



# NORTHEAST WINDOW & DOOR ASSOCIATION

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# NEWSLETTER

Second Quarter - 2006

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## President's Message

My apologies to Jeff Foxworthy but, "you know you are over the hill when..." a discussion with your children includes the statement "When I was your age..." Recently I had that conversation with my girls. They were skeptical of my barefoot walks to school, in the snow, being uphill both ways. They were just as incredulous when they discovered we had only four television stations available. They inquired, "Dad was one of them MTV or ESPN?" They could not fathom just watching ABC, NBC, CBS, and PBS. In addition, the concept that TV viewing was free not a \$49.99 per month charge nearly blew their minds. I explained we had quality not quantity. We were watching "All in the Family," "Mr. Rogers Neighborhood," "Wide World of Sports," and best of all, "The Three Stooges." Today, despite the hundreds of channels, how many times have we said, "There is nothing to watch on TV?" Inevitably, the question becomes, "Does television's plethora of choices make us happier?" The answer would be no. The follow-up question is can it enrich our lives? The answers most likely would be yes.

The vast number of television stations available today, would be analogous to the increased number of options in the window and door industry. Upon my entry into the Fenestration Industry, 17 years ago, I heard many stories that began, "When I got into the window business..." For example, Winchester's plant manager recounted that in the early 1980's work orders consisted of 250 white, triple glazed, double hung's (ABC, NBC, and CBS) and sometimes a slider (PBS). Therefore, production hummed because equipment settings and raw

materials did not need to be changed. Today we are all acutely aware of the endless number of glass options (sound abatement, hurricane resistant, etc.), grid options, hardware options, window style options, and color options. Despite manufacturer's vast expansion in inventory, we have all heard our customers say, "you need to offer more colors, more wood grain options, more glass options, more grid options, etc."

The result on window manufacturers is the same as the television viewers. More options will not translate into increased happiness. Conversely, the increased options can enrich our business life, because we are able to gain and retain more market share. Bottom line, there is no turning back!

To help us deal with a portion of the industry evolution, Bill Donnelly has put together a terrific speaker program for NWD&A's summer meeting at Foxwoods. The lineup includes information regarding Impact Windows, OITC ratings for windows, fire safety for laminated glass.

The NWD&A Board looks forward to seeing you in Connecticut, July 17-18, 2006. Please encourage colleagues to come and be a part of an extremely informative and enjoyable gathering!

NWD&A would like to thank RiteScreen, Aluminite, and Burke & Sons for their support with newsletter sponsorship.

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# Calling All Card Sharks!

## Get Ready for the Event of the Summer!

*Where: Foxwoods Resort & Casino*

*When: Monday & Tuesday, July 17-18*

The meeting will follow our traditional schedule of golf and dinner on Monday, and educational speakers and lunch on Tuesday.

### *The Speaker Program:*

Program Chair Bill Donnelly has put together a top-notch educational program that will be beneficial for both manufacturers and suppliers. Please see below for the scheduled speakers and topics that will be presented.

- **Impact Resistant Windows: Forced Entry and Firefighter Safety**

Presented by: Mike Fischer, Kellen Company, Code Consultant, Window and Door Manufacturers Association (WDMA)

- **Working Together for Window Safety**

Presented by: Rich Walker, Executive VP American Architectural Manufacturers Association (AAMA)

- **OITC Sound for Windows**

Presented by: Henry Taylor, President, Architectural Testing, Inc.

- **An NFRC Update**

Presented by Ray McGowan, Technical Services Manager, National Fenestration Rating Council

- **A Code Update**

Presented by Henry Taylor, Architectural Testing Inc.

### *The 21st Annual NWDA Scholarship Golf Outing*

The informal Scramble Outing and the Tournament will be played at the Lake of Isles Golf Club. The tournament will be a shotgun start outing beginning at 10:00 AM on the Rees Jones North Course. The Scramble Outing will begin at 1:00 PM on the Rees Jones South Course, following a barbeque lunch at 11:45 AM.

Special thanks to **Strybuc Industries** and **Caldwell Manufacturing** for sponsoring the beverages on the golf course!

Special thanks to **Amesbury** for sponsoring the Hole-in-One contest!

