



NORTHEAST WINDOW & DOOR ASSOCIATION

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NEWSLETTER

First Quarter - 2006

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President's Message

Here We Go Steelers Here We Go!!!!!!

I am sure on February 5, 2006, as the Super Bowl wound down, you thought, "Oh no Sugrue will be unbearable!" You were absolutely Right!

Seriously, that game has some lessons for all of us in the Fenestration Industry. The difference in the two teams' motivation decided the outcome well before kickoff. Coach Holmgren's pre-game message to the Seahawks was about earning respect and then he unveiled \$127,000 worth of one-dollar bills to represent the winners share for the Super Bowl Champions. Coach Cowher's message was to remember what got them this far: team work, their desire to win a championship for Jerome "Bus" Bettis and the satisfaction derived from handing the Lombardi trophy to owner Dan Rooney. Therefore, the Seahawk's motivation centered on individualistic goals and the Steelers' motivation was concentrated on winning for others. The Steelers motivation not only propelled them to the victory, it captured the same benefits the Seahawks had only focused on which was respect and money.

How does this example relate to us? If we conduct our professional life in the pursuit of recognition and monetary reward, we will perform adequately. On the other hand if we conduct our professional life in the selfless

pursuit of serving the customer (i.e. The Bus), and conducting ourselves to the ultimate benefit of our employer (i.e. Mr. Rooney) our performance will be SUPER! The collateral benefit will be respect and monetary gain throughout your career.

The NWDA January meeting in Philadelphia was a fine example of the proper motivation bringing success to all associated. The tabletop displays were informative and well visited by the membership. The speaker presentations and content were some of the most beneficial we have ever witnessed. Bill Donnelly and the entire board did a "Super" job of conducting the meeting. Lori Nasatka deserves a "Bowl" full of applause for the new logo and this colorful and professional looking, expanded newsletter. Finally, thanks to the NWDA members' participation and concern for the organization making NWDA a "Champion" of an organization.

I told you that I would be unbearable!

NWDA would like to thank Chelsea Building Products, Aluminite, and Lamatek for their support with newsletter sponsorship.

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Summer Meeting & Golf Outing

This year's Summer Meeting and Golf Outing will be held at the prestigious Foxwoods Resort and Casino in Mashantucket, Connecticut. Mark your calendars for July 17 and 18, 2006. Below is an overview of events.

Monday, July 17

9:00	Board Meeting
10:00	Tournament Golf for trophy (Lake of Isles)
12:00 noon	Pre-Golf Cookout
1:00	Scramble outing (Lake of Isles)
7:00	Cocktails
7:30	Dinner
8:30	Awards Presentation

Tuesday, July 18

8:00	Breakfast
9:00	General Meeting
1:00	Lunch

About Foxwoods:

- six casinos
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- many gaming, dining, and entertainment pleasures
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- bask in a Jacuzzi
- luxurious rooms with breathtaking views of the beautiful Connecticut woods
- more than 1,400 guest rooms and suites
- AAA Four Diamond Grand Pequot Tower
- first-class shopping on premises
- Grand Spa and Salon
- diverse beauty treatments and exercise facilities
- spacious indoor pools, one at each hotel

You can reserve your room now! Call 1-800-FOXWOODS and be sure to tell them you are with NWDA. The special room rate for NWDA attendees is \$149.



Winter Meeting Wrap Up

A special thanks to everyone who participated in our Winter Meeting and Table Top Program this year and made it an overwhelming success. The meeting was once again held in the City of Brotherly Love at the beautiful Penn's Landing Hyatt Regency on January 23 and 24.

The attractive table top setting and large number of interesting exhibitors drew in a number of industry professionals. Monday's welcome reception was enjoyed by all, and was a great kick-off to the outstanding speaker program that followed on Tuesday.

Brian Opielski, President of Apex Management Group, Inc. led off the speaker program. His informative presentation educated the audience on Implementing and Monitoring Lean Manufacturing Initiatives.

