

## **Tremco Incorporated**

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### **Global Sealants Division**

Commercial Sealants & Waterproofing

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## **Tremco Incorporated**

### **Pioneering a History of Innovation and Leadership for More Than 75 Years**

It began with an idea, a few good products and the desire to change the way business was done in the building maintenance and construction markets. The year was 1928. The national business economy was booming, but products sold into these markets were oftentimes of poor quality, misapplied and their manufacturers had little or no concern for repeat orders or long-term reputations.

William C. Treuhaft had a vision of a company with products developed to meet customers' needs and sales representatives who were thoroughly trained to respond to these requirements. The first products were roof cements and asphalt-based coatings. Sales representatives were put through the most intensive training ever seen in the industry. The first plant was opened on Cleveland's east side and the company was launched as Tremco (TRE for Treuhaft, M for manufacturing and CO for company).

Today, that single plant has grown to become The Tremco Group, a wholly owned subsidiary of RPM Inc., employing more than 3,400 people in dozens of locations around the world. Nine ISO-certified manufacturing sites operate in North America and the group has one of the world's largest research staffs totally dedicated to the development of construction materials. The Tremco Group currently consists of operating divisions specializing in the manufacture and sale of roofing materials and services, construction sealants, glazing and gaskets, waterproofing systems, concrete admixtures and sealers, grouts and mortars, firestopping systems and a host of custom designed products, programs and services dedicated to the worldwide construction, maintenance and repair industries.

## **Development and Diversification**

Throughout the company's history, an innovative, problem-solving philosophy has pioneered many major advances in chemical technology and product development that not only met but anticipated customers' needs. This approach has steadily fueled Tremco's growth over the years and recognition of the company's technological leadership. Despite the Stock Market Crash of 1929 soon after the company was founded and the subsequent Depression, the fledgling company survived and had tripled in size by the end of its first decade. The only full-year loss that the company has ever experienced was in 1932, when economic conditions were at their worst. During this time, though, Tremco's product range grew as well as recognition for the quality of its products. In 1934, Tremco was tapped to supply the products used to caulk the Washington Monument. These products were expected to last for approximately 20 years. They lasted 30 years.

As the company surpassed sales of \$1 million in 1941, an evolution was required to effectively respond to the needs of the industry. The evolution, however, generated a rebirth of the concept on which the company was started. It involved inside training and analysis of roofing problems, followed by extensive field training by experienced supervisors/trainers. The first class in 1946 spent 4-1/2 months in the classroom and 1-1/2 to 2 years under tight field supervision. The company flourished.

By the early 1960s, the Cleveland plant underwent a major renovation, capped by the installation of a highly sophisticated polymer reactor which enabled the company to create previously unknown polymer compounds and an era of development began. Using these compounds, Tremco began to develop exotic high-performance sealants never before seen in the industry. In 1964, 30 years after the caulking had been done on the Washington Monument by Tremco, it was finally time for further refurbishing and the new high-performance sealant MONO was selected for the job.

Development continued with the production of a multitude of first-of-their-kind products and the diversification into new products, markets and businesses began to gain momentum. The decision was made to go public in 1964. With this commitment to development and diversification came explosive growth and an increase in Tremco's influence around the globe. By 1978, Tremco was acquired and became a wholly owned subsidiary of BFGoodrich and growth continued.

In 1997, Tremco was acquired by RPM from BFGoodrich and was integrated with Mameco sealants and Republic Powdered Metals roofing products to expand and strengthen market share. Paramount Technical Products, Euclid Chemical, Tremco Barrier Solutions (formerly Koch Waterproofing Solutions), a market leader in below-grade waterproofing products and services, and and illbruck Sealant Systems have since become part of the company. This combination of leading companies and brands has provided Tremco with a leadership position in the roofing, sealants, waterproofing, glazing and firestopping markets around the world.

Tremco Global Sealants Division and Tremco Roofing and Building Maintenance Division were formed to maintain the focus and commitment to each industry segment. Despite ownership changes and acquisitions, the Tremco approach to serving customers has only grown stronger and remains unique in this industry. Today, no other company offers as complete a range of high performance products in each of the areas that it serves. This ensures total compatibility of all products and systems as well as single-source responsibility. When used together, the contractor or building owner has the benefit of a complete weatherproof warranty and local company representatives in most major markets to ensure accurate analysis, product recommendation, field adhesion testing and guidance for cost-effective “solutions” to customer applications.

