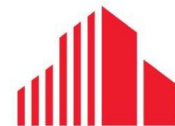




partnering with



CUSHMAN &
WAKEFIELD

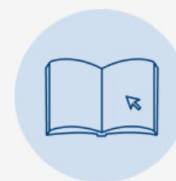
Western Education: The Learning Platform

Visit the link below (or in the chat)
to register while we wait to get started!

www.westernplatform.com/sign-up/



Six foundational courses



10 ebooks and guides



Access to all future content

Presentation Overview

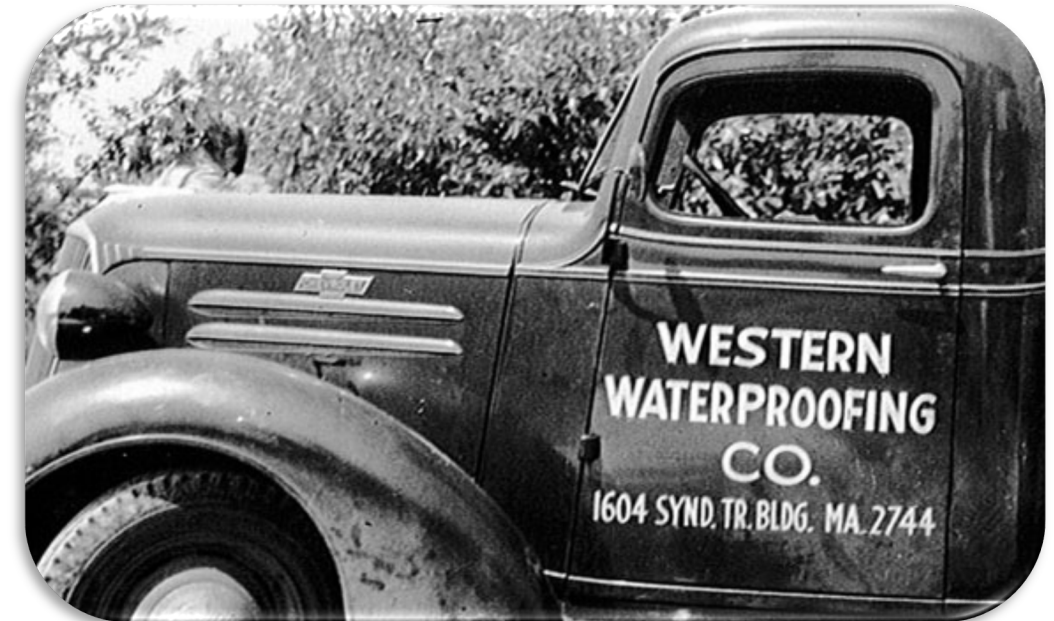
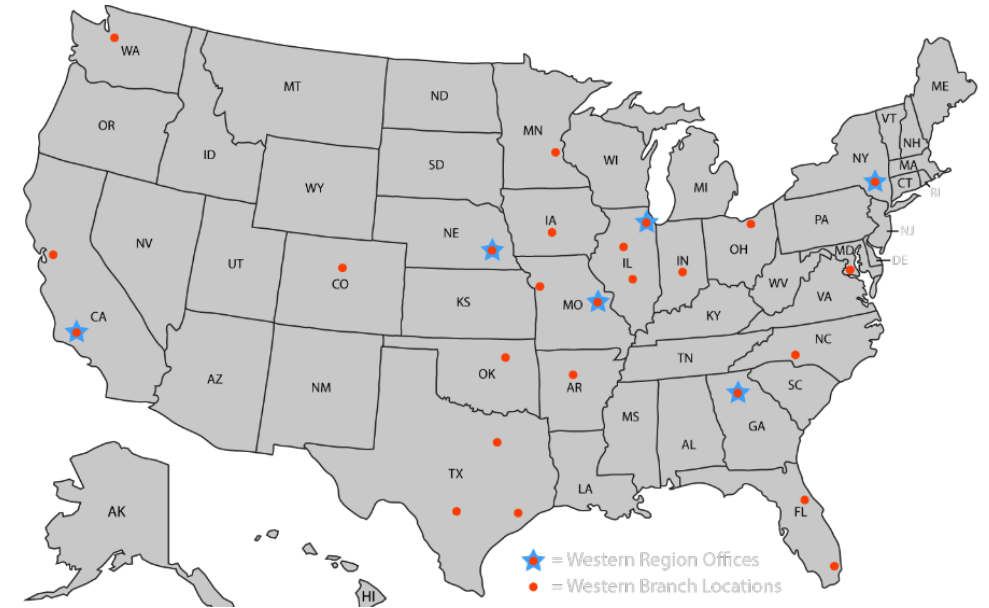
- Western's History
- National Partnership
- The Learning Platform
- Types of Building Construction
- Timeline of Repairs
- In-house Inspection
- Budgeting
- Scope Comparison



Western Specialty Contractors

*America's Largest Contractor in
Building Envelope Restoration*

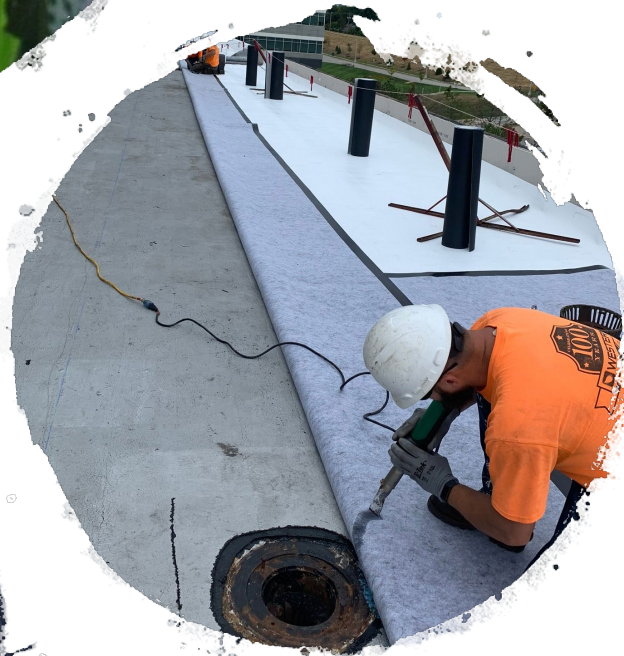
- Founded in 1915
- 30 branches nationwide
- Family owned and operated
- Invested in Client Satisfaction
- HQ in St. Louis, Missouri





95% of Services Self-Performed

- Masonry/Façade Restoration
- Exterior Coating Sealant Repairs
- Deck Coating
- Liquid Roofing
- Building Cleaning
- Historic Preservation
- Waterproofing
- Plaza Restoration
- Concrete Restoration





Industry Leader in Safety

Experience Modification Rate = 0.71

(Industry Average = 1.0)

OSHA Recordable = 1.3

(Industry Average = 3.0)



