



## **Northeast Window & Door Association Member Newsletter**

**Third Quarter 2003**

[Contact NWDA](#)

We are pleased to present to you NWDA's first electronic version of its newsletter! At this time, we will be still be offering the printed version of the newsletter which contains photos, etc. But this electronic version allows for a wider distribution of NWDA association and member news within our member companies.

If you have additional contacts at your company who you feel would benefit from receiving this type of information, please reply with their names and email addresses. There is no additional charge for adding colleagues to the electronic newsletter list.

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## **President's Message**

### ***NWDA Meetings***

If you believe that using trickery or questionable techniques, or "doing anything to close a deal" is the way to go, then you should probably not attend an NWDA meeting. However, if you like to surround yourself with people of integrity who share ideas and want to create outstanding relationships with clients and colleagues, then you are at the right place!

### ***Our Path...***

NWDA meetings are based on the strong belief that we create mutually beneficial business relationships. An association such as ours is the best and fastest way to create strong relationships and learn the "How To's" on how our members provide support and education amongst each other.

Our specialty is providing information to make our members more knowledgeable about their sales, manufacturing and marketing environments. Through networking events, table top displays, professional speakers and educational seminars, we are helping each other gain knowledge about our respective businesses. In other words, instead of asking you to attend meetings for the sake of attending, we focus on learning about you and your company's strengths. After discovering your strengths, we use them to create successful and meaningful meetings. Leveraging strengths from all our members is our path to success. Whether you're in manufacturing, selling or marketing, we provide an environment that gets people out of their comfort zones and aware of the opportunities that are available to us. We integrate individual knowledge into a world of mentoring and a team building philosophy to benefit each and every member.

In the end, we create meetings that are perfectly suited to you. And as part of your organization, you can take the knowledge you gain while attending our meetings back to your company. I look forward to seeing you at the January 13 and 14, 2004 meeting at the Adam's Mark Hotel in Philadelphia, PA.

This is a path that we can all follow!

Regards,  
Terry Rex  
NWDA President

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## **2003 Summer Meeting & Golf Wrap-up**

### **This Year's Summer Meeting & Golf Outing Sure Was SWEEET!**

It was great to see everyone who attended the Summer Meeting at The Hotel Hershey. Everyone enjoyed the perfect weather for the golf outings and our fantastic Monday evening banquet. Casino Night was a hit, as well as singer Harry Traynham! Thanks to Mike Mackereth and Dave Kranz for suggesting him and to Tremco for their generous music sponsorship.

Congratulations to Tom Channell of Chelsea Building Products, who won the grand prize of a complimentary two-night stay at The Hotel Hershey!

Congratulations also to TJ Tirendi of Velocity Marketing for winning the recruitment contest at the Summer Meeting. TJ took home a \$300 gift card from Best Buy and Velocity received a FREE hole sponsor sign at the golf outing! TJ won these prizes by recruiting the most prospective window and door fabricators to the Summer Meeting. Who will be our next winner?? It could be you! Be on the lookout for the recruitment cards for the Winter Meeting contest...they will be mailed soon.

The speaker program included Stu Fishman, Titon Inc. who presented *A Breath of Fresh Air - The Latest on the Mold Issue*. More on his presentation can be found in the Technical Article in this issue of the Newsletter. Stu was followed by Bennett Wise, TRX Insurance Services Inc., who presented, *How to Minimize Workers Compensation Costs*, a very important issue in these economic times. And finally, Scott Hoover of Pilkington and Larry Tumminia of AFG Industries gave an overview of the *State of the Glass Industry - The Economic Future of Glass*. Thanks to all speakers and to Mike Sugrue, NWDA Program Chair.

### **Golf Winners**

The meeting was a tremendous success and NWDA would like to thank all of our attendees, sponsors and door prize donators for their participation.

Willie Langfelder Tournament:

Low Net 1st: Pat Finn

Low Gross 1st: Bob MacGregor

Closest to Pin: Louis Rogow

Longest Drive: Pate Banmiller

First Place Gross Team:

Stu Fishman

Bob MacGregor

Bruce Dove

John St. John

First Place Net Team:

Paul Ruffenach

Ron Dove

Pat Finn

Scramble:

1st Place:

Bob Rehman

Cecil Pruitt

Dennis Teeling

Jim Caffes

2nd Place:

David Miller

Jon Shulsky

Willis Schlabach

Michael Sugrue

3rd Place:

