



BELFOR Property Restoration And BELFOR Environmental Partnership Results In Satisfied Clients

Situation:

A 30-story high-rise landmark building in downtown Dayton, Ohio suffered a fire in the electrical room on the 23rd floor. As a result, common areas, as well as tenant space, on floors 22 through 24 were contaminated with asbestos and smoke damage. The air conditioning system, located above the drop ceiling, was also contaminated with asbestos and smoke spread asbestos fibers through the air ducts up to the 27th floor.

Issues:

The critical issue for the owner was the contractual nature of their leases only allowed for 90 days for the tenants to be out of location due to this type of event. After this time elapsed, they had the option to cancel their lease.

The building owner hired a local restoration company for the emergency work on the common space. The company subcontracted the asbestos work. The subcontractor could not effectively coordinate the effort, as they were not familiar with all components of the job. Timelines slipped and delays jeopardized the re-opening of the building. The owners were at risk of losing leases.

Furthermore, the asbestos abatement subcontractor was performing excessive remediation work, not adhering to critical path tasks and performing incomplete work. For instance, abatement team cleaned the supply side of the air conditioning system while the return side remained contaminated. Because BELFOR Property Restoration was able to reduce the schedule within the 90 days required to eliminate loss of tenants, as well as reduce and structure the project budget to better align with insurance coverage, BELFOR Property Restoration was retained immediately to complete the entire restoration.

"By partnering with our internal environmental services arm, we were able to offer integrated services all under one roof. For our clients, this meant increased efficiencies and cost savings. For BELFOR, this meant a substantial increase in job scope and revenue that would stay within the company rather than being distributed to subcontractors."

**Mitchell Parks, BELFOR
Property Restoration**

Solution:

BELFOR Property Restoration approached the general contractor and property owner about the quality problems and schedule lapses. Teaming with its in-house services firm, BELFOR Environmental, BELFOR Property Restoration presented a complete solution to get the project back on schedule. Realizing BELFOR understood all components of the job and had the ability to manage the effort, as well as self-perform the environmental work, the building owner hired BELFOR Property Restoration to take over as general contractor.

Result:

By offering restoration efforts in tandem with BELFOR Environmental's component, the initial \$300,000 contract for tenant restoration on the building expended into a \$8 million job. BELFOR served as general contractor for the building restoration, plus signed a number of the tenants for their space remediation. Working side-by-side, BELFOR Property Restoration and BELFOR Environmental delivered a unified, cohesive solution enhanced with a professional, can-do attitude. BELFOR Property Restoration and BELFOR Environmental exhibit an understanding of all components of the job, including overall organization, asbestos abatement, remediation processes and insurance constraints, trimming both project schedule and costs. The integration of these divisions results in increased revenue for the corporation, a successful project and satisfied customers.

"Insurance companies allow a certain amount of money for asbestos abatement. However, abatement subcontractors perform many non-asbestos activities eating up those insurance dollars. We were able to separate non-asbestos issues such as soot and odor damage from true asbestos abatement in the invoices, maximizing the insurance coverage provided to both the owner and tenants."

Matt Wetzel, Senior Vice President of Operations, BELFOR Environmental