



# NORTHEAST WINDOW & DOOR ASSOCIATION

191 CLARKSVILLE ROAD • PRINCETON JUNCTION, NJ 08550  
PHONE: 609-799-4900 • FAX: 609-799-7032 • WEB: www.nwda.net

# N E W S L E T T E R

First Quarter - 2008

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## President's Message

All I can say is wow! NWDA certainly started 2008 with a bang! The attendance at the Winter Meeting this January in Atlantic City was the highest we have seen in years.

I would personally like to thank everyone who was involved with and/or attended the Meeting, as it is our dedicated membership and the tireless efforts of our Board of Directors who made the meeting a great success. I would especially like to thank Chuck Wetmore of Kensington Windows for putting together a tremendous speaker program that offered something for everyone attending. And special thanks to our Table Top exhibitors for participating in not only the exhibition but also the various raffles that were held throughout the event.

I would also like to acknowledge Darryl Huber of BF Rich who stepped up to fill the vacancy of Treasurer on the Board of Directors after Chuck Anderson's resignation. And welcome Alan Hinkle of Kasson & Keller who was appointed an Active Director on the Board to complete Darryl's term. Both Darryl and Alan were elected to full terms by the members at the Winter Meeting. On behalf of the association and myself, I extend my appreciation to these gentlemen for their efforts in the benefit of NWDA.

As 2008 progresses, I anticipate increased opportunities for the growth and development

of our association. One program that has experienced recent success is the NWDA Energy Star Sub-Committee. The dialogue that this group started 3-years ago and has persistently worked on since, has earned NWDA a seat at the table with the Department of Energy (DOE). The DOE has recognized NWDA members as valuable stakeholders to their mission and recently solicited our input on the ENERGY STAR criteria revision process for windows, doors and skylights (see pages 4 and 5 for more details). Such an achievement only happens through the dedicated work of NWDA member volunteers and is something our entire membership can be proud to be a part of.

NWDA also plans to participate in a hands-on project supporting Habitat for Humanity again this year. We will have more details on this great cause in the upcoming months.

As your proud president, I encourage all members to keep the momentum going and help us to make 2008 the most successful year NWDA has ever seen. Please remember our success lies in our membership, so spread the good word about NWDA and take an active roll in getting the most out of your association.

Bill Donnelly

NWDA would like to thank Spectra Gases, RiteScreen, DAC Products and Chelsea Building Products for their support with newsletter sponsorship.

## NWDA'S MISSION:

*The Northeast Window and Door Association represents window and door manufacturers, supported by suppliers, for the goal of providing affordable access to information and education regarding market, government, building code, and business influencers shaping the window and door marketplace.*

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## It's Crystal Clear...

### That NWDA's Summer Meeting & Golf Outing is the Place to be this July!

For this year's Summer Meeting and Golf Outing, NWDA will be heading to North Jersey's beautiful Crystal Springs Resort and Spa. Mark your calendars and make plans to join us in Vernon, New Jersey on July 14 and 15, 2008. Below is an overview of the events:

#### Monday, July 14

9:00 AM	Board Meeting
12:00 PM	Lunch
1:00 PM	Golf: Tournament: Wild Turkey Course Scramble: Crystal Springs Course
6:00 PM	Cocktails
7:00 PM	Dinner
8:00 PM	Awards Presentation / Entertainment

#### Tuesday, July 15

8:00 AM	Breakfast
9:00 AM	Educational Sessions
1:00 PM	Lunch

#### About Crystal Springs:

A favorite among East Coast Resorts, offering a fantastic variety of activities, at Crystal Springs Resort relaxation takes on a new dimension. The spectacular mountain views and pastoral valleys make Crystal Springs the premier name in Northern New Jersey luxury hotels.