### *Monday Evening Dinner & Awards*

In the spirit of our location, NWDA is pleased to offer each delegate registered for the dinner a little gift to get your fun-filled casino night started. Don't forget to practice your poker face before arriving!

### **Don't Miss Out!**

If you haven't already done so, there is still time to register for the Summer Meeting! But be quick because the meeting is creeping up fast. If you would like to bring a guest to the Monday Dinner, they are welcome to attend however, they must be registered for the event. Please call NWDA Headquarters at (609) 799-4900 to receive a registration form, or visit our website to download one at [www.nwda.net](http://www.nwda.net).

Please do not forget to make your hotel reservations now if you have not done so already because rooms are selling out fast. Call Foxwoods Resort & Casino at 1-800-FOXWOODS. Please provide the reservation agent the group code F21734 to receive the special reduced NWDA rate of \$149 Single / Double for the Grand Pequot Tower. The deadline for securing a room and receiving this rate was June 16, so be sure to call immediately.

### **Schedule of Events:**

#### *Monday, July 17*

8:00 AM	Board of Directors Meeting
10:00 AM	Tournament Golf Outing at Lake of Isles
11:45 AM	Pre Golf Cookout
1:00 PM	Scramble Golf Outing at Lake of Isles
7:00 PM	Cocktails
7:30 PM	Banquet Dinner

#### *Tuesday, July 18*

8:00 AM	Breakfast
9:00 AM	General Session & Educational Speakers
1:00 PM	Luncheon

### **Show Your Support of the NWDA Scholarship and Sponsor a Hole on the Golf Course...**

NWDA members can publicize their company by sponsoring a hole on the golf course. All of the proceeds for the hole sponsorship go towards the NWDA Annual Scholarship fund to benefit our members and their families. To sponsor a hole, please call NWDA Headquarters at (609) 799-4900.

The following companies are currently sponsors:

ALLMETAL INC., ALUMCO, INC., AMESBURY GROUP, ARCHITECTURAL TESTING INC., BAY FORM, CARDINAL IG, CHELSEA BUILDING PRODUCTS, INC., DAC PRODUCTS, THE DOW CHEMICAL CORP., EDGE SEAL TECHNOLOGIES INC., EDGETECH I.G. INC., FENETECH, INC., FOUR-JAKS, INC., GUARDIAN INDUSTRIES CORP., HARVEY INDUSTRIES, INC., HOMESHIELD, DIVISION OF QUANEX, HOPPE NORTH AMERICA, INC., JOHN EVANS' SONS, INC., KEYSTONE CERTIFICATIONS, LEADING EDGE DISTRIBUTION, PECORA CORPORATION (3), PHIFER INCORPORATED, PPG PERFORMANCE GLAZING, PPG FABRICATED PRODUCTS, PRYSM MARKETING, REGENEX CORP, SIKA CORP, TRUTH HARDWARE, ULTRAFAB INC. (2), VYTEX CORPORATION, WESTECH PROFILES LIMITED (NAPG).

## **Mark Your Calendar and Make Plans to Attend:**

### **"Energy Tax Credits Got You Confused? Come to the NWDA Seminar"**

**When:** October 26, 2006

**Where:** Architectural Testing, Inc., York, PA

### **NWDA Winter Meeting & Table Tops**

**When:** January 22-23, 2007

**Where:** Resorts, Atlantic City

## Ask A Busy Person: Tom Channell



With this column, NWDA lets readers get to know selected fellow members better. This interview is with Tom Channell of Chelsea Building Products. Tom is also an NWDA board member.

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

Chelsea Building Products (CBP) is one of the oldest vinyl extruders in the United States.

Chelsea was previously Maynard Plastics who purchased Polytex in the very early 70's. Chelsea's headquarters is part of a modern 500,000 square foot complex that includes production and distribution facilities and is based just outside of Pittsburgh, PA. Tessengerlo Group, out of Belgium, with over \$2.8 billion in annual sales, purchased Chelsea in 1997.

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

I am their Regional Sales Manager for the North East but also have accounts in Fort Smith, AR. I consider my job to be servicing our accounts so they can be successful with the right products and services needed to compete in today's business climates. Their success is our goal.