Scott Beard

Colin Slocomb

Terry Abels

Ed Uslick

Longest Drive: Ed Uslick

Longest Drive Women: Laura Reynolds

Closest to Pin: Yvan Houle

Closest to Pin: Ron Robinson

## **Thanks to our Golf Hole Sponsors**

AFG Industries, Amerimax Laminated Products, Inc., Amesbury Group, BF Rich Co., Inc., Cardinal CG, Chelsea Building Products, Inc., Custom Craft Plastics, DAC Products, Door & Window Maker & Shelter Magazine, Edgetech I.G. Inc., FeneTech, Inc., Grace Davison, John Evans' Sons, Inc., Mikron Industries, Inc., Novagard Silicones, Phifer Wire Products, Inc., Pilkington, Product Design & Development, Prysm Marketing, RiteScreen, Titon, Inc., Tremco, Inc., TruSeal Technologies, Ultra Hardware Products, Unique Balance Co., Velocity Marketing, Vinyl Building Products, Zurka Associates, Inc.

## Thanks to our Door Prize Donators

AFG Industries, Amerimax Laminated Products, Inc., Amesbury Group, Cardinal CG, Chelsea Building Products, Inc., Custom Craft Plastics, Edgetech IG Inc., Four-Jaks, Inc., Guardian Industries, Leading Edge Distribution, Pecora Corporation, Pilkington, S & B Die Casting, Sturtz Machinery, Titon, Inc., Tremco, Inc., Ultrafab, Veka, Inc., Vinyl Building Products

## Special Thanks to...

- o Unique Balance for sponsoring the pre-golf beverages
- o Caldwell Mfg. Co. and Stry-Buc Industries for sponsoring the beverage cart during the golf outing
- o Four-Jaks & S&B Die Casting for sponsoring the Hole-In-One Contest
- o Tremco, Inc. for sponsoring the musical entertainment
- o Golf Chairman Bruce Zurka and Program Chair Mike Sugrue.

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## 2004 Winter Meeting & Table Tops Information and Registration Forms

NWDA's 2004 Winter meeting and Table Top program will be held Tuesday - Wednesday, January 13-14, 2004 at the Adam's Mark Hotel in Philadelphia, PA. **Registration materials are now available so sign up now and also reserve your table top! Hotel information is also available in the registration document.**

Presenters for this meeting include:

- o Pat Cleary, Senior Vice President of Human Resources Policy and External Affairs, NAM (National Association of Manufacturers), *Manufacturers Speaking in One Voice*
- o Russ Livingston, President, BABB, *Controlling Health Insurance Costs*
- o Hal Yaffee, President, Hal Yes, *Brand Awareness, Marketing*

[Click here to download registration materials.](#)

[Click here to download a registration form.](#)

[Click here to download a Table Top registration form.](#)

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## **Educational Seminar - January 13, 2004**

New to the Winter Meeting program this year...our Educational Seminar will be the same day as the start of the Winter Meeting...on the afternoon of Tuesday, January 13 (the Winter Meeting begins that evening with the Table Tops/Reception - so just arrive a few hours earlier!). We hope this makes attendance easy for everyone! Plan to join NWDA for its Annual Educational Seminar, this time featuring important information on *Preparing for an OSHA Inspection*, presented by John M. Engler, DrPH, CIH, Program Director of the PA/OSHA Consultation Program.

[Click here to download the registration form.](#)

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## **Summer Meeting 2004**

NWDA's 2004 Summer Meeting & Golf Outing will be held Monday - Tuesday, July 19-20, 2004 at the Seaview Marriott Resort & Spa in Galloway, New Jersey. Registration materials will be distributed in spring, 2004.

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## **Northeast Window and Door Association Announces its First Annual Scholarship Recipient**

NWDA is pleased to announce the recipient of the First Annual NWDA Scholarship. The scholarship, offered to members only, recognizes college level juniors or seniors who have demonstrated both academic and community related achievement. The recipient has received a US \$2,500 stipend for the current term.

The recipient is Julie L. Warshauer, of Cherry Hill, NJ. A junior at Rowan University in Glassboro, NJ, majoring in Elementary Education and Childhood Drama with a goal of being a teacher. Julie is the daughter of Gary Warshauer of Oldcastle Glass, a NWDA Associate member.

"NWDA is proud to have Julie Warshauer as the first recipient of the scholarship. She worked very hard in school to maintain a high GPA as well as balance her extra-curricular activities including being selected as Head Resident Assistant, participating as an active member of the executive board of the Student Activities Board of her university, and serving as vice president of membership for the national community-service oriented fraternity, Alpha Phi," said Terry Rex, president of NWDA.

