

NSA Fall Meeting Report from Cincinnati

The National Sunroom Association (NSA) Fall Meeting moved back east this year after an eventful and well attended Spring Meeting in Las Vegas. The Board of Directors chose Cincinnati, Ohio, as the prime location for this year's Fall Meeting, which is centrally located between many NSA members. Known for the Reds, the Bengals, and fictional radio station WKRP, Cincinnati and the Ohio River proved to be the perfect backdrop for a Fall Meeting as rich in its success as in its informational content.

The event began a day early this year with an NSA golf outing, organized by Chris Vogt of PGT Industries, Inc. Held at the Shaker Run Golf Club, fierce competitors in the sunroom industry were able to battle it out on the golf course. In the end, awards were given out, much fun was had, and NSA finished its best golf event to date. "I thing we should do this again before our meeting in Orlando," said Vogt.

The program for this meeting embraced a new philosophy for upcoming NSA events by giving a prime schedule spot to a NSA Affiliate Member to discuss, in generic terms, some of the materials and product choices to sunroom manufacturers in today's market. For this meeting, Dave Mills, president of AZON USA, Inc., kicked off the event with an informational presentation on the Keep Aluminum Windows (KAW) Subcommittee of the Building and Construction Committee of the Aluminum Extruders Council (AEC). The group began as a part of the American Architectural Manufacturers Association (AAMA), where aluminum members noticed that alternate materials, such as



NSA President Brian Fabian of Four Seasons Sunrooms welcomes a full room to the NSA Fall Meeting in Cincinnati, Ohio.

vinyl, were being promoted through AAMA itself, while aluminum's presence was significantly less.

"Once we organized, though, our impact was felt," explained Mills. "This, unfortunately, ruffled some feathers and led to AAMA placing restrictions on material promotion."

These new restrictions led to the group moving over to AEC in 2002, where there were no requirements to remain material neutral. Under the AEC, KAW blossomed and refined their message towards using aluminum in fenestration products. KAW became active in the code arena when a fear that industry standards would begin to favor one material over another. After fighting off a proposal to re-define residential buildings to eight stories, as well as to insure U-Factors would not replace

structural and safety code language in commercial buildings, KAW has continued to grow and increase their relationships with other organizations.

Continued on Page 2...

In This Issue:

Current Membership.....2
Code Report.....4

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Current NSA Membership

Manufacturer Members

American Sunspace Additions
Brady-Built of New England
Champion Enclosure Suppliers, Inc.
Craft-Bilt Manufacturing Co.
C-Thru Industries
Custom Patio Rooms, Inc.
Deglas Building Products
Dura-Bilt Products, Inc.
Four Seasons Solar Products, Inc.
Joyce Manufacturing Company, Inc.
K2 USA, Inc.
Metals USA Building Products, L.P.
PGT Industries
Patio Enclosures, Inc.
Roll-A-Cover, LLC*
Seaway Manufacturing Corporation
Solar Innovations, Inc.
SunPorch Structures, Inc.
Sun Room Concepts
Sunshine Rooms, Inc.
Thermal Industries, Inc.
Urban Industries, Inc.
Vinyl Design Corporation
Westview Products, Inc.
Yale Industries, Inc.

Elkhart, IN
Auburn, MA
Cincinnati, OH
Souderton, PA
Riverside, CA
Pittsburgh, PA
Etobicoke, Canada
Wellsburg, NY
Holbrook, NY
Berea, OH
Holland, MI
Mesquite, TX
Nokomis, FL
Macedonia, OH
Bethany, CT
Erie, PA
Myerstown, PA
Westport, CT
Albert Lea, MN
Wichita, KS
Pittsburgh, PA
Galion, OH
Holland, OH
Dallas, OR
Dayton, OH

Affiliate Members

Ashland Specialty Chemical Company
Astro Shapes, Inc.
Azon USA, Inc.
Dow Corning Corporation
Edgetech I.G., Inc.
Falcon Foam Corporation
Indalex Aluminum Solutions
Nichols Aluminum
Phifer Wire Products, Inc.
Plymouth Foam
Precision Glass Bending Corp.
Rohm & Haas
Royal Plastics Group
Triangle Fastener Corporation

Dublin, OH
Struthers, OH
Kalamazoo, MI
Midland, MI
Cambridge, OH
Byron Center, MI
Girard, OH
Davenport, IA
Tuscaloosa, AL
Plymouth, WI
Greenwood, AR
Woodstock, IL
Woodbridge, Canada
Cleveland, OH

Affiliate Organization Member

Putnam Engineering*
Terrapin Testing, Inc.

