



THE OFFICIAL NEWSLETTER OF ALUMI-GUARD,
MANUFACTURER OF MAINTENANCE-FREE POWDER COATED ALUMINUM FENCE & RAILING



WINTER 2014 EDITION

PLATINUM
CERTIFIED
DUPONT
DuPont™ Aesta AR™
Powder Coating Applicator

WWW.ALUMI-GUARD.COM

2014 LA Expo!
Page 3

ALL ALUMI-GUARD PRODUCTS
ARE MANUFACTURED IN THE USA

ALUMI-NATION



People You
Should Know...
Page 3

Bill's Bulletin, Page 2

THIS ISSUE:

Salt Spray Testing & New Lasting Beauty Brochure, Cover • Bill's Bulletin & New Product Spotlight, Page 2
People You Should Know & The 2014 LA Expo, Page 3 • Alumi-Guard Community & Employee News, Page 4

Alumi-Guard Makes History in the Fence Business

Surpasses 8,000 Hours Salt Spray Test!



The salt spray test is a standardized test method used to check corrosion resistance of coated samples. Since coatings can provide a high corrosion resistance through the intended life of the part in use, it is necessary to check corrosion resistance by other means. Salt spray is an accelerated corrosion test that produces a corrosive attack to the coated samples in order to predict its suitability in use as a protective finish. The appearance of corrosion products (oxides) is evaluated after a period of time. Test duration depends on

the corrosion resistance of the coating; the more corrosion resistant the coating is, the longer in testing without showing signs of corrosion.



Ron Hull, North American Sales Manager for Axalta Powder, presents a plaque certifying Alumi-Guard as a "Platinum Applicator" to Bill Woodard, Vice-President of Alumi-Guard.

Salt spray testing is popular because it is cheap, quick, well standardized and reasonably repeatable. Salt spray testing is widely used in the industrial sector for the evaluation of corrosion resistance of finished surfaces or parts.

The current AAMA 2604 specification requires a coater to meet 3,000 hours salt spray. Alumi-Guard, along with its two key suppliers, have achieved a remarkable 2.5 times the current specification. As a result of this historic accomplishment, Alumi-Guard can unequivocally guarantee with confidence that an Alumi-Guard fence panel, post or gate will not chip, crack or flake for the lifetime of the original purchaser*. Alumi-Guard has

raised the bar and will continue to meet and exceed our customers' expectations. It's what we do - and this is our promise to you.

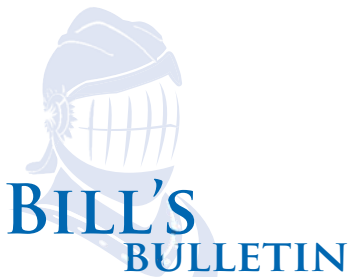
*The warranty is not transferable and is only valid to the original purchaser. The warranty on commercial installations of fences that are purchased by other than a natural person, shall be limited to a period of thirty (30) years. Contact Alumi-Guard at 877-258-6448 for details.

ALL NEW!

Lasting Beauty Brochure!

Completely redesigned for 2014, Alumi-Guard's new Lasting Beauty brochure will make its debut during FenceTech' 14 in Las Vegas, Nevada, March 4-8, Booth #415. Check inside this newsletter for your introductory copy of the new Lasting Beauty and be sure to stop by the Alumi-Guard booth during FenceTech' 14!





*Reprint of February 18, 2014 Announcement
Alumi-Guard, Brooksville, Florida*

To our valued customers,

As many of you have heard by now Alumi-Guard is teaming up with Barrette Outdoor Living. I personally wanted to take this time to address some concerns that may arise in light of this news. I would like to start by assuring everyone that we will continue to do business as usual. All employees have been retained and we will continue doing business under the Alumi-Guard name.

I would also like to express how much of an opportunity we have to help our customers grow with us. With our combined resources and expanded infrastructure we are looking to grow the Alumi-Guard brand in both products and services.

I want all of our customers to be comfortable and excited about these new prospects. If anyone would like further information or clarification please call myself, Keane Chapman, or Nick Woodard at 877-258-6448, and ask and we can answer any questions you may have.