NATIONAL FOOTPRINT WITH A
SINGLE POINT OF CONTACT



CONSISTENCY = QUALITY
CONTROL PROGRAM



TOP RATED SAFETY PROGRAM

National Account Program



ASSISTANCE WITH ASSET
MANAGEMENT, BUDGET
PLANNING, PHASING OF
PROJECTS



PREFERRED SCHEDULING AND
PRICING



TRAINING AND EDUCATION:
MAINTENANCE PROGRAM,
REPAIR PRIORITIZATION

WESTERN SPECIALTY CONTRACTORS
CONFIDENCE THROUGH PERFORMANCE

Budgetary Repairs:
Below is a schedule of values for the building based on the above described items and should be reviewed carefully. These options of repair costs are given with a range and are based on typical repair details and quantities of materials. Actual pricing may vary based on material types, specific details and quantities of work. Amounts are given for items that either we cannot quantify or do not perform the work. These amounts are given for items that either we cannot quantify or do not perform the work. These amounts are given for items that either we cannot quantify or do not perform the work.

| No. | Description | Quantity | Unit | Price Range | Totals |
|-----|-------------------------------|----------|------|-------------|---------|
| 1 | Chimney Materials Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 2 | Control Joints Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 3 | Mortar Joint Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 4 | Mortar Joint Sealant at Entry | LP | LP | \$ - \$ | \$ - \$ |
| 5 | Building Joint Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 6 | Window Cleaning | LP | LP | \$ - \$ | \$ - \$ |
| 7 | Window Perimeter Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 8 | Window Metal Sealant (Wet) | LP | LP | \$ - \$ | \$ - \$ |
| 9 | Window System Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 10 | Curtain Wall Metal Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 11 | Curtain Wall Metal Sealant | LP | LP | \$ - \$ | \$ - \$ |
| 12 | Curtain Wall Metal Sealant | LP | LP | \$ - \$ | \$ - \$ |
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| 100 | Curtain Wall Metal Sealant | LP | LP | \$ - \$ | \$ - \$ |

Cushman Preferred Vendor



- Long history with Cushman across the U.S.
- Established Master Service Agreement
- Creation of the Learning Platform

“I have worked with several other vendors and can say that Western Specialty Contractor’s is wonderful to work with. The work that is performed is always excellent along with the scheduling and communication. They can help you come up with a plan to work with your budget to get the results that are needed for your property.”



Michelle Grapperhaus

Senior Property Manager, Cushman & Wakefield

The Learning Platform



Caulking and Sealants 101

Learn to prevent unnecessary repair costs with strategic maintenance of your property's caulking and sealants.

[VIEW LESSONS](#)

Masonry Cheat Sheet



WET SEAL/GLAZING

The terms wet seal and glazing are used interchangeably. Glazing materials have a higher tensile strength than caulking. Think if caulking and glazing were both rubber bands and you pulled them apart, the caulking rubber band would snap a lot sooner than the glazing one.

The Construction Waterproofing Handbook defines glazing as the installation of glass panes to cladding components using structural sealants.



WINDOW LINTELS

These are the main support for the masonry units above the window.



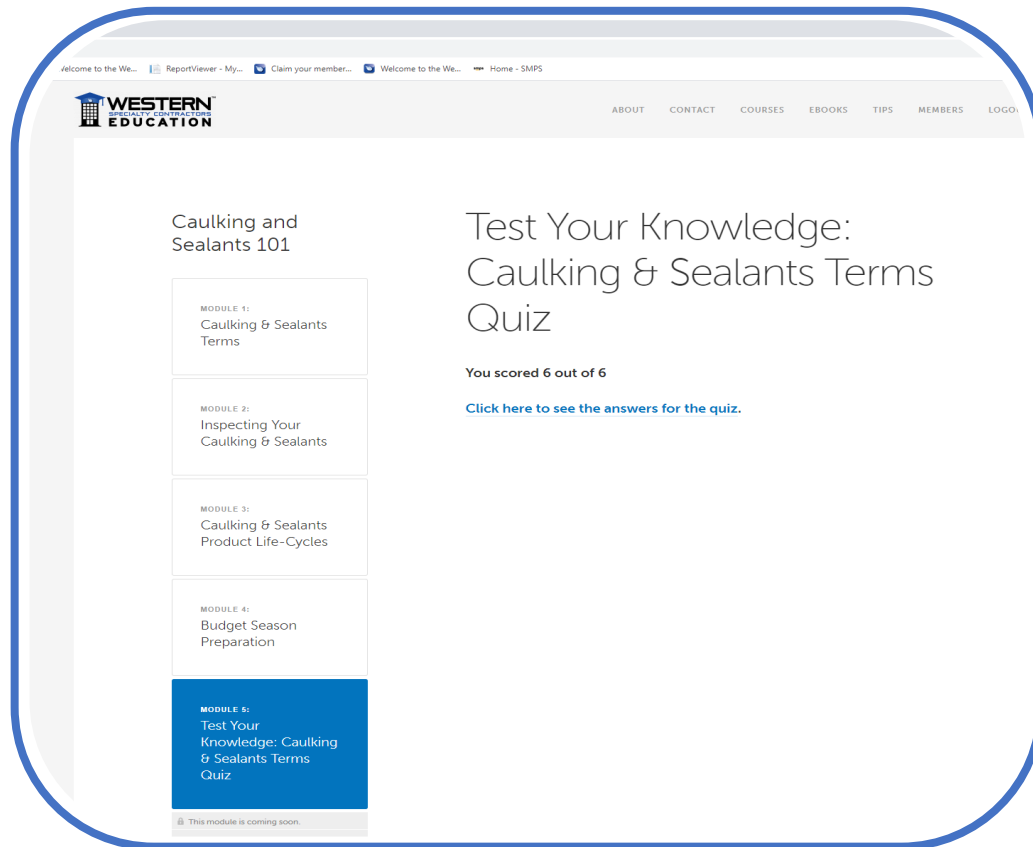
SPALLING

When small pieces of masonry or concrete break off or crumble, usually caused by freeze-thaw cycles or rusting of embedded reinforcing steel.

www.westernspecialtycontractors.com/cushman-learn/

The Learning Platform: Test Your Knowledge

www.westernspecialtycontractors.com/cushman-learn/



Send a screenshot of your completed quiz to:

JessicaG@Westerngroup.com

For a chance to win one of four
\$50 Home Depot Gift Cards!



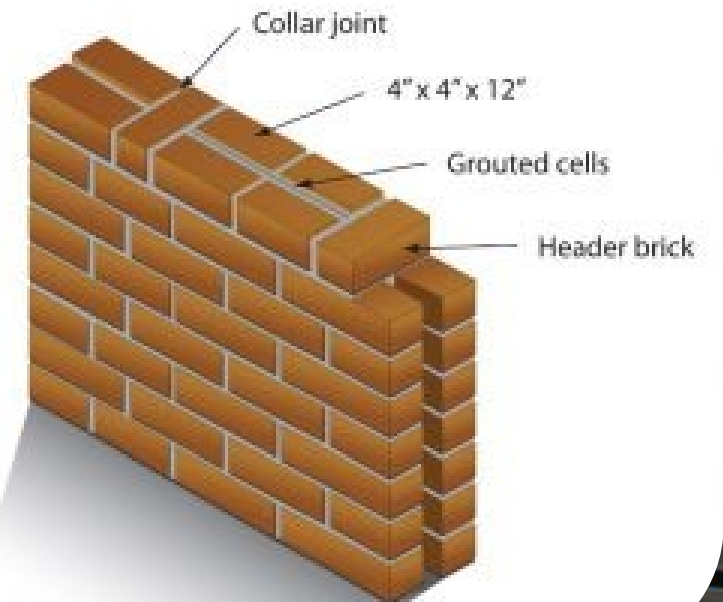
Brian Hodge
Project Manager
Washington DC



