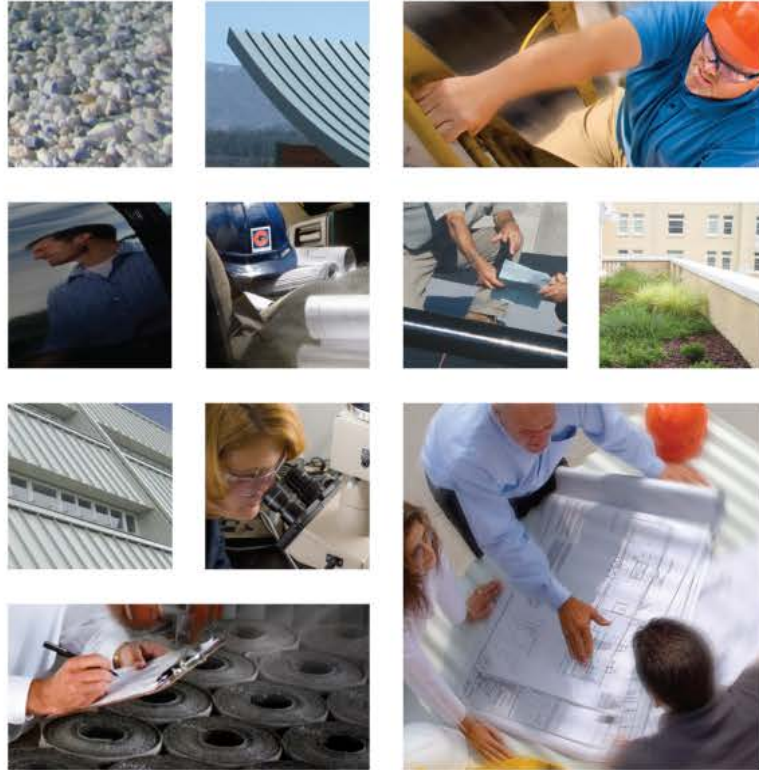




Garland ■ Solutions



Partners for the life of your building.®



Garland Company Services

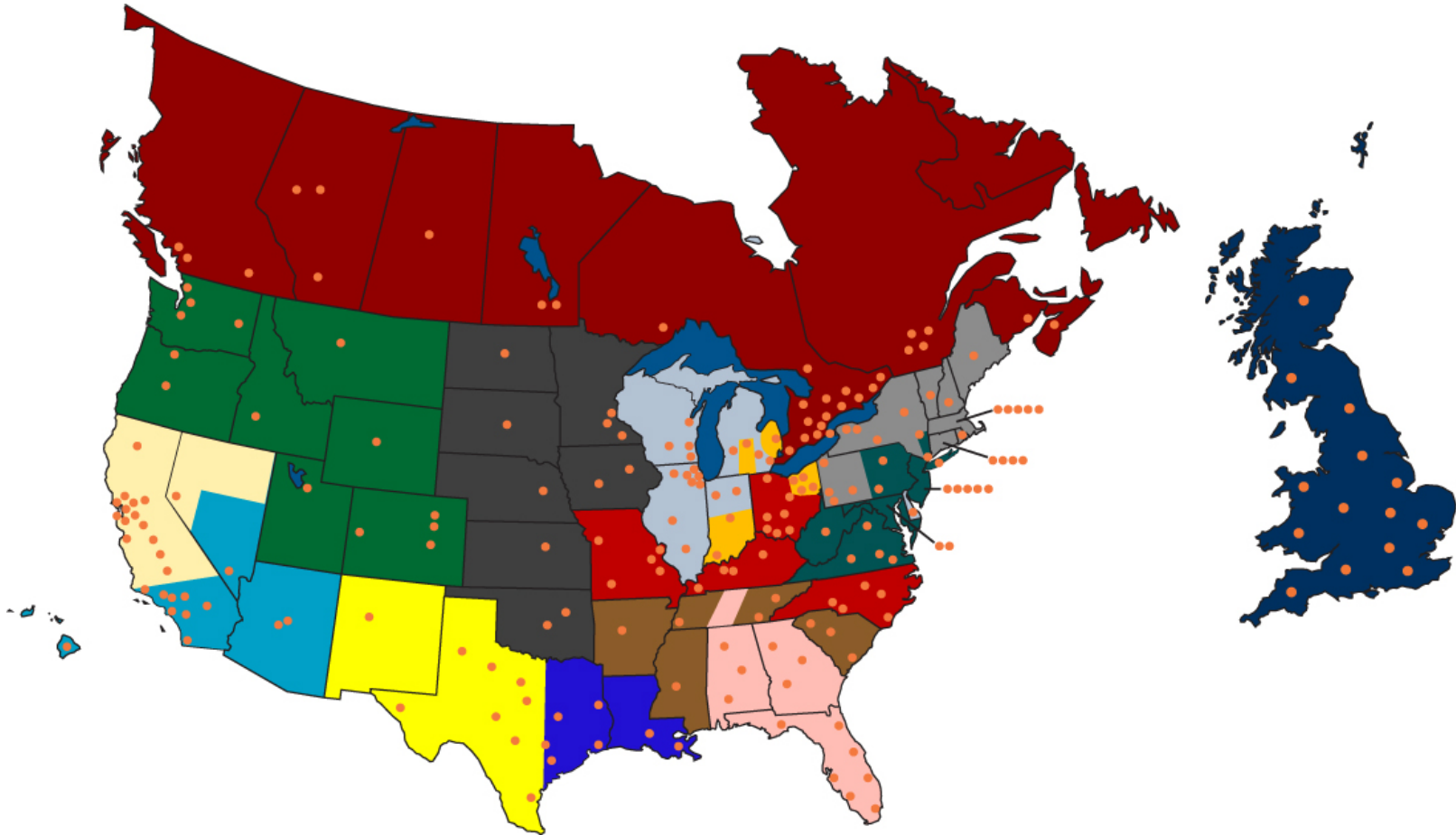
- Who is Garland?
- Approach/Services
- Completed Jobs

