



# SUCCESS STORY:

## LaVanture Products

### Company Profile

LaVanture Products was established in 1969 and has been supplying the RV, cargo, marine, and heavy truck equipment industries ever since. While the aforementioned industries are LaVanture's main customers, they also supply quality products to construction, green houses, vending machine, and green energy manufacturers. Since 2001, Tremco products have been used to supply LaVanture's customers with solutions for a wide range of needs.

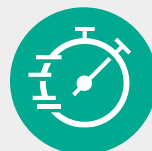
### Tremco Value Proposition

The goal for Tremco is to be a resource for businesses, not just another supplier. With a skilled sales and technical team, Tremco is able to support customers throughout the entire process - from specification to installation.



#### Product Used

TREMPRO® line and Chem-X® Pro



As a single-source provider, Tremco helps simplify the selection and ordering process, saving you time and reducing costs.

## Consistency is Key

Tremco stocks 60 days of inventory in our local warehouse specifically for each customer. This means that when an order is placed it arrives at our customer's facility in a matter of days. Making sure that LaVanture has access to the product that they need is a priority to Tremco and their lasting relationship.

## Unequaled Customer and Technical Service

All of Tremco's sales and technical representatives are highly trained and work directly for the company. LaVanture Products has experienced the benefits of Tremco's expertise through side-by-side training. Tremco sales representative, Vince Lambert, visits LaVanture on a regular basis and also rides along with the sales team to help on different opportunities.

There is a variety of industries that LaVanture serves, therefore Tremco prepares a comprehensive offering for all of those specific needs. But it's not enough to just suggest products. Tremco likes to learn about all the specific pain points of each customer, what the installers find works and what doesn't, and how they can help to assist in the speed of installation.

*"Our customers do not have quality issues. Tremco products are consistent and reliable... Should something need to be moved up or back, we just reach out and it is taken care of. This is a luxury that we don't have with all of our suppliers. We feel like we have an extension to our team for all areas of our business."*

**Lisa Rhinesmith, National Sales Manager**



## Tremco and LaVanture - A Perfect Match

LaVanture has enjoyed the benefits of Tremco's high quality silicones, urethanes and adhesives along with our unmatched sales and technical service. At Tremco we see our customer's success as our own. With over 20 years doing business together, the relationship didn't just happen, it was earned.

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Tremco Construction Products Group (CPG) brings together Tremco Incorporated's Commercial Sealants & Waterproofing and Roofing & Building Maintenance operating divisions; Dryvit Systems, Inc.; Nudura Inc.; Willseal; Weatherproofing Technologies, Inc. and Weatherproofing Technologies Canada, Inc.

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