In addition to the six championship golf courses, while you're at Crystal Springs you can also enjoy:

- Award-winning spas featuring mineral-based therapies, day packages and spa getaways

- Biosphere, an indoor pool complex with an underground aquarium, vortex pools and caves and tropical foliage; the unique glass enclosure allows for year-round tanning
- Seven indoor and outdoor heated nature pools, with caves and cliffs
- Sauna, Jacuzzi, steam rooms and cold plunge
- Minerals Sports Club, featuring a 6,000-square-foot fitness center
- Full basketball court, as well as indoor tennis courts and racquetball facilities
- Kids Camp, providing fun-packed activities for your children
- Restaurant Latour, boasting a 50,000+- bottle wine cellar, winner of Wine Spectator's Grand Award
- 12 varied restaurants, cafes and bistros, serving a variety of cuisine
- Water park rides at nearby Mountain Creek
- Extreme mountain biking at Diablo Freeside Park

Reserve your room now! Call 1-973-827-5996 and be sure to tell them you are with NWDA. The special room rate for NWDA attendees is only \$169 per night. Registration for the meeting will open later this spring.



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## Winter Meeting Wrap Up

What a success! NWDA's 2008 Winter Meeting, on January 14 and 15, attracted over 150 attendees and 40 Table Top exhibitors to the Trump Plaza in Atlantic City, New Jersey.

The large number of interesting exhibitors and an electrifying speaker line-up drew in a record high number of industry professionals to the South Jersey resort. Trump Plaza was a perfect setting for our Monday night welcome reception, offering attendees ideal networking opportunities. Special thanks to NWDA's 1st Vice President **Chuck Wetmore** for putting together the stellar speaker line-up for Tuesday's Educational Sessions.

Tuesday's sessions began with Nils Peterman's informative presentation on Emerging Window Technologies and How to Capitalize on Incentive Programs Offered by Utility Companies. Peterman, a Senior Associate at the Alliance to Save Energy, passed along crucial information to attendees in his presentation.

Addressing one of the industry's hottest topics, Cheryl Baldwin, Ph.D., and Director of Science and Standards at Green Seal, Inc., taught members about the Green Movement and gave helpful tips to aid in sales directed at green minded consumers.

Next up, Mike Fischer of Kellen and Company updated members on Emerging Thermal Code Changes. The information Fischer presented was very pertinent to all companies in attendance.

The impressive speaker line up concluded with a capstone presentation detailing critical facts about Energy Star, by Richard Karney, Energy Star Program Manager from the United States Department of Energy.

If you were not able to attend, please visit [www.nwda.net](http://www.nwda.net) to download each speaker's presentation.

Thank you to **Homeshield** for sponsoring the coffee break during our Educational Sessions.

Bringing a new level of excitement to our Table Top exhibit, NWDA and several exhibiting companies held various raffles and contests enticing attendees to visit as many tables as possible and making them eligible to win valueable prizes. **John Wilson** of **7D Industries, LP** visited all of the table tops and completed a questionnaire answering company specific questions for each exhibitor and won NWDA's raffle prize, a TomTom GPS Navigation System. Thank you to all of our table top exhibitors for their participation in the contest. Special thanks to **Automated Testing Solutions, DAC Products, Stik-II, Ultrafab Inc.** and **Uneed a Bolt and Screw** who all held individual raffles at their tables and gave away very generous prizes.

Another meeting highlight was the appointment of **Alan Hinkle** of **Kasson & Keller** to an Associate Director position on NWDA's Board of Directors. We would like to congratulate Alan as well as current Board Member **Darryl Huber** of

**BF Rich** who assumed the role of Treasurer on the Board of Directors. Thank you to Alan, Darryl and all of the members of NWDA's Board of Directors who continue to guide the growth and progress of the association.

Additionally NWDA made its annual donation to Habitat for Humanity. This year our members donated **\$550** from the Summer Meeting mulligan sales at Nemaocolin and NWDA matched those funds to make a total donation of **\$1,100**. NWDA will continue to make an annual contribution to this worthy cause, as well as organizing another hands-on Habitat Day for 2008. Stay tuned for more details on getting involved.

NWDA thanks everyone who came to Atlantic City and took part in this tremendous event. We look forward to seeing everyone again in July!