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

I have been employed by CBP for 18 years in sales and product development.

**Where did you work previously, and in what position?**

Previously I was employed by Thermoplast out of Canada as the National Sales Manager for the United States selling patio doors assembled in Latham, NY.

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

My father, Ed Channell, was hired by Mr. Bill Keller II of Kasson & Keller as Sales Manager in 1965. In 1967 during my college years I worked for K&K in production and in the 70's I was their Plant Manager.

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

I would have to say my awards and recognitions have been the success of our valued customers and the success of CBP. But, I have to mention my Willie Langfelder trophy at the NWDA golf outing in 1990. I still don't know how I did it!!

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

One of our latest product introductions is a high-end window system collectively designed by many of us at CBP including our customer and tooling equipment manufacturers.

**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?**

We are members of NWDA, AAMA, and Fenestration Manufacturers Association.

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

I was honored by Mr. Tom Scheg to take his place as Associate Director for NWDA in 2005. Prior to that I enjoyed all the summer golf outing meetings this organization has put on so successfully. For any member who has not attended this meeting, I strongly suggest you do so this year.

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

By far, it is the people who are the members in the NWDA Organization. It is a continuous friendship and informational dialog.

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

I attended our local community college for two years while working for our local window company. My true education was working in this industry for 39 years, which has supported my family to this day.

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

When I do take time off, it is hard to decide whether to pick up my fishing pole or my golf clubs after working in the vegetable garden. If travel permits, I will attend a Lions meeting or Masonic meeting. I have been a member of both for over 20 years and hold 32nd degree with the Masons.

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

I have been married to Bonnie for 35 years, and have two daughters Stacy and Kari who have given us three grandchildren. My youngest daughter and granddaughter live in London, UK so it is great we have laptops to get current photos. Both my daughters hold a masters degree.

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## TECHNICAL CORNER



### Forensics



By Henry Taylor, president and founder of Architectural Testing, Inc.

I will venture to guess that the connotation of this title “FORENSICS” causes you to have an immediate negative reaction. But, I implore you to read on because we intend to start the pendulum swinging the other way with this sensitive subject.

I am going to start by sharing some important, basic beliefs as a result of my experience. Architectural Testing conducts an average of 8 to 10 field tests daily across the country. The tests fall into the categories of quality assurance, investigative, and forensics. Most tests include the application of water on the window or door exterior and, not surprisingly, most tests produce evidence of water leaks.

But now for the good news. Most of the water leakage that appears around or near the window does not come through the window as typically suggested by the inexperienced. A high percentage of water penetration comes around the window through an improper flashed, sealed, and/or caulked joint between the window and the wall. Further, masonry and stucco walls have the propensity to leak or wick water through the walls which eventually appears near the window. And it is not uncommon for roof leakage to travel down a rafter to the wall and then down the wall until it is deposited at or near the window.

The ability to isolate the specific source of water penetration is critical and requires experienced, accredited testing laboratories, equipment, and personnel.

And for the better news. I find that most window manufacturers willingly fix any window leakage problem if given the opportunity within the warranty period. If window leakage is a problem, an easily accessible sill-to-jamb joint is probably the cause and is often easily fixed. However, too often the first time the manufacturer hears about the problem is upon receipt of a lawsuit. Fortunately many states now recognize this abuse of our legal system and have passed legislation requiring a Notice for the Opportunity to Repair, or NOR, be afforded to the window manufacturer.

Too often the building owner doesn't even want to fix the problem; instead he sues everyone in the hopes of obtaining a financial settlement from each defendant whereupon he pockets

a tidy sum. And when a correction is to be effected, the consultant often has a blank check to cover an extreme “makeover” at the expense of others. Too often the window manufacturer is “the only man standing with deep pockets” as the subcontractors are out of business and the general contractor incorporated a separate business entity for this project only.

On projects with water leakage, I give the following advice:

1. Determine if your state requires that you have an opportunity to repair.
2. Identify and isolate the specific problem early—whether wall, joint, or window.
3. Accept your share of the responsibility when the specific problem is properly identified.
4. Determine if the plaintiff just wants a financial settlement or wants to fix the problem.
5. Use a consultant or laboratory with proper knowledge, experience, and credentials.
6. Tie your warranty to the use of certified installers such as InstallationMasters.