### **Responding to a Changing World**

Major factors are impacting the way structures are designed and built today. Terrorism has created demand for structures that will provide protection against manmade as well as natural disasters. Environmental concerns are giving birth to sustainable building technologies. Energy consumption, indoor air quality and mold/mildew have taken center stage in the media generating the need for industry professionals to consider the expanded use of air barrier systems.

“Over the last 77 years, Tremco has committed its resources to the development of solutions to meet our customers’ needs – not just product development,” states Randy Korach, president of Tremco Global Sealants Division. “We have developed a reputation around the world for technological leadership and we are committed to continuing that leadership role. When faced with the toughest challenges on the job, our customers continually tell us that they trust only Tremco to deliver a problem-free solution. Our comprehensive knowledge of the industry also enables us to provide products that save our customers time, labor and money while giving them the assurance of long-term durability.

“In response to the concerns facing our world today, Tremco is again at the forefront. Our products and systems are put through exhaustive testing to ensure they meet or exceed the most rigorous standards. And, we have engineered high-performance, cost-effective solutions to provide building owners with the most responsible building strategies available. ”

Many of Tremco’s innovative solutions have been or are being used on major projects around the world, including:

- The Homeland Security Building in Washington, D.C. slated for completion in 2005 (protective glazing system for blast- and impact-resistance)
- World War II Memorial in Washington, D.C. completed in Spring, 2004 (the only joint sealant able to meet Class I rating indicating it is suitable for immersion)

- Canadian War Museum in Ottawa, a national museum dedicated to the education, preservation and remembrance of Canada's military history and slated for completion in summer of 2005 (structural glazing, sealing and firestopping solutions)
- Le Grande bibliotheque du Quebec in Montreal, based on a design selected from an international architecture competition to create a provincial cultural institution incorporating lecture halls, auditoriums, a café, a research center, exhibition space, a conference center as well as kiosks and facilities for neighborhood booksellers and the library with a seating capacity for 2,500 people (structural glazing and firestopping)
- SkyDome in Toronto, one of the world's busiest premiere entertainment centres and home to the Toronto Blue Jays Baseball Club and the Toronto Argonauts Football Team (all interior and exterior caulking as well as joints for all precast seating)
- Soldier Field in Chicago, IL (the only traffic deck coating system capable of performing on non-vented metal pan decks with full warranty)
- Torre Mayor, Latin America's tallest office tower (waterproofing and glazing solutions that would provide the appearance and long-term performance required for this exquisite corporate landmark while sitting in the middle of one of the world's most active seismic zones)
- Nelson Mandela Bridge in Johannesburg, South Africa (deck coating system)
- Burj Al Arab, the world's only seven-star hotel which has become the icon for Dubai and towers 321 meters above the Arabian Gulf on a manmade island some 280 meter offshore (protective glazing system and firestopping products capable of providing the ultimate weather and disaster protection)
- Petronas Towers in Kuala Lumpur, Malaysia, the tallest building in the world at 494 meters (gaskets and firestopping)
- Sydney Opera House in Sydney, Australia (Dymeric multi-component polyurethane sealant)

### **Charting a Course of Uncommon Success**

Tremco Global Sealant Division's history of developing cost-effective, comprehensive solutions for customers has enabled the company to sustain a leadership position. Financially, despite a sluggish economy and declines in commercial construction, Tremco Global Sealants Division has posted double-digit sales increases and the momentum is expected to continue. Technologically, the patent-pending Advanced Silicone Technology™ (AST) developed in recent years has spurred product development that is revolutionizing the sealant industry and efforts are underway to enable production to keep up with demand for the silicone sealants. Also, new products in the residential market are being launched that will increase the efficiency of constructing window and door products while providing a more cost-effective solution than anything else in

the industry. In addition, RPM's acquisition of synergistic companies with industry-leading brands continues to extend Tremco's capabilities and reach.

“Our commitment to our customers and the industries that we serve has never been stronger,” states Korach. “This company was started more than 75 years ago with the singular, simple vision of our founder William Treuhaft: to create the finest manufacturing company serving the construction industry. We remain true to Mr. Treuhaft's vision today and intend to continue his work for the next 75 years... and beyond.”