

SOLUTIONS



A NEWSLETTER FROM LESKO RESTORATIONS, INC.

MARCH 2002



Clemson's Tillman Hall, South Carolina Landmark, Gets Lesco Facelift

One of South Carolina's most recognizable buildings is in its best shape in many years, thanks to the work of Lesco. Clemson University's Tillman Hall, with its widely recognized clock tower and adjoining Memorial Chapel, underwent extensive exterior restoration.

The work on Tillman consisted primarily of cleaning and repainting both the fascia and soffit. Lesco crews also repointed deteriorated masonry joints, recaulked the metal-to-brick window perimeters and applied a siloxane water repellent.

The work for the Memorial Chapel consisted of cutting out, cleaning, priming and re-caulking the window and door perimeters. Each window was carefully sanded and painted. The fascia and soffit received a new coat of paint as well.

Tillman Hall, built in 1893, was nearly destroyed by fire in 1894. Originally called the Agricultural Building, it was renamed in 1943 for "Pitchfork" Ben Tillman, S.C. governor, U.S. senator, and Clemson life trustee.



Mission Accomplished: Lesco Converts 38 Branches for CCB; Tracks Progress on the Web

Banking these days requires quick response, and Lesco has been delivering just that in its support role for Central Carolina Bank & Trust.

As a result of recent major bank mergers, CCB of Durham, North Carolina acquired 38 new branch bank locations in North Carolina, South Carolina, Virginia, and Georgia. CCB turned to Lesco with a significant challenge: converting 38 branches from their former bank identities to the CCB identity over a period of two weekends. All this was to be accomplished without interrupting normal operations!



The changeover required attention to all of the details that contribute to a bank's identity, including interior and exterior paint color, interior and exterior signage, canopies, phone kiosks, CRM stations, light boards, carpets, trim colors, and other graphics.

All of the work was tracked on a private website created especially for this project. CCB executives monitored the progress at each location every step of the way.

"On routine maintenance, we're excellent," said Lesco president Toby Chapman. "This was anything but routine! Lesco thrives on rising to meet these kinds of challenges."

New Orleans 'Grand Dame' Getting the Lesco Touch

Vision. Fortunately, there are people who possess the vision to recognize historic beauty and are willing to invest the dollars necessary to keep historic structures in top-notch shape.

Directly across Canal Street from the



The Fairmont's owners initial major contract with Lesco grew into an even larger one, as often happens in restoration work.

"French Quarter" sits one of New Orleans' most elegant hotels – The Fairmont. Formerly The Roosevelt Hotel, this 100-year-old grand dame has over 700 guest rooms and thousands of

square feet of meeting and office space. The Fairmont has provided for people from all walks of life, including foreign dignitaries, prominent political figures, Mardi Gras revelers, and most recently the world champion New

England Patriots NFL football team.

After a century of exposure to the elements, The Fairmont's Barrone Street facade was in need of a facelift.

The goal was to provide a watertight exterior and aesthetically improve the hotel's appearance. The highly ornate terra cotta and brick entrance had withstood years of hurricanes, floods, storms,

cold winters, and extremely hot summers with minimal leakage or maintenance.

As part of the eight-week upfit, the entire terra cotta and brick elevation was cleaned, repointed, and the joints replaced. Cosmetic and structural defects in the facade were repaired and resealed. Repairs were also made to the intricate, decorative areas of the ornate terra cotta. Under the experienced, watchful eyes of Fairmont project manager Gerald Faulkner and Law Engineering manager Les ZumBrunnen, this

"grand dame" of New Orleans will remain as beautiful as ever.

To find out more, contact Don Ford / dford@lesco.net



Construction Services Tackles Interior and Exteriors with Equal Aplomb

Good help is hard to find. Lesco clients know our Construction Services Division handles the upfits which make buildings more functional and attractive.

LESCO

Construction Services Division

- Interior Upfits
- Exterior Upfits
- Capital Improvements
- Budget Estimates
- On-site Supervision

Crossing financial center in Easton, Pennsylvania, Lesco also took on and completed an extensive scope of work.

"For large projects, contractors will be lining up," said Lesco's Richie

We recently completed two projects in the Northeast, reports Patrick McKeon of Lesco's New Jersey office. In Schnecksville, Pennsylvania, Lesco performed extensive interior renovations to the Schnecksville financial center.

At the Stones



Lancaster. "Lesco handles the smaller and medium-sized commercial projects that most companies are not interested in."

What other kind of work does CSD do?

- Converting an auditorium into seven offices in Clemson University's Sistine Hall.
- Refurbishing three floors of a bank building in Winchester, Virginia after asbestos abatement.
- Replacing 2200 square yards of carpet in a commercial building in Dallas.
- Replacing carpet, drywall, and wallpaper damaged after a water main break in a Charlotte bank building.



To find out more, contact Richie Lancaster / rlancaster@lesco.net

Lesco Detectives Report Success

Did you know that Lesco employs a force of detectives? We do.

