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2009 Board of Directors

Tony Bouquot – President
Patio Enclosures

Jim Hall – Treasurer
TEMO Sunrooms

Martin Goss – Vice President
Champion Enclosures

Frank Beato
Astro Shapes, Inc.

Craig Joss
Craft-Bilt Manufacturing

Lyndon Johnson
Harvey Industries

Brian Fabian
Four Seasons Sunrooms

Greg Header
Solar Innovations, Inc.

Future Meeting Locations

2009 NSA Fall Meeting

Oct. 14-16, 2009
Renaissance Concourse Hotel
Atlanta, Georgia

NSA Headquarters

National Sunroom Association
1300 Sumner Avenue
Cleveland, Ohio 44115
Telephone: 216-241-7333
Facsimile: 216-241-0105
E-mail: info@nationalsunroom.org.

Association Staff

Craig Addington
Dan Walker
John Addington
Leslie Schraff
Dana Wentling



NSA's Fall Meeting

Join us for the NSA Fall meeting scheduled for October 14-16, 2009 at the Renaissance Concourse Hotel, Atlanta, Georgia. There are many reasons you should attend the NSA Fall meeting and here are just a few:

- Hot Technical Topics
- Networking Opportunities
- Convenient Location & Schedule
- Interesting & Informative Speaker Presentations
- Committee Updates

Detailed information on the NSA meeting is on the NSA Web Site: www.nationalsunroom.org. To register for the 2009 fall meeting, contact the NSA office at 216-241-7333 or at info@nationalsunroom.org. ☀



Header

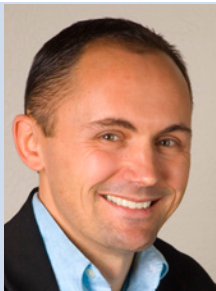
New NSA Board Member

Mr. Greg Header joined the NSA Board of Directors fulfilling the unexpired term of Mike Leigh of C-Thru Industries. Mr. Header is the President of Solar Innovations, Inc. where he spends the majority of his time in product development and technical sales. Throughout his life, Mr. Header has been an active entrepreneur owning and operating several businesses before the inception of Solar. Greg holds a Business Degree (Summa Cum Laude) from Alvernia College.

The NSA office is collecting nominations for 2009/2010 Board of Directors. If you are interested in serving on the Board or would like to nominate a candidate, contact the NSA office with your nominations. ☀

President's Message

The 2009 NSA fall meeting is quickly approaching. Our meeting will be held at the Renaissance Concourse Hotel in Atlanta, Georgia, October 14-16, 2009. The Program Planning Committee has put together a great meeting program, which all members will find valuable and beneficial.



NSA continues to be the leading industry organization for all things sunroom related. Your participation and support of the organization is greatly appreciated, especially during these tough economic times. Although these are challenging times for all manufacturers, the focus of the NSA remains strong and determined to grow and bring value to members and the entire industry.

There are several action items that will be discussed at the 2009 fall meeting, such as the 2010 budget, changes and revisions to the NSA draft standards, proposed changes to the 2010 building codes, continuing recruitment of new members, and the continued efforts to make the NSA the industry's leading association. We greatly encourage your attendance at the meeting and we are looking forward to your participation.

NSA is also accepting nominations for vacant Board of Directors' positions. If you are interested in helping shape the direction of the organization, we encourage you to submit a nomination form to the NSA office.

On behalf of the entire Board of Directors, I would like to thank you for your continuing support in NSA, and we look forward to a great meeting in Atlanta.

Regards,

Tony Bouquot
President, National Sunroom Association

Member Feedback

The NSA office would like your comments and suggestions to make NSA better than ever. If you have a meeting presentation topic, a suggestion for the Web Site, potential member information, or anything that would benefit the NSA, please email association headquarters at info@nationalsunroom.org. ☀

NSA's New Web Site Launched

The NSA has recently launched its new and enhanced Web Site. The new Web Site was developed by the Marketing Committee to market sunrooms and educate potential customers. The homepage boasts the following five reasons to work with an NSA Member:

Reason 1 Increase the beauty, functionality and value of your home.

Reason 2 Bring outdoor living indoors, without the outdoor elements of heat, cold, rain, snow, wind and insects.

Reason 3 To have a quiet and relaxing retreat from the rest of the home or for the perfect place for entertainment.

