

Waterproofing & Restoration



Assisting with the Inauguration

January 20 was quite a day in the Washington, D.C., metropolitan region. Crowd estimates for the inauguration ranged as high as two million people packing the subways, hotels, restaurants, and streets of the nation's capital. In addition to the big crowd making it tough to get around in the city, many access routes were closed beginning as early as the Saturday before the inauguration.

For companies doing business in the city, advance preparations were made to avoid unnecessary trips into town. Valcourt was no exception. Both our window cleaning and waterproofing/



restoration branches scheduled crews away from the city on the day of the event, working instead in the surrounding suburban areas where possible. Most bridges into the city were closed on the 20th, and this caused many businesses to change their plans for the day. For example, our corporate offices were not open as normal, so many folks worked from their homes.

There were some opportunities created by the inauguration for both local branches, however. Several building owners and managers accelerated their window cleaning schedules to make sure they were looking good, and DC/Baltimore waterproofing and restoration crews pressure cleaned several buildings to make them look their best. We also got the opportunity to assist Axent Realty Group with its efforts to welcome the new president. Axent Realty Group, a company specializing in property management, leasing, construction management, and structured financing, owns and operates a class A commercial office building right in the heart of the parade route, at 13th and Pennsylvania Avenue.

According to Tom Cook, Chief Engineer for Axent, the owners wanted to do something special for the event. Since Valcourt recently completed a large restoration project on the building, Tom contacted us to provide access equipment and a crew to hang banners on the building located at 1275 Pennsylvania Avenue, three blocks from the White House. Even though temperatures were hovering well below 20 degrees and the winds were making it feel worse, the welcoming banners were hung by Superintendent Pedro Franco and his crew of frosty technicians.

Commenting on the process after the inauguration, Tom said, "The owner was quite pleased with the banners. I want to thank Pedro and the other guys for getting this completed on time with a very short schedule and working in the wind and cold." Valcourt was very happy to help and appreciated the opportunity to work with Axent to complete the project on time.

branchNEWS

As New Jersey waterproofing's service department continues to grow, the branch has taken advantage of the quieter winter months to reorganize its service and administration departments. Loretta Efstathiou has been added to the administration staff, and Travis Gedding has been promoted from Superintendent to Manager of our service crews.

The reorganization's aim is to provide faster and better service to New Jersey's clients, who will experience this with even better response time for quotes and site visits, and faster and more complete communication. This move was wise because we have seen clients and prospects defer waterproofing projects to the end of 2009 or beginning of 2010. We anticipate a rise in small leak repairs, as waterproofing materials continue to fail. We want to be able to help our clients weather these tough economic times and for them to know that we are able to support them on their large dollar projects as well as the small ones. This new department alignment should be fully operational in time for the spring rainy season. Until then it will be business as usual, which means clients will still get excellent service on all the work that is entrusted to Valcourt.

clientNEWS

Aquatic Realty

Founded in 1985 and located on Perdido Key, Aquatic Realty is one of the oldest professional community management companies in the Florida Panhandle. Throughout its business history, Aquatic Realty has excelled at providing services that are specifically and exclusively geared toward the management of homeowner and community associations. By focusing its efforts on providing value-added services, Aquatic Realty gives its clients quality time and personal attention that is tailored to their management needs. This philosophy, along with an ongoing commitment to continued improvement through industry-related education, has allowed Aquatic Management to develop long and mutually beneficial business relationships. Such is the relationship with LaPlaya Condominium, located on Perdido Key, which is managed by Aquatic Realty and was waterproofed by Valcourt.



La Playa Condominium

The Aquatic Realty professional team is led by Grace K. Eris and D.J. Drury, who have a combined 60-plus years of real estate management and sales experience. This common bond of service excellence brought Aquatic Realty and Valcourt Building Services together, and we look forward to continuing our mutually beneficial business relationship for many years to come.