

**VIWINTECH
CLEARVIEWS NEWSLETTER
SUMMER 2006 ISSUE**

**Clear Views
A newsletter for ViWinTech customers**

Janus 4000 Now Comes Standard with Super Spacer®

As of March 1, ViWinTech Janus/CS 4000 replacement windows have been converted to include the Super Spacer warm edge spacer system. This new system offers structurally superior u-channel technology, heat flow resistance, sound absorption qualities, and meets global energy standards.

According to Lori Hall, ViWinTech Operations Manager, "Studies show the Super Spacer warm edge system helps reduce condensation on interior panes during cold months. The absence of conductive metals provides a more consistent surface temperature."

And, better still is that this upgrade does not include an up charge.

Warm Edge technology refers to the thermal conductivity of the spacer used to separate the lites of an insulating glass unit. Super Spacer is an extruded, thermoset polymer material. It shows excellent resistance to ozone, sunlight, oxidation and has excellent color stability. This system is 950 times less conductive than stainless steel impacting window R-value ratings significantly for the better.

VWT to Introduce New Impact Casement Windows and New Impact Mull in the Third Quarter of 2006

ViWinTech wants coastal customers to know that the company is listening. Following numerous requests for impact casements, ViWinTech is pleased to announce that testing on Shoreline Casement products is planned for late July 10th, with a product launch expected 30 to 45 days later.

"The Shoreline casement window series will be suitable for non-hurricane zone areas. The Impact version will have added reinforcement, impact resistant stainless steel hardware, and laminated impact glass for Hurricane zones," explains Lori Hall, Operations Manager.

The new impact mull will enable customers to install Shoreline Impact units as twins with transoms (size limits will apply) and utilize a vinyl snap cover for both interior and exterior applications that will give the finished unit a cleaner, less invasive look. The new mull is a "clipped system" making field mulling possible, as opposed to the existing mull, which involves frame routing.

The Shoreline product line includes:

- Single Hung (non-hurricane resistant)
- Double Hung
- Sliders
- Picture (non-hurricane resistant)
- Impact Single Hung (Hurricane resistant glass and reinforcement)
- Impact Picture Window (Hurricane resistant glass and reinforcement)

Impact windows within the Shoreline series have passed large missile tests required for most coastal regions in Florida.

For more information about the testing standards, check the Florida Building Code website by June 1. Full testing information will be posted at www.floridabuilding.org/pr/pr_default.aspx.

New Faces at ViWinTech

Becky Hartley Joins VWT as Quality Control Manager

Becky came to VWT with plant operations experience from the automotive industry. As a Quality Engineer for one of the top three US automakers, Becky has transferred her knowledge from manufacturing parts for three auto lines to manufacturing dozens of window lines. She looks at systems and production processes, has developed work instructions with visual aids, and inspects the quality of supplied components.

Beginning with ensuring products coming in the door meet ViWinTech standards through to making sure quality products are going out the door to customers – that's Becky's job. "Anything associated with quality is my responsibility," explains Becky.

Becky enjoys the challenge of the job and the people she works with at ViWinTech. She sums it up, "I love my job."

Ronnie Williams Joins ViWinTech as Field Service Technician

ViWinTech (VWT) is pleased to announce the addition of Ronnie Williams as the company's third field service technician. This additional technician will afford VWT better response times and increased flexibility for field service issues. Ronnie is dispatched out of Paducah, KY, and began training on April 10. He comes from a construction background and has used VWT windows for many years.

"At our current rate of growth, it was important to add this position and we are confident in Ronnie's ability to provide quality and reliable service," says Ken Barman, Director of Sales and Marketing.

New Sales Representative in Louisiana

ViWinTech is pleased to announce it has expanded its sales force into Louisiana. Independent Sales Representative Joe Guinta joined the ViWinTech sales team the beginning of April.

Joe has been selling vinyl siding and related products since 1989. He has a good relationship with his customers and says, "I have a lot of experience working in the field with customers from one-step distributors and lumber yards to builders, architects, and specifiers -- the end user."

The state of Louisiana is still reeling from the last hurricane season. Joe explains that ViWinTech manufactures windows that meet evolving and stricter building code requirements for the Gulf Coast region as it begins to rebuild.

"ViWinTech produces an impact glass window, which is one of things that appeals to me most because not everybody has that. Building codes are changing and requiring better quality building products. ViWinTech has that product already," says Joe. "They make a real quality product."

There's no doubt about that. If you see how they manufacture their windows, you'd see there is a lot more in them than other companies offer."

Joe is working from his office in New Orleans and customers can reach him by telephone at 504-885-1939.

David Martin Joins ViWinTech and Takes Over Florida Region

On May 1, David Martin joined ViWinTech as the Florida Sales Representative, which had been served for the past two years by Sales Manager Mike Walters.