Lynchburg, VA
Rancho Cordova, CA

NSA Welcomes Our New Members!!

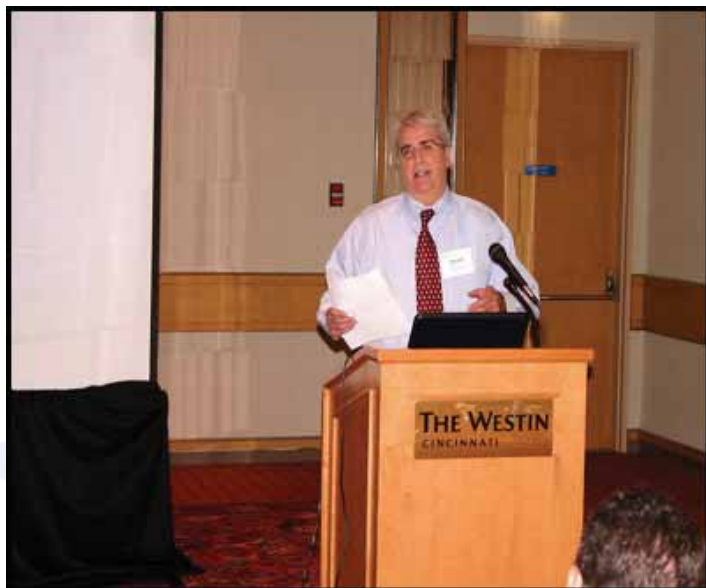
*For contact information, please visit the website at www.nationalsunroom.org.

Fall Meeting continued...

Mills also provided the second presentation of the NSA Fall Meeting, when he discussed in-depth the ability to increase thermal performance in structural windows through insulated glazing units, warm edge spacers and a thermal barrier. Mills ran through the evolution of energy efficiency products in fenestration, as well as the increasing need for those products. Converting efficiency to dollars, Mills showed the amount of savings a building owner could expect using advanced technologies that have evolved over the past three decades in this field. Both of Mills' presentations are available for download from the NSA Members Only website at www.nationalsunroom.org.

"I believe we should continue offering our Affiliate Members the chance to present at our meetings," said Tony Bouquot of Patio Enclosures, Inc. "The presentations are interesting and relevant to sunroom manufacturers, plus it is an added benefit to our Affiliate Members."

The rest of the first morning was filled with various NSA committee meetings. The NSA Strategic Planning Committee met and discussed ways to trumpet the Association's many



Dave Mills of AZON USA presents at the NSA Fall Meeting.

successes in the code arena to Members, other industry companies interested in NSA membership, and building code officials. The Committee voiced agreement that a listing of these successes should be compiled, and that NSA staff would

Continued on Page 3...

Fall Meeting continued...

develop a marketing campaign targeting the audiences sought by the Association.

The NSA Website Committee discussed the redesign of NSA's website, which debuted on September 1st this year. New features include company profiles of NSA's Manufacturer Members, an enhanced Members Only section with more information and marketing materials available for download, and much more. Manufacturer Members that currently do not have a profile on the site were asked to contact Brian Pitman, NSA Director of Marketing and Communications, at brian@nationalsunroom.org to get details on providing a profile.

The NSA Design Awards Committee reviewed the changes to this year's competition approved by the Committee during a conference call earlier in the year. Entry forms were distributed electronically this year, saving the Association approximately \$3,000, which was used to increase the number of regular categories from four to six. Additionally, two new categories were also added: the Most Unique Sunroom Award, which is chosen by the judging panel, and the People's Choice Sunroom Award, which will be voted on by visitors to the NSA website. The last two awards will not be a part of the comprehensive multimedia press packet distributed nationwide with the announcement of the winners, but will be listed as winners on the site.

The NSA Membership Committee displayed the new membership brochure designed by NSA Staff earlier this year.



Alan Leist talks about DASMA's fire test standard at the NSA Fall Meeting.



John Hester engages in a discussion on building permits at the NSA Fall Meeting.