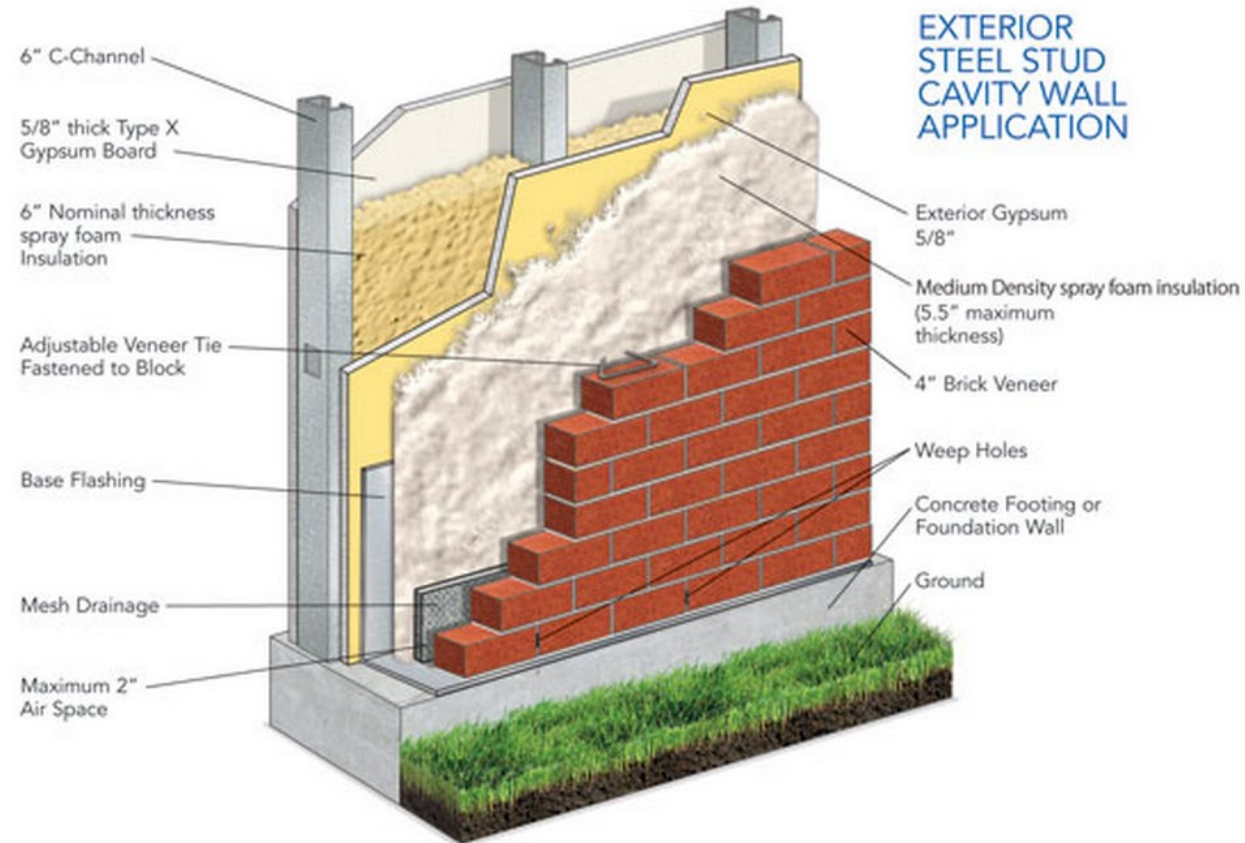
Types of Commercial Building Construction

