



Gerkin Rhino Series

COMMERCIAL ALUMINUM WINDOWS



GO GREEN

Gerkin Windows & Doors recently completed NFRC testing for all Rhino windows. The outstanding test results have taken Rhino into uncharted waters for commercial and heavy commercial performance ratings! Rhino windows may be the only nationally distributed commercial and heavy commercial rated window line in the country to achieve Energy Star ratings for all windows! With this achievement, Rhino windows are now qualified to be used in the first "Net Zero" rated development in the country located in Texas! Net Zero is a term used for buildings that produce as much energy as they use and thus in effect have no utility bills! Net Zero buildings produce energy through the use of solar panels. This energy is sold back to the city utility and used as credits when energy use is needed. With the use of highly efficient building materials, solar panels and Rhino windows, "Net Zero" buildings are now possible! The "Green Build Organization from the city of Austin, Texas has a rating system that is used when considering how "Green" a building is. Their rating is based on 1-5 stars with 5 stars being the best. The Rhino windows will be used in Five Star projects due to the strong performance numbers earned by NFRC and Energy Star! With NFRC ratings, architects can now perform building energy calculations using Rhino's performance data rather than default tables. The net result is that by using NFRC rated Rhino windows, building owners will have more energy efficient buildings and save money in building materials.

All Rhino windows are Energy Star rated for the Southern Energy Star Zone. Our sliders, single hungs fixed and shapes windows are Energy Star rated for

the North Central, South Central and Southern Energy Star zones. Our fixed and shaped windows have met the Energy Star performance ratings for all areas of the country including the Northern zone! NFRC labels will be on our Rhino windows by June. With Energy Star rated products, tax credits may be available. Contact your Gerkin representative for product and performance details.

Cabrio Storm Doors: Cabrio retractable screen storm doors are now available in sandstone and tan colors!

Vinyl Sliding Patio Doors: The Comfort Series patio is now tested for sizes up to 8" x 8' for a two-lite door. We have also decided to stock oversize tempered glass for a 72" x 82" standard RO size.

Sandstone Swing Patio Door: Gerkin has ordered material to include sandstone as a new color for our Model 4600 swing patio door. With this offering, Gerkin will have sandstone, tan and white available in all Comfort Series windows and doors. We anticipate this color to be available by June.

Blinds available for sliding patio doors: We are now stocking between the glass louver blinds for our standard size 6068 Comfort Series sliding glass doors. Call for details.

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75TH Anniversary 4TH Quarter Winners



GERKIN WINDOWS & DOORS

**75TH ANNIVERSARY
GREAT WINDOW
Giveaway**

WIN
A Free House full
of Gerkin Windows
& Patio Doors

Win A Free House full of Gerkin Windows for your Single Family Residence (House, Condo, or Townhouse)

Buy a complete house full of windows & Patio doors for your home (new construction or replacement project) with Gerkin Comfort Series Vinyl windows and patio doors or Rhino Aluminum windows and designate "75th Anniversary Great Window Giveaway" on your order. You will automatically be entered into the window give away drawing.

We will give away one house full of windows each quarter during the 2007 calendar year. Your window order will be eligible for our promotion in the quarter they are shipped from the factory. ie. All designated orders shipped in the first quarter Jan. 1st 2007 To March 31st, 2007 will be entered in the promotion. At 5:00 pm March 31st, 2007 we will draw a winner from all entrants for the 1st quarter Great Window Giveaway—and so on for the 2nd, 3rd

**COMFO
VINYL
AND PAT**

Gerkin

4th Quarter Winners!
Graybill Builders, owned by Keary and Joyce Graybill was the winner of the "75th Anniversary Great Window Giveaway" in the fourth quarter drawing. Graybill Builders purchased their windows through Pat Krammer at ABC Supply Company in Dubuque, Iowa. Graybill Builders received a check from Gerkin Windows & Doors in the amount equal to their cost for the windows.

Gerkin would like to congratulate all of the "75th Anniversary Great Window Giveaway" winners and thank all of our loyal customers for their business in 2007!

Dealers Can Earn Powerbids Quoting Software For Free

Gerkin Windows & Doors has been using a powerful bidding software program called Powerbids for about two years. This program is designed to accurately quote projects, draw detailed window elevations and fully describe what is being quoted. Quotes can be converted into orders and sent electronically to Gerkin without re-writing an order. All updates are done electronically as well.