"It is truly an honor to receive a scholarship from NWDA. It is through generous associations, such as NWDA, that students are able to take advantage of all opportunities offered to them and help make their dreams a reality," said Julie Warshauer.

For information on the scholarship program contact Lori Nasatka, phone: 609-799-4900, email: [LNasatka@nwda.net](mailto:LNasatka@nwda.net) - or visit the NWDA Web site at [www.nwda.net](http://www.nwda.net). The next scholarship will be available next summer for the fall 2004 term.

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## **Member News - Here's What's Going On...**

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 Lori Nasatka at NWDA headquarters or email it to her at [LNasatka@nwda.net](mailto:LNasatka@nwda.net). Make sure your public relations and marketing personnel are aware of this opportunity.

**Acer Industrial Ltd.** is pleased to announce the appointment of Mr. Wen-Wei Huang as assistant manager, effective immediately. His responsibilities include research and development, productivity and safety, and general office management. Mr. Huang earned his Master's degree in architecture from Yale University, and he worked as a design architect before he came to the USA. Huang can be reached at [Wenwei.Huang@aya.yale.edu](mailto:Wenwei.Huang@aya.yale.edu).

**Amerimax Laminated Products** announces the addition of **Industrial Sales Corporation** (Westport, CT) as its sales representatives for its MAXX-Bay window products. Industrial Sales Corporation (ISC) has four groups: ISC Corporate - Jim Hornung, Bob Hornung, Jim Dickensheets, Tom Dlugosh, Victor Germakian; ISC South - Phil DeWilde, Ralph Wearsch; ISC West - Mark Wolonsky, Jim Bassett, Steve Branchick; and ISC Midwest - Joseph Horning, Brad Horning, Walter Horning. These representatives will cover the majority of the continental United States and will bring with them an extensive knowledge of window components for bay/bow windows.

The MAXX-Bay line includes MAXX-Bay standard window head and seat boards, Super MAXX-Bay insulated head and seat boards and MAXX-Bay TK insulated thermal kits. For more information on any of our product lines contact us at 1-800-448-4033; email us at [inquiries@amerimaxbp.com](mailto:inquiries@amerimaxbp.com) and visit our new and improved website at [www.amerimaxbp.com](http://www.amerimaxbp.com).

**B.F. Rich Co., Inc.**, one of the East Coast's largest window and door manufacturers whose headquarters and manufacturing facility is located in

Newark, DE, has been purchased by its management team and Michael D. Sifen, a real estate developer from Virginia Beach, VA. BFRich is a 46-year-old window and door manufacturer servicing the east coast. BFRich's manufacturing operations will remain in Newark, DE, and the current management team will stay in place as will their 250+ employees.

George Simmons, president, remarks, "We are excited about joining forces with Mr. Sifen, whose success in real estate development makes him an integral part of our company. I am confident that our partnership will further allow our team to bring some very forward-thinking designs and solutions to the window and door industry - the possibilities are endless with our new ownership in place."

**Crystal Window & Door Systems** announces the establishment of a new operation to fabricate curtain wall systems. Crystal and TingWall, Inc. joined together to offer TingWall curtain wall building envelopes for commercial and institutional buildings. Curtain wall systems are typically glass or panels supported by metal frameworks forming non-load bearing exterior walls of buildings, and are commonly used in commercial, institutional high-rise applications. TingWall curtain wall features the "Airloop™ System", a technology that minimizes stiffness and provides flexibility for long-term integrity of building envelop components that experience structural movements due to seismic, thermal and wind effects.

Additionally, Crystal Window & Door Systems announced that is has completed the Lefrak City window replacement project, the largest in Crystal's history. Since 2000, over 42,000 Crystal windows have been installed in Lefrak City and other associated Lefrak properties. The window replacement effort at Lefrak City alone involved approximately 36,000 windows and was one of the largest in the New York City area. For further information about Crystal and its products, call 718-961-7300, or visit their website at [www.crystalwindows.com](http://www.crystalwindows.com).

Randy Braun has accepted the position of Director of Commercial Business Development at **Edgetech IG**. The position, which is new to the company, was formed specifically to take advantage of Braun's commercial window industry experience. His responsibilities include planning and execution of all sales and marketing activities for Edgetech's continuing development in the commercial fenestration industry. Contact Edgetech IG at Phone: 800-233-4383. Fax: 740-439-0121 or visit their website, [www.edgetechig.com](http://www.edgetechig.com).

