



79 Walton St. Attleboro MA 02703 Ph 508.455.0661 Fax 508.455.0622

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To Our Friends and Customers:

Happy New Year! 2010's passing is not all a bad thing. There is more optimism in our industry for 2011 and consumer confidence is higher than in past years. This, along with some changes in politics, will give us all opportunities. I (we) want to thank you for your support and friendship of these past years. I (we) would also like to explain our next moves and improvements already in the works.

Products Changes - Starting February 1, EnerG Low E (.30+) will be the standard Low E on all Belmont and Windgate windows. There will not be an additional charge to upgrade to EnerG. In May we will be bringing the Hawthorne window back online with an even better overall performance offering Triple glass and Low E 366 to get us to the R5 threshold. Also coming online at the beginning of March will be the introduction of the Belmont X4 Double Hung replacement window, a high volume product line allowing us to produce efficiently, quickly, and with a lower selling price.

Expansion- We are proud to announce we are completing our move to the new factory by the first week in February. Our new home has 130,000 square feet of full manufacturing space and will allow us to turn on 3 more fabrication lines, have four times the inventory space, and the ability to stock hundreds of standard size windows and doors. In addition to the expansion we have a test lab, laminated glass area, and expanded tool and die shop. One of the more exciting additions will be the capacity to paint in house.



Corrections- As we pushed over the past two years to grow out of a down economy, this effort did not come at a cost. Due to space and staffing requirements we had to do more with less tools and space. Balancing the mix of products we fabricate with fluctuating volumes turned the usual efficiencies down a notch. The ability to properly

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layout our fabrications lines and implement 5S standards and practices is helping us shorten the lead times, improve quality and ultimately keep more inventories on the large variety of products we make. With suppliers less prepared, we feel it is even timelier to keep a larger inventory of raw material.

Update - Enclosed is a list of our current lead times for MA and SC factories. Along with this is our contact information to update your records. Additional staffing is being trained for our new headquarters. As we exercise some of our programs and 5S production techniques, it is important that the training is more disciplined. We will be conveying these changes over the next few months and will be looking for some feedback on how we are improving. Also, we look forward to inviting all our friends and customers to the new facility- what will be the largest expansion, improvement, and technology in our area. Once the move is complete we will reach out again with more details. We are moving one production line at a time so it will not affect lead times or customer service procedures.

Shows/Open House - Please look for us at the **Lumberman's Show at the MGM Grand Foxwoods Casino, 240 MGM Grand Drive, Mashantucket, CT 06339 on February 2nd, 3rd, and 4th in Booth #815.** We will be displaying our products, offering ideas, and will be hosting a hospitality suite in the Grand Pequot Towers. If you cannot make this show, please accept our invitation to see the most automated factory in the area, our new home at 79 Walton St., Attleboro, MA, as we host an open house in April. More to come and we are anxious to see you soon!

Augustus (Gus) Stergis

President / Stergis Windows and Doors

PLEASE NOTE NEW ADDRESS AND PHONE NUMBERS:

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