Solid Masonry

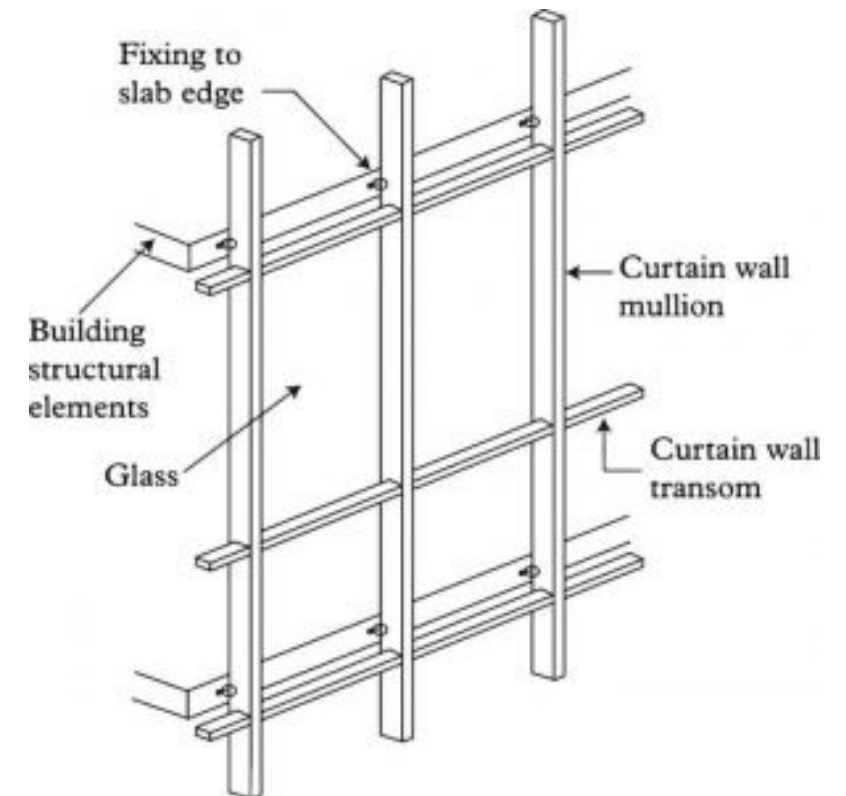
SOLID BRICK WALL



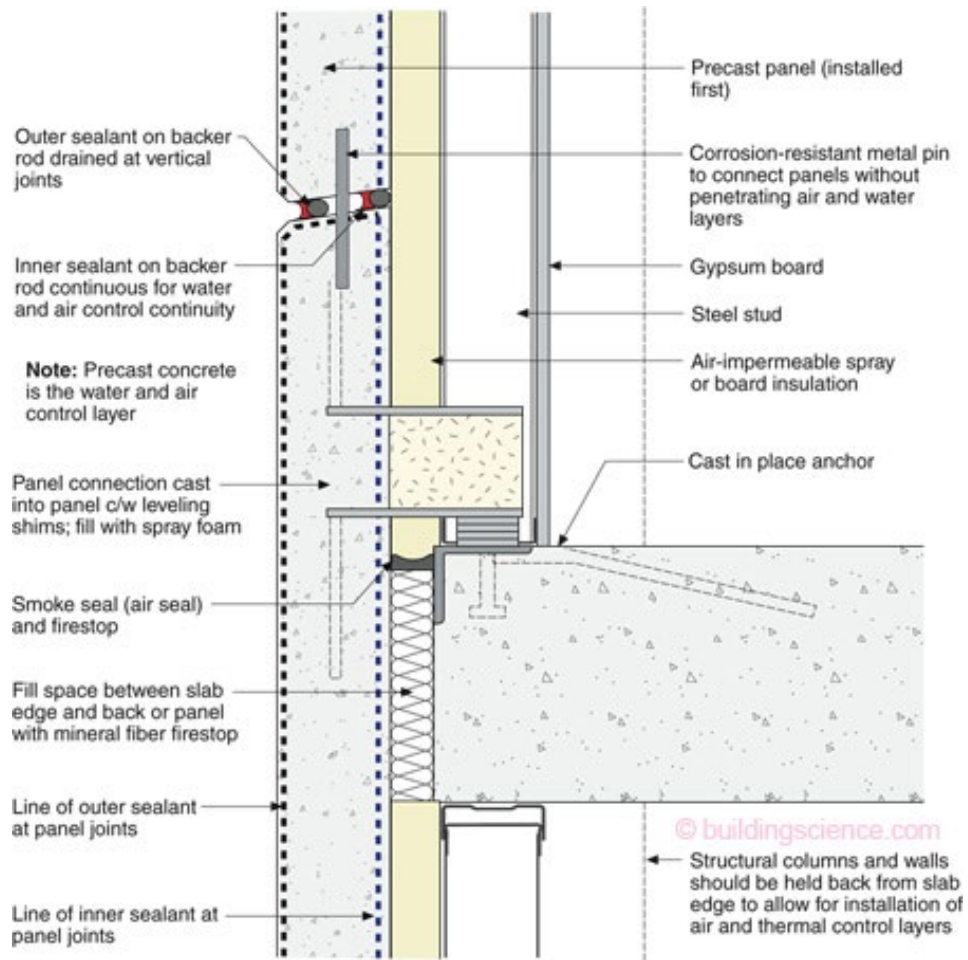
Veneer Wall System

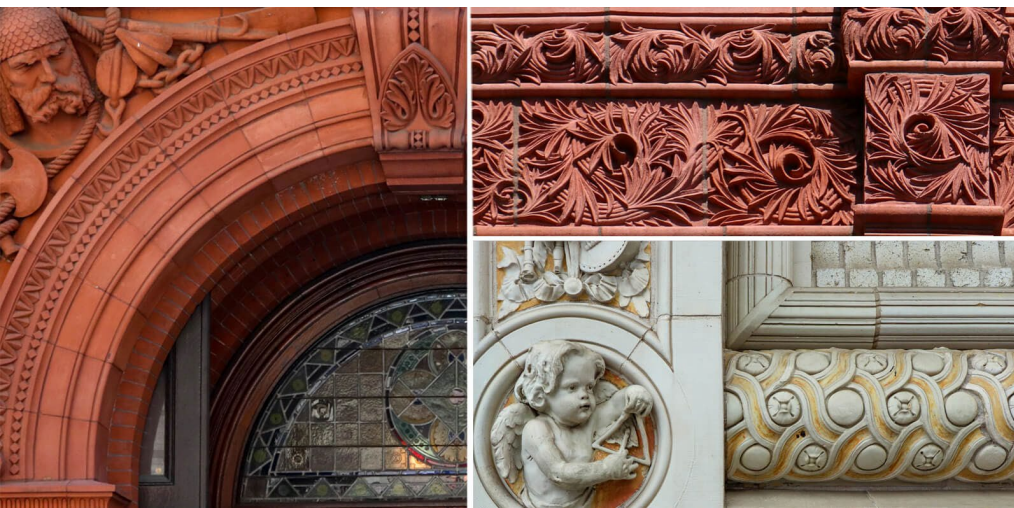


Curtain Wall



Precast Concrete





Terra Cotta

Facade Repair Timeline



Charlotte, NC Branch performing over 240,000 LF of sealant replacement 150,000 SF of sealing precast with Sika Ferrogard 908

