



Phone: (800) 874-6207

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It may be hot, but that doesn't stop our Super Hero Team Members from making smiles at Nemours Children's Hospital, June 30.

July, 2016

**Quick Links:**

[Window Cleaning Maintenance](#)

[Pressure Cleaning](#)

[Commercial Services](#)

[A-1 Facebook Page](#)

From the Desk of Vickie Head,  
 President, A-1 Orange...



**Plan/Budget Now for Capital Projects to Secure Your Building's Envelope.**

It is hard to believe it is already mid-July. That means we are in the middle of vacations, and, in the heat of summer. And, oh baby, it is HOT OUTSIDE.

While our team members are working outside in this heat, many of our business partners are inside working on their 2017 budgets. As this budget season begins, we would like to remind you to contact us for all of your exterior building service needs. We are your answer for complete exterior building services. Be it a routine

**PROPERTY PROFESSIONAL PERSPECTIVE:**

**KEN BALBONI**  
 Customer Service,  
 Coastal Construction Products



*"As part of Coastal's technical sales team, it is my job to stay current on the latest technology in the industry so that I can provide my customers with the best solution for their project need."*

Coastal Construction Products provides caulking, sealing,

**JULY FEATURED SERVICE:**

**BUILDING ENVELOPE WATERPROOFING**

**A-1 USES QUALITY PRODUCTS, SPECCED FOR YOUR JOB AND APPLIED BY EXPERIENCED TEAM MEMBERS FOLLOWING MANUFACTURER'S SCOPE.**



**Carin Mack, Executive Assistant, Specialized Services Coordinator discusses a recent waterproofing bid request.**

Q: We have an outdoor fountain which needs to be waterproofed, but no information about what has been done before or what products were used. Help!

*"At A-1 Orange, we take waterproofing very seriously, because we want your completed project to receive a product manufacturer's warranty, so that you get the longest life on the repair.*

*In this case, I contacted my rep at Coastal Construction Products, our valued Business Partner, which supplies our exterior sealants, caulking and waterproofing materials. They arranged for a manufacturer's rep to visit the property and conduct a proper inspection of the site. Then, they produced a scope of work, providing A-1 Orange with the recommended products, prep and application techniques for the job, and the timing of inspections required for warranty activation.*

*Using this scope, a bid was prepared, and submitted. Upon completion of the work and any required inspections, the completed project carries both A-1 Orange's 100% satisfaction guarantee and the product manufacturer's warranty."*

## JULY EVENTS

**July 19, 5:30 - 8:30 pm:**

BOMA Orlando Summer Bowling Social

**July 20, 11:30 am:**

BOMA Orlando Monthly Membership Luncheon

**June 16:**

BOMA Jacksonville, 2016 Baseball Fun Social Event

**July 26:**

Greater Tampa Bay BOMA Monthly Luncheon

maintenance project such as window cleaning and pressure cleaning, or a large capital project such as waterproofing of your full building envelope. We are ready to get you the budget numbers you require.

Featured in this month's newsletter is an article from our Coastal Construction Products Technical Rep, Ken Balboni, with a good overview of what you need to be looking for when getting waterproofing and sealing bids. Also, our Specialized Services Coordinator, Carin Mack, describes the process that A-1 Orange recently followed to prepare a recent waterproofing bid request for an outdoor fountain. When A-1 does your waterproofing and sealing, we leave nothing to chance, from quality product selection and preparation to application and product warranty inspections.

Here at A-1 Orange, we have recently renewed our \$10 million auto and general liability policies with a top-rated insurance company. We are also in the midst of our corporate health insurance renewal for team members. We know how these rates have affected our pricing going forward to 2017. Contact your A-1 Customer Service contact or Kerri Marvin, A-1's Business Development Director at 1-800-874-6207 to get you proper budget pricing.

In the meantime, stay inside and stay hydrated. Leave the exterior building services to us



**Kerri's Korner**

**Kerri Marvin, Director of Business Development**

**Need Leak Repair Work or Help Budgeting for a Capital Waterproofing Project?**

**CODE ORANGE**  
**(800) 874-6207**

***Call Our Dependable Experts!***

If you are in the market for exterior building services, **CODE ORANGE!** When you engage A-1 Orange, you get these advantages:

- Licensed and bonded, fully trained team members, **EMPLOYEES not independent contractors**, with an average of 9+ years exterior building

waterproofing, concrete repair and fire protection products across the South and the Caribbean. Working with top manufacturers in this industry, Coastal carries sealants for windows, doors and joints, performance caulking for windows and doors, vertical coatings, deck coatings, and balcony coatings. They are experts in the compatibility and longevity of various coatings in the marketplace.

Once the best product for your job is selected, choosing an exterior building services contractor that has trained, experienced applicators who will follow the scope of work provided is the best key to success. Contractors must properly prepare the surface, address any damaged or difficult areas/challenges, apply the product and arrange for warranty-required inspections during and/or post installation. Manufacturers' warranties are invalid if scope of work is not followed.

One particular pitfall to avoid is "value engineering," where an alternate product is brought to the table to save money. Waterproofing balconies is a case in point. Instead of putting a high performance balcony waterproofing system down, a contractor may recommend saving money by using several coats of paint instead. Remember, cheaper does NOT hold up, leaving the balcony structure unprotected and exposed to the elements and requiring expensive repairs/replacement before its time.

