



When the City of Richfield Operations Manager Mark Hall noticed the concrete floors in the city's public works building were starting to deteriorate, he decided to resurface now rather than replace down the road. He saved time and money using the Cooperative Purchasing Connection contract with SwedeBro, a company known throughout the state for its high quality workmanship.

"It worked out great for us," said Hall. "We're very, very pleased with it."

SwedeBro resurfaces concrete floors in fire stations, police departments, public works buildings and schools. Chad Hanson is the owner. He and his estimator always check to see if the potential customer is a member of a local service cooperative and therefore eligible for discounted pricing and service. Hanson told them, "When you're a member, you can take advantage of this pricing."

Richfield's public works building was constructed in 2008. It's a busy place and salt-dripping vehicles take a toll on concrete flooring. There's 22 thousand feet of concrete flooring below ground and 50,000 feet at ground level. Part of the floor has a basement underneath, some of it is slab-on-grade, and one area has a heated floor. The operations manager knew it was going to be a lot of work to go out for price quotes on his own so he decided to use the CPC contract.

SwedeBro discounted its labor in accordance with the CPC contract and worked closely with Sherwin Williams, which provides discounted products. "It's excellent because we didn't have to write specs," said Hall. "It probably saved us 20 hours of work, if not more."

Hanson says, as a business owner, using the CPC contract saves him hours as well. He says he spends a lot of time on the phone when cities are trying to get two quotes because it's hard to do an apples-to-apples comparison with companies using a variety of application products.

The three coat high-build aggregate fill system applied to the Richfield public works concrete floors not only looks great and protects the concrete, it gives it strength and is non-skid. Hall says his staff takes pride in the newly coated flooring. They even sweep it more often than the old concrete floor!

When asked how he would sum up the benefits of using the CPC contract, Hall said the process took only twenty minutes to save 20 hours of time and nearly \$20,000 on the project. For more information about SwedeBro or any of our other vendor contracts, contact Shareen Neumann at shareen.neumann@swsc.org