

Shooting The Breeze

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Gerkin Salutes Building Products Inc.



Building Products Inc., founded in 1957 is headquartered in Watertown, SD and has branches in Sioux Falls, SD and Waterloo, IA. BPI has been a strong full product line wholesale distributor for Gerkin since 1990. Our relationship started with the operation in Sioux Falls and in 2002 the Waterloo location was added. BPI and Gerkin have grown together, following similar paths. BPI has outgrown their facilities and has either moved or expanded several times in the last 15 years. They now operate out of 345,000 square feet of warehouse space between the two locations. Their territory coverage has nearly tripled since 1990 and now covers all or part of six upper Midwest states.

The leadership of BPI is headed by Lee Schull - President, Jim Walz - Vice President of Purchasing, Chris Fischer- Sioux Falls Branch Operations Manager, Darrell Linder - Assistant Operations Manager in Sioux Falls, Denny Hostetler - Sioux Falls Purchasing, Tim Gannon - Waterloo Operations Manager and Pat Sires - Waterloo Purchasing. They have a supporting cast of nearly 200 employees company wide.

This strong team of individuals along with a sales staff of 19 has been instrumental in helping Gerkin set record sales year after year. Over the past 10 years, BPI's sales with Gerkin have increased every

year with an impressive 7-fold increase over this time period! 2005 will also be another record year. This impressive track record is due to an attitude of partnership with strong sales efforts, dealer training efforts, inventory commitments, unmatched delivery service and a total commitment to the lumber dealer market. BPI trucks are servicing many dealers daily while striving to reach all dealers at least twice a week.

We would like to thank BPI for being such a fine business partner!

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plant integrations:

Gerkin Optimizes Plant with Friedman Frontier Software

Gerkin has been working on a very large software project over the last 2 years, called Friedman Frontier. We are excited to announce that in recent weeks we have gone live with this program! There are numerous efficiencies that will be realized in every aspect of our business, which will in turn help us to better serve our customer.

One of the changes that will be noticed right away is an easy to read acknowledgement that is spelled out in laymen's terms! The shipping tickets will be just as easy to read as the acknowledgements! The products will more easily be tracked throughout production and shipping will be working with a scheduling program that offers a more efficient way of getting product to the customer.

The Friedman program helps Gerkin optimize inventory requirements, order entry, order scheduling and shipping schedules. Numerous sales and accounting programs through Friedman will assist Gerkin in researching sales and trends that can offer helpful insight for our customers.

In the coming months, Gerkin will be offering Powerbids Quoting, which is a powerful quoting system for all of our products. With this program, our customers will eventually be able to enter orders electronically and track their own orders!



Gerkin Commercial Makes it Easy

Gerkin Commercial department works on projects of all sizes in various locations throughout the United States. The commercial department helps architects, designers and customers determine which products and accessories are needed to make the window installation as simple as possible. Gerkin Rhino series thermally broken aluminum windows are adaptable to about any building condition that may arise. We are committed to helping our customers get great quality energy efficient products that look good and hold up to the surrounding environment at the lowest price possible.

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product showcase:



In the winter of 1989-90 Gerkin began to conceptualize and design the Rhino Commercial window series. Today we have six commercial window styles in the Rhino line. This window series consists of a commercial horizontal slider, casement, single hung, hopper, awning and fixed windows.

Over the past two years, Gerkin has made dramatic changes in the hopper, awning, casement and fixed windows. Although the windows look the same on the outside, the internal structural changes are impressive! We made two major changes. The mainframe on all of these windows were changed from a single wall to a double walled extrusion! Along with this big change, we also strengthen the sash with double wall pockets. We then incorporated heavy corner gusset keys into these double wall pockets, which are power crimped into place. The result of these changes took us from offering just "commercial" rated windows to also offering "heavy commercial" rated product at surprisingly reasonable prices!

Our full line of "commercial" and "heavy commercial" rated windows are now being marketed nationally. Our commitment to top quality product, easy catalog pricing, quick lead times and four color options including anodized have given Gerkin a jump-start on the competition!

Recently there has been a growing trend to using clear anodized windows in large modern houses in urban areas. To highlight this trend, Gerkin was recently featured in a national publication where our anodized windows were used in a home on Long Island.

