

# Another *Star* Performance

## At Hilliard City Schools

“Tremco will do what’s necessary to provide the best value...they thrive in the marketplace because they are that good...and their materials are superior.”

**CLIFF HETZEL, DIRECTOR OF BUSINESS DEVELOPMENT  
HILLIARD CITY SCHOOLS, HILLIARD, OHIO**

**COOPERATIVE CONTRACT:**  
OMNIA Partners,  
Public Sector  
(subsidiary National IPA)

**PROBLEM:**  
Two failed 15-year TPO  
elementary school roofs  
with expired warranties.

**TECHNICAL SOLUTION:**  
Replacement with  
high-performance  
THERMastic® Built-up  
Roof Systems with  
30-year warranties.

**INSTALLATION SOLUTION:**  
National Cooperative  
Contractor Network  
administered by Tremco.

**BENEFITS:**  
Compliance, deployed  
LEAN principles with  
pre-competited pricing,  
and ability to work with  
preferred local contractor.

**NEXT UP:**  
Tremco Roofing built-up  
solution and insulated  
wall panels for a new  
Hilliard Middle School.

### Technical Know-How. Principled Advice. Sterling Reputation.

Tremco Field Advisor Scott Bertke has been the man-on-the-job for Hilliard City Schools since 2001, building a long-term relationship by consistently solving the district’s roofing challenges. “There’s trust,” says Cliff Hetzel. “He knows our district and what we have in place, so he advises us on varying degrees of improvement based upon our budget and roofing system goals.” Scott delivers for his customers; his expertise serving the unique needs of school districts is a crucial benefit. His certifications, earned over 20 years in the business, include LEED AP and CDT. “My customers come first,” says Scott. “I’m here to make the whole process easier.”

**SCOTT BERTKE  
TREMCO FIELD ADVISOR**





# Cooperative Purchasing *Success Story*: Ohio's Hilliard School District

## National Cooperative Contractor Network Delivers Compliance and Quality While Reducing Project Cycle Time

### THE CHALLENGE

With 25 school, administrative and support buildings serving the needs of more than 16,000 students, the Hilliard City School District is challenged to meet ongoing roofing needs every year. Like most school districts, Hilliard faces budget constraints that make reducing costs and maximizing performance a top priority on every project. So when two elementary school roofs with expired warranties failed in less than 15 years, Hilliard needed a solution that was affordable and fast, without sacrificing quality. Equally important to the district was working with a local contractor and manufacturer they knew and trusted.

### THE MATERIAL SOLUTION

To meet the long-term system performance and warranty expectations, Tremco's THERMastic Built Up Roofing System was specified by Tremco Field Advisor Scott Bertke, who has worked with Hilliard since 2001. Engineered for greater elasticity to extend roof life, hot applied THERMastic utilizes SBES polymers to provide a healthy "give and take" as the roof adapts to summer heat and winter cold. "As a manufacturer, Tremco has high-quality, sustaining solutions," said district Director of Business Cliff Hetzel. "Their proposal was very competitive and they were able to offer a 30-year warranty on a superior system."

### THE PROCUREMENT SOLUTION

As an OMNIA Partners, Public Sector participant, Hilliard turned to the National Cooperative Contractor Network (NCCN) for a turnkey reroofing solution that compliantly awarded the job to Tremco and K&W Roofing, Hilliard's preferred local roofing contractor. As a qualified member of the NCCN, K&W was able to quickly procure specified materials at competitive pricing via OMNIA Partners, Public Sector. Cliff was pleased with the installation, saying K&W: "kept a clean, safe, well-organized site and rocked it out!" As expected, both reroofing projects were completed on-time and on-budget, while meeting performance and procurement goals.

## National Cooperative Contractor Network

With OMNIA Partners, Public Sector, a nationwide buying cooperative with 87,000+ public agency participants across the United States, Tremco provides a better way for public entities and qualifying contractors to work together, no matter how large or small the project. Designed to streamline projects while ensuring transparency and quality, the NCCN program eliminates the need for "equal to" specifications. "In-Network Contractors" are prequalified and adhere to the competitively solicited, publicly awarded Region 4 Education Services Center cooperative contract available through OMNIA Partners, Public Sector. It's a faster, easier, smarter way to get superior results and protect valuable building assets.



To learn more about Tremco Roofing solutions or request a consultation:  
YourRoofExperts.com | 888.657.7752 | [educationsolutions@tremcoinc.com](mailto:educationsolutions@tremcoinc.com)  
For more on the National Cooperative Contractor Network: 866.380.4770  
To learn about OMNIA Partners, Public Sector: [omniapartners.com/publicsector](http://omniapartners.com/publicsector)