**Harvey Industries** has introduced new 1" GBG (grids between the glass) on vinyl windows and doors. In addition they are also offering 1" wood grids and 1" SDL (simulated divided lite) with their Majesty wood replacement windows. New Energy Star glazing has been made available on their Harvey vinyl patio door and will complete the family of Energy Star qualified vinyl windows and doors offered to their customers. Harvey's first

high-end product showroom, located in its Lincoln, RI branch, opened its doors in early May. The 2500 sq. ft. showroom features two homes clad with Harvey windows and other exterior building products that they distribute to the professional contractor. The showroom is an ideal setting for contractors to show top quality products to their clients.

**Industrial Sales Corporation** would like to introduce the following sales representative in its southern division. Ralph Wearsch joins Industrial Sales Corporation with an extensive background in the fenestration industry. His experience as operations manager for Moss Supply and engineering manager at Easco Vinyl gives Ralph a unique perspective into the manufacturing side of the industry. He also worked as general foreman of manufacturing for Norandex, Inc. and production supervisor, rolling division for U.S. Steel. Ralph represents Industrial Sales Corporation in the states of NC, SC and eastern TN. Ralph is complemented by Phil DeWilde, who has been with Industrial Sales Corporation South since its inception in 1996.

**TruSeal Technologies, Inc.**, has recently entered into an agreement with **National Starch & Chemical**. TruSeal will distribute National's PURFECT GLAZE™ sealant product line to window manufacturers throughout the US. TruSeal now has responsibility for sales and marketing of PURFECT GLAZE G, PURFECT GLAZE SA, and PURFECT GLAZE H products. For more information contact TruSeal Technologies at 888-910-5280 or visit their website at [www.truseal.com](http://www.truseal.com).

**Ventana USA**, the industry leader in vinyl window and fence bending, has appointed David Stalnaker as sales representative covering the states of Louisiana, Oklahoma, and Texas effective June 1, 2003. David's company, MegaSack Sales and Marketing, LLC is located in Magnolia, Arkansas.

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## Technical Corner

### **Indoor Air Quality and Mold** **Stu Fishman, Vice President, Titon Inc.**

When I was given the privilege to make a presentation at the recent NWDA Summer Meeting in Hershey, PA on the subject of indoor air quality and mold, many thoughts ran through my mind as to how to approach the subject. Should I use scare tactics as I have heard in numerous presentations at other association meetings by building scientists and lawyers? Do I emphasize that our window industry is more exposed to the mold concern than we realize? Should I remind the audience of window manufacturers

fabricators and suppliers about the importance of proper installation? Should I point out that the insurance industry is making it very difficult to obtain proper coverage for mold and mildew? Would it be advisable to recommend that our industry keep abreast of building codes being altered because of the concern for mold? Well, I did it all plus point out the seriousness of the exposure to our industry of this nightmare.

Let me point out some of the data I used in developing the presentation.

Natural controlled ventilation is often ignored when homes and buildings are designed. It is important that architects, property developers both commercial and residential, designers, engineers and the general public be aware of guidelines (readily available) for proper indoor air quality. Mechanical engineers should realize that introducing supplemental fresh air ventilation into heating, ventilating and air conditioning (HVAC) systems aids in improving indoor air quality and often maximizes the efficiency of the HVAC systems. In addition to air leakage present in every building, the supplemental fresh air ventilation mentioned above is maximized through the use of devices installed in windows that provide an alternative to merely opening windows and/or doors for natural ventilation.

It is hard to pick up a newspaper or magazine these days without reading something about the environment, indoor air quality, tight construction, stale air, indoor pollution and now the greater concern of mold and mildew. The concept of additional natural, background or passive ventilation into tightly constructed buildings originated in Scandinavian countries more than twenty-five years ago. Building codes in the United States, Canada and in Europe address proper indoor air quality. There is a minimal impact on energy consumption using window applied ventilation devices. "Build Tight, Ventilate Right" is the best practice in construction.

**MOLD-** a word that causes shivers up and down human spines! The discovery of mold in a home or building is like hearing an emergency vehicle coming down your street; or seeing black flags appear in your dreams plus having monsters appear. One of the conditions that contributes to mold growth is condensation both seen and hidden- seen on glass in window openings and hidden in walls until mold appears. Of course, any source of moisture can cause mold growth. Merely being in a building and performing daily activities such as breathing, bathing, washing clothes and dishes produces moisture in the indoor environment. Excessive humidity, either natural or mechanically produced is a dreaded condition producing harmful effects of condensation. One only has to consult the Old Testament in the book of Leviticus, Chapter 14:33, to learn how long humans have had to contend with mold growth. Ventilation that helps dry up condensation is a positive aid to reducing the possibility of mold growth.