At Gerkin we are committed to building the best in every Rhino window! Our growth with Rhino has been strong and we continue to look ahead with new product designs and product innovations.

The C-60 / HC55 5100 Series Commercial Awning:

These windows are offering a 2 3/8" thermally improved frame in vertical or horizontal multi-window common frame configurations. Air infiltration rates are near zero with the use of dual bulb weather-stripping. Multipoint locks on each side of the sash are used to create a compression seal.

Our four bar friction hinges provide easy operation and tension adjustments. Washability hinges are available for roto operation or push/pull manual operation.

Gerkin eliminates the complaints of hard operating awnings by offering a heavy-duty roto crank mechanism, which offers extra cranking power and a low gear for smooth trouble free operation.

The C-60 / HC55 5200 Series Commercial Hopper Windows:

This 2 3/8" thermally improved frame features easy to use cam action locks with 4-bar friction hinges. Without the use of roto operators, this window offers the same tight fit at the awning or casement but with a more maintenance free operation. Gerkin uses cam locks to compress the weather seals in the tightest manner possible. These locks also include a pole ring, which will allow for operating the window at higher elevations. Four bar friction hinges will provide easy operation and tension adjustments.

The C-40/HC55/HC90 5300 Series Commercial Casement Windows:

The casement is full of features that blow the competition away! Gerkin eliminates the complaints of hard cranking commercial casements by offering extra cranking power and a low gear for smooth trouble free operation. Our gear teeth are close together, which remove extra play in an open sash and reduce the likelihood of damage.

Our multi-point locking system goes beyond the typical. This 3-point lock system is very forgiving with a wide operating tolerance. The use of secondary locks is no longer needed. The weather seal received from the system is incredibly tight and provides performance nearly that of fixed windows!

Gerkin uses four bar heavy-duty friction hinges that will hold up to a 90-pound sash and still provide easy operation. Washability and egress hinges are available for roto operation or push/pull manual operation.

Additional Rhino Features:

Our fixed and projected windows offer overall glass thickness options of 5/8" or 1". Gerkin also offers several stocked glass options as well as numerous special order options.

Gerkin offers complete subframe and panning systems, nail fins, flush face fins, snap trims, sill-flashing strap anchors, stacking frames, structural mullions, mullion covers and factory applied extension jambs. We also offer a louver system with insulated or non-insulated blank-off panels for PTAC units which are used in hotels.

project showcase:



The new 15,000 square foot South Sioux City Public Library offers 4500 square feet of book space alone. The library building also includes a meeting/training facility, a coffee shop and Northeast Community College offices.

Gerkin Helps Library Revitalize Downtown Area

After 3 years of planning and construction, South Sioux City has taken one more step towards revitalizing the downtown area. The new 15,000 square foot 3.1 million dollar facility offers 4500 square feet of book space alone. The library building also includes a meeting/training facility, a coffee shop and Northeast Community College offices.

Gerkin Windows and Doors worked with architectural firm Neumann Monson Wictor of Sioux City, and Jackson Glass of South Sioux City to provide an impressive looking window configuration of multiple window banks and clearstory windows. Gerkin provided the Rhino Series Model 5500 fixed commercial aluminum windows and subframe system in a custom Champaign anodized finish.

Gerkin is proud to be a part of such a quality community project!

A Special Thanks

In the last issue of Shooting the Breeze, we featured the Legacy Estates project in Lincoln, Nebraska. In that article our acknowledgement and thanks to Mr. Jerry Joyce Owner-Developer and Brester Construction, General Contractor was omitted. We apologize for that error and we thank them for using Gerkin Comfort Series Vinyl Windows and Patio Doors on the Legacy Project. We are proud and thankful of their long-time commitment to Gerkin Products.



Our commitment:

Quality since 1932

Our mission is to manufacture high quality window and door products that are value priced, thermally efficient and low maintenance. Throughout our history we have established ourselves as an innovator in the design and manufacturing capability of insulated windows and doors. Stringent product testing and innovative design has allowed our products to evolve as market and consumer needs change, bringing you the quality, maintenance-free products you desire. We also publish our AAMA test results to back up our claims of product performance and quality.



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