A-1 Orange and Coastal will be sharing more about some exciting NEW products made possible by technology advances and offering great benefits in the next few months! Contact A-1 Orange to learn about using these exciting new waterproofing,

**\* Building Envelope Cleaners & Sealants by Proseco**, dean and protect your concrete, masonry and stone from damaging exposure to the elements and environment.

**\* Deck Coatings by PLI-Dek**, a new generation of waterproof membranes for plywood and concrete surfaces that are decorative in nature, **with a Florida product approval from the state.**

## A-1'S SPIDEY MAN AT WORK AGAIN!



## JULY SWAG CONTEST:

FIND THIS SLOGAN IN OUR WEBSITE TO WIN A-1 SWAG:

How can we help you?

Go to our website and breeze through the pages in the main index and find this slogan. The first three (3) people to send an email to [kmarvin@a1orange.com](mailto:kmarvin@a1orange.com) will receive A-1 swag!

### Proud Members:



**Greater Orlando Chapter**  
INTERNATIONAL FACILITY MANAGEMENT ASSOCIATION (IFMA)



Mission Statement:  
Advancing Tourism and the Community through Hospitality  
The World's Largest Regional Hotel Association

- services experience;
- Job site **SAFETY** is a top priority to protect our team members, your staff/residents/ customers/guests and your property;
- We **PARTNER** with you to develop work plans that **meet your property's needs and your budget**, and **schedule all work when most convenient for you**.
- **PROTECT** you with **\$10 million Umbrella Liability Insurance** and **\$1 million Workers Comp Insurance**, both in excess of statutory requirements and, very importantly, insured by top rated insurance companies.
- **100% Customer Satisfaction Guarantee**, our job isn't done til you are happy.

To learn more about how A-1 Orange can service your exterior building services needs, please contact [Kerri Marvin](#) today!

We are here to make your job easier and your properties shine with the A-1 glow!

## A-1 TEAM MEMBER SPOTLIGHT:

### Jillian Figueroa



*"I really enjoy working on painting proposals, gathering the necessary information and strategizing the types and amounts of products needed and the time it will take to complete the project." Jillian Figueroa*

Having started with A-1 Orange this past March, my focus is on customer service, answering phones and assisting customers with questions or directing their calls to the correct person. Whenever I have the chance, I try to learn as much as I can about all aspects of the company so I can help wherever it is needed. I'm especially interested in learning how to do painting and waterproofing proposals.

I have truly enjoyed my time at A-1. All our team members have been very supportive, patient, and helpful! This includes our technicians out in the field and also the wonderful ladies in the office. I am looking forward to a long, successful future with A-1.

My husband, son and daughter moved to Orlando and Metro West in July, 2015 from Massachusetts to escape the cold! I have worked part time for the past seven years so that could focus on my son, Bryce (6), and daughter, Mya (3). Now that my daughter is old enough for preschool I decided to go back to work full time. My children are my greatest accomplishment!

**\*Crack Repair Products by Roadware**, which offer low viscosity (bleed into cracks), fast curing time and the ability to return concrete floors to service quickly.

**\* Self-Cleaning Vertical Wall Coatings by BASF Chemical Company**; dirt and debris are cleaned off by rain and have a 10-12 year product life!



**HAPPY JULY BIRTHDAYS!**

## A-1 Friends & Family

Jose Rivas, 7/7  
Carin Mack, 7/8  
Felicia Flores, 7/9  
Juan Henao, 7/10  
Jaqueline Fermin, 7/11  
Vickie Head, 7/11  
Christy Massie, 7/12  
Katyann Beerbower, 7/13  
Keifer Head, 7/14  
Doug Beattie, 7/16  
Michael Nobles, 7/17  
Kappy Konner, 7/23  
Jose Ortiz, 7/24  
Maria Maldonado, 7/25  
Lisa Larocca, 7/26  
Amy Meredith, 7/29  
Jose Nieves, 7/29  
Kim Smalls, 7/29  
Diane Crouse, 7/30  
Richard Straub, 7/30  
Ed Meza, 7/31

*Want to be included in our monthly birthday callout?*

Send your birthday to [kmarvin@a1orange.com](mailto:kmarvin@a1orange.com).

## FUN DAY AT BOMA JACKSONVILLE SUNS GAME NETWORKING SOCIAL, JUNE 16!





Active Member of the  
International Window  
Cleaning Association

Proud Associate Members  
of:



PENTHOUSE SPONSOR



GOLD SPONSOR



As a mom, most of my hobbies revolve around my family. We like to swim in the pool, go to the movies, play sports, and spend the day at the park. We like to stay outside and be active, enjoying this amazing Florida sunshine and weather!

Can you match 9 of our recently spotlighted team members with info shared in their spotlights? The first three to send the form from [A-1's FACEBOOK](#) to Kerri with the correct answers win fun A-1 Orange swag!

*Need a little help? All of A-1 Orange's past newsletters are now available on-line [on our website here.](#)*

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## A-1 Orange Exterior Building Services

Orlando: (407) 422-1040

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Tampa: (813) 985-3540

Toll Free: (800) 874-6207