For many years prior to the energy crisis of the early 1970s, natural air infiltration or leakage was not a consideration when designing and

constructing homes and buildings. Energy required for heating and air conditioning was plentiful and inexpensive. Needless to say, the situation has changed extensively. Architects, designers, mechanical engineers, property developers and homebuilders can no longer ignore the need for tightly constructed buildings, thus conserving energy. However, there now becomes a dilemma- how to construct tight buildings and still address proper indoor air quality. The American Society of Heating and Refrigeration Engineers (ASHARE) in a number of their publications indicate that fresh air should be introduced by opening windows and/or doors. An open window or door is uncontrolled natural ventilation causing increased energy consumption.

The Washington State Building Code Council adopted the Washington State Ventilation and Indoor Air Quality Code in 1991. It is a residential code that has been revised over the years and now has a 1999 version. Part of the section entitled "Whole House Ventilation Systems" reads as follows: 'Whole house ventilation systems shall supply outdoor air to all habitable rooms through individual outdoor air inlets, force-air heating system ducting or equivalent means. Doors and operable lites in windows are deemed not to meet the outdoor air supply intake requirements.' There are similar codes in existence for commercial and multi-family buildings in both Washington State and Oregon. Other codes that are mechanical system oriented can be found in Canada and in Minnesota and Vermont. Ventilation codes also exist in France and Scandinavian countries. It is unfortunate that similar codes are not in force in many more states in America and in other countries throughout the world.

As mentioned before, opening windows and doors is an often-recommended solution to improved indoor air quality. Not only do open windows and doors effect energy consumption but also violate the security of a building. Law enforcement agencies point out that a window or door merely unlocked compromises the security of a home or building. Individual outdoor room air inlets as specified in the Washington State Ventilation and Indoor Air Quality Code maintain complete security while still allowing fresh air to circulate. The individual outdoor room air inlets can be left open even when homes or buildings are unoccupied. In addition, these devices have screening to prevent the entry of insects.

Pardon the repetition but it is important to again point out that a combination of mechanical and natural ventilation will not only improve indoor air quality but also help to reduce unwanted condensation. Newer construction techniques, i.e. "build tight", typically reduces natural ventilation. Having adequate natural ventilation will contribute to reducing the possibility of mold growth.

## **CONCLUSIONS**

- o Builders are constructing tighter homes and buildings to reduce energy costs often sacrificing needed controllable natural ventilation.
- o Tight construction creates excess moisture inside a home or building causing undesirable condensation to form on glass, in windows as well as hidden in walls.
- o A family of five can generate as much as 3-1/2 gallons of moisture per day.
- o Ideal humidity levels range from 30 to 45%- any higher may cause condensation.
- o Opening windows and doors for natural ventilation causes drafts and increases the need as well as the cost of energy.
- o Individual outdoor room air inlets in combination with low capacity exhaust fans is a proven method of natural ventilation to remove excess moisture, reduce condensation and help alleviate the possibility of mold growth.
- o The window industry must recognize its exposure to litigation related to mold and mildew.
- o Proper installation is one of the keys to prevent the possibility of moisture intrusion around windows.

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## **New Members**

**The following companies are new since the last newsletter. Welcome!**

### **Active Members:**

NEW ENGLAND WINDOW SYSTEMS, INC.

30 Industrial Road

PO Box 7667

Cumberland, RI 02864

Tel: (401) 334-9900

Fax: (401) 334-9600

Contact: Rene Wimmer

NORTH EAST WINDOWS

1 Kees Place, PO Box 159

Merrick, NY 11566

Tel: (516) 378-6577

Fax: (516) 868-3577

Contact: Phil Reid

**Associate Members:**

HOLM INDUSTRIES, INC.

22 Merrill Avenue

East Brunswick, NJ 08816

Tel: (732) 613-1791

Fax: (732) 254-3522

Contact: Patrick Finn

WINKHAUS NORTH AMERICA

240 West Parkway

Pompton Plains, NJ 07444

Tel: (973) 248-8001

Fax: (973) 248-8002

Contact: Bob MacGregor

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**NWDA would like to thank RiteScreen Company for their continued support with newsletter sponsorships. We are pleased that they have sponsored three issues this year.**

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**To respond to this issue of the Newsletter, contact the NWDA office at:**

Tel: 1-609-799-4900

Fax: 1-609-799-7032

E-mail: [Lynn McCullough, Executive Director](#)

[Lori Nasatka, Administrative Director](#)

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Thank you.