

Case Study

RALPH H. JOHNSON VA MEDICAL CENTER



Cut Costs With Tremco's Watertight Guarantee.

The last place anyone wants to find a leaking roof is in a healthcare facility, especially one serving U.S. veterans. That's the costly battle the Ralph H. Johnson VA Medical Center (VAMC) in Charleston, South Carolina, had been fighting for years.

The VAMC approach to repairing roof leaks was consistently reactive. Compounding the difficulty was the fact that roofing contractors were secured on the basis of the lowest bid as opposed to long-term solutions. Warranties were often limited and minimized the risk and liability on the part of the warranty provider.

“To illustrate the success of the TPW, we were able to extend the service life of our facilities, build a quality roofing program and transfer risk for maintaining the roofing assets — allowing us to perform other duties and improve services to veterans.”

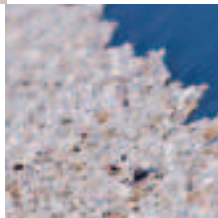
— Jim Brennan, Supervisor General Engineer for the Ralph H. Johnson VA Medical Center in charge of planning and construction.

Building Life. Managed.

TREMCO



A one-of-a-kind, solvent-based white adhesive, Tremco's Rock-It Surfacing System offers superior UV and chemical resistance.



Tremco's nonasphaltic POWERply™T24 – the industry's only white modified bitumen adhesive – eliminates black seams and end lap bleed-out.

Relieving Risk And Financial Worry With The Tremco Performance Warranty.

In 2000, the VAMC determined to correct their roofing problems once and for all. Tremco was contacted and introduced the Tremco Performance Warranty™ (TPW) — a patented, systematic approach that addresses the core problems associated with leaks through:

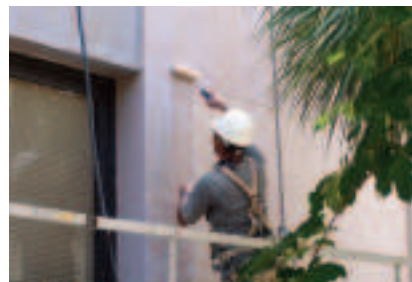
1. A diagnostic roof and building envelope inspection and inventory
2. Repair, restoration and/or replacement of assets as indicated by the assessment
3. Proactive preventative maintenance and transfer of performance and financial risk to Tremco

A Proactive Plan To Reduce Costs.

Tremco first evaluated the roof conditions by way of a Thermocore™ infrared scan, which determined where moisture was collecting under the roof.

This data, along with all information collected during the inspection and inventory phase, was then compiled in Tremco's On-Line Information (OLI™) System as a single database capturing all roof conditions.

Project priorities were established and a plan was created. Repairs would be performed for an upfront, fixed price and on a set schedule with no additional costs — guaranteed for the length of the program. And unique to the TPW program, Tremco would assume complete financial responsibility for repairs and maintenance of the VAMC roofs.



VAMC financial benefits ranged from firm fixed pricing to budget predictability, enabling the VA to better plan and manage its roofing assets. And the cost-savings generated from Tremco's program helped offset the financial challenges that often delayed completing critical capital projects — all while keeping the facilities watertight.

To date, Tremco has upgraded and enhanced 90% of the VAMC major roofs (a footprint that exceeds 5 acres).

Building Local Partnerships. Developing Small Business Solutions.

Tremco's partnership with the VAMC has grown to include weatherproofing the façades, as well. Tremco is the sub-contractor partnering with 8(a) small business contractor Pioneer Construction of Knoxville, Tennessee, in a two-year, two-phase application that includes repairs, restoration, finished coating and final waterproofing.

Let Tremco help you take the financial and maintenance worry out of building envelope management with its one-of-a-kind Tremco Performance Warranty asset management program. To find out more, including how you can realize a higher return on investment, call 800-892-1872.

Building Life. Managed.

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