NSA Members were encouraged to contact Headquarters for copies of the form to distribute to potential NSA Members. Manufacturer Members were also encouraged to contact their dealer networks and solicit them to join as a Dealer Sponsor, so that they would receive the benefit of participating in the NSA Online Dealer Search, available on the website. This feature's use has increased dramatically since the website redesign was completed early last month.

After a networking lunch, attendees to the Fall Meeting engaged in a spirited discussion on obtaining building permits with John Hester, a professional engineer and building official from Hamilton County, Ohio (whose jurisdiction does not include the city limits of Cincinnati). Hester was the latest in a group of building officials to come before NSA to discuss the serpentine lengths many go through to obtain a permit. Hester's comprehensive presentation covered the process, intricacies such as electrical questions and testing requirements, and suggestions on ways to make the process smoother. Running for nearly two hours in length, many attendees enjoyed the give and take nature of the discussion.

"The feedback for John Hester was very good," said NSA Executive Director Stan Smith. "While contentious in nature at times, these highly interactive discussions give our Members a chance to work through real world solutions with those in the field they must deal with on a daily basis."

Fall Meeting continued...

Hester's presentation is available for download on the NSA Members Only website.

The first day's program concluded with the centerpiece of all NSA annual meetings: the Technical Committee. Committee members built on their Chicago meeting in August to update the progress on the Project Portfolio, as well as the upcoming code cycle. For a more comprehensive code update, Mike Fischer's Code Report will be distributed later.

After a night in which Members were out in force, networking over a fine dinner at Cincinnati-staple Jeff Ruby's, or in a restaurant on the waterfront across the river in Covington, Kentucky, attendees were back for the final day of the NSA Fall Meeting, ready to continue the technical information-laden meetings. Alan Leist of Clopay Building Products, Co., began the morning with a look at the efforts of the Door and Access Systems Manufacturers Association (DASMA) to create the ANSI/DASMA 107 Room Fire Test Standard for Garage Doors Using Foam Plastic Insulation. The Standard was published in 1997.

In the Standard, several items are evaluated, including the heat release, flame spread, core temperature rise and smoke release. The Standard was created in approximately three years at a cost of nearly \$100,000 and time from everyone involved. "I put in around 400 hours outside of my actual job on this Standard," explained Leist. The Standard can be downloaded free of charge from DASMA's website at www.dasma.com.

Jim Plavecky, president of Windowtech Sales, Inc., concluded the presentations for the event with a look at calculating theoretical life expectancy and warranty expense of insulating glass. Testing the durability of insulated glass units was a primary focus of Plavecky, and using lab space provided by Edgetech IG, he ran attendees through the various test standards and methods used to estimate the life of such a unit. His presentation is available for download on the NSA Members Only website at www.nationalsunroom.org.

The Fall Meeting concluded with the NSA General Meeting. Reports were given to the general membership on the finances, committee actions and other aspects of the Association. The results of NSA's recent Board of Directors election were announced during the meeting by the NSA Executive Director.



Jim Plavecky calculates the life expectancy of insulating glass units at the NSA Fall Meeting.

Re-elected to the Board were Brian Fabian of Four Seasons Sunrooms and Russ Schmidt of Joyce Manufacturing. Elected to serve on the Board for their first term were Jeff Nowell of C-Thru Industries, Inc. and Frank Beato of Astro Shapes, Inc. Beato replaces Jim DiBacco as the Affiliate Member Representative on the Board of Directors with a two year term, while Nowell replaces Chris Vogt of PGT Industries, who did not run for re-election. NSA thanks DiBacco and Vogt for their contributions to the Association by serving on the Board of Directors.

The Board of Directors met after the General Meeting. Rick Edwards of Custom Patio Rooms, Inc., resigned his Board position, citing extensive travel preventing his participation as actively as he would like. The Board appointed Tom Blackwood of Custom Patio Rooms, Inc., to fulfill Edward's term. NSA thanks Edwards for his contributions on the Board of Directors.

Election of the Officers of NSA were held. The Board re-elected Brian Fabian as President, Dean Schwartz of Sunporch as Vice-President, and Russ Schmidt as Treasurer.

Plans are underway for the 2006 NSA Spring Meeting, which will be held the week of February 6, 2006, in Orlando, Florida. More details will be released on the NSA website as soon as they are available.