Next was the panel discussion led by Bill Donnelly. The topic was New Technologies in Adhesive/ Glazing/ Backbedding. Panelists included Troy Miller from Tremco; Jon Kimberlain and John Mantle from Dow Corning; and Alan Shuey from Q'SO. The members of this discussion imparted knowledge upon the attendees about advancements in the industry.

This was followed by Richard Karney, Program Products Manager from ENERGY STAR, US Department of Energy. Karney discussed the benefits of the ENERGY STAR program and the impact that the new Energy Bill will have upon the industry.

The speaker program was drawn to a close with a look to the future. Bill Canis, Vice President and Executive Director of the Manufacturing Institute at The National Association of Manufacturers, presented The Future of Manufacturing.

As the speaker program wrapped up, attendees dined Philly style on cheese steaks and meatball hoagies, to mention a few of the delicious delicacies, as the table top displays resumed. NWDA past president, Keith Oakley from Replacement Window Company was the lucky winner of the Table Top Drawing this year. Contestants had to visit at least 15 table top displays to be eligible. Congratulations to Keith who is the proud, new owner of a digital camera!

Another meeting highlight was the honoring of Henry Taylor from Architectural Testing Inc. Mr. Taylor was presented a plaque on behalf of the association for his dedication and generosity. Mr. Taylor has provided the facilities at Architectural Testing Inc. to accommodate NWDA for several educational seminars. We would again like to thank him and acknowledge our appreciation.

Also at the meeting, Chuck Wetmore of Kensington Windows was appointed to an Active Member Director position on the board.

Additionally, NWDA made its annual donation to Habitat for Humanity. This year our members donated \$843 from the Summer Meeting mulligan sales at The Hotel Hershey and NWDA matched those funds to make a total record breaking donation of \$1,686. NWDA will continue to make an annual contribution to this worthy cause.

NWDA will be heading to Atlantic City, New Jersey for next year's Winter Meeting and Table Top Program. We look forward to seeing everyone again and welcoming some new faces!

Ask A Busy Person: Darryl Huber



Learn about your fellow NWDA members. With this column, NWDA lets readers get to know selected NWDA members better. This interview is with Darryl Huber of BFRich.

Please provide a brief overview of your company.

BFRich was founded in 1957, as an aluminum window and door manufacturer, by three entrepreneurs Ben Spillar, Frank Chaken and Rich Guyer; hence, the origin of the company name. As the needs of the market evolved to energy efficient products requiring less maintenance, BFRich began manufacturing a “Maynard Design” mechanical vinyl window. Shortly thereafter, our first fully welded window system was developed. Today we offer a wide range of window systems with an extensive array of value added options. Our product lines fill the needs of the professional remodeler, the new home builder and the light commercial industry. The company is known for meeting the needs of east coast customers with the motto “Quality First....Service Second to None.”

What are your main responsibilities/duties at your company?

My position at BFRich is Division Manager for Architectural and Commercial Projects. This entails increasing company sales within the new home builder and light commercial segments.

How long have you been with your company?

I just celebrated my tenth year with BFRich in January.

Where did you work previously, and in what positions?

Prior to BFRich, my entire career had been spent in the construction industry. My first job out of college was as an estimator/project manager for a small commercial construction company that I had worked for during my summers. Although I did not know it at the time, this was where I received my first lessons in sales. My next two positions were superintendent and managing construction for large national home builders. From these experiences I learned customer service skills and setting customer expectations that can be met or exceeded. My next stop was a sales position with BFRich.

How did you become involved in this industry?

This is actually a bizarre story. I must preface this story with the fact that I was raised in a household that believed that a salesman was not an appropriate career path. So, I was a guest on a sales incentive trip won by a close friend. While on the trip senior level managers from Bell Atlantic Yellow Pages convinced me that I belonged in sales. When I got back I started searching for a building products sales position and I have been at BFRich since.

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

I received a 2006 Distinguished Sales Territory Award from BFRich and obtained a Certified Installation Masters Instructor designation.

