140,000 custom-made, terracotta roof tiles, which were delivered from a manufacturer in Buffalo, New York, were designed to interlock, but once those tiles were laid out on the roof, both Genga and the Crocker team saw the problem: they didn't fit. As Genga recalls, the tiles were about a quarter of an inch too large, and in such a situation, he says most contractors would wipe their hands of the problem.

"Typically, the contractors say, 'You've got a big problem son. It's not our problem; you ordered the tile,'" Genga says. "And that's true, but Dave didn't say that. He said, 'We'll cut the tile and we'll just get it done.' He didn't make a big deal of it; he just fixed it and said he'd make it work. So right then and there, I knew we'd made the right decision. Most people come in trying to find ways to make it not work, and he [Dave Crocker] came in trying to find ways to make it work."

In fact, the Crocker team brought that design mentality to the table when arranging the property's Spanish-style roof with five different-colored tiles, which was a blessing to Carl Rothbart, an associate partner at Wank Adams Slavin Associates (WASA) — the architecture and engineering firm in charge of The Breakers restoration.

"Early on we were trying to figure out an organized mathematical strategy to blend all the tiles together, and I remember them saying, 'Let's just work it out in our own way and see if that meets your satisfaction,'" Rothbart recalls. "They had a real feel for how the roof should look without needing a playbook."

Aside from hand-cutting roofing tiles for two weeks and using his own system to arrange them, Dave Crocker and his team also designed a more sophisticated and modern drainage system that eliminated the leakage issues that plagued all of the mansions along Bellevue Ave. Holes cut into the roof opened to drainage pipes that were brought through the attic of the house and fed into the storm sewer, and other drains along the roof caught access water and were positioned and designed in such a way that even if they were to be plugged, water would cascade over the side of the roof.

McGinley Kalsow & Associates Inc. congratulates **Crocker Architectural** on 20 years of service excellence! MKA has enjoyed working with David and Chris Crocker repairing and restoring numerous historic buildings throughout the years.

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Crocker Architectural was responsible for the restoration of the Chateau Sur-Mer mansion in Newport, R.I. (left), which included detailed work on the building's skylight (right).

"We knew what we were going to do, but we weren't quite sure how we were going to do it," Genga says. "It's nice to see it in a drawing, but somebody still had to build it, and Dave brought his own engineering to the project on top of the engineering that we gave him.

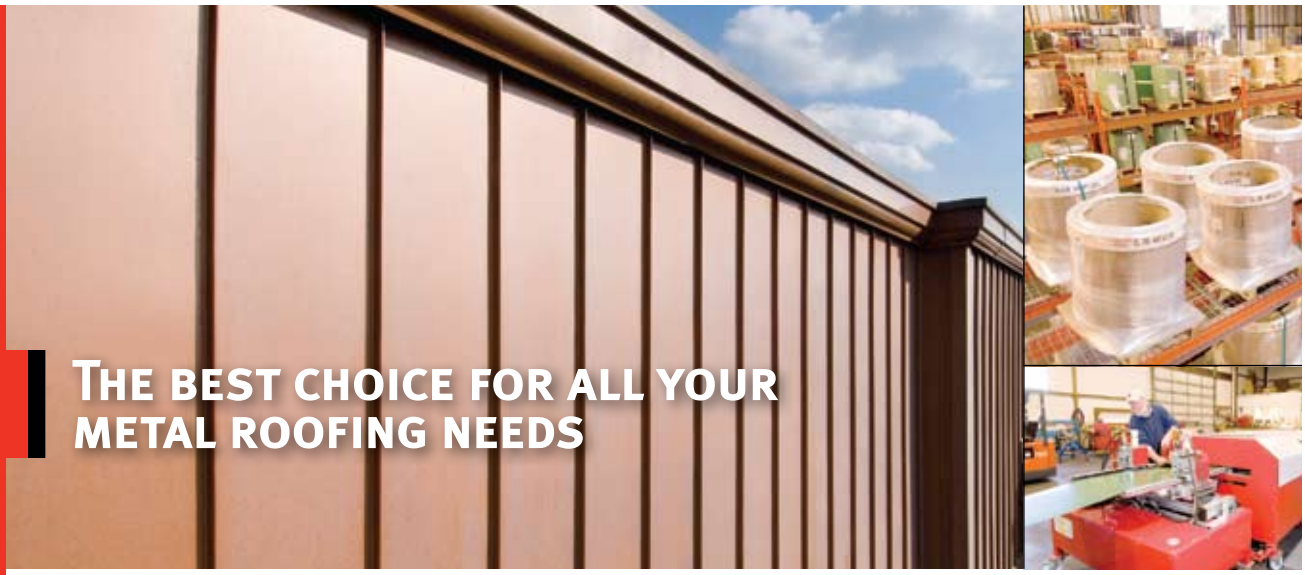
"He writes up the scope of work that needs to be done and he comes in and gets it done," Genga continues. "And he's responsible for it; it's the work that they hang their hat on. That's the kind of service that you get from a good roofing contractor, and those are the kind of people that you want to deal with."

