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2008 Board of Directors

Tony Bouquot - President
Patio Enclosures

Mike Leigh - Vice President
C-Thru Industries

Russ Schmidt - Treasurer
Joyce Manufacturing

Martin Goss
Champion Enclosure Suppliers, Inc.

Frank Beato
Astro Shapes, Inc.

Craig Joss
Craft-Bilt Manufacturing

Brian Fabian
Four Seasons Sunrooms

Bob Lizardi
Admiral Sunrooms

Lyndon Johnson
Harvey Industries

Andy Snelling
Seaway Manufacturing Corp.

Future Meeting Locations

2008 NSA Fall Meeting
October 16-17, 2008
Sheraton Gateway Suites O'Hare
Chicago, Illinois

2009 NSA Spring Meeting
March 5-6, 2009
Rio All Suites Hotel
Las Vegas, Nevada

Association Staff

Craig Addington
Dan Walker
John Addington
Leslie Schraff
Tina Propri



The 2008 National Sunroom Association's spring meeting was held March 10-11, 2008 at the Marriott Rivercenter in San Antonio, Texas, located right on the famous Riverwalk. The meeting began on Monday, March 10 with an Annual Membership Meeting. The members were briefed on the state of the Association. The Association was pleased to welcome Fenetech as the newest NSA member. The members also welcomed representatives from Boltaron, who were attending the meeting as a potential member.

NSA Technical Committee Chairman, Terry Cavanagh, gave an update on the projects that the Committee is working on. NSA Technical Director, Dan Walker, updated the members on a number of items, including, code change proposals submitted to ICC on behalf of NSA, information on an NSA sponsored fire test, an Energy Star program update, revisions to the 2007 Florida Building Code, and much more.

NSA was pleased to welcome Mr. Jesse Beitel from Hughes Associates. Mr. Beitel is a Senior Scientist with Hughes Associates and an expert in fire testing, fire modeling, and fire protection design. Mr. Beitel's presentation outlined the code requirements and test methods that are used to qualify aluminum sandwich panels that are often used for roofs and walls in sunrooms. Mr. Beitel also gave an update on proposed changes to the IRC and IBC codes related to fire performance of foam plastic products.

The second presentation of the day was given by Todd Phelps, who is the National Sales Director for PlanRight Software. PlanRight joined NSA in 2007 as an Affiliate Member. Mr. Phelps' presentation focused on PlanRight's software and its ability to streamline the sales and order processes and minimize the amount of time currently spent planning jobs and producing CAD drawings. PlanRight promotes their software as a cost

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NSA and the Lone Star State

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effective solution to running a business by reducing costs, minimizing errors and enhancing professional images.

Mr. Michael Collins, who represents the Chicago investment bank of Jordan, Knauff & Company, gave the final presentation of the meeting. Mr. Collins' presentation covered the state of the sunroom, window, and door industry, as well as an outlook on the future. Mr. Collins announced the launch of the Window & Door Industry Benchmark Survey. This survey, which is available to all NSA members, covers topics including financial performance, human resources, manufacturing and marketing.

The highlight of the evening was the 2007 NSA Design Awards presentation. The members gathered for dinner and cocktails, as the finalists and winners were announced.

The meeting reconvened on Tuesday, March 11 with the NSA Technical Committee meeting. The Committee members reviewed the projects and action items that had been assigned at the February 11, 2008 Technical Committee meeting in Arlington, Texas. The Board meeting immediately followed the Technical Committee meeting.

Please mark your calendars and join us for the 2008 fall meeting in Chicago, Illinois, October 16-17, 2008 at the Sheraton Gateway Suites.

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 website, potential member information, or anything that would benefit the NSA, please email association headquarters at info@nationalsunroom.org.



President's Message

"Remember the Alamo!"

— Sam Houston

The NSA had a great spring meeting in beautiful San Antonio, Texas. The group enjoyed busy and productive meetings by day and the always-entertaining San Antonio Riverwalk by night. We may not have been as large or well funded as our fellow hotel guests from the Mercedes Benz dealer association, but I bet we got a lot more done.

One of the most productive parts of the meeting was the working committee breakout sessions. I would encourage all members to stay active with one or more of the NSA's standing committees. They are: Membership, Program Planning, Design Awards and Website.

The NSA board of directors elected a new board member in San Antonio. I am pleased to welcome former board member and former NSA president, Andy Snelling back to the Board of Directors. Andy will be filling the spot vacated by Tom Blackwood of Custom Patio.

Finally, I would like to welcome new affiliate member, Fenetech to the NSA family. Fenetech is a software supplier from Aurora, Ohio that specializes in the glass and glazing industry.

The Program Planning Committee is in the process of putting together a great meeting program for the fall. Be sure to mark your calendars for the 2008 NSA fall meeting in Chicago. The dates of the meeting are October 16-17, 2008. There will most likely be a Technical Committee meeting on October 15, just prior to the fall meeting.

On behalf of the entire Board, I would like to thank all of the members for their continued support of NSA.

Tony Bouquot
President, National Sunroom Association

NSA Technical Report

How Do You Measure Cool?