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

As a function of my position for the light commercial side of our business, I work with teams within our organization developing custom products and installation details to meet

our commercial customer needs. We have added installation services for commercial projects in addition to our product offerings. My division now supports all of the BFRich sales territories with take-off services. I was responsible for leading a BFRich team with the development and branding of our new impact resistant product line. In conjunction with Chris Lorber, we now offer four Installation Masters Certification courses a year.

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?

I am BFRich's representative for the National Association of Home Builders and our Vice President of Sales, Chris Lorber, is on the Board at NAMI.

What has been your personal involvement with NWDA to date?

I attended my first NWDA meeting on my third day of work at BFRich and have continued to support the organization ever since. I am currently a board member and serve on the DOE subcommittee.

What is your favorite thing about NWDA?

The best asset of NWDA is the incredible brain trust that exists within the organization. The people that I have the opportunity to learn from and bounce ideas off of at each meeting are people that I respect as industry professionals, businessmen and more importantly as men and women of character.

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

California State University, Chico (Construction Management)

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

Outside of my family and work I have three passions that occupy much of my free time: youth soccer, wine, and construction. I have been involved in teaching youth soccer since 1995. I currently hold a National “C” license. I have been fortunate enough to have teams compete at very high levels, but this year it was fun to watch players that I have worked with play high school varsity level soccer, as freshmen for ranked teams. Although I am not a wine snob, I do enjoy wine and recently installed a wine storage system in my home. The renovation of my home has been ongoing, taking one room at a time while trying to challenge myself architecturally and with hands-on construction.

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

My wife's name is Nancy and we have a three year old son, Jack.

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TECHNICAL CORNER



Investments in Technology and Profitability



By Craig Yamauchi

In the current door and window manufacturing market, comprehensive, integrated applications are needed to be competitive. These systems take into consideration the way business is done in the window world and the requirements of each role within the overall business flow. Systems can reduce orders errors by up to 80 percent, reduce head count in order processing and customer service by up to 40 percent and increase the efficiency in your manufacturing process by leveraging lean manufacturing methodologies.

Tangible Benefits

In addition to reducing the administrative costs, today's systems can help reduce order cycle time by integrating all operational and technical aspects of the complex make-to-order window environment. It facilitates in building strong strategic relationships with dealers and distributors by effectively supporting an electronic quoting and order management process. Efficiencies are gained across the entire extended organization so the manufacturer and its partners can grow without proportional increases in staffing, labor and overhead costs. Because configurations and specs are captured, validated, managed and distributed electronically, cost savings and cost reductions result from more effective material control, less scrap and rework, better resource scheduling, shorter lead-times and fewer returns and customer complaints.

Product Configurators

A key aspect of the current vertical door and window manufacturing systems is the product configurator; an expert system that incorporates engineering information for your products. Through the configurator, dimensions and other product attributes are captured and formulated to provide all required downstream information; material requirements, labor operations, cut sizes, cart/slot logic, material optimization, machine interfaces and product costs. A powerful configuration engine supporting dimensional variability will greatly reduce the number of windows that are treated as "special." This reduces cycle time in preparing production data for dimensional changes to windows and eliminates engineering involvement (saving engineering labor and further reducing cycle time). Drawings are generated from the configurator specifications. Additional benefits include quicker introduction, setup and rollout of new

product lines by leveraging the centralized configuration data and logic where applicable.

This streamlined specification and ordering process reduces the risk of errors dramatically, provides definitive information to the customer immediately and ensures that the factory gets complete and accurate order details. There are significant labor savings for the plant by eliminating the re-keying, interpretation and analysis of the specification.

Just In Time "Demand Pull"

Just in time "demand pull" manufacturing requires immediate visibility to the full complement of order demand. Effective production scheduling requires access to a wide variety of business information: line load vs. capacity, product mix and specific product attributes, customer delivery information, material handling specifications and machine and shipping constraints. Information-based scheduling increases throughput and efficiency, reduces late schedule changes to accommodate 'rush' expediting and helps optimize machine setups/changeovers. Production sequencing techniques ensure that all work-in-process flows smoothly from cut parts through final assembly, packaging and shipping without the build-up of stock queues.