More Palatial Properties

The two-year job working on The Breakers was a grand introduction to the Newport mansion scene, but in many respects, the length of the job paled in comparison to the company's next restoration project: the Chateau-sur-Mer — a palatial residence built in the mid-19th century that would later be dwarfed by the Vanderbilt estates.

Home to the Wetmore family, the Chateau's lavish parties ushered in the Gilded Age of Newport and for four decades, the

Newport continued on page 11



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Quality By Design

From humble beginnings to a prosperous future, each step of Crocker Architectural's journey was carefully constructed.

Twenty years ago, when Dave and Christine Crocker ventured out on their own to establish an architectural roofing company specializing in high-end, exotic materials such as copper, zinc, and slate, and focused on a niche market—historical restorations — they knew the demand was there. Fortunately (and unfortunately), they also understood that the first few years were going to be a challenge.

"No one said it was going to be easy," Dave says. "There were some rough times, especially in the first two or three years. Those were the worst."

For the brother-sister team, the challenge was not searching for work, nor was it making acquaintances with key players in the industry, since the two had worked previously at another architectural sheet metal firm and already had a strong foundation of networking connections. Instead, the major obstacle, which Dave says is still an issue today, was the amount of money that he and his sister had to promote the business and get it off the ground.

"It's always a problem of any new business— how much money you're starting up with. It was a financial issue, but the work was there," Dave says. "And it's still a challenge, especially with the current economy. I take nothing for granted. I really mean it when I say that every day is a victory. It's not as bad as those first few years, but it's still a challenge."

Today, you can point to Crocker's portfolio of high-profile clients requesting repeat work — such as the Preservation Society of Newport — as evidence that the company has succeeded and is far-removed from those early, precarious years. But perhaps the best example of the company's success rests simply in the defined roles and titles of each executive at the company. As Christine explains, when the company was still fresh and getting established, that was a luxury not afforded to either she or her brother.

"It's just like any type of business that you're starting," she says. "No matter what trade it is, no matter what industry it is, you're going to have to wear all the hats."

Despite the fact that Christine and Dave had to be resourceful in the beginning, it was a path that served them well. So much so, in fact, that when their children joined the company after finishing their education, they spent the first few years out in the field, observing and doing the work at all levels of the job.

"That was really important to us; that they had to start from the beginning and understand all the aspects of it," Christine says.

And it's a characteristic of their development in the company that all three children appreciate and value.

"It helps me to visualize what actually has to happen, because I've done it," says Sean Crocker, the company's project manager and safety officer. "Knowing what the guys are feeling on the site because it's 100 degrees outside or it's 10-below. I also understand the details if someone calls in with a question. If someone asks what to do in

JOB NAME	AWARD
Chateau Sur-mer & Breakers Mansion Newport, RI	• 2009 Laurel Award • Historic Restoration given by the Preservation Society of Newport
The Cyclorama Boston Center for Arts Boston, MA	• ABC- Excellence in construction Award Winner • Boston Preservation Alliance 1998 Award Winner Historical Copper Dome & Skylight
St. John's the Eveangelist Catholic Church Clinton, MA	• ABC Excellence in Construction Award • Historical Restoration Historical Ornamental Copper Restoration

certain situations, it helps you to picture what they're doing and what needs to be done, because you were once in that same situation."