Garland Overview

- Established in 1895
 - Over a Century of Performance
- 100% Employee-Owned
- Focused on One Core Competency: Commercial Construction
- Vertically Integrated
- 5A1 D&B Rating (Best in Industry)
- Commitment to Continuous Quality Improvement
- ISO 9001:2008 Certified
- Lowest Warranty Adjustment Rating in the Industry



Garland Representatives Across US, Canada, and UK










BUILDING ENVELOPE SOLUTIONS

Garland offers a comprehensive line of high-performance building envelope solutions designed to protect your entire facility from the roof, down to the foundation and everything in between. As a leader in the industry, backed by more than a century of experience, we understand that protecting your facility's assets begins with the building envelope.

Our expansive line of building envelope solutions includes architectural and structural metal options; modified and built-up roofing (BUR) systems; coatings, sealants and adhesives; air barrier systems; below-grade waterproofing and dampproofing products; sustainable solutions; roofing and plaza deck systems.

In addition to our expansive line of products, Garland offers a variety of services used in the design, installation and maintenance of your building envelope project including: building evaluation services, roof asset management, engineering services, energy audits, and long-term maintenance and support.



	
Coatings & Mastics	Plaza Deck
	
Metal	Roll Goods
	
Sealants & Accessories	Vegetative
	
Air Barriers	

KEY

Garland is the most diverse manufacturer of roofing and building envelope systems.

ROLL GOODS



Modified bitumen roofs combine multiple layers of waterproofing with a membrane cap sheet for added protection.

METAL



With a full line of structural and architectural metal standing seam family of metal solutions and wall panel systems, you can successfully integrate facilities that serve a variety of functions without sacrificing visual appeal or reliability.

PLAZA DECK



Dura-Walk systems are designed to seal in moisture and improve the adhesion of your plaza deck system to the substrate while improving the system's overall performance.

COATINGS & MASTICS



Today's reflective, restorative, and maintenance coatings are not only good for your roof, they're good for your budget.

VEGETATIVE



Vegetative roofing solutions, commonly known as green roofs, are the pinnacle of sustainable roofing, combining the widest range of ecological benefits with aesthetic versatility, extending the architect's palette to encompass a variety of natural landscapes.

AIR BARRIERS



The Aero line of air barrier systems are a complete line of air, vapor, and water barrier products designed to stop uncontrolled air flow into the building enclosure.

SEALANTS & ACCESSORIES



Extending the life of your roof is the easiest and most effective way to sustain the productive life of your facility. Implementing proactive preventive maintenance from the day your new roof is installed virtually guarantees that its actual life will exceed its warranted life.