Product configuration logic, integration to material optimization, layout algorithms can be utilized to maximize material utilization and visibility to true material yield. Each component part is automatically assigned to a specific material handling cart location and ultimately to the final customer order.

Investing in modernized technology will help ensure that the manufacturer remains financially competitive in the challenging market that may lie ahead, providing for significant opportunities to decrease labor cost and increase the manufacturing efficiencies. The reduction in labor costs and the improvement of manufacturing processes are two variables that will increase the manufacturer's profitability directly, without having to increase revenues constantly and market share into the future.

Craig Yamauchi is the president of Friedman Corp. in Deerfield, Ill. He may be reached at cyamauchi@friedman.com.

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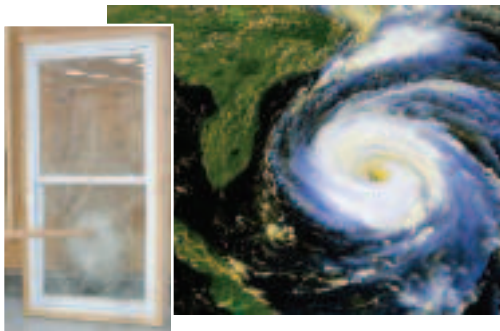
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Just What Is...“An Impact Window”

By: Bill Donnelly, NWDA Board Member, with much thanks to technical advisor Peter Thornton.

Following the nation's hurricane wake-up-calls in '04 and '05 “impact windows” are one of the hottest topics in the window industry. How are they different from a regular window?

Compared to conventional windows, “impact windows” perform one single, critically important function that can prevent



significant damage to your home in a hurricane. The primary function of an impact resistant window is to maintain the integrity of the window opening and keep the very high dynamic wind pressures of the hurricane force winds from entering our homes. Other than the conventional window functions of supplying light and ventilation while controlling normal weather elements, this ability to resist high hurricane force winds, even if the glazing has been “broken” by flying debris, is the one critical role for these products.

If a regular window is struck by flying debris, and the glass breaks, the window has failed. The full window area is now open to the wind forces and damage to the home will certainly follow. But if the windows are “impact resistant” and the same debris shatters the glass, the window is still performing its most important function. This is because, in addition to being windows, “impact windows” are pressure barriers that will continue to function even if the glass has been damaged by debris. Impact windows normally include additional reinforcements which are inserted in the rails and stiles, as well as significantly heavier hardware.

The key to all of these products is the use of laminated glass, similar to an automobile windshield. If struck, the “glass” portion of the laminated unit will break, but will remain bonded to the plastic interlayer. The interlayer will remain intact and be securely bonded to the window framing members to stop the entry of the high hurricane force winds. The glass unit can be single pane or monolithic, but an insulated unit will also allow the use of low emissivity glass for greater energy efficiency. Assuming we're discussing an insulated unit, an impact window actually has 4 layers. Starting from the outside, Layer 1 is usually regular annealed glass. Then there is an air space. Layer 2 is annealed glass which is laminated to the next layer, a tough, pierce-resistant plastic, normally about 3/32 to 1/8” thick. Layer 4 is also annealed glass which is laminated to the other side of the plastic interlayer. To provide the strength needed in an impact window, the glass unit is then strongly bonded to the sash or window framing. In some designs, steel reinforcements are used in the window frame as well.

If such a window is struck by a flying projectile in a hurricane, it is understandable and expected that the glass will shatter. But

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Important News for Window Manufacturers

NWDA and ENERGY STAR® Cooperate to Improve the Visibility of the Window Industry

The NWDA is pleased to announce that its lobbying efforts have yielded a positive result that benefits our entire industry.

At NWDA's winter meeting in Philadelphia, members of the NWDA Board of Directors met separately with Richard H. Karney, Manager of ENERGY STAR® Products for the US Department of Energy. Headed by Committee Chairman Darryl Huber, they discussed ways to enhance the window industry's image and relevance to window consumers, as presented by ENERGY STAR.