But after a few years out on their own with their own company, Christine and Dave began to see an uptick in work; managing the business and steering its growth became easier; and with the right partnerships in place — specifically with local architects — Crocker Architectural began to separate itself from the pack.

"It was always Dave's passion to incorporate the intricate details of using copper and other interesting metals. We found that there seemed to be a call for that, but we needed to find the people that needed our expertise," Christine recalls. "That's how we learned early on that the architects were the ones that were able to get our foot in the door of the market. Whenever we look back at things, no matter what, we seem to always come back to the architects being our best friends. They want something different, and that's what we can give them."

Keeping It In House

Crocker Architectural provides a unique service to architects and property owners, thanks to its expertise with copper and other exotic metals. That, in itself, distinguishes Crocker from most all other roofing companies in the Northeast. But the company also has another grand piece of leverage: a 12,000-square-foot headquarters complete with its own fabrication shop and warehouse.

"It saves the customers money; it saves us time; and it helps us to complete projects on schedule," Mike Wade, the shop's superintendent, says of the workspace that was designed to accommodate future expansion.

With historic, operational machinery and contemporary, computer-aided CNC machines, the fabrication shop is suited to tackle any job — from a new construction project or private residential work to complete historical restorations (which is where the company's 19th century equipment comes in handy). And, as Wade explains, the company's ability to fabricate all aspects of a job is oftentimes the selling point for clients who are looking for a general contractor that can manage all aspects of the job.

For sure, the fabrication shop gives Crocker an edge, but in the end, the company must continue to bid competitively on all projects. And that, according to Dave Crocker, is still dominated by one key component: price.

Quality continued on page 10

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Quality continued from page 9

"Especially with this economy, if you're putting a lot of work into the bidding job, you know the competition is going to be tough," he says. "So you have to go rock bottom to be competitive. Everybody that's in the business is doing the same thing. The competition is tough, but the tougher the competition, the sweeter the victory."

But Dave also makes the point that the best way to secure future work, is simply to deliver the very best product the first time around. That's always been his philosophy, and he says it's the most guaranteed way to stay successful.

"Once you provide the service and the quality of work," he says, "they're going to call you back, and call you back, and call you back."

Building A Better Tomorrow

When it comes to the future — at least the way Dave and Christine see it — one facet will continue to dominate their particular market: historical restorations. According to

Crocker Architectural specializes in intricate copper work, where special attention is paid to all parts of the job.

Christine, with the economy still struggling, more company and property owners are seeing the benefit to restore their buildings as opposed to rebuilding from scratch. And that is music to Dave's ears.

"The craftsmanship that they did 100 years ago is just fascinating to me," he says of the buildings that he's most often restoring. "That's why I love working on the old buildings. You see the names and dates on pieces of the building and it starts to come alive. It's more personal. The buildings speak to you. They're 100 years old and they speak to you; they tell you what happened there."

In general, Crocker's niche market — high end metals and materials — should continue to reap benefits, says Christine, because the demand continues to be high in that area. She also says that if it makes sense in the future, Crocker could possible venture down the road of providing fabricated materials for other companies, though the company is not in position to start offering that service at the present time.

Ultimately, however, there's just one simple philosophy in regards to how the company will operate, both now and in the future.

"Keeping our customer happy is number one," Christine says. "We need to make sure that they're happy with everything that we've done to make that project work." ▲

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Newport continued from page 7

estate was the grandest residence in Newport. Once the Vanderbilt mansions were constructed at the end of the century, which included The Breakers, the Wetmore family felt compelled to add a tin cornice structure to the home to compete with that new level of opulence.

Crocker took a very similar approach to solving the Chateau's leaking problem, as it had done a few years before on The Breakers, but for Rothbart, it was Crocker's innate sense of the property's history and overall aesthetics that really made the difference.