Henry Taylor is president and founder of Architectural Testing, Inc. Their new Forensics Department employs professional engineers and other experts to help identify and isolate problems with the building envelope. Their mission is to provide professional and technical assistance to the window manufacturing industry against unjust and frivolous lawsuits. Architectural Testing trains and certifies window and door installers through the InstallationMasters program.

Right: Architectural Testing's Mobile Dynamic Wind Generator in Action



Above: Architectural Testing Forensic Technician prepares the building envelope for evaluation



Below: Architectural Testing Forensic Technician Utilizing Boroscope to Identify Leakage

## Just What Is...

by Bill Donnelly, Silver Line Windows

Providing some additional background and explanation of window industry terminology used every day.

## Self-Cleaning Glass

### Does self-cleaning glass actually "do" something? How does it work?

Unlike a plastic coated frying pan that resists the sticking of food, self-cleaning glass actually "does" something to clean itself after it has gotten dirty. There are actually two processes going on, that work together to clean dirt from the glass.

The first process uses the sunlight to break dirt into smaller particles and to interfere with its ability to adhere to the glass's surface. Self-cleaning glass is made by applying tiny invisible photo-reactive particles to the glass's surface during product manufacturing. The particles are near the surface, but an integral part of the glass, resulting in a transparent, yet durable product. As soon as the windows are installed, the self-cleaning properties become activated by natural exposure to sunlight. Once activated, the photo-reactive particles work with the ultra-violet rays present in ordinary daylight, to break down and disintegrate organic dirt.

The second process is a sheeting action that prevents water from forming droplets. Instead of beading up, water spreads out evenly over the surface of the glass, and runs off quickly, carrying the loose dirt particles with it. Compared to ordinary glass, water dries faster as it spreads out, and stains from "drying spots" are greatly reduced or eliminated. Since self-cleaning glass needs only a small amount of UV light to remain active, it continues cleaning even on cloudy days, and the water sheeting action keeps working even when it rains at night.

There are also similar products, marketed as low-maintenance glass, which also reduce cleaning. Typically these products utilize an integral coating that provides a smoother glass surface. This coating resists dirt build up by reducing the microscopic roughness that dirt needs to adhere to a surface. Water responds similarly, and spreads out across the surface of the glass instead of forming droplets. The sheeting action assists in rinsing away particles of dirt, and promotes faster drying, which reduces water stains. The result is a window that stays cleaner for a longer period of time.



## Welcome New Member!

### Associate:

INTERTECH ASSOCIATES INTERNATIONAL, INC.  
120 Stryker Lane  
Suite 209  
Hillsborough, NJ 08844  
Contact: Van Kuh  
Tel: (908) 284-9098  
Fax: (908) 284-9448  
Website: [www.eintertech.com](http://www.eintertech.com)

## Association News...

### Important Energy Announcement from NWDA

At Northeast Window & Door Association's (NWDA) January meeting, a sub-committee was formed to be a liaison between NWDA and Washington, DC on energy efficiency and energy conservation. The sub-committee met with Richard Karney, of the Department of Energy, during the January meeting concerning the positioning of windows and doors on the ENERGY STAR® website. The meeting resulted in a more prominent positioning of windows and doors on ENERGY STAR's consumer information pages. More recently NWDA sub-committee members and B.F. Rich associates Darryl Huber and Terry Rex attended the Great Energy Debate III in Washington, DC on May 23rd. Attendees had audience to industry professionals' discussions for solutions to the energy issues facing our country today. A major initiative discussed related to the Energy Tax Credit, which currently ends on December 31, 2007, was slated for future discussions to request an extension of the tax credit an additional 4 to 5 years. There will be more talks very soon and NWDA will have a representative attend these talks. While at the debate, Terry Rex met with Kateri Callahan, President of the Alliance to Save Energy. The purpose of the meeting was to begin discussions on how NWDA and ASE can effectively communicate information on energy policies to keep the NWDA sub-committee up-to-date on these issues being addressed in Washington.

For more information, please feel free to speak to one of NWDA's Board Members at our Annual Summer Meeting at Foxwoods on July 17-18.