David brings 33 years of experience in the building industry with him to ViWinTech. He has worked in window, hardware and lumber sales; has construction management experience; and is currently a certified contractor in Florida.

David will work from his centrally located office in the Orlando area and looks forward to working with major Florida distributors like Town and Country, Warrenton Home Centers, and Southern Window Systems. While working with existing distributors and valued customers, David will also be responsible for developing new markets.

David Martin says, "ViWinTech offers an innovative vinyl window product that fills a unique niche in Florida. It's a great product because it offer hurricane resistant, impact rated glass at a good value."

David can be reached by email at dmartin@viwintech.com or by cell phone at (386) 383-9214.

Greg Clarke Expands His Sales Territory to Include Ohio

Greg Clarke has worked for ViWinTech as a Sales Representative for three years serving the state of Michigan. Earlier this year, the company expanded his sales territory to include Northern Ohio. He is working with communities along Interstate 70 and north including Columbus.

Greg knows ViWinTech product lines and the building industry well. In addition to his three years of experience working at ViWinTech, Greg had ten prior years of experience selling home improvement related products. He says, "This company has a complete product offering. Our windows are aesthetically pleasing and come with many options. As a company, I'm proud to say that ViWinTech is very responsive to our customers' needs. We take care of what we sell and work hard to do the job right."

"I enjoy my customers in Michigan and now I'm looking forward to working with new customers in Ohio," says Greg. "I want my customers to know that I am available to them and that I hope to help them grow their businesses in whatever fashion that may be."

Greg's office is located in the Detroit, MI area. His customers can reach him best by cell phone at (734) 645-5572 or by email gclarke@viwintech.com. Cell phone contacts will get the quickest response.

Amanda Brown Expands Her Sales Territory to Include Kentucky

On June 1, Amanda Brown expanded her sales territory from Tennessee to now include Kentucky. She began working at ViWinTech in 2003 and is looking forward to working with her new customers in Kentucky. "I am very excited about building and strengthening relationships along the Kentucky/Tennessee border. Driving through northern Tennessee more frequently is going to allow me to give these customers more attention throughout the year."

She adds that with Kentucky being ViWinTech's home state, there is a natural existing presence and she says, "It's always exciting to service the people who've supported our company since its inception."

Amanda has her office in Brentwood, TN, just south of Nashville. Her customers can best reach her by cell phone at (615) 478-1078.

To Serve You Better . . .

ViWinTech needs your contact information. We want you to have the latest information and announcements as quick as possible. While our sales reps do an outstanding job, it would be most efficient to distribute materials at one time to all our customers. In an effort to update and establish a good list, we need your help. Please email your contact information including the best way to reach you by email and "snail" mail. Send your contact information to Ken Barman at (502) 541-8151 or to kbarman@viwintech.com.

ENERGY STAR™ Windows Make Federal Tax Credits Easy

The following article from Door & Window Manufacturer Magazine's March 9, 2006 issue clarifies new tax credit opportunities beginning in 2006.

In the Internal Revenue Service's (IRS) Guidance Notices for tax credits for existing residential, new homes and manufactured housing, published in February, there is a "special rule" (on page 7 of the IRS notice 2006-26) for claiming \$200 residential efficient window tax credits with ENERGY STAR windows. According to Arlene Zavocki Stewart, with AZS Consulting, the rule allows taxpayers to treat an exterior window or skylight with an ENERGY STAR label, and installed in the region identified on the label, as an eligible building envelope component. The taxpayer may then rely on the ENERGY STAR label, rather than a manufacturer's certification statement, in claiming the tax credit.

The rule is intended to make compliance with the IRS tax credit requirements easy for consumers, contractors and window manufacturers. Rather than wading through the windows technical requirements in the 2001 and 2004 International Energy Conservation Code (IECC) and obtaining a special manufacturers' certification statement, Stewart says, all parties can rely on the established regional ENERGY STAR window rating label.

The new IRS special rule for efficient windows is based on an Alliance to Save Energy and Efficient Windows Collaborative (EWC) report, *The Tax Credit for the Installation of Energy Efficient Windows: Does the ENERGY STAR Help Consumers Find Products that Qualify?* In an analysis of 3,111 U.S. counties, the Alliance to Save Energy and EWC showed the IRS and the U.S. Department of Energy that the ENERGY STAR label met or exceeded the International Energy Efficiency Code criteria in all but a small number of counties. They recommended that regional ENERGY STAR window labels serve as the qualifying criteria for the windows tax credits. According to Stewart, this recommendation was based on the large public awareness of the ENERGY STAR labeling program; the significant investment taxpayers have made in promoting the ENERGY STAR brand; and the simple and effective messaging that would result for promoting energy efficient windows to achieve the energy savings intended by Congress.

The Alliance report is available for download at the Tax Incentives Assistance Project website at www.energytaxincentives.org/tiap-recommendations-implementation.html.