3-5 Years

- Building cleaning and sealing
- Urethane sealant replacement

5-10 Years

- Flashing
- Wet Seal / Wet Glaze

15-20 Years

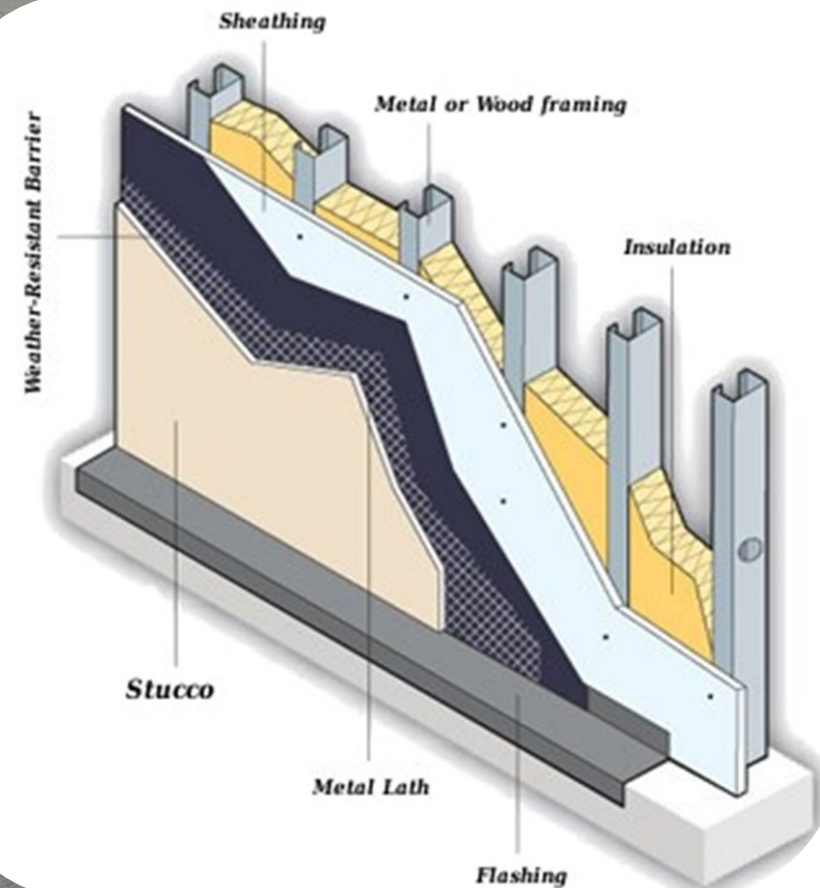
- Silicone sealant replacement

20-25 Years

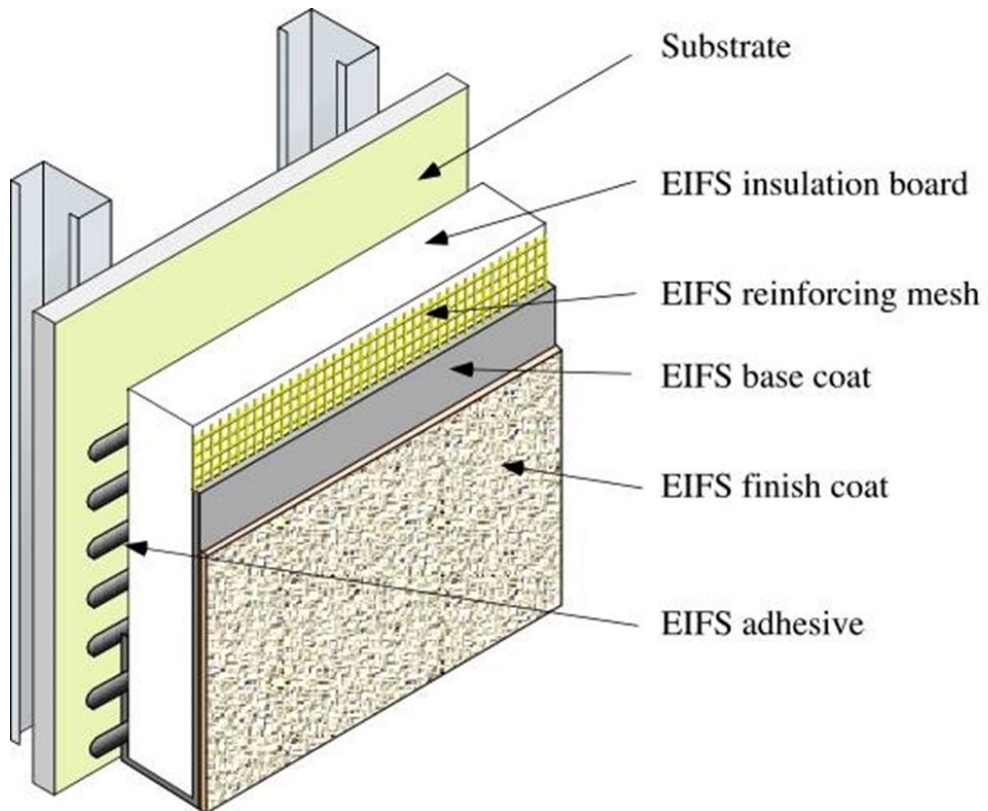
- Tuckpointing
- Masonry restoration
- Support steel replacement
- Structural – steel and pinning
- Replicas – FRP & GFRC
- Lintels and shelf angles



Stucco



EIFS



Stucco & EIFS Repair Timeline



#WeAreWestern



Western's team is wrapping up the beautiful 360 Condominiums project in downtown Austin, TX. The project consisted of 140,000 SF of coating, 26,750 LF of stucco caulk joint, 7,330 LF of weep joint replacement, and 4,000 LF of stucco crack repair. With the finish line in sight, Western is staying motivated and productive in this new decade.

3-5 Years

- Urethane Sealant Replacement

5-10 Years

- Wall coatings
- Crack/spall repair
- Lathe replacement/patching
- Vapor barrier
- Flashings
- Punctured and damaged EIFS

10-15 Years

- Failed corner bead
- Repair of insulating material and mesh
- Finish Coat Replacement and Patching



Test Your Knowledge!

www.westernspecialtycontractors.com/cushman-learn/

"Window Perimeter" refers to the juncture of the window glass and the metal frame.

True

False

Caulking and sealants are the most widely used waterproofing materials.

True

False

Wet seal (or glazing) are materials that connect the glass of a window to the surrounding frame.

True

False



Send a screenshot of your completed quiz to: JessicaG@Westerngroup.com

For a chance to win a \$50 Home Depot Gift Card!





Nick McAlpin
Branch Manager
Orlando



Completing In-House Inspections

The 90% / 1% principle
90 percent of all water intrusion problems occur within 1 percent of the entire building exterior surface area.

In-House Inspections



Efflorescence



Sealant Failures



Cracking / Rust /
Delamination



Window Leaks



Window Lintels, Sills,
& Mullions



Delaminated Coating

In-House Inspections



Parapet Wall & Caps



Roof Flashing



Window Gaskets /
Sealant



EIFS / Stucco
Delamination

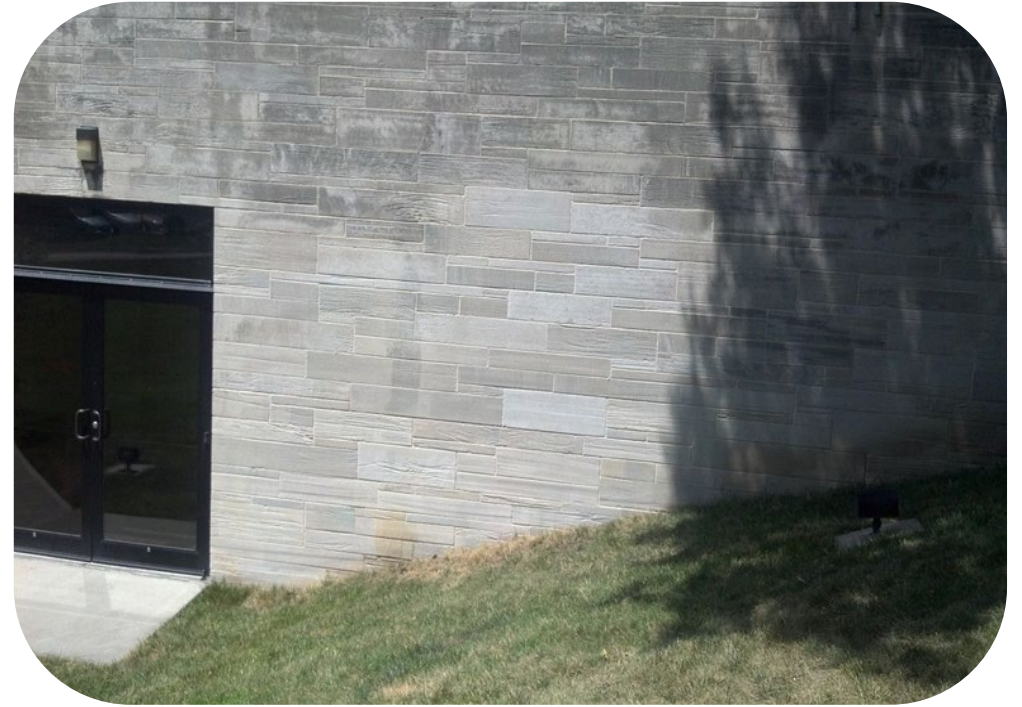


Cracking

In-House Inspections



Deteriorated Mortar Joints



Environmental Containments /
Build-Up

“Mind The Gap”

**THE MOST IMPORTANT THING
for cost-effective exterior
property maintenance:**

The caulking, sealant, or whatever’s
being used to fill these gaps are your
building’s weakest link.

And they’re each only as strong as
their weakest link.



Let's Caulk About It!!

If you can keep this 1 percent of your building's surface area functioning correctly, you'll prevent 90 percent of all future water intrusion issues.