Top Left: Mike Fischer, Kellen and Company; Top Right: Board Members pose for a picture with Richard Karney, Energy Star Program Manager, DOE. Pictured Left to Right: Alan Hinkle, Bill Donnelly, Darryl Huber, Richard Karney, Kelly King, Chuck Wetmore; Bottom Left: Bill Donnelly (middle) poses with newly elected Board Members Alan Hinkle (Left) and Darryl Huber (Right); Bottom Right: Nils Peterman, the Alliance to Save Energy.

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# Industry Update: ENERGY STAR CRITERIA REVISION UPDATE

Submitted by: Alice Dasek, in Support of ENERGY STAR, D&R International, Ltd.

This is the second update on the ENERGY STAR criteria revision process for windows, doors, and skylights. It includes and expands on information the U.S. Department of Energy (DOE) presented at the National Fenestration Rating Council's (NFRC) Fall 2007 Membership Meeting.

In the October 9, 2007, letter to stakeholders announcing the beginning of the criteria revision process, DOE identified a number of elements for possible incorporation into a new specification. As a result of subsequent research and discussion with stakeholders, DOE has refined a number of these elements and identified two new elements for possible inclusion. Refinements include:

1. A revised climate zone map (see Appendix 1 for the preliminary version introduced at the NFRC Fall Meeting)
2. Introduction of a phased approach with near-term, mid-term, and long-term criteria announced simultaneously
3. Near-term, estimated to be effective in 2009, criteria levels achievable with products in production or with feasible manufacturing modifications
4. A narrower range of U-factors in ES Zones 4 and 5 for 2009
5. Specific SHGC ranges to capture winter solar gain
6. A narrower SHGC range in ES Zone 1 for 2009
7. Preparation for IGU certification requirement
8. A later release date for the Criteria Proposal and Analysis
9. More time to transition from the current to the new criteria (6-12 months)

### The two potential new elements are:

1. Separate criteria for doors that differentiate between opaque and glazed doors
2. An air leakage requirement

Table 1 (upper right) shows the current range of possible options that reflects these refinements. The final proposed criteria will have single-value maxima or minima in each cell that fall within the ranges in Table 1. Table 1 does not yet reflect the results of the energy savings analysis, which

Table 1

Preliminary ENERGY STAR Window Criteria Parameters*						
ES Climate Zone	2009		2012		2015	
	U-Factor	SHGC	U-Factor	SHGC	U-Factor	SHGC
5	0.30-0.32	Minimum 0.35-0.55	0.24-0.27	Minimum 0.35-0.55	0.20-0.24	Minimum 0.35-0.55
4	0.30-0.33	TBD	0.24-0.32	TBD	0.20-0.27	TBD
3	0.33-0.36	TBD	0.28-0.32	TBD	0.24-0.32	TBD
2	0.33-0.36	Maximum 0.30-0.35	0.28-0.35	0.25-0.30	0.28-0.35	0.23- 0.28
1	0.55-0.60	0.25-0.30	0.50- 0.55	0.23- 0.28	TBD	0.18 - 0.23

\* Preliminary criteria parameters may be revised in response to outputs from the technical and energy savings analysis. Final parameters will be set as single numbers, not ranges. DOE may allow trade-offs if the energy consumption analysis and code levels permit.

could change some of the listed ranges. For cells containing the letters TBD (to be determined), DOE does not currently have sufficient data to propose a range of values and will do so after the energy savings analysis is complete.

In order to give due consideration to stakeholder comments and to likely revisions to the International Energy Conservation Code, DOE has revised the timeline for the criteria revision process. In particular, please note that the Stakeholder Meeting will be scheduled for late May or early June:

