



WINTER 2016

SPOTLIGHT



COMMERCIAL PVC

Since 1961 we have always been an aluminum company. From the days of Storm Windows and Doors to prime replacement windows our interest has been to see how far we can go to build the best aluminum window. The ideal holds true with our Vinyl/PVC window systems. We have been the first to test PVC beyond the industry standards in size and performance. Combining our aluminum designs with the PVC has given us new products and abilities like gateway size CW/AW windows as well as designed and tested Storefront systems. Steve Piotrowski is the plant manager for Stergis Massachusetts and has not only combined European designs with aluminum commercial but has in fact redesigned the concept of aluminum use in a thermal window. Steve modestly states ' we have been building hurricane impact windows and military explosion resistant windows for years – I simply used those design concepts with a lot of testing lab time to fulfill our customers requests' . A modest statement but what that means in real life is an oversize window that can hold 3800 lbs of pressure directed at the middle of the window.

Two years ago 2016 was far away and a difficult year to forecast what would come. Questions like would the EPA finally move the U-Values to .27, what is happening to the R5 Program and rebates and how much impact an election year would have on our industry. Our thoughts at the time were if we should keep testing hurricane impact window variations or begin to focus back on sound rated windows and military blast proof windows: What would be the next improvement or new product our customers will ask for. With limited confidence in our US economic crystal ball we focused on all of every type of window and tested systems for the future. Today we boast thousands of thermal testing, hundreds of structural and impact testing and dozens of sound testing - in both aluminum and vinyl. Our goal is to make you profitable as well as limit your liability on your window and door needs.

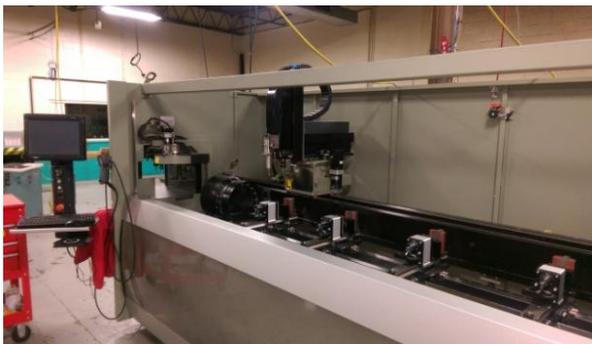


Energy Star Changes for 2016

Starting January 2016 the long awaited changes to Energy Star Thermal U value number are finally taking affect. A whole window U value of .27 is needed to be achieved and for the first time Solar Heat Gain Coefficients are mandated. The challenge for the industry is to improve the frame, sash and glass without darkening the glass color beyond a reasonable transparency. In addition these number pushes lower end vinyl, wood and aluminum windows into redesign or to be discontinued as a product offering. In the past years we have seen so many component and product changes from our industry to attempt to improve systems. Stergis has been ready for 5 years for this and offers EnergX5 glass in all of our vinyl products which meets and exceeds the Energy Star requirements. ...(energy star logo)
http://www.energystar.gov/sites/default/files/ES_Final_V6_Residential_WDS_Spec.pdf

Die Shop

With the exception of some of the European window systems, we own all our shapes and designs. This requires our own design team and a shop where can build these shapes as well as the equipment to process the parts. With 2300 sku's in stock, we encourage the architects to challenge us to create new commercial teams. One of the newest CNC machines is multi axis and changes it own tools. Connected to our internal computers this machine can build dies or even process the actual parts used in the windows. Our tool and die shop can build all the equipment needed for low or high volume production.



Sound Truth

Sound Mitigation windows is on the minds of most building architects. This is mostly seen in the multifamily housing near airports, highways and trains. But now we are seeing design requirements right in most cities with traffic or street noise being the targeted. In 1998 Stergis sent out our first windows to the lab to test what storm windows and thicker glass would do to help sound cancellation. Since then we have improved reactive material, glass packages, reinforcements, hardware and overall designs to get us the highest ratings. The rating is commonly referred to as STC and followed by the number achieved as a whole window, but in the past 6 years a new method of rating called OITC has grown popularity. OITC is a drilled down version of STC and compares Inside to Outside noise differentials presumed by many designers to be more accurate for specific decibel ranges. These tests are performed at certified labs in order to give us core testing for the sizes we offer but can also be site verified by acoustic labs once installed.

Commercial Teams

Stergis specializes in custom; our slogan “if you can dream it we can build it” has been a proven fact numerous times. We strive to meet any and all challenging design requirements which are presented. From fully custom historically correct aluminum windows to 40’ tall curtain walls we design, test and fabricate it all. Our newly implemented aluminum storefront department can handle all of your aluminum entrances and punched openings, now combine that with our extensive line of aluminum windows you have a winning one stop source. For more info about our capabilities and how we may help your custom commercial project please contact our commercial department.

HIGHLIGHT -EMPLOYEE PROFILE

Ted Keating – New England Sales Manager

Stergis Windows and Doors is excited to announce that Ted Keating has joined our company as the New England Sales Manager, and is looking forward to begin working with your companies sales teams. In his new position he is responsible to work specifically with Independent Lumber Dealers and Distributors. Since we generate project leads, and sell wholesale exclusively, he can provide added value with technical product knowledge, and additional “pull through” business opportunities.



Ted comes to us from a national manufacturer of top quality wood windows and doors, as well as, many years experience in the commercial aluminum window and door, and installation industry. He also worked for Huttig Building Products, and Elk Roofing Corp., providing him with many strong dealer relationships, and a valuable understanding of everyday dealer sales activities. Ted joins our team with great enthusiasm, and a strong desire to help strengthen our dealer customer base, and grow our overall business. He is well versed in all aspects of the building industry, and trained for calling on architects, and your builder customers as well. As the New England Regional Sales Manager for Stergis, Ted will work hard to continue building the relationship between us, and assist with increasing your overall window and door business.

Please feel free to contact Ted at 508-958-1255 or by email at Ted@stergis.com Of course, our customer service here in the office will always be available to assist you. Thank you for your business we would look forward to a continued relationship.



STERGIS is excited to participate in the LBM Show in Providence in February. Please be sure to visit us at **Booth #1228** , and view our industry leading products, and new options for 2016 !

Noted upcoming shows:

LBM Expo Feb 10-12 RI Convention Center <https://www.nrla.org>
Displaying at Booth #1228

JLC March 16-19 Providence Convention Hall <http://ne.jlclive.com/>