For a complete listing of products and services, contact your local Garland representative, and visit us at: www.garlandco.com



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The Garland Company
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Value Added Services

OUR PROVEN PROCESS is designed to save you money through value-added services

1 Identify customer needs and concerns

Meet with key building personnel to better understand their building maintenance philosophy

Understand what type of solution they are seeking (short-term leak repair, long-term ownership, energy efficiency improvements)

2 Comprehensive visual inspection and survey of building envelope systems

Inspect roofs, walls, parapets, drains, edge systems, etc. to identify preventive maintenance opportunities or signs of damage, deterioration or failure

Utilize available technology such as EagleView® Technologies to provide aerial photographs and measurements of buildings

3 Subsequent analytical testing, such as an infrared moisture scan, core analysis, on-site field testing or laboratory evaluation

Utilize available testing methods to provide the most accurate solution recommendations possible

Provide third-party justification that supports visual observations

4 Detailed report outlining building conditions and concerns, including supporting documentation and photographs

Develop a comprehensive report with written documentation and photographs using Garland's Roof Asset Management Program® (RAMP) or Quick RAMP (mobile version). Available to customer online in real-time

5 Comparative analysis of recommended solutions

Utilize Garland's life-cycle cost analysis tools to provide customers with a true cost over the life of the system

6 Assistance prioritizing recommended work to satisfy performance and budgetary requirements

Analyze roof conditions and develop schedule of work based on need and customer feedback

7 Assistance preparing construction documents, including comprehensive design of roof and wall assemblies, custom details and specifications

Garland's value-added services allow us to continue delivering solutions that provide leak-free performance beyond the warranted life of our waterproofing systems

8 Recommendation of pre-approved Garland authorized contractors

Garland forms partnerships with our contractors, who are screened for financial stability and vetted for performance, quality of work and adherence to safety requirements

Proper installation is critical to ensuring long-term performance of a roof system

9 Project management services to facilitate project budgeting, scheduling and logistics

Assist with pre-bid and pre-construction meetings to ensure contractors follow customer's requirements while on site

Conduct periodic quality control inspections to determine if specs and details are being followed properly

10 Assurance of compliance with all building code requirements

Garland's team of engineers are available to review roof and wall system designs

11 Installation monitoring to ensure Garland roof and wall systems are installed as designed and specified to provide long-term performance

Garland representatives are locally-based to provide diligent monitoring of their projects

They also receive more than 200 hours of classroom and field training in the proper design and installation of Garland building envelope systems

12 Long-term comprehensive guarantee of leak-free performance

Post-project evaluation includes execution of punch list, budget overview, issue of applicable warranty and coordination of preventive maintenance program



Completed Roof Projects



Completed Roof Projects



Completed Roof Projects



Completed Roof Projects



What is Cooperative Purchasing?

- Cooperative purchasing is used at the local, regional and national levels to allow like agencies to solicit contracts for commodities or services and aggregate purchasing volume, expertise and resources to gain better pricing, service, delivery and industry best practices.

What is Cooperative Purchasing?

- When an agency piggyback's upon another agency's legal competitive bid.
 - State contracts
 - Using another local school district, city, county, etc. bid
 - Using a Cooperative purchasing organization

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Cooperative Purchasing

- Achieve better pricing
- Avoid redundancy in bidding
- Stay legal and compliant
- Lower administrative costs
- Better deliver savings through volume buying
- **SAVE MONEY, TIME & LOTS of PAPER**

Why Use U.S. Communities?

SAVINGS	EFFICIENCY	VALUE
FREE! No cost or commitment to participate	Reduce time and resources for contract solicitation	Regional Program Manager is your dedicated support resource
An impartial lead public agency competitively solicits, evaluates and awards all contracts	Contract validation documentation and analysis is handled by the supplier	Independent audits and quarterly supplier reviews ensures compliance
Supplier commitment to provide the lowest overall public agency pricing	Transparent process to protect your ethical, legal and financial interests	Webinars and training, green solutions, rebate programs, local purchasing options and more



SETTING THE STANDARD OF EXCELLENCE

U.S. Communities is first cooperative program to earn the NIGP Accredited Cooperative (NAC) distinction.

NIGP's CEO, Rick Grimm, congratulated U.S. Communities for its "tremendous achievement that further distinguishes the program in the cooperative marketplace and reflects its commitment to supporting the values and principles of professional practice in public procurement. Our members asked us to set the standard for good cooperative procurement practice. We accepted that obligation through the NAC accreditation that was developed by and for senior public procurement officials who formed our NAC Design Team."

www.uscommunities.org/nac

Presence & Credibility

National Co-Sponsors



National Association of Counties (NACo)



Association of School Business Officials International (ASBO)



National Governors Association



CITIES STRONG TOGETHER

National League of Cities (NLC)



United States Conference of Mayors (USCM)