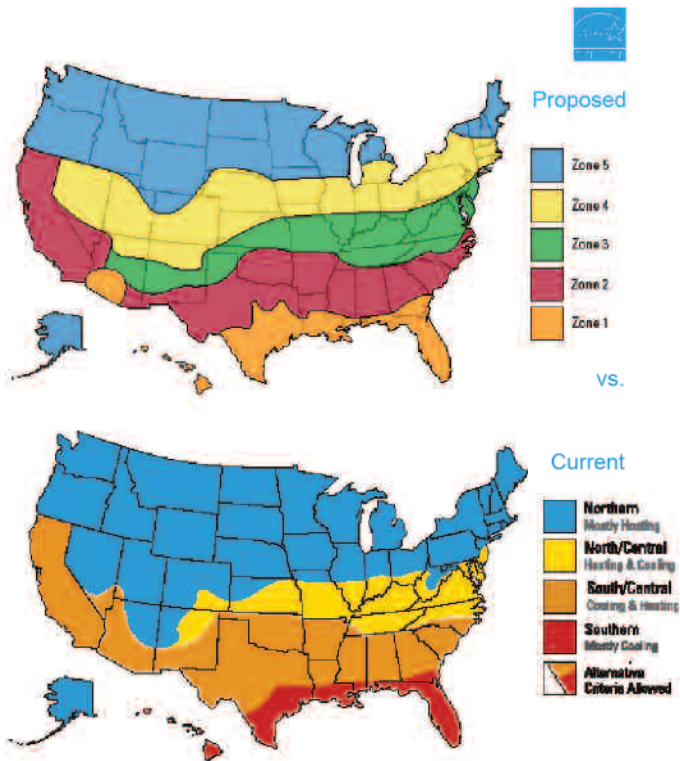
Revised Timeline	
Initial Analysis	July 2007 – April 2008
Publish and Distribute Initial Analysis	Early May 2008
Stakeholder Meeting in Washington, DC	May 22, 2008
Announce Finalized Criteria	July 2008
Earliest Effective Date of New Criteria	April 2009

DOE continues to welcome stakeholder input. If you have any questions regarding the criteria change process or would like to comment on the elements under consideration, please contact Alice Dasek at 301-588-9387 or adasek@drintl.com. Visit [http://www.energystar.gov/index.cfm?c=windows\\_criteria\\_amendment](http://www.energystar.gov/index.cfm?c=windows_criteria_amendment) to view DOE's letters to date regarding the criteria revision.

## Appendix 1: Preliminary ENERGY STAR Climate Zone Map

Figure 1 compares the current and proposed ENERGY STAR climate zones, and Figure 2 shows the relationship between the climate zones proposed for ENERGY STAR and those adopted by IECC in 2006. Please note that these maps are preliminary and when final, will be defined at a county level of resolution.

**Figure 1: Proposed ENERGY STAR Climate Zone Map vs. Current ENERGY STAR Climate Zone Map**



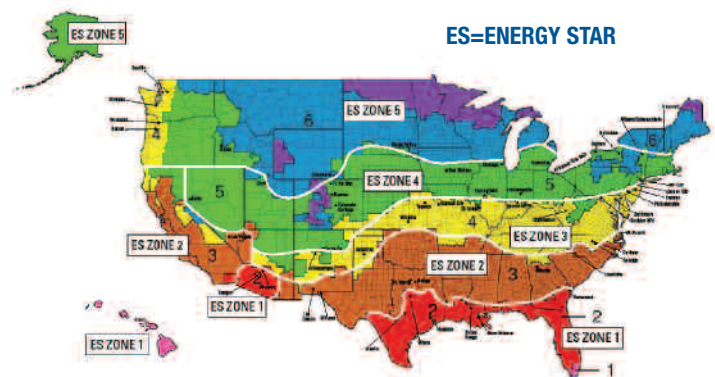
## Welcome New Members!

### Associate:

JOSEPH MACHINE COMPANY  
595 Range End Road  
Dillsburg, PA 17019  
Contact: Chris Cooper  
Tel: 717-432-3442  
Fax: 717- 502-1712  
www.josephmachineco.com

WAKEFIELD EQUIPMENT  
26720 Jefferson Court  
Cleveland, OH 44140  
Contact: Owen Cleary  
Tel: 440-899-5658  
Fax: 440-899-5661  
www.wakefieldequip.com

**Figure 2: IECC Climate Zone Map with Proposed ENERGY STAR Climate Zone Overlay**



## Association News

### Renew Your Support in NWDA

Each company's membership invoice should have arrived in the mail within the past two months. Please submit your dues in a timely fashion; notices were sent out in January and reminders were mailed in March. If you require another copy of your invoice, please contact Jen Witte at NWDA Headquarters.