Rothbart, who has worked for WASA for 27 years, says there's a certain amount of expected contractor management on each project, but when working with Crocker, he pleasantly was surprised to discover the family-owned sheet metal company broke that mold.

"Some contractors really require a lot of hand-holding and oversight to do the right thing," he says. "The amazing thing with these guys…they didn't require any of that."

Crocker Architectural's first job in Newport, R.I. was restoring it's most famous mansion — The Breakers.

PHOTO COURTESY OF PRESERVATION SOCIETY

At no other point was this more evident than when Crocker was finishing up some of the flashing work that was to be concealed when the project was finished. As Rothbart has experienced, some contractors would take a half hazard approach on such work, especially considering it would be hidden from view, but Crocker stayed true to its emphasis on quality.

"They have amazing pride in their workmanship, even if it's something that isn't visible," he says. "Both projects (The Breakers and Chateau-sur-Mer) were historic roofing projects that were fairly complicated and Crocker did an incredible job. They're a first-rate contractor with workers that are really motivated and care about what they do." ▲

Thank You to the Crocker Team for your Great Artisanship!

American National Historic Landmarks require the utmost in care and craftsmanship.

The Preservation Society of Newport County is proud to have benefited from the services of Crocker as we continue to protect and preserve these treasured historic sites.

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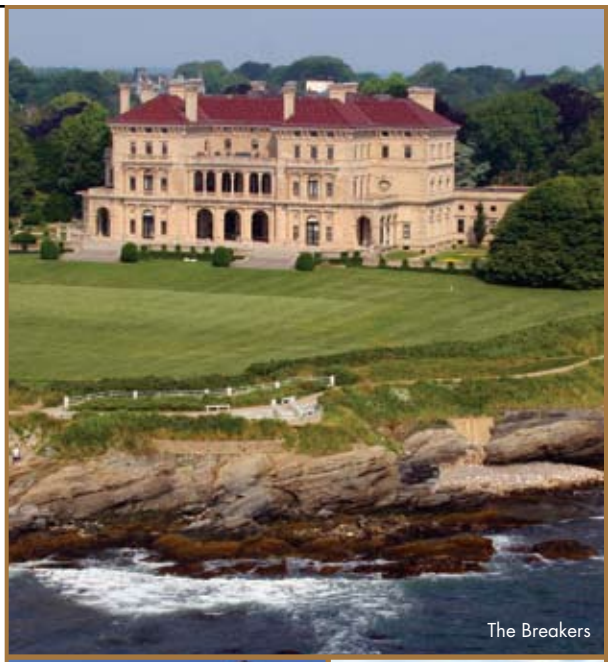
The Preservation Society of Newport County



The Breakers

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Fitchburg State College — Mara Village, student dormitory

Stowe Mountain Lodge, Stowe, Vermont

Raising The Bar

In the world of architecture, construction and design, a diverse portfolio can take you far. Fortunately, Crocker Architectural's list of completed projects is long and illustrious.

Three miles northeast of the Breakers mansion and overlooking Easton Bay, the chapel at St. George's School, a private, co-ed boarding school in Middleton, Rhode Island, serves as the centerpiece of the campus and a reminder of the institution's longstanding history. Built in 1928 — 32 years after the school first opened — the chapel, designed by Ralph Adams Cram, exemplifies all of the distinguishable features of Gothic architecture.

When the time came to replace and restore the church's slate and copper roof, however, time was not an element that the Crocker team or Shawmut Design & Construction — the project's management firm — had on their side. Because the chapel was — and still is — an integral part of student life on campus, the restoration work had to be completed in only a three-month window, which is no easy task given the sheer scope of the $3 million project. Unlike Crocker's work in nearby Newport, where the company spent two years updating The Breakers and six years renovating Chateau-sur-Mer, at St. George's, intricate copper and slate work had to be finished in one season.

Aside from the time component, Crocker also faced a building with an original design that incorporated a rolled, batten roof, which Carl Jay at Shawmut Design and Construction says complicates the job because it requires interlocking seams in all of the copper work and a fair amount of soldering.