Of course, when you call for a detective, you may get the bumbling French Inspector Clouseau, the Peter Sellers character from "The Pink Panther."

If you're lucky, you'll get Peter Falk's Columbo, with his knack for asking "just one more thing" that leads to the real culprit.

Do you have leaking walls, windows, or roofs?

Call us. Our experienced detectives know that the sources of leaks can be elusive. So let Lesco do the investigating for you.

We can water test your walls, windows, and roofs. After the investigation, a written report, complete with photos and a repair procedure, will be sent. Don't continue to put up with the headaches caused by a leaking building. Call Lesco.



Binswanger Chooses Lesco

Lesco is proud to announce a new business relationship with The Binswanger Companies of Philadelphia.

Lesco will provide Binswanger with help desk services for problem resolution, vendor dispatch, and reporting. Binswanger will also use the services of Lesco technicians for maintenance issues, and Lesco's Construction Services Division for construction projects.



Binswanger is a national and international real estate management company of impeccable reputation.

"We've been peripherally involved with Binswanger for a number of years," said Lesco's Scott Smith. "This new relationship allows us the chance to provide a wide scope of tactical services. We are a believer that 'one size does not fit all,' and we have customized our services to parallel the needs of Binswanger."

Carolina First Puts Lesco to Work On 120 Locations Across SC

Carolina First Bank has contracted with Lesco to handle facilities maintenance for 120 South Carolina branches.

Lesco will be working jointly with Jones Lang LaSalle, Carolina First's property management company.

Jones Lang LaSalle is a leading global provider of comprehensive real estate and investment management



services, serving clients from offices in over 100 markets on five continents.

Lesco will perform building evaluations, assist Jones Lang LaSalle in capital budget development, and perform maintenance calls.

We proudly welcome as new clients the fine people of Carolina First Bank!

To find out more, contact Scott Smith / ssmith@lesco.net



Lesco Has Responsibility to Share The Good and The Bad News

Good news and bad news. Lesco's work in the field of restoration and waterproofing means we have to deliver both kinds. Take, for example, a recent sub-grade waterproofing job. Although the medical office building was only a few years old, the tenants had experienced water leaks from the time they first moved in. Lesco was hired to perform a sub-grade waterproofing repair.

Note: Lesco does many sub-grade waterproofing jobs for general contractors in new construction. This is one area where getting the job done right the first time is crucial.

Upon excavation, Lesco found a

bigger task than expected.

"We found problems that were beyond our original scope of work," explained Lesco's Wayne Moore. "The original waterproofing system was not functioning properly. We found that part of the slab had settled, so we stabilized the slab before a new waterproofing system was put in place. Finally, we carefully backfilled so not to damage the work.

"We owe it to our clients to get the job done correctly. As professionals, we won't do less than what it takes to really fix a problem. Otherwise, everyone involved loses."

To find out more, contact Pat Lauro / plauro@lesco.net



A Message From Our President

OUTRAGEOUS TECHNOLOGY

You know there might be something to this Internet thing after all.

Lesco has had a web page at www.lesco.net for the past several

years that advertises what we do. We recently connected to a web-based e-mail system that does a better job helping our field technicians keep in touch with the office. Pretty routine stuff?



Toby Chapman
President

Well, several of our project managers wanted a better way to keep track of their jobs, so after a few brainstorming sessions, we now track multiple projects on-line

...we now track projects on-line that can be accessed from anywhere.

with a system that can be accessed from anywhere. Just last month, we had over two dozen small jobs in two dozen locations that had to be finished over a 10-day period. Enter the Internet.

Our command center tracked all of them on the web so our project managers could see updates every three hours! Our superintendents e-mailed before and after photos of the work, and everyone was kept up-to-date. Even the customer had access to our progress and could monitor the work.

Two questions come to mind. Is anybody else doing this? Where do we go next?

Stay tuned. We have some innovative things going on that may benefit you.

Flynn Named VP of Administration

Congratulations to Lesco's Jerry Flynn, who has been promoted from his role as director of human resources to the position of vice president of administration.

Flynn will continue his responsibilities for management



oversight and strategic direction of human resources, but will add the new duties of coordinating all internal services in support of new and existing

customers.

Flynn joined Lesco in 1997.

Moss Is New Human Resources Manager

Lesco welcomes Donna Moss aboard as our new manager of human resources.

Moss comes to Lesco after holding human resources positions with Honeywell, Insulfab Plastics, and Spartan Communications/WSPA-TV.



Donna is a graduate of UNC-Chapel Hill and in 1999, she earned her Professional Human Resources Certification. She and her husband Harry have one son, 18-month-old Kobe.

To find out more about employment opportunities, contact Donna Moss / dross@lesco.net

Morse, Ford in Industry Leadership Positions



Mike Morse



Don Ford

Lesco's Mike Morse and Don Ford are more than simply members of the International Concrete Repair Institute (ICRI), they are leaders in the organization. Mike Morse is currently vice president of ICRI, and next year, Mike will move to the position of president. Don Ford currently serves on the ICRI Board of Directors.

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