### 2008 Directory

**Make certain your company is included in this key industry reference tool...**

Upon processing the final membership dues payments, Headquarters will again this year email every renewed member asking them to review and update their company information that was printed in the 2007 Directory. Keep an eye out for the directory update email, as timely turn-around will be required.

**Attention Suppliers:** Do not let your company miss the excellent opportunity to advertise in the Directory and reap the benefits of year round publicity. This is a cost effective marketing opportunity for all Supplier Members. If you are interested in placing an ad in the Directory please contact Jen Witte at NWDA Headquarters for more details. As NWDA's industry recognition continues to grow, advertising in our Annual Directory should be a staple of your 2008 marketing plan.

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## Member Profile: Alan Hinkle



*With this column, NWDA lets readers get to know selected fellow members better. This interview is with **Alan Hinkle** of **Kasson & Keller**. Alan is also the newest member of the NWDA Board of Directors.*

### **Please provide a brief overview of your company.**

Kasson & Keller is a privately-owned company that started business in 1946. We have been manufacturing windows and doors since 1954. We began manufacturing vinyl replacement windows in 1980 and vinyl new construction windows in 1995. Most of our new construction windows and patio doors are sold to independent lumber dealers and most of our replacement windows are sold to wholesale distributors. We presently sell in New York State, New England, Pennsylvania, New Jersey and Maryland.

### **What are your main responsibilities/duties at your company?**

I joined Kasson & Keller in September of 1978 as the Eastern New York State salesman. In 1982, I was promoted to Commercial Sales Manager and in January of 1985, promoted to Sales & Marketing Manager. In June of 2004, I left Kasson & Keller after 26 years and went to work for another NWDA member, Acadia Windows & Doors in Baltimore. The experience at Acadia Windows was great, but after two years there, I received a call from William Keller to return to Kasson & Keller as Sales & Marketing Manager. Although most of my current responsibilities are on the marketing side of the business I also try to expand business in areas that Kasson & Keller has been weak in previously.

### **How long have you been with your company?**

28 years.

### **How did you become involved in this industry?**

I was born and raised in Fonda, New York which happens to be the same town that Kasson & Keller is located in. I graduated from Fonda-Fultonville Central School in 1968, and then went on to graduate from the State University of New York (SUNY) at Brockport in 1972 majoring in Physical Education with a minor in Health Education. After not finding a full-time teaching position for five years following graduating from college, I decided to go in another professional direction.

### **What special honors, awards and/or recognition have you received within your field or by your company?**

Working with four salesmen in the Northeast territory, I helped President William L. Keller III and General Manager, Steve Reid take Kasson & Keller from 4.5 million dollars in sales in 1982 to almost 20 million dollars in sales by the end of the decade.

### **What recent changes, additions and/or improvements have you implemented in your company?**

I am proud to say that there have been many things that I first heard about at an NWDA meeting that have allowed me to keep Kasson & Keller ahead of the competition.

Kasson & Keller was one of the first manufacturers to get certified and rated for NFRC and as a result, was one of the first manufacturers to label for NFRC. Likewise, Kasson & Keller was one of the first manufacturers to label for Energy Star. This year, I have Kasson & Keller teaming up with Henkel Corporation and Dow Chemical to do a series of training seminars for builders to teach them the proper method of installation for vinyl new construction windows. Also this year, I have developed some of the first Green Window product information that I have seen in the market place putting Kasson & Keller at the forefront of the industry.

### **Are you or your company affiliated with industry and/or professional organizations/associations in addition to NWDA? Have you held any leadership positions with those organizations?**

Kasson & Keller has been affiliated with AAMA in the past.