We are happy to report that NWDA spoke, and Washington listened.

As a result of our meeting and proposal, the ENERGY STAR Products web page now displays the category, “Windows, Doors and Skylights” in a more prominent position in a newly dedicated “Home Envelope” category.

See www.energystar.gov/index.cfm?fuseaction=find_a_product.

Specifically, “Windows, Doors and Skylights” has moved from last place in Category 7, to a prominent listing in Category 3. It is tangible confirmation from ENERGY STAR that buying new energy efficient windows is one of the FIRST things a consumer should do when updating their home.

Our thanks to NWDA Board Members Bill Donnelly, Darryl Huber, Terry Rex, Mike Sugrue and Henry Taylor, and especially to Richard Karney of ENERGY STAR for recognizing our industry's dedication to an energy-efficient America, and for sharing our passion.

Association News...

2006 Directory

Get your company's name out there, here's how...

Soon, headquarters will email every renewed member asking them to review and update their company information that was printed in the 2005 Directory. Keep an eye out for the directory update form in your email, as timely turnaround will be required.

Also, don't let your company miss out on the excellent opportunity of advertising in the NWDA directory. This is an economical opportunity for your company's marketing efforts. If you are interested in placing an ad in the Directory, contact Lori Nasatka at NWDA headquarters for more details. As the value of an NWDA membership gains more and more recognition in the industry, advertisements in our Annual Directory become an increasingly valuable reference tool.

NWDA's Fourth Annual Scholarship

Please watch for more information on NWDA's scholarship. All NWDA-Member company staff and their immediate families are eligible to apply. The two scholarships in the amount of \$2,500 and \$500 annually, will be awarded to two junior or senior level college students who have shown exemplary performances in academics, activities, achievements, community service, and who are well-rounded students with positive goals for the future.

Further information and applications will be mailed out shortly and details will be posted on the NWDA website.

Member News – What’s New With You...

ADCOCORP Inc., a designer and manufacturer of adhesives and sealants, is pleased to announce the addition of Greg Stewart as their Western Region Account Manager in the Assembly, Construction & Distribution group. Greg has sales and distribution management experience in a variety of automotive and industrial markets, and a BS in Business Administration from Chapman University in Orange, CA.

www.adcocorp.com

Aluminite, manufacturer of door and window screens, offers the industry's first totally electronic order processing, manufacturing and delivery system. Currently used by Milgard Manufacturing, Philips Industries, Alside and Jeld-Wen, the Aluminite Advantage ordering process begins with any delimited text file, sent to the company via e-mail. With a few clicks of the mouse, order processors create the files that guide the manufacturing, packing, shipping and billing of each customer order. Operators insert screen frame into Tiger Stop Saws that read the data, automatically adjusting for each cut. The computerized method means no manual input, maximum efficiency and fewer chances for operator or billing errors. It also allows screens to be manufactured and delivered in the order they are needed rather than by size. Average turn-around time is 48-hours with same-day delivery available for special circumstances.

www.alumco.com

Automated Testing Solutions, Inc. a supplier of test equipment is pleased to announce the release of its latest product: an automated portable window & door test kit and spray rack. This test kit meets airline size requirements and can handle the abuse of airport handling. Simply perform tests by loading the provided software onto a laptop computer and connect via USB port. Within minutes, this equipment will conduct and document air infiltration and water penetration performance in strict conformance to AAMA, WDMA, CSA and ASTM standards.

www.automated-tests.com

Fenevations, manufacturer of Megawood, Infinity Bronze and Steel View custom windows and doors, is privileged to announce that they have been awarded a project with the Turkish Ambassador residence in Washington, DC as well as a 90,000 square foot residence in Orlando, Florida. They will also have a custom project at the Philadelphia Art Museum this fall, displaying their Steel View Line which offers stainless steel for contemporary designs. Fenevations has been awarded an Infinity Bronze project at The Linderman Library at Lehigh University as well as another on at Yale University, in Connecticut. Additionally, Fenevations has recently completed the National Headquarters of K. Hovnanian Enterprises in Red Bank, NJ.

