



TREMCO'S CENTRAL PENNSYLVANIA TEAM



< RANDAL W. KLINE

PENNSYLVANIA SENIOR DIRECTOR 717.439.0566 RKLINE@TREMCOINC.COM

Currently, we monitor and manage more than 50 million square feet of roofing assets, mostly for public entities who procure their roofing and building envelope solutions through cooperative purchasing.

Personal Philosophy

Simply put, we help our clients keep their buildings dry using the fewest dollars per square foot of roofing annually.

Using thorough roof assessment tools and careful planning we help our clients maximize the effectiveness of every dollar they spend on roofing. Through a combination of repair and restoration, we try to minimize the frequency of costly and disruptive roof replacement projects.

When replacement finally becomes necessary, we help find the best solution available to maximize roof longevity and durability, while minimizing facility disruption and meeting budget requirements.

Expert Qualifications

- 30+ years of experience - since 1991
- Successfully managed more than 3,500 projects
- Advisor to building owners in schools, hospitals, heavy industry, food manufacturing, electronics manufacturing, federal and state government facilities, and many other markets
- State coordinator of Tremco Roofing/WTI cooperative purchasing contract since 2001
- BSBA in Business/Marketing, Shippensburg University

Professional Affiliations/Industry Memberships

- Construction Specifications Institute (CSI) – Construction Documents Technologist Certification 2001
- Pennsylvania Association of School Business Officials (PASBO)
- Pennsylvania School Boards Association (PSBA)
- Pennsylvania Association of School Administrators
- County Commissioners Association of Pennsylvania

**BRETT BARRY****Building Envelope & Infrastructure Specialist**

Brett has deep experience in the engineering of building material manufacturing as well as structural panels, specialty building products and engineered wood products. He holds two Penn State University degrees: an A.S. in Forest Technology and a B.S. in Wood Products Business and Manufacturing. Prior to joining Tremco, he worked for Boise Cascade and LP Building Solutions.

**DAN BENNER****Field Support Specialist**

Dan brings nearly a decade of roofing expertise to the Pennsylvania team. Previously, he managed projects in New England for building owners in schools, hospitals, heavy industry, food manufacturing, electronics, manufacturing, federal and state government facilities, and other markets. He employs Tremco's core values of honesty and integrity to help customers with their roofing needs. Dan received his Bachelor of Science from Lycoming College with a concentration in Marketing. He continued his education by completing Tremco's comprehensive Construction Technology Training Classes, Phases A through D.

**JOSH BUCHER****Sales Associate**

Josh holds a B.S. in Marketing from Pennsylvania's West Chester University. This former college athlete brings the discipline and dedication he learned on the field to his role supporting our clients. Prior to joining Tremco, he honed his customer service skills as a sales associate in the Insurance industry.

**LUKE EHLER****Construction Manager Associate**

Luke holds a Bachelor of Science in Civil Engineering, focusing on Construction Management, from Penn State Harrisburg. Before joining our team, Luke worked as a Project Engineer for a contracting company and a civil engineer for Pennsylvania's Department of Environmental Protection. He is well-versed in all stages of project management, from the bidding process to development of specifications to project completion. His experience, paired with his OSHA 10 certification, makes him a valuable member of our team.

**KYLE FAILS****Construction Manager**

With a bachelor's degree in Residential Construction Technology and Management from the Pennsylvania College of Technology, Kyle is well-versed in OSHA and safety protocols, building code compliance, project estimating, and technical design. He began his career in the construction industry as a masonry and restoration technician and truly understands the complexities of construction. Kyle works closely with Chris to ensure each project runs smoothly.

**CHRIS HALL****Regional Business Manager,
Mid-Atlantic Region**

Chris is responsible for our roofing and building envelope projects from project development to completion. He joined WTI in 2019 after more than 13 years in the commercial roofing industry. He holds a Bachelor of Science in Business Administration and Management from York College of Pennsylvania and is a 2015 graduate of the National Roofing Contractors Association's Future Executive Institute.

Meet Our Central Pennsylvania Service & Support Team



Our team works closely with public and private entities throughout Pennsylvania, including K-12 school districts, colleges, universities, cities, counties, and municipalities. Their goals are our goals, so we strive to deliver customized roofing and building envelope solutions that help our clients maximize building performance and increase ROI.



**STEVEN KERNEN****Roof Advisor**

Steven oversees construction on your roofing or building envelope projects and works closely with contractors to immediately address any issues. Previously Steven worked for our construction services affiliate, WTI, on patch and repair projects. Steven holds a marketing degree from Saint Joseph's University in Philadelphia and also happens to be an accomplished caricature artist and book illustrator.