Reason 4 A home addition that is professionally designed and engineered that is affordable and easy to construct without disrupting the home.

Reason 5 Create a unique place within the home that will surely become the most favorite room in the house.



The new Web Site also features various types of sunrooms. Visit the new Web Site at: www.nationalsunroom.org. Check out your company profile. If you want to make any changes or include additional information to your profile, contact the NSA office at 216-241-7333.

The Marketing Committee is continuing their work to promote sunrooms and will meet in conjunction with the fall meeting to discuss public relations efforts. Your participation in these discussions will be beneficial. ☀

NEW Statistics Program

This year, NSA initiated a Statistics Program to capture the annual sales of the sunroom industry. A Statistics Committee was formed at the 2008 fall meeting consisting of: Dean Schwartz, Sunporch Structures; David Rascoe, Thermal Industries; and Lyndon B. Johnson, Harvey Industries. The committee developed reporting forms to collect data to capture industry sales. This data was compiled and presented at the NSA Annual Meeting in Las Vegas. This successful program will continue and we hope all manufacturers see the value of this new program and participate in next year's program. ☀

NSA Technical Spotlight

Proposed Energy Code Changes Would Affect Glazing

The U.S. Department of Energy (DOE), Congress, and the White House have put out the call for greater fuel efficiency for vehicles, energy efficient appliances, light bulbs, and of course, commercial and residential buildings.

The U.S. Energy Information Administration projects that residential buildings alone will account for an estimated 40% of the overall energy used in the United States by 2010 . Commercial buildings account for another 40% by themselves.

In residential buildings, the most energy is used for space heating (46%), water heating (14%) and space cooling (7%). Therefore, about 70% of the energy used in residential buildings is under the control of the building energy codes. DOE and other interested groups such as utilities and energy advocates are motivated to make significant changes to the energy codes to reduce the demand.

Recently, proposed changes at the American Society for Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE), Standard 90.1, as well as those proposed for the planned 2012 update to the International Energy Conservation Code (IECC) would have a great deal of impact on the construction industry with regard to the use of glazing in buildings and homes.

A proposal at ASHRAE seeks to reduce the prescriptive maximum

U-factors for glazing used in commercial buildings, as well as the allowable prescriptive glazing percentage. If this change is approved, a similar proposal could be coming for residential multi-family buildings and homes.

ASHRAE uses a cost-justification analysis to determine if the proposed changes to the codes will save enough money for building or home owners over time to justify the additional

expense of higher energy performance products. One major reason for the sudden proposed increase in requirements is that ASHRAE has effectively doubled the payback period for these calculations. What used to be a payback of approximately eight years has been extended out to twenty years or more in some cases.

The proposed lower glazing U-factors, which vary by climate zone, could require more expensive high-end technologies such as low-e coatings, thermally broken frames, and warm edge glass spacers in many areas. Argon gas in addition to triple glazing could also be required to meet the most strict requirements, which are located in the northern areas of the U.S. These changes represent an increase in project cost.

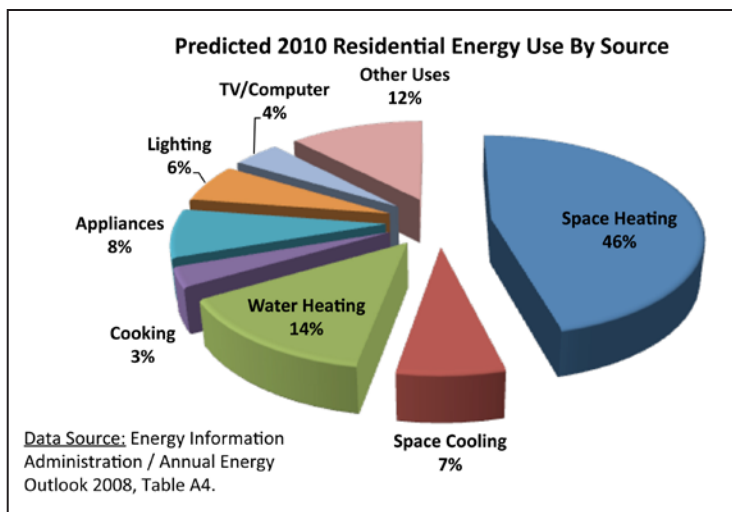
For sunrooms, these proposed changes would only affect projects that are conditioned (air-conditioned or heated) and directly open to the home. For “thermally isolated” conditioned sunrooms, where existing house walls, windows

or doors are left in place, there are exceptions in the code for sunrooms, which are much more reasonable (and cost-effective) considering the seasonal use of these structures.