"Dave has the knowledge and the equipment that did that kind of work and the modern equipment that replicates that kind of work," Jay says. "They [Crocker Architectural] know how to utilize modern day materials and machinery to accomplish those details and the old world knowledge of how the work was done."

The chapel also incorporates a graduated slate roof, which is indicative of medieval design. Essentially, it means that the roof is thicker at the base, but thins as the roof stretches higher. It's an outdated design, for sure, but it's also a defining characteristic of the building and one that had to be preserved.

"It was very important to get someone who understood graduated slate," Jay says. "It was important to find someone who understood the significance and the importance of doing it the way it was done before, to understand the beauty and quality of doing it the right way. You need the type of roofer that has the special skills and wants to do that work."

Fortunately, for Jay and the rest of the Shawmut Design and Construction team, Crocker Architectural fit that mold.

Old World Tools For New World Work

The company's expertise in old world design and sheet metal fabrication once again proved to be crucial when Crocker teamed with Shawmut to restore Thompson Hall, the oldest and most protected building on the University of New Hampshire's campus in Durham (it's listed on the National Registry of Historic Places). The 40,000 square foot building, which is home to a variety of the college's offices, was built in 1892 and required the restoration and replication of rare checkerboard bricks on all of the hall's turrets, the cleaning and full repointing of the bricks over the rest of the exterior, the restoration of the building's weathervane and clock, and the replacement of its slate roof, which is where Crocker Architectural came in.

With the assistance from machinery in his fabrication shop that dated back to the late 1800s, Dave Crocker and his team could produce a sheet of copper that incorporated numerous miniature folds, much like an accordion, that replicated the same copper sheets used in the building's original construction more than 100 years ago. As Carl Jay explains, having the ability to produce that kind of work was crucial on two fronts: it kept the building's appearance true to the original designs, but more importantly, the building originally was designed that way because the folded, "rolled" copper was stronger and more durable.

Pondside Condominiums,
Jamaica Plains, Boston

"It's not just an aesthetic, there's a structural benefit to having the material like this," Jay says. "It's understated, so you don't always see it, but for the people who are in the know, it's very important."

Jay goes on to explain that in cases where some restoration projects have failed, it's not always because of poor craftsmanship, but due to the fact that the contractor did not understand why certain elements originally were designed the way that they were. What might seem antiquated can, in reality, be a highly refined skill, and Crocker's understanding of that makes a world of difference.

"There is an understanding and care and a true passion for the work," he says of the Crocker team. "They're true craftspeople."

Overcoming All Obstacles

As a guest at the Stowe Mountain Lodge in Stowe, Vermont, there's a natural inclination to gaze out over the landscape — the onsite,

Projects continued on page 14

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Projects continued from page 13

18-hole, par 72 championship golf course or the numerous ski trails carved into the nearby Green Mountains. If a guest were to glance upward, however, he or she would notice a fine example of the type of new construction that Crocker Architectural incorporates into its regular schedule of work.

The 170,000-square-foot resort required three new roofing structures: a shingle roof, an Overly metal roof system that wrapped around the edges and corners, and a small, recessed roof that encompassed a cooling tower. In size, the project was very comparable to The Breakers mansion in Newport; but unlike the Vanderbilt estate, where the real challenge was maintaining the historical integrity of the building, in Stowe, the challenge rested solely in the hands of Mother Nature. Or, perhaps more accurately, Old Man Winter.

"It was a horrible job in that regard," John Fox at Pizzagalli Construction Co. recalls of the necessity to get the work done through the winter months. "Anytime you're forced to do your roof work in the winter in almost 2,000 feet of elevation in Vermont makes it incredibly challenging."

Crocker also had its hands in the restoration of the most historic building on the University of New Hampshire's campus, Thompson Hall.

Dave Crocker's recollections are similar.

"We had to get the job done and we were up there in the worst conditions in the world," he says. "We thought we knew winter down here, but we had no idea."