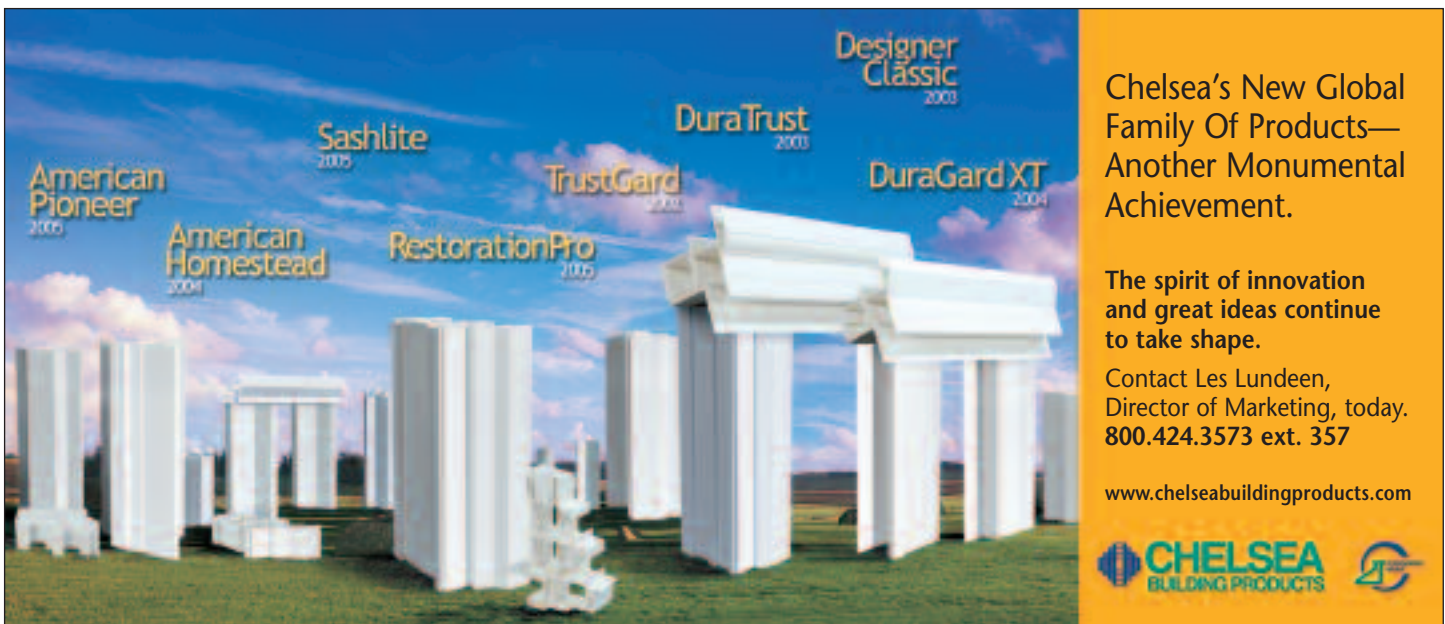
www.fenevations.com

Four-Jaks, Inc. of Fairlea, West Virginia, a manufacturer of window hardware components, is pleased to announce that Brad Burdette has been appointed to the position of Quality Assurance Manager. Brad is a 2002 graduate of Bluefield State College and has been employed at Four-Jaks for three years. Previously, Brad did production work and quality control. His new responsibilities are assisting in customer support, general operations, and coordinating efforts between sales and production.

www.four-jaks.com

Coated glass technology has taken a revolutionary step forward with the introduction of ClimaGuard SPF from **Guardian Industries Corp.** Designed specifically for use in residential windows, ClimaGuard SPF blocks 99.9% of ultraviolet (UV) radiation without any visible change in day lighting. With the introduction of ClimaGuard SPF, Guardian Industries provides homeowners with the ability to completely block ultraviolet radiation from entering the home without sacrificing the primary benefit of windows—natural daylight and outdoor views. The full brightness and beauty of visible sunlight passes straight through this unique combination of patented glass coatings to illuminate the home. Only the invisible damaging UV rays are removed.