State Sponsors

Over 90 State Sponsors
Nationally

Illinois State Sponsors



Illinois Park & Recreation Association



Illinois State Board of Education



Illinois Association of School Business Officials



Illinois Municipal League

ACRO
SERVICE CORPORATION

TEMPORARY STAFFING SOLUTIONS

CINTAS
READY FOR THE WORKDAY™

FACILITY CLEANING, UNIFORMS & SERVICES

Fisher Science
Education

SCIENCE/LAB
SUPPLIES & EQUIPMENT

HAWORTH

OFFICE FURNITURE

Advance
Auto Parts

AUTO PARTS & ACCESSORIES

Club Car

UTILITY TRANSPORTATION
& GOLF VEHICLES

GameTime

PARK & PLAYGROUND SOLUTIONS

HD SUPPLY
GOVERNMENT SOLUTIONS

MAINTENANCE
& HARDWARE SUPPLIES

Aonex & Menon

PUBLIC SECTOR CONSULTING

COLUMBIA

UTILITY TRANSPORTATION
& GOLF VEHICLES

DBS

ROOFING SUPPLIES
& SERVICES

Herc
Rentals

EQUIPMENT RENTAL,
SALES & SERVICES

amazonbusiness

ONLINE MARKETPLACE

DLT
aws partner network

AMAZON WEB SERVICES

GOPHER

ATHLETIC SUPPLIES
& P.E. EQUIPMENT

Herman Miller

OFFICE FURNITURE

APPLIED
Industrial Technologies

INDUSTRIAL SUPPLIES

DLT
ORACLE Platinum Partner

ORACLE SOLUTIONS

GOOSE

MOWERS & IMPLEMENTS

THE PLUMBING & PAINTING
PRO

MAINTENANCE
& HARDWARE SUPPLIES

BI
a GE Group Company

OFFENDER MONITORING SOLUTIONS

experian

DATA, ANALYTICS
& FRAUD DETECTION SOLUTIONS

GraybaR

ELECTRICAL, TELECOMMUNICATIONS
& SECURITY SERVICES

THE PLUMBING & PAINTING
PRO

PAINT & PAINT SUPPLIES

carahsoft
Google Cloud
Premier Partner

GOOGLE SOLUTIONS

FARBER
SPECIALTY VEHICLES
Custom Coach

SPECIALTY VEHICLES

Insight
PUBLIC SECTOR

Corporate Reseller

CISCO

CITRIX Public Sector

COMMVAULT

Dell PartnerDirect Premier

EMC

hp

Hewlett Packard Enterprise

Microsoft

NetApp CORPORATE RETAILER PARTNER

Panasonic

Symantec

VERITAS

vmware

TECHNOLOGY PRODUCTS, SERVICES & SOLUTIONS

Knoll

OFFICE FURNITURE

KRONOS

WORKFORCE MANAGEMENT
SOLUTIONS

KOMPAN

PARK & PLAYGROUND SOLUTIONS

Mahindra
Tractors

TRACTORS & IMPLEMENTS

KONE

ELEVATOR & ESCALATOR
MAINTENANCE & SERVICE

MASSEY FERGUSON

TRACTORS & IMPLEMENTS

McKinstry

ESCO/ENERGY SAVINGS
PERFORMANCE CONTRACTING

Supplyworks
A Home Depot Company

MAINTENANCE
& HARDWARE SUPPLIES

PREMIER
US FOODS

FOODSERVICE
DISTRIBUTION & PRODUCTS

TAPCO

TRAFFIC CONTROL
PRODUCTS & SOLUTIONS

PREMIER
US FOODS

K-12 FOODSERVICE
DISTRIBUTION & PRODUCTS

Tradition
Energy

ENERGY MANAGEMENT
& CONSULTING

PREMIER

MEDICAL-SURGICAL
& PHARMACEUTICAL SOLUTIONS

TRANE

HVAC PRODUCTS & SERVICES

Rehrig Pacific Company

WASTE & RECYCLING SOLUTIONS

TRANE

ESCO/ENERGY SAVINGS
PERFORMANCE CONTRACTING

RICOH
savin
LANIER

MULTIFUNCTION DEVICES
& MANAGED PRINT SERVICES

ULG
UNITED LANGUAGE GROUP

INTERPRETATION
& TRANSLATION SERVICES

Software-Mallory

HOMELAND SECURITY
& PUBLIC SAFETY

UNICOM Government, Inc.
A Division of UNICOM

TECHNOLOGY SERVICES
& SOLUTIONS

Supplyworks
A Home Depot Company

JANITORIAL SUPPLIES

VIRCO

EDUCATION FURNITURE

**THANK YOU
For Your Time**



Partners for the life of your building.®