**JENNIFER MILLER****Client Relations Specialist**

Jennifer holds a B.S. in Elementary Education with Biology certification from Duquesne University. She leveraged her experience in the worlds of education and business to build a customer service focused career. She is the liaison between our clients and our teams that deliver diagnostic, repair, and warranty-related services. She also works closely with our cooperative purchasing team on marketing and events.

**RAY SCHEIDER****Project Superintendent**

Ray ensures that every aspect of our roofing and building envelope general contracting services run flawlessly — whether it be the creation of specifications or drawings, the handling of addendums, fast response in emergency scenarios, the oversight of scheduled maintenance or project final inspections. He is a seasoned industry veteran who adeptly trains our maintenance and roof repair teams as well as new project superintendents so they meet the quality standards for which Tremco is known.

**IAN TALIANI****Project Manager**

With a B.A. in Economics from Case Western Reserve University, Ian joined Tremco Roofing in 1997. Ian works with building owners to evaluate roofs, develop roof management plans, and create unique scopes and specifications to meet each roofing project's particular challenges. He has helped manage 1,000+ roof projects totaling more than 30,000,000 square feet since 2000. Ian passed the Construction Documents Technologist (CDT) exam from the Construction Specifications Institute in 2001.

**ADAM WOGÉ****Contractor Support Specialist Senior**

Adam brings more than 20 years of roofing industry experience to his role of providing direct support to a large and growing contractor base; in particular, he is a specialist in fluid-applied roofing. As a roofer and leader in his previous companies, Adam developed a mindset that he continues to this day — “treat every job like you’re working on your own house or business.” This approach has led to excellent relationships with his customers.

**CHUCK ZAGORSKIE****Mid-Atlantic Health Care Manager/
Senior Field Advisor**

A 30-year roofing industry veteran, Chuck is responsible for the development, management, and delivery of roofing and building envelope projects in the Mid-Atlantic states. He is also Tremco's Mid-Atlantic Health Care market manager and is an active member of healthcare industry associations HESGNY, HFMSNJ, HFMAADV, HEASNJ, PSHFE, and CASHE. A native of Kennett Square, PA Chuck attended Delaware County Community College's Business/Marketing program.

HERE'S WHAT OUR CUSTOMERS HAVE TO SAY...

"On behalf of the district, I highly recommend considering Tremco/WTI for any project relating to their areas of expertise including roofing, waterproofing, and masonry restoration."

- Jeff Ritschel, Supervisor of Buildings and Grounds, Blue Mountain School District

"I've been working with Tremco for over twenty years, and I have always been happy with their work. One call does it all with Tremco."

- Allen Whitteker, Care Coordinator, CommunityAid

"We love working with the entire Tremco team. Always helpful, attentive and willing to go the extra mile."

- Marcie Promutico, Construction Support, Reading School District

"Randy Kline was an excellent resource and helped us through a very tight personnel situation (the project engineer quit)...thank you."

- Steve Uliana, Quadrant EPP (formerly Polymer Corporation)

"Overall project management was extremely well executed."

- Wendell Gainer, Facilities and Utility Engineering, Bayer Corporation

"The service you provided was exceptional. Your workmanship is of the highest caliber, and I appreciate the dedication and expertise you bring. Thank you for your commitment to delivering exceptional service."

- Jeffrey Cardwell, Assistant Director of Facilities and Operations, Montgomery County Intermediate Unit 23

"I would like to thank Tremco for the great service you guys provided us over the last four years — you started and finished all of the roofs on our five buildings throughout the district."

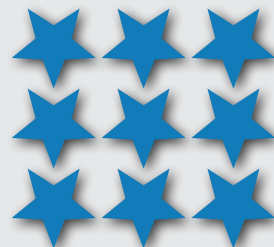
- Barry Seilhamer, Director of Maintenance and Operations (retired), Susquehanna Township School District



9.3

**CUSTOMER
SATISFACTION OF
THE TREMCO
ROOFING SYSTEM***

[1-10]



9.2

**OVERALL CUSTOMER
SATISFACTION OF
THE BUYER***

1-10, 10 BEING HIGHLY SATISFIED

97%

OF OUR CUSTOMERS WOULD REPEAT ROOFING PURCHASE*

*Arizona State University Performance Based Studies Research Group

Tremco Roofing and Building Maintenance and our affiliated construction services company WTI provide industry-leading roofing and building envelope solutions to improve long-term performance and ROI. Our team includes expert WTI Technicians who provide world-class diagnostics, repair, and maintenance services, and Field Advisors who are among the most highly trained roofing experts in the country. Through advanced diagnostics, proven asset management programs, innovative roof restoration systems, and cooperative purchasing options, we can help you avoid emergency repairs, establish predictable budgets, and improve building performance to ultimately reduce facility lifecycle costs.



FOR MORE INFORMATION CONTACT:
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