www.climaguardspf.com



The advertisement features a background image of several white, rectangular window and door profiles standing on a grassy field under a blue sky with clouds. The products are labeled with their names and years: American Pioneer (2005), Sashlite (2005), American Homestead (2004), RestorationPro (2005), TrustGard (2003), DuraTrust (2003), Designer Classic (2003), and DuraGard XT (2004). The text on the right side of the advertisement reads: "Chelsea's New Global Family Of Products—Another Monumental Achievement. The spirit of innovation and great ideas continue to take shape. Contact Les Lundeen, Director of Marketing, today. 800.424.3573 ext. 357. www.chelseabuildingproducts.com". At the bottom right, there is a logo for Chelsea Building Products, which includes the word "CHELSEA" in a stylized font above "BUILDING PRODUCTS", and a circular logo to the right.

HOPPE North America, Inc. is featuring the HTL Ultimate 2D Hinge for wood and vinyl profiles. The HTL Ultimate 2D Hinge allows for easy adjustment of the door both horizontally (+/-2mm) and vertically (+/-2.5mm) with just the turn of a screw. This hinge features maintenance-free bearings, simple one pass routing for simple door preparation, non-removable pins for increased security, specially coated components for improved durability and strength. Available in KTL Brass Alternative, Machine Polished Brass, Polished Chrome, Brushed Chrome, Rustic Umber, Oil-Rubbed Brass, Antique Nickel, Satin Nickel, Antique Brass, Stainless Steel, Grey Powder Coat, White Powder Coat, Dark Brown Powder Coat, Gold Powder Coat and Matte Black Powder Coat to complement any architectural style and match HOPPE handle sets.

www.us.hoppe.com

Materials Testing Lab, Inc. a member of the MT Group, has named Thomas S. Kalb, Vice President of its Window Testing Division. In his new role, Mr. Kalb will be in charge of all window, door and curtain wall testing for the Group's Northeast Operations. He will be based at the firm's headquarters, located in Farmingdale, NY. Mr. Kalb, who has been with Materials Testing Lab, Inc. for more than eight years, had recently been the engineering project manager for the company.

www.materials-testing.com

Douglas Meyerson, President of **Mercury Excelum, Inc.** in East Windsor, CT is pleased to announce the appointment of Harley Hill, of Woodstock, CT, as Fence and Facilities Manager. Mr. Hill has worked for Mercury Excelum, Inc. for eight years and has helped to modernize and update all aspects of the manufacturing plant. Juan Moret, of East Hartford, CT, has been appointed Assistant Production Manager. Juan has worked for Mercury Excelum, Inc. for twelve years and has experience building every vinyl building product manufactured by the company.

www.mercuryexcelum.com

Darwin B. Dosch, President of **Motovation Corporation**, Windsor, PA is pleased to announce the appointment of Carl Brown as Chief Design Engineer for the firm. Mr. Brown brings with him 5+ years of fenestration industry experience including both design and testing backgrounds, 14+ years of construction experience and a Mechanical Engineering degree from Penn State University. Complimenting him is Dennis W. Mittel, Designer. Dennis is responsible for the company's recently updated computer design and communications systems and the general daily operations of the business. Dennis has hands-on experience with tooling, molds, equipment design / manufacturing and CAD design. The company is also implementing an expansion of their services being provided to their customers. The aforementioned now include: Fenestration and Component Design, Product Development and Prototyping, Testing Support and Assistance, Tooling, Machinery and Manufacturing Design and Sourcing, Engineering Calculations for Structural Validation and Cost Reduction, Consulting and Standards Clarification and Window, Screen and Glass Repair / Replacement.