Urethane vs Silicone Sealant

Urethane Sealant

- 3–10-year life cycle
- Can be coated and/or painted



Silicone Sealant

- 10- 20-year life cycle
- Cannot be coated and/or painted



Sealant Failures

Adhesive Failure

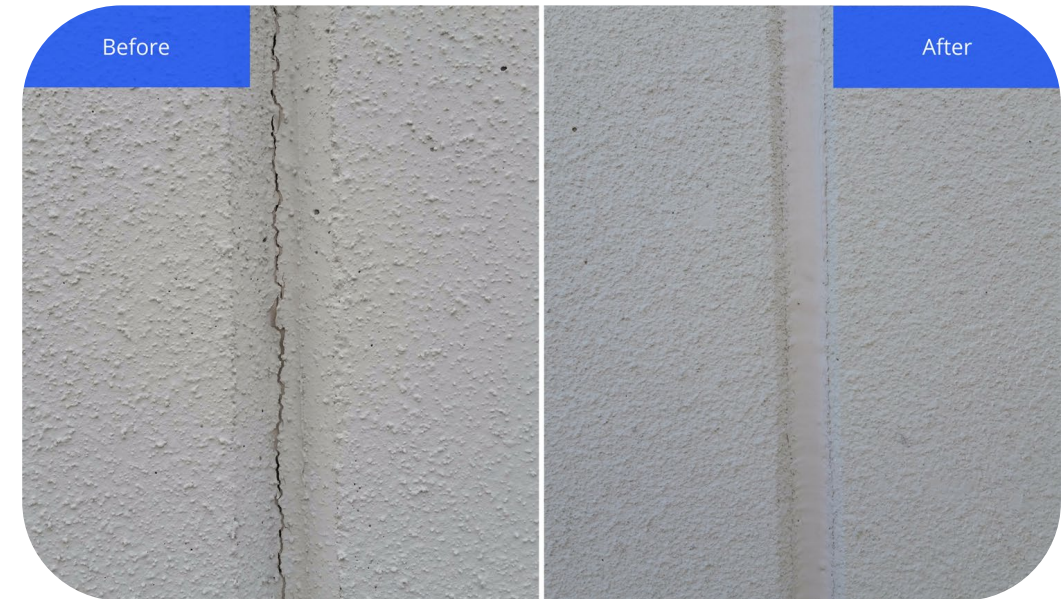
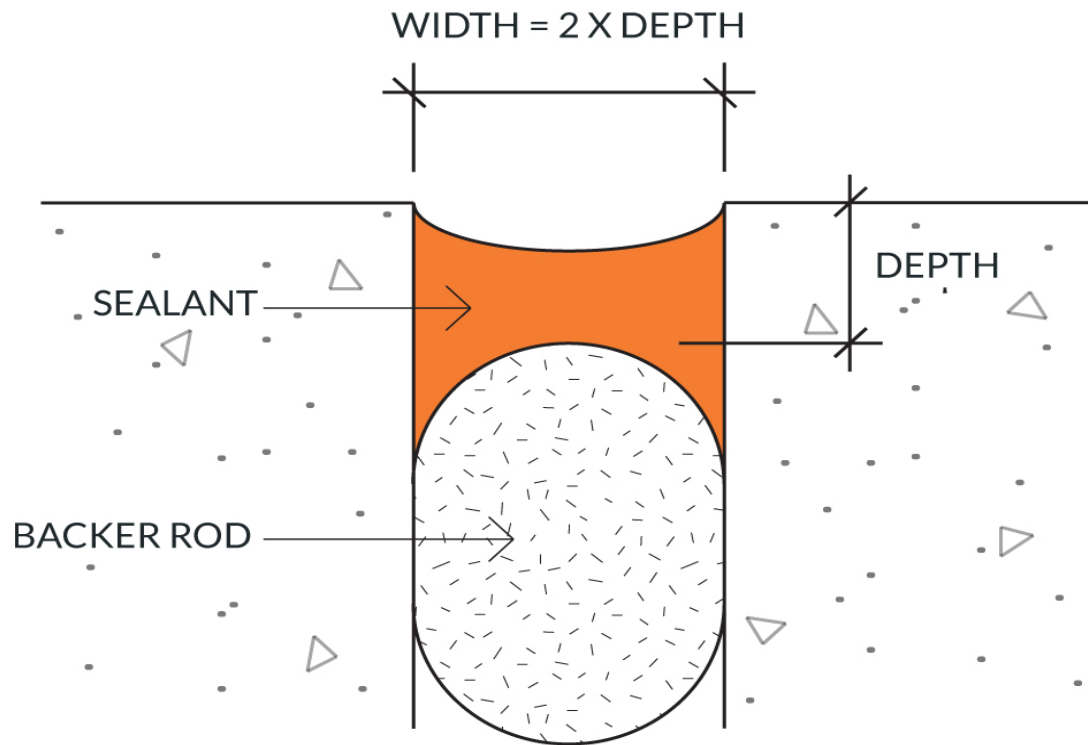


Cohesive Failure



Sealant Repairs

Correct Joint Design



Surface Preparation

- Remove old caulk
- Area cleaned and dried
- Backer rod installation
- Install sealant per manufacturer's specifications

Repairs



#WeAreWestern



Western's Fort Lauderdale Branch is working on a high-rise, waterproofing project in Downtown Miami, replacing all window sealants and building control joints.



#WeAreWestern



Western's Atlanta team tuckpointing, glazing curtain wall systems, and performing investigatory work in HOTLANTA!



#WeAreWestern



Western's Charlotte Branch is continuing work on a 27-story Class A office building performing 200,000 LF of window wet glazing.

A diagram illustrating the application of a water repellent. On the left, a cross-section of a wall is shown with diagonal hatching. A red, beaded line represents the repellent being applied to the surface. To the right of the wall, several blue teardrop shapes represent water droplets falling away from the surface, indicating that the repellent is preventing water from penetrating the material.

Cleaning & Water Repellants

- Deep penetration
- High vapor transmission
- Invisible or close to
- Service life - 5 to 10 years

Repairs



#WeAreWestern



Western's Little Rock Branch is adapting to the times while working on a school doing brick replacement, tuckpointing and sealing.



#WeAreWestern



St. Louis Masonry team working on a facade wash and sealant replacement



Test Your Knowledge!

www.westernspecialtycontractors.com/cushman-learn/

Urethane caulking has a useful life expectancy of 5-10 years, typically.

True

False

Silicone caulking has a useful life expectancy of 30+ years, typically.

True

False

Failed caulking is the number one cause of all water intrusion issues.

True

False



Send a screenshot of your completed quiz to: JessicaG@Westerngroup.com

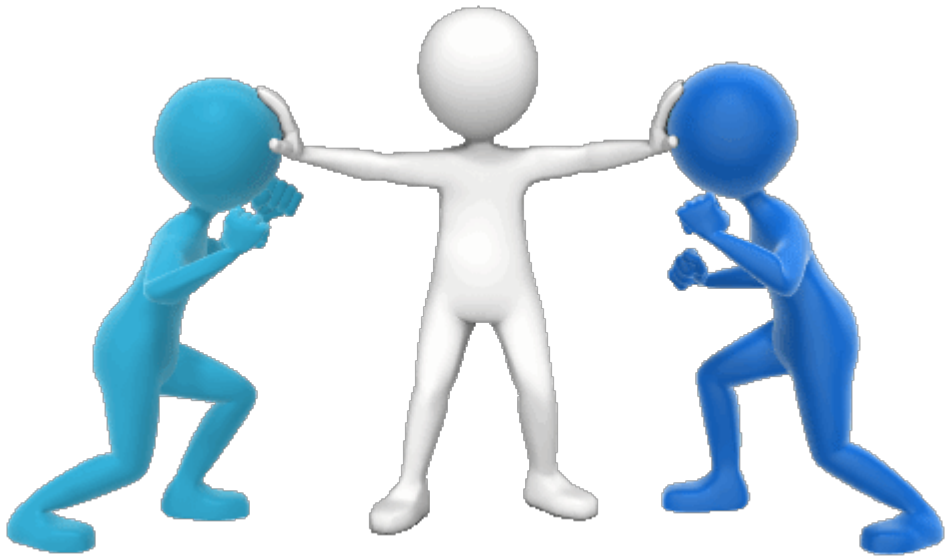
For a chance to win a \$50 Home Depot Gift Card!