Sincerely,

Bill Woodard
Vice-President
Alumi-Guard



ALL ALUMI-GUARD PRODUCTS
ARE MANUFACTURED IN THE USA

If you are interested in additional information regarding any of our new products and services - or if you have any questions or comments you would like to share with us, please contact our customer service department at 877-258-6448.

Product Spotlight



Released in 2013, the The Alumi-Guard Ball and Socket Swivel Brackets for Fence have proven quite popular with our dealers as they allow for both horizontal and vertical movement. Now available for Railing as well.

Ball and Socket Swivel Brackets for Ornamental Fence



Ball and Socket Swivel Brackets for Railing



Intermediate Brackets for 2.5" Posts



Also new to our Railing product line - due to customer request - Intermediate Brackets for 2 1/2" posts. Allows use of 2 1/2" intermediate posts in continuous top rail applications.

Alumi-Guard is currently taking orders for all of the new products. Pricing is available from your Territory Manager or through Alumi-Guard Customer Service.

Photos: Alumi-Guard

People You Should Know

Introducing Alumi-Guard's CSR Team

Jodie Fiore – Customer Service Supervisor

Jodie joined the customer service team 9 years ago as a receptionist. She transitioned into customer service and after several years, was promoted to Supervisor in 2011. Jodie has extensive knowledge of Alumi-Guard's product line, assists all customers with any issues that may occur and works closely with production to meet customers needs. She is planning on getting married in November and in her free time she coaches her daughter's soccer team and enjoys watching her daughter play softball and cheer.

Felicia Vondran – Customer Service Representative

Felicia has been with Alumi-Guard for 6 years and really enjoys working with her customers (she assists customers with company names beginning with the letters A-F). Felicia is bilingual, being fluent in Spanish. When not at work, Felicia enjoys spending time with her three children and her fiancé as well as baking custom cakes and doing crafts.

Theresa Ralston – Customer Service Representative

With 19 years of customer service experience Theresa recently joined our customer service team in December. She works closely with Felicia to ensure that all customers are taken care of as quickly as possible. She is new to Florida and recently relocated from Pennsylvania.

Shanna Leathers – Customer Service Representative

Shanna has been helping customers for 7 years at Alumi-Guard. She was born and raised in Florida and spends most of her free time at Disney and scuba diving with her family. She assists customers with company names beginning with the letters S-Z.

Robin Jones – Customer Service Representative

Robin is new to the customer service team and assists Shanna in her daily responsibilities. Robin has spent 15 years singing in a rock band, and spends her downtime with her horses, 2 kids and granddaughter.

Katie Chadwell – Customer Service Representative

Katie started with Alumi-Guard 2 years ago and last year was promoted to Customer Service. She helps most customers G-R and has learned a lot in the past two years. Katie is a new Mommy and we hope she will be back to work by end of March.

Megan Niesen – Customer Service Representative

Originally from Kansas, Megan has been in Florida for 10 years. She works with Katie to make sure customers (with company names beginning G-R), are taken care of. Megan and her husband spend most of their spare time watching their two sons play tackle football and swinging in their hammock by the pool watching Da Bears.

Isiah Jackson – Customer Service Representative

Isiah joined the Alumi-Guard team in November and helps all the CSR's make sure orders are entered accurately. He's originally from New York and has a background in sales and customer relationship management. On the weekends Isiah spends his time at his personal studio doing audio and video production.



Members of Alumi-Guard's CSR Team celebrate the holidays during the annual Christmas Luncheon in December of 2013. Clockwise from front: Felicia Vondran, Megan Niesen, Shanna Leathers, Theresa Ralston, Jodie Fiore (Supervisor), Robin Jones, Isiah Jackson, and Katie Chadwell.

Photo: Alumi-Guard

LA Expo

Long Beach, California - 2014

Alumi-Guard Reaches Out to Architects and Specifiers

As part of our continuing effort to work with Architects and Specifiers, we recently exhibited at the 3rd Annual LA Expo in Long Beach, California. The Expo caters to Landscape Architects, Specifiers, and Design Professionals.