There are energy codes, standards and above-code programs (i.e. LEED, Energy Star, NAHB Green Building), that have provisions for using cool roofs to reduce energy use. The Cool Roof Rating Council (CRRC) is an organization whose sole purpose is to rate roofing products for two physical properties: Solar Reflectance and Thermal Emittance.

CRRC defines Solar Reflectance as, “The ratio of the reflected flux to the incident flux.” In other words, the number reported for solar reflectance for a roof product is a decimal number less than one that describes the portion of light that is reflected off a roof product. For example: “high” reflectance materials, such as white painted metals, have Solar Reflectance values of around 0.70, or 70 percent.

Thermal Emittance is a little more complicated. CRRC defines this as, “The ratio of the radiant heat flux emitted by a sample to that emitted by a black body radiator at the same temperature.” In plainer terms, Thermal Emittance is a decimal number, less than one that represents the fraction of heat that is re-radiated from a material into its surroundings. Most roofing materials have a relatively high Thermal Emittance, the exception being bare (unpainted) metals like zinc, copper and galvanized steel. These materials have Thermal Emittance values closer to 0.10, or 10 percent. Most painted surfaces have a relatively high Thermal Emittance.

So, what does this all mean?

Some codes and standards list specific minimum reflectance and emittance values for roofing products, which is convenient because CRRC has a labeling program where participating products have these values clearly printed on a product label. Some codes and standards sometimes list the required radiative properties as a combined value known as Solar Reflective Index (SRI). SRI is calculated using both reflectance and emittance. The calculation is somewhat complicated, so online calculators have been developed. The United States Green Building Council (USGBC) has a calculator that can be found here: <http://www.usgbc.org/DisplayPage.aspx?CMSPageID=1447>.

CRRC will soon begin publishing aged reflectance and emittance values on the labels in addition to the initial values.

This is important because not all roofing materials age the same. Accumulation of dirt, biological growth such as fungi or algae and surface degradation or discoloration from ultra-violet radiation or thermal cycling all play a part in how “cool” a roofing material remains over time. The 3-year aged value on a CRRC label will give a benchmark that indicates how long the radiative properties will continue to perform.

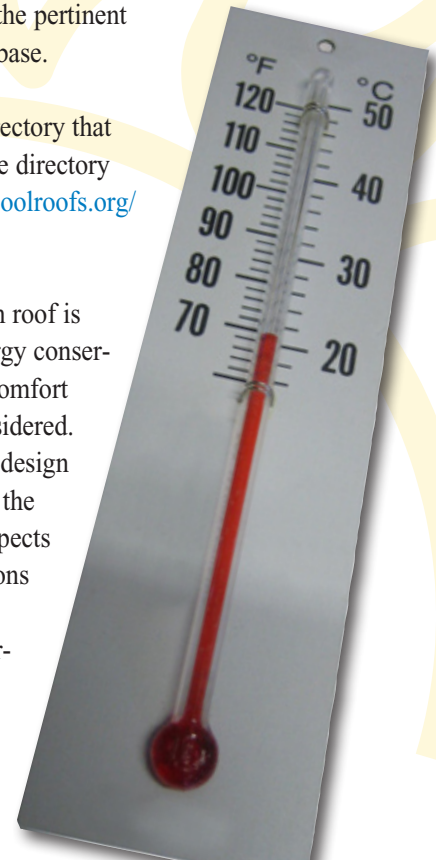
To show the energy savings benefits of using “cool” roof technology, the U.S. Department of Energy’s Oak Ridge National Lab (ORNL) created a web-based energy savings calculator for both low and high-slope roofs, which shows the savings a building owner can expect when selecting a cool roof over a conventional black asphalt roof. You can reach the calculator through the following link:

<http://www.ornl.gov/sci/roofs+walls/SteepSlopeCalc/index.htm>

The calculator requires users to input several pieces of information, such as city and state, the type of energy (gas or electric) for heating and cooling, and in-place insulation value. The calculator provides guidance to help the user select reasonable assumptions for the relative cost of energy in their area. The calculator automatically fills in the pertinent climate information from a database.

CRRC has an online product directory that lists all the labeled products. The directory can be found here: <http://www.coolroofs.org/products/search.php>.

Often the selection of a sunroom roof is based on design aesthetics. Energy conservation and increased occupant comfort are also major factors to be considered. It is important that the aesthetic design elements work in harmony with the energy and occupant comfort aspects of the project. By selecting options that provide for good looks in addition to good radiative performance it is possible to achieve both design goals.



NSA in the News

We would like to thank Mr. Dean Schwartz of SunPorch Structures, for bringing an article on sunrooms to our attention. The article is entitled "Hello Sunshine" and it is featured in the March/April 2008 edition of "at home by Century 21." The article promotes sunroom editions to homeowners, giving them information on how a sunroom can be a valuable edition and complement their existing home. The piece also gives some helpful hints on how to boost the energy efficiency of your sunroom. A copy of the article will be posted to the members only section of the website for your convenience.