### **What has been your personal involvement with NWDA to date?**

Kasson & Keller is a charter member of NWDA. I am currently serving as an Active Director on NWDA's Board of Directors.

### **What is your favorite thing about NWDA?**

My main reason for joining the association was for the purpose of networking with other manufacturers and suppliers while keeping updated on associations like AAMA. During the years, I have seen NWDA grow into a great organization with meetings that have tremendous educational and training opportunities. I am a manufacturing person who attends the meetings to learn things that I don't already know. The quality of the speakers that NWDA brings in is some of the best and most knowledgeable people in the fenestration business today.

### **Where did you receive your higher education and what was your main field of study?**

I am a graduate of SUNY at Brockport and majored in Physical Education with a minor in Health Education.

### **What are your leisure-time talents, hobbies, community involvements or interests that you would like to share?**

In the past, most of my leisure time has been taken up coaching Little League sports such as baseball, soccer and basketball. I do play some golf, but have never mastered the sport. Presently, my sons and I do some traveling around the country to watch Dirt Racing with super modifieds and the World of Outlaws Late Model division.

### **Do you have a spouse or children/grandchildren? How many?**

My wife Shelly and I have four children. Brian and Tara both teach in North Carolina. Lance followed me to Acadia Windows & Doors and presently runs Acadia's door line. My youngest son, Kellen, works for Curtis Lumber in Ballston Spa, NY where he just received his commercial driver's license to drive commercial trucks for Curtis. Shelly and I continue to live in North East, Maryland where we enjoy the weather being a little warmer than Fonda, New York.

## Member News – The 411 on our Companies...

*As a member of the association, NWDA is pleased to include news about your company, people and products. If you would like to include news in a future issue, send a press release to Jen Witte at NWDA headquarters: [jwitte@nwda.net](mailto:jwitte@nwda.net). Please make sure your public relations and marketing personnel are aware of this opportunity.*

**Architectural Testing (ATI)** announced the opening of a Forensics Department in 2006 with the employment of a single engineer, John Runkle. He moved from California to York to develop this professional service. Since then John has recruited ten experienced employees from within the company as well as others from Milwaukee, Cleveland, and Los Angeles. ATI's second office (which we identify as Greater Chicago) opened in 2007 conveniently serving the area near Chicago, Milwaukee, and Madison, Wisconsin, and managed by a 30-year veteran, Mike Rettie.

Currently Mike and John have recruited their first employee, engineer Octavian Vlaga, for their new office in the Los Angeles area. They will initially support the LA office with field services and curtain wall tests from their Fresno location until their engineers and technicians locate an office in the Orange County area. As demand for ATI's services is already strong, Mike Rettie and others are helping service the area by commuting from various locations.

[www.archtest.com](http://www.archtest.com)

**BF Rich** introduced a new product line, WOODBRIDGE windows. The WOODBRIDGE window is designed for the new construction market and offers the look of a wood window with the low maintenance and energy efficient characteristics of vinyl. The WOODBRIDGE is available in double-hung, two and three lite sliders, picture windows and architectural shapes.

The standard frame of the WOODBRIDGE window has an integral brick mold exterior with a built in J-channel and nail fin. WOODBRIDGE also has an optional 3<sup>1</sup>/<sub>4</sub>" eastern casing and sill nosing that is factory applied to give the window the look of a traditional wood trimmed exterior. The eastern casing also has a built in J-channel and nail fin.

The brick mold or eastern casing exterior gives homes a unique curb appeal. WOODBRIDGE double-hung windows have a DP-50 rating as standard to meet the demands of today's code-conscious building professional.

[www.bfrich.com](http://www.bfrich.com)

**Homeshield** is happy to announce that Keith Winner has been named Operations Manager for Homeshield's Chatsworth, IL location. Winner brings with him nearly 25 years of manufacturing experience from various industries. He has a Bachelor's in Industrial and System Engineering from Ohio State. Most recently, he was the Engineering Manager for a Lennox International division where he was certified as a Step+ Black Belt, which was the result of Six Sigma and Lean manufacturing education.