Email: www.motovationcorp@aol.com

Lloyd Knowles has joined **Northeast Building Products** as a Project Manager. In Lloyd's new position his responsibilities will entail planning, executing and researching the development of new products and manufacturing ideas for the rapidly growing Philadelphia manufacturer. Lloyd brings with him many years of experience in the fenestration industry. Lloyd comes to Northeast Building Products from MW/Patriot Manufacturing Inc. where he concentrated on product design, process improvements and product testing in the engineering department.

www.nbpcorporation.com

PRYSM Marketing is excited to announce the addition of Ron Robinson to its professional sales team. Ron has been working in the window and door industry for ten years, and most recently worked with Edgetech I.G. as a Regional Sales Manager selling warm edge spacer in the East Coast marketplace. His technical background is a great asset to PRYSM Marketing and its customers. Ron lives in the Pittsburgh area covering the Northeast territory while assisting Spencer Roberts in the Ohio, West Virginia, and Western Pennsylvania markets.

www.prysm-marketing.com

The RiteScreen Company, a nationwide manufacturer of finished window and patio door screens, is pleased to announce the appointment of Stan Beeson as the Western Sales Manager for the company. Stan has extensive experience in business-to-business sales management. He has worked in the building and forest products industry as a national account sales manager, with additional experience in customer service, marketing development, purchasing, and product management. His prior industry focus includes distribution and manufacturing, with product line emphasis on windows, doors, mouldings, and other millwork items. He will be supported by RiteScreen plants located in Northern and Southern California, Colorado and Oregon.

www.ritescreen.com

On Friday, March 3, Greg Hutchings the chairman of Lupus Capital announced the company has agreed to acquire **Schlegel Building Products** from Unipoly. Schlegel Building Products is a manufacturer and marketer of sealing systems for windows, doors, printers, copiers and specialized automotive components. In fiscal year 2005 Schlegel had worldwide sales of \$125 million. Lupus Capital is a specialist investment vehicle and a publicly traded company on the London Stock Exchange. For 15 years, Greg Hutchings ran Tomkins a large, \$9 billion conglomerate. The Schlegel management team under CEO Ian Pawson will continue to run Schlegel Building Products.

www.schlegel.com

Tremco, Inc. has recently introduced a new one part, high modulus, neutral cure silicone sealant designed to meet the stringent requirements of impact testing. Tremco's TremGlaze S700 is a high performance impact and bomb blast rated sealant that was designed to provide performance under extreme conditions. The TremGlaze S700 product has tensile and elongation properties to allow it to perform in a variety of glazing configurations. The TremGlaze S700 has a quick tack free time as well as exceptional cure stability and shelf life properties. The product has excellent adhesion to unprimed vinyl

continued on page 8

Member News, continued from page 7

and aluminum substrates and is available in a wide range of packaging options. The TremGlaze brand is part of Tremco's Sealant/Weatherproofing Division—supplier of sealant weatherproofing solutions for industrial, construction and passive fire control applications.

www.tremcosealants.com

TruSeal has announced that since March 1, 2006 they will phase out their muntin bar distribution business. They will continue to sell muntin accessories. Orders for muntin bars will be fulfilled until inventory is fully depleted. For assistance in securing a source for future muntin bar purchases please contact TruSeal's sister company HOMESHIELD in Chatsworth, IL.

www.TruSeal.com • www.home-shield.com

Ventana USA announced the addition of Mary Kaminski to the Customer Support Team for window product sales. Her responsibilities will include processing/tracking orders, submitting product/shipping quotes, providing samples and materials specifications, and creating CAD drawings for customer approvals. The company also announced that Michael Pauly has joined the Fence, Deck and Railing Sales Team. His responsibilities will include customer service and expansion of the markets for FDR products.

www.VentanaInternational.com

Just What Is..., continued from page 5

the most important fact is that it is very difficult for flying debris to pierce the plastic interlayer, and that is what makes all the difference in the world. If no hole develops in the window, then no wind pressure will enter the home through that opening, and the destructive pressure can not build up inside the house. Even if the glass cracks, the impact window has done its job because the house is still standing and its precious contents are safe.

Welcome New Members!

Associate:

FRANK LOWE RUBBER & GASKET CO., INC.
10 Dubon Ct.

Suite 1

Farmingdale, NY 11801

Contact: Randy Cohen

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