### NWDA Directory

Thanks to everyone's prompt response, the NWDA 2006 Directory will be appearing in your mailbox very soon. This valuable industry tool will be exclusively available to NWDA members. The Directory contains a product index and advertisements from member suppliers as well as contact information for many industry companies.

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## Member News – What’s New With You...

**ADCO Products Inc.**, a designer and manufacturer of adhesives and sealants, is pleased to announce the addition of James “Les” Kimley as the Southeast Region Account Manager for its Assembly, Construction and Distribution sales group. Les has many years of adhesive and sealant sales experience and holds a BA from the University of North Carolina at Wilmington.

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

Paul Miraglia, president of **Alliance Vinyl Windows Co., Inc.**, is proud to announce the company is celebrating 50 years of business serving the building materials industry. For a half a century, Alliance Vinyl Windows, based in West Collingswood Heights, NJ, has supplied windows to leading contractors and materials suppliers.

Paul’s late father, Joseph Miraglia, founded the company as Superior Aluminum Products, Co. in 1956. The initial focus of the business was manufacturing aluminum awning, porch enclosures, storm windows and doors, but in the early 1980s, Joseph added vinyl replacement and new construction windows and patio doors to the growing company’s list of products offered. In 2000, Superior Aluminum Products joined the American Window Alliance, a national network of regional building material fabricators and changed its name to Alliance Vinyl Windows to reflect the primary product offering—vinyl replacement windows. Today, Alliance Vinyl Windows sells its products to distributors all along the east coast, in NJ, PA, DE, MD, NY and VA.

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

**Aluminite**, manufacturer of door and window screens since 1956, has announced the appointment of two new senior executives. Brian Cummings has been named the company’s new president, superseding recently retired owner Brad Andres. With a B.A. in accounting, Cummings has been with Aluminite since 2002. His previous experience includes senior management positions with Jeld-Wen and Boise Cascade. Cummings created the original software for the Aluminite Advantage, the company’s electronic order processing and delivery system. Additionally, Charles Hopewell has recently been hired as vice president of operations. His experience includes more than 20 years with Nielsen Manufacturing, Inc., a precision sheet metal fabrication business. These appointments boost Aluminite’s ongoing com-

mitment to national expansion, including the addition of new regional facilities.

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

Rich Koopmann, President of **Amesbury Group** announced the acquisition of Bandlock Corporation in Ontario, California. Bandlock supplies an extensive range of custom PVC extrusions for a wide range of applications in a number of markets. The business is based in Southern California, an area which is experiencing good growth in the extrusion market. The acquisition will supplement Amesbury’s existing US extrusion business, PPI, and further enhance the Division’s presence on the West Coast of the US following the acquisition of Builders Hardware in September of 2005. The business will be combined with the PPI division of Cannon Falls, MN under the leadership of Todd Betterley.

Amesbury Group is also pleased to announce the promotion of Doug Denfeld to the position of Director of Sales and Marketing for the Fastek Products Division of Amesbury Group in Canton, SD. Doug will be responsible for managing the sales growth and direction of Fastek Products including the direct and independent sales activities.

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

**BFRich Windows & Doors**, a Newark, DE based window and door manufacturer, promoted their HOPE program on June 1, 2006 at the Home Builders Association of Delaware Kent County Golf Outing at Wild Quail Golf and Country Club in Wyoming, DE. Helping Others Promote ENERGY STAR® (HOPE), BFRich’s educational program was presented to 90 golfers at the Home Builders Association of Delaware Kent County Golf Outing.

In other company news, BFRich Windows & Doors welcomes Dwayne Biehl as Territory Manager for the New England states. Dwayne has experience as a territory manager representing a national window and door manufacturer, a local building materials fabricator and Marathon Oil Company. Dwayne has a BS in Petroleum Engineering from Penn State University and an MBA from Bowling Green State University.