Snow and ice removal became a mainstay of the job, but the real weather-related work involved staying safety conscious at all times. It made a routine job more complicated, but in the end, Crocker and Pizzagalli worked together to produce a superior finished product.

"It was an extremely complicated job and Crocker did a beautiful job on it," Fox says. "I can't complement them enough. [The weather] really complicated things, but they came through shining. They really did."

The Stowe Mountain Lodge was a prominent job for Crocker due to the sheer size of the building, but the company also has worked on some very prominent buildings, which, in the case of the New York State Capitol Building in Albany, New York, also happened to be a sizable job.

The project, which began in the spring

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of 2005 and was completed in the fall of 2008, required the removal and reinstallation of portions of slate roofing, as well as the installation of new copper flashings, cornices and gutters.

However, according to Jim Hubert, a project manager at Crocker, fully appreciating the scope of work is difficult for a couple of reasons. For starters, the building is 10 and 12 stories high at some points, which means some of the work done on the roof is 120 feet above the ground. That, in itself, made it difficult to do the work, he says, but the building was fully staged.

Another reason his team's scope of work was difficult: The work is mostly hidden underneath the building's stone structure which required the removal of exterior stone by the masonry contractor.

"There were a lot of situations where we had no idea of what was there until we went there and opened things up," he says. "There were times when we got to an area [of the building], and it was nothing like what the design showed. We had to adapt to things on the fly. We would figure out the details as we went."

Such has been the calling card for Crocker Architectural. While the company prides itself on its Old World knowledge and ability to replicate antiquated designs and craftsmanship, the family-owned business can also roll with the punches and troubleshoot unexpected complications and obstacles that come up during a project. And while its finished work may not always be prominently displayed, Crocker Architectural remains steadfast in its commitment to produce the very best work. In the end, the company delivers exceptional craftsmanship and piece of mind — elements that make for very satisfied customers. ▲

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CHRISTINE CROCKER-LUSIGNAN
NO. OXFORD, MA 01537

PRESENT POSITION:

CROCKER ARCHITECTURAL SHEET METAL CO., INC.
129 Southbridge Rd.
North Oxford, MA 01537

Owner/President/CFO

Created and established a sound financial structure for a new corporation as well as the directing of all corporate operations.

- Financial Management including bank financing and Bonding
- Financial statement preparation
- Project Accounting overview
- Appoint employment positions
- Marketing
- Bids, proposals and contract negotiations
- Human Resource and Educational Training

EMPLOYMENT RECORD:

1987 - 1991

CROCKER & WEST SHEET METAL CO., INC.,
Shrewsbury, MA
Treasurer

Responsibilities included directing the corporations accounting, data processing and overall office management activities and administrative duties; formulating and implementing appropriate financial control polices, including the computer cost management accounting system. Served as a liaison with the bank and outside legal and accounting firms. Major metal and supplies purchasing. Direct contact with field superintendents - evaluating cost control and overall job status.

1984 - 1987

WONDER MARKETS, INC.
Worcester, MA
Accounting Manager/Assistant Controller

Responsibilities included managing all accounting functions at corporation headquarters of 19 store chain; oversee accounting staff of 25 people; formulating and implementing appropriate financial control policies.

1979 - 1984

KUNIN FELT., INC.
Worcester, MA
Controller

1966 - 1979	SHULAN, ROSENBLUM & JAFFEE - CPA Worcester, MA ***Junior Accountant & Assistant Auditor***
EDUCATIONAL BACKGROUND:	Graduate - Doherty Memorial High School Business Courses Quinsigamond Community College - Accounting Major Nichols College - Accounting Major/Business Management
ORGANIZATION AND ACHIEVEMENTS:	NAWIC - ***Chapter President, 1994 - 1996.*** National Association of Women in Construction, Chapter # 241. Member – Associated Subcontractors of Massachusetts - Associated Builders and Contractors, Inc. (ABC) - Central MA Advisory Council Chairperson 1997 to 1999 Various School to Work Initiatives - - Mentor - Career Beginnings Program - WIC/SIS - Women in Construction/Students in School NOTARY PUBLIC, Commonwealth of MA Effective May 25, 1988

DAVID H. CROCKER
WORCESTER, MA 01602

PRESENT POSITION:
1991-present

CROCKER ARCHITECTURAL SHEET METAL CO., INC.
129 Southbridge Rd.
North Oxford, MA 01537

Owner/CEO
Sales /Estimator/Project Manager
Oversees project negotiations, job estimating, scheduling and shop drawings. Field Superintendent – overseeing project including field production, materials, installation and project management.