[www.home-shield.com](http://www.home-shield.com)

**Kensington Windows** is pleased to announce the hiring of Paula Emmonds to the purchasing department. Paula will assume her purchasing responsibilities on March 10, 2008. Paula has previously worked in the fenestration industry and brings both knowledge and experience in purchasing to Kensington Windows.

[www.kensingtonwindows.com](http://www.kensingtonwindows.com)

**Precision Entry, Inc.** announced that the company's three divisions consisting of 400 employees will be united under a new corporate name. Effective January 1, 2008, the name **ProVia Door** will replace the three existing names of Precision Entry, Sugarcreek Industries and Monarch IG. The company will continue to produce quality doors, windows and glass, which are the products associated with the three names respectively. There are no plans to sell the company or reduce current levels of staffing.

The ProVia Door name represents the company's creation of a new category of products, professional-class doors, and illustrates its commitment to outstanding levels of quality and customer satisfaction. Professional-class doors take the standards established in the production of consumer-grade doors to the next level of product integrity and customization. The new logo, which translates as "The Professional Way," also embodies the organization's desire to continually move on an upward path in the areas of corporate ethics and faith-based practices.

The new name evolved out of recent marketing efforts led by the company's Director of Marketing, Phil Wengerd, which probed past current perceptions to define what the door and window maker's business is truly about. "We conducted sessions with management to identify our core principles and values, and we believe our new name, ProVia Door says it best," said Wengerd.

[www.proviadoor.com](http://www.proviadoor.com)

**Roto Frank of America, Inc.**, announced that effective March 17, 2008, **PRYSM Marketing, Inc.**, Doylestown, PA, will represent Roto on the East Coast.

PRYSM Marketing, Inc., specializes in selling window, door and insulated glass components and will represent Roto, servicing customers in 21 Eastern states.

[www.prysm-marketing.com](http://www.prysm-marketing.com)



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In other **Roto Frank of America, Inc.** news the company has a new corporate logo.

“There are so many changes within the industry today and within Roto Frank of America, as well as Roto Frank AG, our parent company in Germany. The Roto company group thought now was a perfect time to update our look with a more modern and streamlined logo design that will be consistently used by all of our companies,” says Dan Gray, director of sales and marketing of Roto Frank of America, Inc.

In addition to the new logo, the two division names of Roto Frank AG have also changed to more clearly define the nature of their respective businesses. “Architectural Hardware” becomes “Window and Door Technology” and “Building Element Sales” is now “Roof and Solar Technology.”

[www.rotohardware.com](http://www.rotohardware.com)

## Industry News

*Jordan, Knauff & Company* has prepared a free download of the Fall 2007 Window & Door Industry Update webinar, which was presented by Senior Associate Michael Collins on November 28, 2007. The presentation included an overview of the window and door industry, including transactions, expansions and plant closings. Also covered were current industry trends, the state of the real estate market,

industry growth drivers, strategies companies are using in the current environment and a review of the capital markets. The final section of the presentation contained an update regarding their ongoing research into the threat of competition from Chinese window and door companies, including updated import statistics. Please note, the upcoming speaking engagement in April 2008 mentioned in the webinar recording was incorrect. Mr. Collins will be addressing the Fenestration Manufacturers Association in April 2008 and the National Fenestration Rating Council in Chicago this July.

Please visit <http://www.jordanknauff.com/webinar-request/> to request a complimentary recording of the presentation (slides plus audio) or e-mail Mike Collins at [mcollins@jordanknauff.com](mailto:mcollins@jordanknauff.com).

*Mini Die Casting, Inc.* is pleased to announce and welcome Mr. Garry Coufal as Plant Manager at the Mini Die Casting operation in Fort Worth, Texas.

Garry brings 24 years of experience in plant management as well as supply chain management, quality control and engineering.

If you have any questions feel free to make your acquaintance with Garry by e-mail at [gcoufal@minidiecast.com](mailto:gcoufal@minidiecast.com) or phone (800) 537-4051.

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