



Thinking Outside the Box

CORE & MAIN CASE STUDY: STORM RUNOFF TREATMENT SYSTEM

Background

At Core & Main®, we offer a full line of storm drainage products, and our strategic relationships with national, regional and local manufacturers ensure that you get a high-quality product at competitive prices, in a timely manner. We also provide value engineering for applications to justify cost or enhance a project.

We have the right materials, equipment and highly skilled industry experts nationwide to get the job done right — the first time. At Core & Main, our goal is to service all of your storm runoff needs.

18 Holes to 300 Homes

A former 18-hole golf course in Clark County, Washington, was set to be turned into a 300-house subdivision requiring several vaults as part of a massive storm runoff treatment system. The task posed some challenges – from the rolling hills and large trees of a former golf course, to paved roads and environmental pollution, to the wildlife protection of salmon populating the nearby Columbia River of the Pacific Northwest. Construction company Tapani, Inc. chose Core & Main, which sourced material from Contech Engineered Solutions, and together we tackled the development.

In order for us to best serve our customer, we relied on some out-of-the-box thinking to tackle one vault in particular, which happened to be much larger than the rest. The vault, or storm filter, would need to contain a cartridge filled with mixed media to filter storm water and runoff.

“It was a large job for all the parties involved,” said Dan Gancher, sales engineer for Contech. “The vault that needed to be manufactured is one of the largest in the country.”

We never back down from a challenge, so we set out to come up with ways to provide an excellent end product while still providing cost savings to our customer.

“Core & Main presented us with an option to build a very large vault as a cost-savings idea,” said Daren Sarkinen, assistant project manager at Tapani, Inc. “They knew we had a concrete division at Tapani, so if our concrete guys could build the base of the



vault we could save both money and time, and keep our in-house guys busy. It was a great idea from Core & Main and a win all the way around. They understood the bid, and they understood that Tapani’s capabilities were essential to the project.”

“It’s the foundations of these relationships that motivate our customers to choose us and what sets us apart from our competitors,” said Jason Henderson, Southwest Washington outside sales representative for Core & Main. “We created the opportunity for them to save on costs by utilizing their skill sets.”

Not only did pouring the base of the vault on-site add value for our customer, but we also identified ways to save on products and materials.

“I like using suppliers like Core & Main who genuinely care about our success and our customers’ success.”

TOD TAPANI

Tapani, Inc. Vice President



"They were reliable and added value to the engineering savings when it came to strategically buying the steel pipe, too," said Sarkinen. "This was a huge asset to the project because steel pricing moves around so much — the cost savings in the vault itself was a substantial feather in Core & Main's hat."

Tod Tapani, vice president of Tapani, Inc., echoed similar sentiments, noting, "Core & Main had great customer service. I was impressed with the local branch manager and his ability to work through sticky situations and come through with a positive outcome for everyone."

"This project is a great example of the value we bring to the table," said Emil Campillo, national storm drain product manager for Core & Main. "We ensure the customer will get the products they need, we help vendors solve problems that work out well for everybody, and our people do a lot [of things] that help both the vendor and the contractors — they're just technically excellent at what they do."

Experts by Your Side

No matter the location, customers depend on you to build and maintain infrastructure systems — without sacrificing safety or durability.

"I like using suppliers like Core & Main who genuinely care about our success and our customers' success," said Tapani. "Plus, they align with our core values of family and hard work. I look up to them because of these things."

It's that type of dependable expertise, combined with building relationships and producing an excellent end product, that we are known for across the United States. With more than 250 branches nationwide and the most knowledgeable and experienced team in the industry, we offer all of our customers local knowledge, local expertise and local service — nationwide.



"They strive to have the best relationships in the industry," said Ganchar. "They're straightforward with their customers, which allows for respect and openness. And all of them — at every level in the company — are down-to-earth and friendly. They have a great overall culture."

And Campillo sees bright things in the company's future.

"We will continue to use our expertise to bring the best vendor products in as a solution on future jobs," Campillo said. "The storm market in general is a great source of new opportunities for us. We want to grow and expand because ultimately, we know we're the best partner."

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EMIL CAMPILLO

Core & Main National Storm Drain
Product Manager

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DAREN SARKINEN

Tapani, Inc.
Assistant Project Manager