Jason Holtman
Branch Manager
St. Louis -
Facades

Dissection of a Proposal



Do the competitive bids show...

The same scope of work

Same type of material

Warranty (contractor standing behind their work)

Quantity of repair (quantified as linear feet, cubic feet, or square feet)

Verbiage on material utilization

WE (Western) HAVE PREPARED A PROPOSAL FOR: **131 Enterprise Drive, Edwardsville, IL**

SCOPE OF WORK: We propose to furnish and install all necessary labor, materials, equipment, supervision, and insurance, as shown on the attached insurance addendum, to complete the following:

Tilt Up Panel Vertical Joints – Western has included the following –

- Access with a 45' aerial lift
- Remove existing joint sealant and install new high quality urethane sealant installed per manufacturer's recommendations.
- NOTE – work areas stops on face of panels, cap and roof side sealant repairs are not included.
- Western has included approximately 2199 linear feet
- 4 downspouts will be removed and replaced to facilitate sealant replacement

TOTAL: \$20,735.17

Doors and Louvers - Western has included the following -

- Remove existing joint sealant and install new high quality urethane sealant installed per manufacturer's recommendations.
- Western has included approximately 232 linear feet
- 45' aerial lift for access
- NOTE – door opening that do not have an exposed sealant joint are not included

TOTAL: \$2,235.93

Good

Qualifications / Clarifications / Exclusions

- Dust containment/collection system will be utilized during the removal of mortar for the tuckpointing process.
- OSHA approved safety standards enforced.
- All union employees.
- Electric, toilet facility and water provided by the owner
- Caulking removal is estimated based on manufacturers' width versus thickness



Not-So-Good



| PROPOSED WORK | FRONT WALL | BACK WALL | RIGHT WALL | LEFT WALL | PRICE |
|---|------------|-----------|------------|-----------|-------|
| Grind and Tuckpoint Solid the Entire Wall | \$ | \$ | \$ | \$ | \$ |
| Grind and Spot Tuckpoint the Entire Wall Wherever the Mortar is Loose or Missing | \$ | \$ | \$ | \$ | \$ |
| We Highly Recommend Waterproofing the Entire Wall Using a Deep Penetrating 6% Siloxane Solution | \$ | \$ | \$ | \$ | \$ |

CHIMNEY WORK

| | |
|--|--------------------|
| [] Grind and tuckpoint solid from roofline up to the top | \$ |
| [] Grind and spot tuckpoint from roofline up to the top wherever the mortar is loose or missing | \$ |
| [] Remove / replace approximately [] brick using a brick to match as close as possible | \$ |
| [] Caulk flashing with a [] vulkem expansion sealant | \$ |
| [] Waterproof from roofline up to the top (Applied approx. 30 days after masonry repairs) | \$ |
| [] Waterproof the entire chimney from the ground up (Applied approx. 30 days after masonry repairs) | \$ |
| [] Repair / replace cement cap on top (No additional charge) | \$ |
| OTHER REPAIRS: | \$25,000.00 |

Spotpoint the left wall and tuckpoint the window ledges solid...3,500.00.

Tuckpoint the front porch solid and the wing walls at the steps...8,000.00.

Spotpoint the front wall and tuckpoint the window ledges solid...1,500.00.

Tuckpoint the west wall solid...8,000.00.

Tuckpoint the back wall of the garage solid and spotpoint the rest of the garage walls as needed...4,000.00.

We will use a waterproof historical mix mortar matching as closely as possible.

| | |
|--------------------------------------|--------------------|
| TOTAL PRICE | \$25,000.00 |
| Less Down Payment | \$ |
| Balance upon Tuckpointing Completion | \$25,000.00 |
| Balance upon Waterproof Completion | \$ |
| Balance upon Brickwork Completion | \$ |



RoofTech
CONSULTING, INC.

an independent third-party consulting group

Cale Prokopf, RRO, REWO

Presenter



OUR HISTORY



RoofTech Consulting was chartered in 2001 in response to a growing need in the roofing and construction industries.

Over the next 20 years, RoofTech's services grew to fill consumer needs.

In 2020, PaveTech Consulting was created and introduced as a third-party parking lot and parking structure consulting firm.



OUR CREDENTIALS



Active Member of the IIBEC abiding to their Code of Ethics and Manual of Practice

Registered Exterior Wall Observers (REW) accredited by IIBEC

Registered Roof Observers (RRO) accredited by IIBEC

Registered Roof Consultants (RRC) accredited by IIBEC

Certified Level 1 Thermographers

Certified Staff by the Tile Roofing Institute (TRI)

Certified electronic leak detection agency





CONSULTING SERVICES

Annual Roof & Wall Inspection

Failure Investigation

Project & Scope Development

Litigation Assistance



FORENSIC EVALUATION SERVICES



Infrared Roof Moisture Surveys

Exterior Building Enclosure Thermography

Electronic Leak Detection (ELD) or
Electronic Field Vector Mapping (EFVM)

High Voltage Electronic Leak Detection

Low Voltage Electronic Leak Detection

ASTM & AAMA Testing

ASTM D 5957

FM 1-52 Uplifting testing

ASTM F 2170

AAMA 501.2



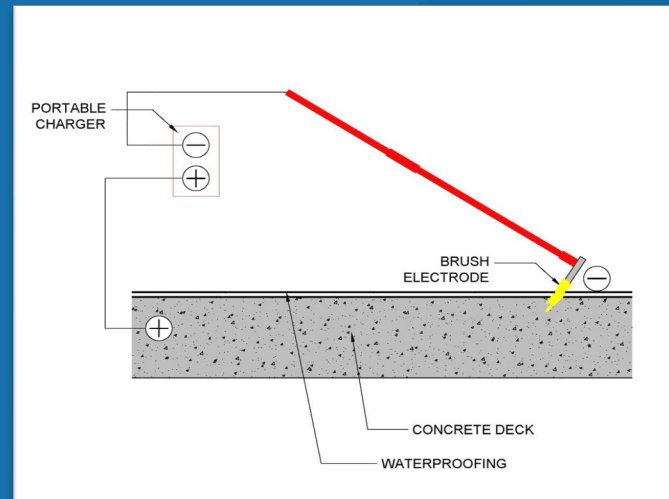
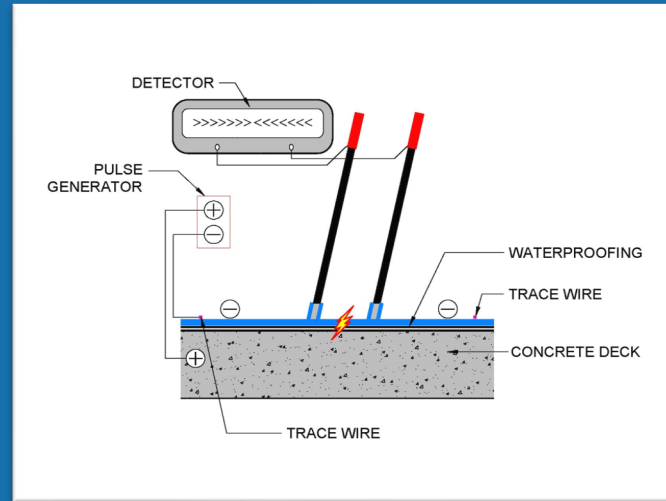
15 STATES