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

The Designer Classic double hung vinyl window from **Chelsea Building Products, Inc.** has passed impact testing at a level of protection of Wind Zone 3. The Designer Classic double hung is a new construction window with a full width frame for 4 9/16” wall construction. The window was evaluated in accordance with ASTM E 1996 and ASTM 1886. Using an impact resistant glazing option and standard surface mounted tilt latches, the window withstood the impact of a #2 Douglas Fir 2 x 4 measuring 93 inches in length and weighing 9.1 lbs, traveling at over 50 ft/sec. The impact resistant insulated glass option consisted of an outer 1/8” thick annealed sheet and an inner 5/16” laminated sheet. The insulated glass unit was wet glazed using a wet glaze silicone sealant. The missile did not penetrate any of the specimens during any of the impacts. Each specimen remained closed and locked throughout the testing and its ability to operate was verified after testing.

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



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visit [www.alumco.com](http://www.alumco.com) or call Chad Kegans at 970.232.3064

**DAC Products**, manufacturer of sample and display selling tools for the window and door industry, announced that Wendy Weatherington has joined the company and will be the Inside Sales and Customer Relations Manager. She is the main point of contact for DAC's existing customer base, as well as calling on new potential accounts. Wendy was previously with Media Display, Inc., a Raleigh, NC based advertising firm, and comes to DAC with a wealth of experience and ability. She attended East Carolina University and is a graduate of Meredith College.

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

**FeneTech, Inc.** the developers of the FeneVision® family of software products and developers of customer software solutions has formed the Manufacturing Services Division within FeneTech. The Manufacturing Services Division, headed by industry veteran Joe Mueller, offers process efficiency audits, ROI analysis, project prioritization analysis, equipment selection, process layout, and facility layouts. The new division will also provide engineering services for plant expansion planning, energy efficient utilities planning and project management.

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

**Gorell Windows & Doors** now offers two new Armor Impact Plus (AIP) Hurricane Window models to add to its line of energy-efficient windows and doors. The new 5301 AIP Picture Window and 5352 AIP Lift-out Sliding Window are engineered to provide homeowners with protection against airborne debris from strong winds, storms and other forms of violent weather—as well as provide numerous additional benefits such as energy efficiency and protection against intrusion. Armor Impact Plus windows offer homeowners greater convenience and “constant readiness”—because in the event of violent weather, nothing other than closing and locking them needs to be done. They allow daylight in, making it easier and safer for homeowners to move about and plan for their safety during power outages. Armor Impact Plus windows also enhance a home's appearance, unlike storm shutters or plywood. These windows are also available in Gorell's wide array of colors.

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

**Harvey Industries** is pleased to offer the option of exterior paint on their vinyl windows and patio doors. Applied to the vinyl using the Royal Spectra Coat(tm) Coating System, this feature gives the homeowner design flexibility above and beyond the traditional white, almond, and bronze colors. Complement the shade of the home's siding, or add a unique accent with these expanded colors. With 4 standard colors (Black, Forest Green, Cranberry, and Bronze), and an additional 21 colors available special order, Harvey is sure that homeowners will find the color and style that enhances their home.

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

To meet the rising global challenges facing all U.S. manufacturers, **Homeshield** has completed the re-organization of their eight separate manufacturing locations into one unified company, effective May 8, 2006.

To accomplish this, Robin Sorey has been promoted to the position of VP of Human Resources. She is responsible for safety, environment, and human resources. Sam Lewis has been promoted to VP of Engineering. He is responsible for

product development, manufacturing engineering, industrial engineering, quality (Richmond location), and lean. Steve Gagner has been promoted to Operations/Procurement Manager. He is responsible for oversight of procurement. These management changes will complete the re-organization and allow Homeshield to better leverage individual strengths into a lean organization that is nimble, innovative, and responsive to customers' needs.

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

**LAMATEK, Inc.** announces the addition of a new AAMA approved hybrid glazing tape to their extensive line of products for the fenestration industry. The HGT Series is specifically engineered for the vinyl window and door segment, combining a high strength UV resistant acrylic adhesive to bond securely to glass with a rubber-based adhesive to bond aggressively to the vinyl lineal. The adhesives are coated on cross-linked closed cell polyolefin foam with a high-density, easy release polyethylene liner. The HGT series is available in both white and black at 1/16" thick. Rolls can be cut to custom widths; standard sizes will be kept in stock for same day shipment upon order.

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

**Northeast Building Products** of Philadelphia is pleased to announce Eric Gerstenbacher as their new Operations Manager. Gerstenbacher in his new role will oversee all aspects of manufacturing at all of Northeast Building Products locations.