If a sunroom is permanently opened to the main house, the sunroom must meet all the requirements of the IECC or IRC energy provisions, which could be a challenge considering the amount of glazing used in sunrooms. By maintaining the thermal isolation (existing house

windows, walls, and/or doors) between the sunroom and the existing house, the exception to the energy code requirements becomes a much more cost effective solution for home owners.

NSA will continue to actively monitor the energy codes at ASHRAE and the IECC to ensure that any proposed revisions to the sunroom requirements are based on cost-effectiveness and realistic assumptions. ☀



NSA Fall Meeting – October 14-16, 2009

Renaissance Concourse Hotel – Atlanta, Georgia

Wednesday, October 14, 2009

1:00 p.m. – 5:00 p.m. – Technical Committee

Thursday, October 15, 2009

8:00 a.m. – 8:30 a.m. – Business Meeting

8:30 a.m. – 9:00 a.m. – Technical Committee Report

9:00 a.m. – 9:45 a.m. – Codes Update

9:45 a.m. – 10:00 a.m. – Break

10:00 a.m. – 11:00 a.m. – Committee Meetings

11:00 a.m. – 12:00 p.m. – Speaker Presentation

12:00 p.m. – 1:30 p.m. – *Lunch on Own*

1:30 p.m. – 3:30 p.m. – Speaker Presentations

3:30 p.m. – 3:45 p.m. – Break

3:45 p.m. – 4:45 p.m. – Business Meeting

6:00 p.m. – 7:00 p.m. – Reception

Friday, October 16, 2009

8:00 a.m. – 9:00 a.m. – Speaker Presentation

9:00 a.m. – 11:00 a.m. – Board of Directors



FEATURED PRESENTATIONS

Technical Committee & Code Update – 8:30 a.m. – 9:45 a.m.

The Technical Committee Chairman, Terry Cavanagh of Terrapin Testing, Inc., will give an update on the progress and goals of the Technical Committee's projects, which include writing industry standards for the testing of sunroom components in addition to a standard to define the manufacture of laminated sandwich panels used for sunroom roofs and walls. The Technical Director, Dan Walker, will review the myriad of proposed code changes that are planned for the forthcoming 2012 International Residential, Commercial, and Energy codes. Mr. Walker will also review changes taking place to other codes and standards that could affect the sunroom industry.

Thursday, October 15, 2009 – 11:00 a.m. – 12:00 p.m.

Shawn McCadden, Remodeling Industry Specialist Current Market Challenges, the Big Picture, and the Future of the Industry

Award winning remodeling consultant, speaker and Remodeling Magazine columnist Shawn McCadden will be presenting at the NSA fall meeting. At the meeting Mr. McCadden will share with us his observations, thoughts and predictions for the remodeling industry. Hear what Mr. McCadden has to say about the current market challenges and what successful remodelers are doing to thrive, rather than just survive during these challenging times. It is Mr. McCadden's opinion that by having a better understanding

of the big picture for our industry, today and for the future, we can not only prepare for what might be around the corner, we can also help shape what it will look like when it arrives!

Friday, October 16, 2009 –

8:00 a.m. – 9:00 a.m.

Bobby Parks, Peachtree Decks and Porches

Bobby Parks is the owner of Peachtree Decks and Porches LLC located in Alpharetta Ga., which he founded in 2007. Bobby has been in the deck and porch building industry for over 20 years and has been involved in the delivery of over 30 million dollars of deck and porch projects. He specializes in the mid to high niche of the North Atlanta metro market and has delivered commercial projects through the years with contracts as high as \$347,000. He was a Town Hall Panelist at the 2007 Deck Expo and has conducted a "Deck Design & Build" course at the 2008 Pool, Spa, & Patio Show in Las Vegas. He will be conducting a "Porch Design & Build" course at the 2009 Deck Expo / Remodeling Show.