Board of Directors Update

The NSA Board of Directors met at the 2008 spring meeting in San Antonio. There are a number of issues before the Board for discussion. We would like to keep the members abreast of what is going on and what might be in store for NSA in the near future. Here are some topics for your review:

- The Board has approved the restated bylaws. They will be sent to the members for approval.
- Mr. Andy Snelling from Seaway Manufacturing has been approved to fill a vacant Board seat.
- The Board has asked NSA staff to present a proposal on the launch of a statistical program.
- Board will oversee revisions and changes to the website.
- NSA Technical Director Dan Walker has been asked to contact Jesse Beitel from Hughes Associates and put together a proposal for a fire test.
- NSA will no longer officially participate in AAMA Sunroom Council meetings.
- The Board continues to monitor and manage all association finances and build reserves.

2007 NSA Design Awards

The winners of the 2007 National Sunroom Association Design Awards were announced at the 2008 NSA Spring meeting in San Antonio. The NSA office received over 190 entries, more than double the amount received the previous year. All entries were judged on aesthetic appeal of the sunroom, enhancement of the existing architecture, and interior appeal and functionality. We are pleased to announce the winners of the 2007 NSA Design Awards:

Glazed Roof Sunrooms Less than \$15,000

SunPorch Structures - Connolly home

Glazed Roof Sunrooms \$15,000 - \$30,000

SolarWorks, Inc. - Lyon home

Glazed Roof Sunrooms \$30,000 and Over

Solar Innovations, Inc. - Giammarino home

Opaque Roof Sunrooms Less than \$15,000

PGT Industries - Deutscher home, Southern Exposure Sunrooms, dealer

Opaque Roof Sunrooms \$15,000 - \$30,000

PGT Industries - Norris home, Southern Exposure Sunrooms, dealer

Opaque Roof Sunrooms \$30,000 and Over

PGT Industries - Woodard home, Southern Exposure Sunrooms, dealer

NSA Design Awards Chairman, Mike Leigh of C-Thru Industries, is working with the Committee on some enhancements for the 2008 Design Awards. We look forward to another year of participation from the manufacturers and the dealers. All entries, finalists and winners have been posted to the NSA web site. Go to www.nationalsunroom.org to see all of the entries.





Legal Tips on Notable Topics

By Naomi Angel, NSA Legal Counsel

BEWARE OF RISING WORKPLACE LITIGATION

Is your legal budget large enough for 2008?

Workplace class action litigation is on the rise, according to a report published by Chicago law firm Seyfarth, Shaw. More employers find themselves defending class action suits filed by employees under the Civil Rights Act of 1964, the Age Discrimination in Employment Act, the Fair Labor Standards Act, the Employee Retirement Income Security Act, and various state laws applicable to the workplace environment.

In addition, federal and state government organizations such as the U.S. Equal Employment Opportunity Commission and the Illinois Human Rights Department are joining the fray and filing lawsuits on behalf of private plaintiffs. The report cites workplace litigation as “the chief exposure driving corporate legal budget expenditures.”

TIP: Don't become a statistic in next year's report. Conduct a regular review of your company's knowledge of and compliance with all applicable employment laws.

SCAMMERS ALREADY EXPLOITING TAX REBATE

Even before the proposed economic stimulus endorsed by President Bush and Congress became law, scammers were already busy trying to exploit the legislation.

The Internal Revenue Service (IRS) says scammers are sending e-mails and making telephone calls pretending to be from the IRS. The scammers ask for Social Security numbers and bank account information, saying the information is needed to process your rebate.

And here's a new twist. The scammers send you fake IRS forms by e-mail, saying that you are being audited and must supply your financial information.

TIP: The IRS warns it does not ask for such information by phone or e-mail. If you receive such a request, you should absolutely refuse to provide information. Report any such attempts to the IRS by sending an e-mail to phishing@irs.gov.

EMPLOYERS MUST USE UPDATED I-9 FORMS

Are you completing the new I-9 form for all new employees?

After Dec. 27, 2007, all employers are required to complete and retain a revised Employment Verification Form (I-9) for each new employee, according to the U.S. Citizenship and Immigration Services (USCIS). The revised I-9 form includes a revision date in its lower right-hand corner (Rev. 06/05/07) for ready identification.

TIP: Employers must use the new form or face penalties. You do not need to obtain the revised forms from commercial vendors that sell them. The revised form and accompanying “Handbook for Employers, Instructions for Completing the Form I-9” are available online for free at www.uscis.gov/files/form/i-9.pdf.

SMOKERS: BEWARE OF BOUNTY HUNTERS

Here's a novel approach to deter smoking in a nonsmoking hotel catering to the business traveler. The Swissôtel in Chicago has established a \$10 bounty for hotel staffers who finger a guest smoking in the hotel against the hotel's nonsmoking policy, effective Jan. 1, 2008.

Hotel guests are warned that \$250 may be added to their room bills if they are caught violating the no-smoking policy in their rooms. More than two dozen violators have already been tagged, mostly by housekeeping staff.

TIP: As more states and municipalities adopt no-smoking policies for facilities including restaurants, bars, and other venues open to the public, it becomes ever more difficult for smokers to find a legal place to smoke. You can anticipate more restrictions on smoking.

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.