Powerbids is licensed software program that has a direct cost to Gerkin of between \$825 and \$1250 depending on whether a single user license or network license is used. However, dealers can be credited up to 100% of the cost of Powerbids based on sales. Free 15 day demo CD's are available. For more details see your Gerkin sales representative. This is a great sales and marketing tool that benefits both the dealer and Gerkin!



Sales Team Helps Gerkin Reach Top 100 Status

Gerkin Windows & Doors has been setting sales records year after year for nearly 17 years in a row. This achievement has boosted Gerkin Windows & Doors enough to become a Top 100 window manufacturer as listed by Window & Door magazine! Gerkin Windows & Doors has now been listed in the Top 100 four years in a row.

We have a seasoned sales team that takes great care of their customers. The Gerkin sales team does more than just sell windows and doors. They provide skillful consulting with Gerkin product offerings to make sure their clients are choosing the best products for the projects they are working on.

Our sales professionalism is a team effort which includes a great inside customer service staff, sales support staff, estimating team as well as a manufacturing work force that pays attention to detail and builds great products. Our sales team promotes these strong attributes every day! The sales team of Evan George, Paul Windeshausen, Tracy Berthussen and Brian Crull cover roughly a 600 mile radius of the Gerkin plant covering 12 states. Scott Gerkin, Vice President of sales oversees all sales including a national rep sales team.



Evan George

Evan has been in sales for Gerkin since 1996. Evan's territory includes Nebraska, Wyoming, Colorado and Kansas. Evan left Grainger Inc. to come to work at Gerkin. Initially, he was responsible for sales in Nebraska and Sioux City, IA. As Gerkin grew, he was given more territory, first, Colorado, then Wyoming and finally Kansas. Evan has been married to his wife Nita for 16 years and has 3 boys, Kollin (13), Matthew (10) and Connor (8).



Brian Crull

Brian has been with Gerkin since early 2006 and is the territory manager for Illinois and Wisconsin. Brian went to school in Winnebago, IL with his wife Jill. He continued on to college at the University of North Carolina, Wilmington. Jill and Brian met up after college in Denver, CO. They were married in 2000, moved back to Winnebago in 2006 when he started with Gerkin Windows and Doors. They have twin stepsons, Cory and Cole, and a daughter Camila who is 5 years old.



Paul Windeshausen

Paul has been a territory manager since 2000. Paul's territory includes Iowa and Missouri. Paul was born in Osmond, NE, but spent the majority of his life in Sioux City, IA. Paul graduated from West High School in 1984. He joined the military in 1987. After working for Gateway Computers for 8 years, he joined Gerkin Windows & Doors as a salesman. Paul and his wife Connie have been married 13 years and have two children, Kendra (12) and Kyle (8).



Scott Gerkin

As Vice President of Sales Scott is responsible for all company sales through our local and regional salesmen as well as our national sales reps. Scott worked in the plant and inside sales during the summers for seven years prior to starting full time work. After graduating from the University of Kansas in 1983, Scott started full time in outside dealer sales in Iowa. Scott covered 6 different Midwest states over a span of 19 years prior to his current position. Scott is a life long resident of Sioux City. He has been married to his wife Shelly for 21 years and has two children, Shane (18) and Steffanie (14).



Tracy Berthussen

Tracy has been the territory manager for Minnesota, North Dakota, South Dakota and the western portion of Wisconsin since 2002. Tracy grew up in Marshalltown, IA and has been in Sioux City since he graduated from high school to attend college in Sioux City. Tracy attended Morningside College for 4 years and earned a BS in Business and Marketing. His first job out of college was with Gateway computers- sales. Tracy and his wife Natasha have two children, Brody (8) and Brooklyn (4).



project showcase:



Central Washington University Ellensburg, Washington.

Gerkin Windows & Doors supplied Rhino commercial casements, horizontal sliders and single hungs for CWU in a retrofit application. The casements and fixed windows used the flush face fin as a mini-pan which helped give a simple yet clean installation appearance. Jim's Glass in Ellensburg sold and installed the windows at CWU. Our Gerkin representative, Larry Kreysler of Northwest Sales in Spokane, WA helped to sell Gerkin Rhino windows on this job.



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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