Parks

Mr. Parks will present information on consumer trends with respect to high-end decks. More information on Peachtree Decks and Porches can be found on their web site: www.peachtreedecksandporches.com. ☀



Legal Tips on Notable Topics

By Naomi Angel, NSA Legal Counsel

US SUPREME COURT TO CONSIDER BUSINESS-METHOD

The U.S. Supreme Court has agreed to consider whether patent protections for business methods should be expanded. The business-method patent is a relatively new species of patent which discloses and claims new methods of doing business; i.e., new types of e-commerce, insurance, banking, and tax compliance. The non-traditional class of patents is generally defined as a “method of operating any aspect of an economic enterprise.” Some companies, especially bio-technology groups, support broader patent rights, while information technology circles argue that abstract business-method patents limit innovation and hold back emerging technologies. The high court will hear oral arguments in the fall in a case which involves a business method for hedging weather-based risk in commodities trading.

Whether business methods should be allowed as patentable subject matter is still a rather unsettled area of the law, and it varies from country to country. However, business methods are important assets for both independent inventors and major corporations. This decision could be one of the Supreme Court's most important patent rulings in many years. Stay tuned....

DO YOUR JOB INTERVIEWS INVITE A LAWSUIT?

In these troubled economic times, employers need to ensure that they do not unwittingly invite a lawsuit as a result of off-limits questions asked during employment interviews. Some questions can lead to discrimination-based decisions and are prohibited by federal and state law.

Stay away from inquiring about age, religion, marital status, family, race, national origin, health, etc. Focus on the candidate's ability to perform the requirements of the position. Make sure interviewers know what questions are off limits.

In this job market, more lawsuits are likely when persons perceive they are being denied a position for reasons other than their ability to perform a particular job. Such perceptions, right or wrong, can lead to claims of discrimination. And in litigation, even winning is usually costly and time-consuming.

PLAINTIFFS FACE A TOUGHER STANDARD ON AGE CLAIMS

In one of the final decisions of the 2008-09 term, the U.S. Supreme Court ruled 5-4 that a plaintiff bringing an age discrimination claim must show that age was the decisive factor, not just one of a number of factors, leading to the employer's discriminatory action. This makes it considerably more difficult to win so-called “mixed motive” cases.

While the Court may have resolved this issue in favor of employers for now, the win may be short-lived. Some legal commentators expect the decision to be quickly overturned by Congress as it did with another recent Court decision on discrimination.

CHOOSE A NAME AND STICK WITH FOR FLYING-RELATED PURPOSES

With the Transportation Security Administration taking over responsibility from the airlines for checking passengers' names against terrorist watch lists this summer, TSA and travel industry representatives are recommending that travelers become consistent in booking their flights and other travel information using one name, and use the name that appears on a passport or driver's license or whatever ID form one uses for identification at airline security checkpoints. This is a real can of worms as travelers book tickets in their name as it appears on a passport, or a shorter form, e.g., dropping “Jr” or “III” or a hyphenated form, or use a professional name or married name that differs from the name in their ID document. Travelers will also be asked for their birth date and gender when booking a ticket.

The added information is to reduce the number of mistakes made in the screening process but there will still be unfortunate hassles. Some airline data entry forms do not provide room for middle names, as one example, so the ticket may say John Jones and the passport says John Michael Jones. One recommendation is to try to standardize the name on your passport, driver's license and your frequent flier accounts so they mesh. You may want the name on your credit card to match as well, especially if used at kiosks for checking in. Drop the variations and nicknames or be prepared for delays and hassles.

DON'T TWEET TOO LOUDLY

The Associated Press reports that Utah Attorney General Mark Shurtleff accidentally tipped his plans to run for U.S. Senate in Twitter messages sent to over 1,600 supporters. He thought he was discussing plans for his not yet officially announced Senate campaign, including fundraising and endorsements, with only one close friend. But, like many of us, technology apparently got the best of him, and he sent his comments to a list instead.

On the whole, corporate and government folks are pretty savvy technologically, but we have all pushed the wrong button from time to time. As company plans for products and marketing are important trade secrets for many businesses until they are implemented, make sure they are not accidentally disclosed to the wrong parties in advance through tweeting.

These articles are provided solely for informational purposes and do not constitute legal advice. If you have specific questions or concerns about a legal issue, consult your company's legal counsel for guidance. ☀