With more than 130 exhibitors at the Expo, this years attendance surpassed 1,100 professionals.

Specific projects discussed were city parks, recreational facilities, and government buildings including schools and hospitals.



Alumi-Guard's West Coast Territory Manager, Vince Anello, at the Alumi-Guard trade show booth during the LA Expo in Long Beach, California, February 2014.

Photos: Alumi-Guard



ALUMI-GUARD 2014 TRADE SHOW EVENTS

March 6-8, 2014 - FenceTech '14 - Booth # 415
Mandalay Bay, Las Vegas, Nevada

June 26-28, 2014 - AIA National Convention - Booth # 3459
McCormick Place, Chicago, Illinois

September 9-11, 2014 - CSI Construct - Booth # 836
Baltimore Convention Center, Baltimore, Maryland

November 20-24, 2014 - ASLA National Expo - Booth # 844
Colorado Convention Center, Denver, Colorado

Please contact Alumi-Guard's Customer Service department at 877-258-6448 for more information on these and other exciting events!

Alumi-Guard Community News

Manufacturing Day at Alumi-Guard

Manufacturing Day Gives Engineering Students an Up-Close Look at Industries

The Hernando County Commission proclaimed Oct 4th 2013 as Manufacturing Day, and to mark the occasion Pasco-Hernando community college partnered with local manufacturers to welcome engineering students from Nature Coast Technical high school.

Hernando county students visited several businesses within the Industrial Park, including Alumi-Guard. At Alumi-Guard, 60 students began their tour by viewing a video that introduced them to manufacturing needs and advantages. After a short Q&A session students were given a shop tour and demonstrations on welding, machining, powder coating and packaging. Alumi-Guard had several suppliers on hand to explain how their product works to support Alumi-Guard's ornamental fencing business.

Manufacturing Day is an effective way to highlight the importance of manufacturing in our nation's economy in order to draw attention to the many rewarding and high skilled manufacturing jobs. In addition this special day supports and celebrates Florida's manufacturers along with the various school programs that help prepare our future workforce.

Photo: Nature Coast High School students reviewing a cleaning solution used in the powder coating process.



Read more about Manufacturing Day in the Tampa Bay Times!

Scan the QR code with your smart phone or device.



Employee News & Events

Marcelino Torres, Paintline Employee, named Florida Employee of the Year

After moving to Florida from Puerto Rico, Marcelino Torres turned to Express Employment Professionals in Pasco-Hernando, FL, to help him find a steady job. Marc began his assignment with Alumi-Guard in June, 2011 through Express Employment Professionals and became employed as an Alumi-Guard employee in June 2013.

His strong work ethic and positive outlook helped earn him his title of "Florida Employee of the Year" for Express Employment in 2013. No matter the weather, Marc rides his bike eight miles to and from work and always arrives on time. His attitude, dependability and hard work have made Marc a valuable part of our team.

CONGRATULATIONS!!!!



MARCELINO TORRES
FLORIDA EMPLOYEE
OF THE YEAR

Mike Bemis Receives Award for Ten Years of Service

Alumi-Guard recently celebrated Mike Bemis' 10th anniversary with the company and he was recognized at the 2013 Christmas luncheon.

Mike began working with Alumi-Guard when the company was located on New York Avenue in Hudson, FL. He transitioned to the Brooksville facility back in 2006.

Mike has worked in a variety of positions over the past decade; he started in hardware, worked in panel assembly, fabrication, drafting and was a Lead person on 3rd shift. Mike is currently working in our Maintenance department.

We appreciate all of Mike's hard work and congratulate him on his 10 years of service!

Chip Howison, Alumi-Guard's Chief Operating Officer, congratulates Mike Bemis.



MIKE BEMIS
10 YEARS OF SERVICE
AWARD



PLATINUM CERTIFIED **DU PONT** Powder Coating Applicator

Member of the American Fence Association

North American Fence Contractors Association

The Construction Specifications Institute

FLORIDA LANDSCAPE ARCHITECTS CHAPTER

EARN LEED POINTS

ALL ALUMI-GUARD PRODUCTS ARE MANUFACTURED IN THE USA