Eric brings with him more than 16 years of leadership experience with 12 years in the window manufacturing industry. He is certified in Level 1 Lean Manufacturing, Flow Management and Visual Workplace and is currently pursuing a degree in Business Management.

Eric's addition will be a great complement to the talented executive team that NBP has built over the past several years. Prior to joining Northeast Building Products he was the Senior Production Manager with MW/Patriot Manufacturing.

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

New Jersey vinyl window manufacturer **Silver Line® Windows** has recently won three “It's Showtime!” Pinnacle Awards. The 18th Annual Pinnacle Awards brought together the best of the best in building, design, sales, marketing and merchandising from 2005. From builders to distributors, numerous companies were represented and rewarded for their outstanding efforts. The winners were chosen by an independent panel of builders, architects, marketing managers and interior merchandisers, enlisted by the Home Builders Association to judge the awards. Silver Line® entered and won three categories: Best New Product (Manufacturing) for the Weather Stopper™ line of Impact Resistant Windows, Best Engineering Design was awarded for the Series 3032 Two-Part Mullion, and Best Product Innovation was awarded for the Injection Molded Window Line. The Home Builders Association of Bucks and Montgomery Counties is a non-profit trade association representing the residential construction community throughout the Delaware Valley Region.

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

**Superseal Window and Door Company** is proud to announce the beginning of an all new Installation Masters Training and Certification Program. Developed as an industry-

*continued on page 8*

**Member News**, continued from page 7

approved training course, you can get in-depth installation training to promote consistent, high quality window and door installations in the Residential/Light Commercial markets. With this course you'll learn how to promote energy efficiency, decrease installation deficiencies, and minimize product failure and callbacks thereby lowering ultimate maintenance cost to the consumer.

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

Company Name change: **TB Philly** company name has been changed to **TBP Converting**.

**Tremco** is pleased to announce the launch of the initial product in Tremco's NEW BuilderSeal brand, BuilderSeal Low Expansion Foam. BuilderSeal is a family of sealants targeted towards the residential builder and remodeler. BuilderSeal LEF is a unique low-expansion window and door foam designed to conform to the AAMA 812-04 standard. It is available in a gun grade formula as well as a new ergonomically designed straw version. More BuilderSeal products will be introduced over the next 12 to 18 months under the branding "FIRST IN MAKING HOMES LAST™".

We are also pleased to announce, effective June 1, Velocity Marketing has taken over the sales responsibility for the State of Ohio. Joe Altieri will be responsible for all sales activity with the TremGlaze and BuilderSeal brands in the states of W. Pennsylvania, WV, Virginia, Maryland and now Ohio.

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

**Ultrafab Inc.**, of Farmington, NY, announces the purchase of Designer Glass International (DGI) of Columbus, OH. Founded in 1997, DGI manufactures a patented decorative glass program compatible with all major insulated glass systems. A wide range of patterns can be developed utilizing beveled and textured glass shapes that are encapsulated by a patented grid system. Unlike other decorative glass systems, DGI is light weight, allowing fabricators to utilize existing hardware packages. The DGI system gives the fabricator the power to develop elegant designs at a price point that is below traditional art glass. DGI has coined the phrase "Affordable Elegance" to describe what the product achieves when incorporated in a window or door. Jeff Menhart, founder of DGI and Rocky Blausler, DGI's General Manager, will both remain with the company and continue to operate two facilities in the Columbus, OH area.

[www.ultrafab.com](http://www.ultrafab.com), [www.dgiglass.com](http://www.dgiglass.com)

**Vytex** proudly announces the addition of Charles R. Scalzott as Chief Operating Officer and Tony Parkinson as plant manager to its team of professionals.

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

Cathy Murphy has joined **Zurka Associates, Inc.** Before joining Zurka, Cathy sold advertising for Glass Canada Magazine then sold IG units for Trulite Industries. Her responsibilities at Trulite were to sell and service companies that bid and installed IG commercial units. Cathy's responsibilities at Zurka Associates, Inc. will be to sell, service companies and add inside sales support for Zurka Associates, Inc.

[www.zurka.net](http://www.zurka.net)

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