

“ OUR RELATIONSHIP
WITH TREMCO ROOFING
IS TRULY A LONG-TERM
PARTNERSHIP. ”

PAUL HUNDEMER
Building Trades Superintendent
Northern Kentucky University



**TREMCO ROOFING HELPS NORTHERN KENTUCKY
UNIVERSITY REDUCE OWNERSHIP COST**
While Simultaneously Improving Roof Performance



TREMCO ROOFING

Helps Northern Kentucky University Manage Campus Roofs Since 1989.

Thirty years and counting. That's how long Northern Kentucky University (NKU) has trusted Tremco Roofing and Building Maintenance with its roofing systems.

The relationship started when Tremco Roofing Sales Representative David Hart solved a roofing problem for NKU's in-house maintenance department in the late 1980s. Decades later, NKU entrusts Tremco Roofing with managing their entire low-slope roofing inventory across 25 campus buildings and more than 840,000 square feet of roofing.

"The consistent quality of service and David's personal commitment to helping us get the most out of our roofing systems – whether a Tremco Roofing system or someone else's – is why we've entrusted our roofs to Tremco Roofing for all these years," said Building Trades Superintendent Paul Hundemer. "When I assumed responsibility for the maintenance program eight years ago, David already had a long history with the campus and helped me understand how to reduce cost-of-ownership through a combination of proactive maintenance and restoration, versus installing cheap roofs with corresponding short life cycles."



Restoration Solutions Drive **Big Savings.**

Reducing ownership cost while at the same time improving performance almost seems counterintuitive, doesn't it? By shifting NKU's roofing projects away from replacement to restoration, Tremco Roofing has helped the college save money, eliminate campus disruptions and reduce the environmental impact of re-roofing projects. For example, NKU saved approximately \$500,000 on two restoration projects completed in 2018.

Said Hundemer about those projects:

“By restoring versus replacing the roofs on our science center and the business college, not only did we save \$500,000, we realized other benefits as well. Because Tremco's AlphaGuard™ BIO system is a fluid-applied membrane system, is quickly installed, and is low-odor, the projects had much faster turn-around times and didn't disrupt the building occupants. AlphaGuard BIO also comes with a 20-year warranty, so our investment is protected long into the future.”



TremCare for Proactive, **Planned Maintenance**

Today, NKU's 153 low-slope roof areas are inspected and repaired each spring and fall under the TremCare program. Delivered by Tremco Roofing's affiliated services company WTI, TremCare is a comprehensive roof maintenance program deployed to stop premature roof deterioration and maximize roof performance for as long as possible.

“In addition to providing seasonal maintenance and repair to stay ahead of roof problems, many of our roofs are now performing past their expected life cycles,” said Hundemer. “And if one of our very old roofs does have a leak, David and the WTI staff respond with a same day call back. We don't have to wait for a contractor to schedule an emergency repair a month in advance. The service provided by Tremco Roofing and WTI has been outstanding.”

Next Up: **WTI Building Envelope Program Through E&I Cooperative Services**

More restoration projects are scheduled for campus in the fall of 2019, with the procurement solution provided by WTI's contract with the E&I Cooperative Services Contract. And based upon Tremco Roofing's and WTI's excellent past performance across campus, NKU has shifted projects to WTI's general contracting Building Envelope program for single-source responsibility and expert quality control. Said Hundemer about the decision:

“We have a great deal of trust in David, Tremco Roofing and WTI, because they've proven again and again that they care about what's in the best interest of the school. Not only do they stand by their products, they really try to reduce our total ownership cost for the long haul. David is not just a manufacturer — he's a real partner to us.”





Cooperative Contracts

TRUST IN EXPERIENCE. STRENGTH IN NUMBERS.



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