EMPLOYMENT RECORD:

1987 – 1991

CROCKER & WEST SHEET METAL CO., INC.
Worcester, MA
Partner

~ Job Estimates, appraisals, assessments and costing
~ Oversees material purchasing, inventory control and fabrication

July 1982 - May 1987

B.H. CUTLER ROOFING CO., INC.
Worcester, MA
Sheet Metal Superintendent

~ Responsibility of production work of sheet metal workers, shop and field
~ Job estimates - appraisals and assessment on small and large jobs. Size up, measurements and job calculations.
~ Accounts Receivable - worked directly with accounting department on customer billings, payment terms and accounts receivable collections.
~ Drawings, layout and sketch proposed projects

July 1980 - July 1982

NEW ENGLAND ROOFING CO.
Worcester, MA
Sheet Metal Superintendent

~ Responsibility of production work of sheet metal workers
~ Job estimates - small jobs and produced submittals
~ Job Scheduling - coordinated men in the field and shop
~ Supervised roofers on all types of roofing jobs

Feb. 1975 - July 1980	W.J. CALLAHAN CO. Worcester, MA ***Sheet Metal Foreman*** **~** Heating, ventilating and air conditioning - worked primarily on specialty sheet metal work including heavy pipe and blow pipe.
Sept. 1973 - Feb. 1975	W.M. MORRILL Worcester, MA ***Sheet Metal Apprentice*** **~** Layout and field installation (employed part time while in school and full time upon graduation.

EDUCATIONAL BACKGROUND:

1970 - 1974	Worcester Boys Trade Vocational, Worcester, MA ***Diploma, 1974, Sheet Metal Fabrication***
1975 - 1978	Sheet Metal Apprenticeship Training Program, Local 127 Winner of National Sheet Metal Contest ***~ 1977 First Place /*** Third Year Apprentice ***~ 1978 First Place /*** Fourth Year Apprentice
1979 - 1980	Worcester Boys Trade Welding Class
1980	Fitchburg State College **~** Foundations of Occupational Education Certification Class
1982 - 1984	Ohio State University / Vocational Department **~** Occupational Training

ORGANIZATION: General Advisory Board for Vocational Education

Jeremy Crocker

PRESENT POSTION:
1999 - Present

Crocker Architectural Sheet Metal Co., Inc.
129 Southbridge Road
North Oxford, MA 01537

Project Superintendent

Manages project job site crew including coordination of materials and installation and sub-contractor coordination.

RECENT PROJECTS AS MECHANIC OR SUPERINTENDENT

- Chateau Sur-mer, Newport RI – Historical Cornice repair
- St. Georges School, RI – Copper Roofing
- Grace & Harwood Residence – Copper & Slate Roofing
- St Johns – Restoration - Slate, Copper, & Sarnafil Membrane
- Shelter Harbour- Wood shingles, Copper standing seam & flat seams
- St. Mary's- Copper Dome
- Monmouth Road- Slate & Copper
- Residence- Standing Seam metal roof
- Merrill Road- Slate, Copper, & Eye brow dormers
- Athol Rail Depot – Historical roofing and turret restoration
- Sacred Heart Chapel- Copper roofing and wall system

EDUCATION:

Graduate of Worcester Vocational High School (third in class)

SCHOLARSHIPS

- New England Technical Institute
- Vocational Industrial Clubs of America
    - National VICA Champion one year sheet metal
    - Regional VICA Champion two year sheet metal

National Honor Society member

Personal References upon request.