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# Customer Spotlight: Harvey Industries



Harvey Industries is a privately held corporation which was founded in 1961 and is headquartered in Waltham, MA. Harvey Industries is a leading manufacturer of residential windows and storm products as well as a premier wholesale distributor of quality building products. Harvey operates in the Northeast part of the United States through twenty-nine strategically placed locations. Distribution is primarily to professional contractors and builders. Harvey is a household name in the Northeast and has garnered a reputation for offering the best products and services in the region. They have a very strong loyalty with their customers. Harvey looks to expand their success into new territories and markets with new products and additional manufacturing capabilities.

Harvey Industries and Gerkin have been partners in successfully selling storm doors since 2000. Our sales representative, Barry Blackwell of PDQ Sales has been assisting Harvey since the beginning and continues to be instrumental helping Harvey build Gerkin storm door sales. Although Harvey manufactures

their own storm doors, Gerkin has been playing a larger part of their door sales through the promotion of higher quality doors. Harvey has increased Gerkin storm door sales every year since our start in 2000, including 2007!

Harvey's success with the Gerkin storm door lines has been impressive. They are a model of success in battling the big box mentality through offering better products and better service. Harvey inventories several Uniquely Yours pre-hung storm doors and is now displaying the new Cabrio retractable screen storm doors in all Harvey showrooms!

Gerkin Windows & Doors would like to thank Harvey Industries for their loyal support and success with the Gerkin storm door line. With new marketing promotions being set for 2008, our partnership will be stronger than ever!

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# Gerkin To Give Away Four House Jobs Of Windows!

GERKIN WINDOWS & DOORS

75<sup>TH</sup> ANNIVERSARY  
GREAT WINDOW  
Giveaway

**WIN**

A Free House full  
of Gerkin Windows  
& Patio Doors

## 3rd Quarter Winners!

Glacial Lakes Custom Homes owned by Jason Saathoff and Landon McKeown were excited to find out they were the winners of the 75th anniversary giveaway in the third quarter drawing. Tom Homola owner of the Hamlin Pro Center in Brookings, SD. was the dealer who sold the windows to Glacial Lakes Custom Homes. Hamlin has 2 locations, the Hamlin Building Center in Lake Norden, SD and the recently opened their 2nd location in Brookings called Hamlin Building Center



## 2nd Quarter Winners!

Mike Domeyer, manager of ABC Supply Company in Dubuque, IA was very excited to here that one of his customers was chosen in the 75th Anniversary Great Window Giveaway. Pat and Nan were also very excited to receive a check from Gerkin Windows & Doors for what they paid for the windows. The house was build by CK Construction. Clyde Kay is the owner of CK Construction and believes in using only the highest quality products.

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# product showcase:



## Rhino C-30/C-40/C-45

COMMERCIAL HORIZONTAL SLIDERS



## Rhino Horizontal Sliders

It all began with the horizontal slider. Gerkin's first window other than a storm window was introduced to the market in 1968 and was known for decades as "Weatherliner". The Weatherliner horizontal slider was a unique dual window system that combined aluminum and wood together for an uncommonly air tight sliding window. Weatherliner was used in everything from custom homes to school replacement windows throughout the Midwest. Eventually the Weatherliner window ran its' course and thus "Rhino" was born.

Rhino was a name taken from a previous trademark name used on our storm doors in the 70's. Our doors were known as "The Beautiful Brute" or Rhino for short. In 1991, Gerkin introduced its' first thermally broken commercial window, the 5000 horizontal slider. The name "Rhino" found its' way back in to the product line.

With all of the history of making air tight horizontal sliders, it was fitting that the first new window in the "Rhino" generation was a slider. The 5000 slider was developed with the notion that we will design and build the best slider on the market. While there is a price point mentality in the industry for sliders, Gerkin has the belief that building a great window at a good value will be a lasting combination that will earn long term relationships with customers. We believe that windows are a durable good, not a commodity and should be considered a major component in any building. We have designed the Rhino slider to perform with one of the best air infiltration rates of any slider on the market. With the use of jamb and mullion interlocks and weather-stripping on both sides of the sash, Rhino air infiltration rates are as low as .07!

The Rhino sliders are available with two different sill designs. Our C-30 rated 5000 sliders withstands a 4.5 lb water test at a 3-lite test size of 156 x 72. The manual deadbolt has a two-position lock which can be opened and locked with 2" ventilation and still pass the level 10 forced entry test. There is also a higher sill height available on the model 5045 slider which performs at a 6.75 lb water test. With the deeper sill, the 5045 reaches a C-45 rating up to a 120 x 64 3-lite size. The 5045 has a spring-loaded deadbolt which automatically locks when closed. This is a great safety feature, especially when used in motels. Gerkin offers four standard colors for the slider; clear anodized, dark bronze anodized, painted white and painted bronze. Custom colors are also available.

One of the most popular uses for the Rhino horizontal sliders has been for motels. Our sliders have been used in motel projects in nearly every state in the country. With the use of our louver system in conjunction with our slider, we are able to offer the motel industry a complete window system.

The Rhino slider has been used in projects such as motels, apartments, student housing, condos, pole buildings and even modern homes. When performance and value are on the top of your priority list, then the Rhino horizontal sliders are the best choice.

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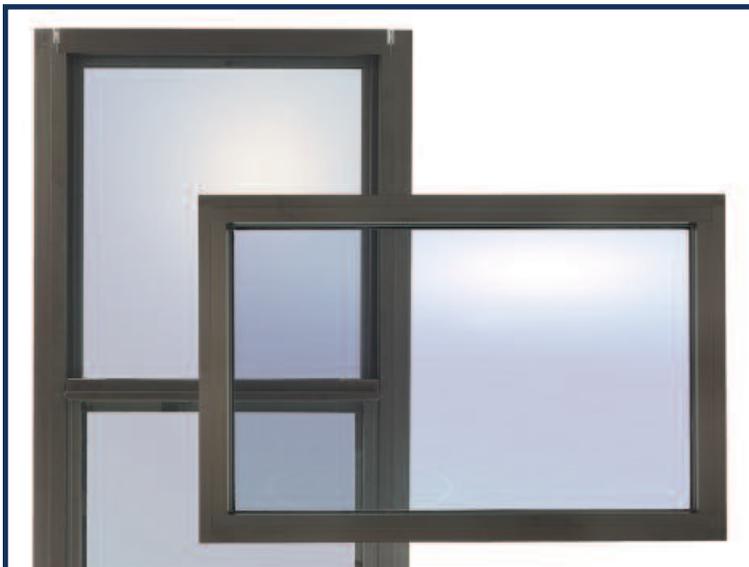
project  
showcase:



Westmark Condo's project - Minneapolis, MN.

## Midwest Windows and Doors LLC.

Twin Cities distributor, Midwest Windows and Doors LLC and Sales Manager Craig Gerkin used the Rhino commercial single hung and fixed windows on this impressive looking project. This project, called Westmark Condo's was completed in 2007. Its property is located on a high traffic corner of I-394 and HWY 169 in Minneapolis. Stonebridge Construction was the contractor. The architect was BKV Architecture.



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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