450 JOB SITES

50 FORENSIC ISSUES



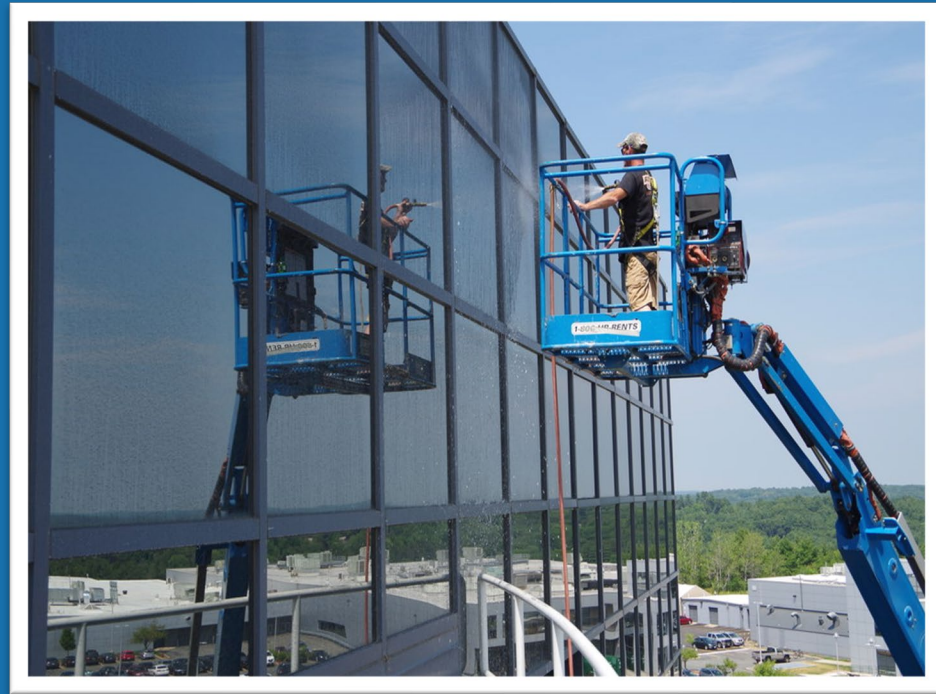
Low and high-voltage electronic leak detection allows our expert team to utilize the detector's positive and negative electrodes to identify the breach.



Infrared Thermography Utilizing IR Technology



ASTM 501.2: Water Testing



Thank you for your time and attention.





Tanya Shepherd
Director
Business Development

Proactive vs Reactive



\$\$\$\$ savings



Strategic approach



More time planning = less time dealing with emergencies



Asset life extended



Downtime / inconvenience to tenants are reduced



Budgeting control

Budgeting

| | |
|------------|---|
| Components | Get to know the components that make up the exterior of portfolio |
| Understand | Understand age and remaining useful life of components |
| Work | Work with contractors / consultant / engineer to identify issues early |
| Inquire | Inquire about phasing options to minimize financial impact |
| Advantage | Advantage in allowing contractors adequate time to prepare scopes and pricing |

How Western Can Help



Facade
condition
assessment



Repair
prioritization
and cost
analysis



Budgeting
and
estimating



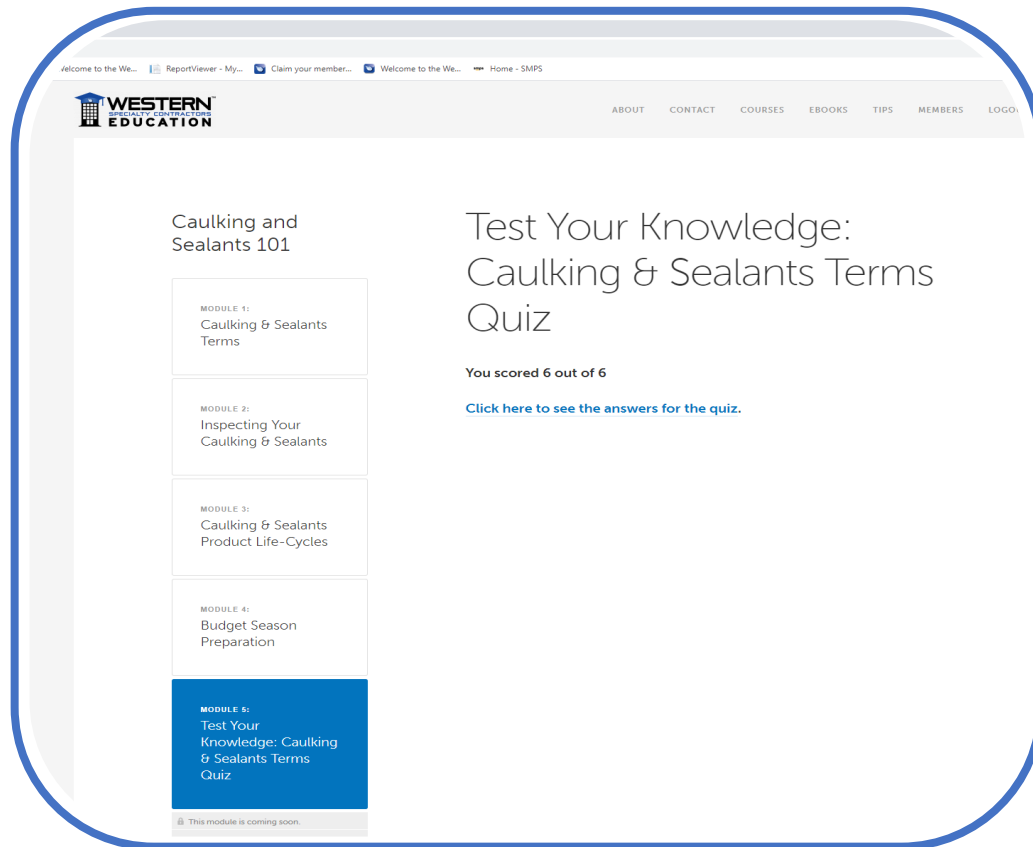
Provide short-
and long-
term repair
plans



In-house
training
&
Continuing
Education
Credits

The Learning Platform: Test Your Knowledge

www.westernspecialtycontractors.com/cushman-learn/



Send a screenshot of your completed quiz to:

JessicaG@Westerngroup.com

For a chance to win one of four
\$50 Home Depot Gift Cards!

Questions?

THANK YOU!!!



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