



How WGN Thermal Uses BASF Innovations to Win the Race to Revenue

Constructing a new facility is one of the most significant investments a company can make—but it also carries a significant risk to the bottom line. The exterior walls of a building are always on the critical path to project completion. Days saved on the construction schedule equate fully to accelerated project revenues; present day revenues as opposed to adding days at the end of a project's life span.

Through the extensive application of its tekR Structural Thermal Envelope System, WGN Thermal has helped companies throughout North America and the Caribbean generate accelerated revenues. Utilizing a galvanized, light-gauge steel core embedded in a BASF Neopor® graphite polystyrene exterior, tekR panels effectively replace steel stud, structural sheathing and insulation, while achieving the Continuous Insulation (CI) building code requirements without additional materials, labor, and time.

WGN Thermal leverages the depth of the BASF commercial construction chemistry portfolio to help enable companies to quickly construct efficient, sustainable facilities to their exact design specifications.

HOW THE TEK R SYSTEM ACCELERATES REVENUES WHILE LOWERING LONG TERM COSTS

WGN Thermal's tekR panel system allows for a much shorter construction timeline—5X faster to install than a conventional stud wall.

The tekR system also reduces ownership costs for the completed building. By incorporating BASF Neopor® as a high performance product in the design of tekR panels, all North American building codes for R-value are easily exceeded. The panels also allow building designers to capture significant LEED credits in several critical areas, often improving a project's LEED rating from Silver to Gold or Gold to Platinum.

While other construction materials can lock a designer into a particular look for a building, tekR panels allow the application of virtually any interior and exterior cladding system, from block and brick to metal skin, siding, acrylic stucco, or other exterior cladding panels.

PROJECT PROFILE

GATE Petroleum Convenience Stores

LOCATION

40 Gate Convenience Stores
New Commercial Construction

DESCRIPTION

WGN Thermal LLC worked closely with Gate Petroleum and its design team to integrate tekR Structural Thermal Envelope System into its construction process to gain efficiencies while maintaining the signature look of the Gate store designs.

TECHNOLOGY

The tekR Structural Thermal Envelope System is comprised of only two materials; galvanized light gauge roll-formed steel core embedded in an insulating body of Neopor® graphite polystyrene foam insulation by BASF.

PROCESS IMPROVEMENT

By using tekR Gate Petroleum is able to complete the construction of a new store in 100 days. tekR is installed with a crew of 5 in less than two shifts.



"tekR has allowed us to reduce the construction time it takes to open a new store by 30 days compared to our former conventionally built stores, allowing Gate to generate revenue much quicker. Simple installation and light weight helps to lower safety risks. The quality and durability of the product is consistent and we can now overlap trades. Combining these advantages with tekR's superior energy performance and strong customer support it gives Gate Petroleum a winning formula and a strong value proposition." said Mike Junk, Manager of Construction, Gate Petroleum Company."

- Mike Junk,
Manager of Construction,
Gate Petroleum Company

GATE PETROLEUM SHOWCASES TEKR CONSTRUCTION CAPABILITIES

Gate Petroleum has used WGN Thermal exclusively in the construction of its new convenience stores for the past 12 years.

Across the construction of these new facilities, the tekR system has increased Gate's speed to revenue dramatically, allowing the company to complete construction of a new facility in 100 days or less. At most new Gate Convenience Stores, tekR panels can be installed by a crew of five in only two shifts, clearing the way for additional trades start their work much sooner. In some cases, the time savings can amount to a full month.

tekR's design flexibility also slots nicely into GATE's signature acrylic stucco facility exteriors; the panels are designed for the finish to be applied directly to the BASF Neopor® graphite styrene surface, which saves even more time and money for Gate.

WGN THERMAL USES A CLEAR FIVE STEP PROCESS TO ADAPT THE TEKR INSTALLATION TO EACH PROJECT

- WGN value engineers and apply the tekR system to your project, working with your design team.
- Project requirements are reviewed to provide pricing along with a detailed value proposition, including expected energy savings, scheduling benefits, and surfacing system applications.
- Approval drawings are reviewed with the architect and builder, after thorough detailed engineering and detailing process.
- A complete package for permit submittal and review is provided, along with engineering calculations as they relate to the tekR system.
- Following approval of drawings, a delivery schedule is defined. A tekR representative is on site to train the crew on the panel installation process to assure the schedule is met.

WGN LEVERAGES BASF CONSTRUCTION SOLUTIONS TO DELIVER VALUE

Constructing a new building can figuratively be considered a race against time, but when companies are facing a loss of revenue due to an extended building timeline, that figurative race can become all too real very quickly.

Through the course of more than 700 projects, WGN Thermal's tekR system has proven itself to be a robust, reliable adaptation of BASF's Neopor® graphite polystyrene, one that enables businesses to speed their construction process and win their race to revenue.

From tekR's patent date to present, there has never been a product failure or claim, a testament to quality of both the tekR system and the BASF technology on which it relies. Its proven track record is reliable evidence of its ability to bring businesses through the construction process quickly and efficiently, establishing a clear road to revenue generation and future cost efficiency.

Learn more at www.tekR.com or www.neopor.basf.us



"BASF Values its relationship with WGN Thermal and their integration of our Neopor® graphite polystyrene into tekR's new innovative Thermal Envelop System that achieves Continuous Insulation (CI) building code requirements in a single step."

- Luis Espada
Neopor® Product Manager