



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



ALL ALUMI-GUARD PRODUCTS
ARE MANUFACTURED IN THE USA

WINTER 2013 EDITION

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ALUMI-NATION



The New Year brings new products and services...
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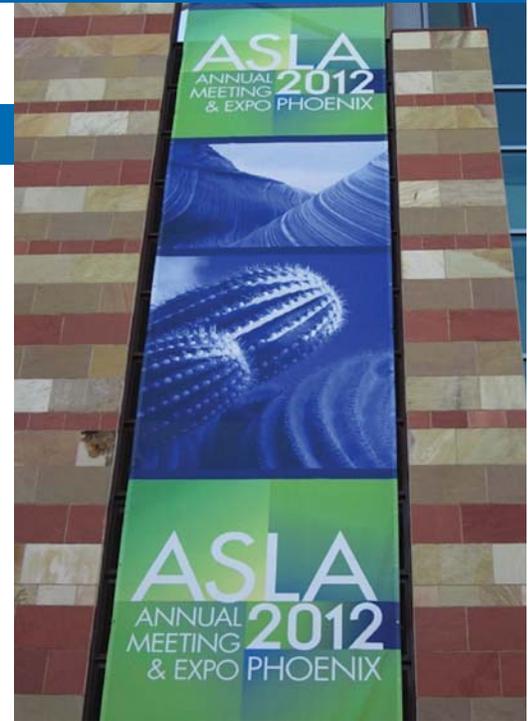
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Designing Success

Alumi-Guard's Architect Services Group

Last year was an exciting year for Alumi-Guard's Architect Services Group. During 2012, we worked with hundreds of architects who were specifying fence in their projects. When the jobs went out to bid, we passed the leads along to you, our dealers - to assist in growing your businesses.

Alumi-Guard reached out to the architectural community in 2012 through national shows and regional events. The 2012 Construct Expo, hosted by CSI (Construction Specifications Institute) was held on September 11-14. Over 2,500 Specifiers, Architects, Engineers, Project Managers, Contractors, and students were in attendance along with exhibitors and peers across the expo hall floor. In addition, Architects loved our recycled content towards LEED points!



Photos: Alumi-Guard

"Landscape Architects and Specifiers were keeping us busy in our booth all day long."

The 2012 ASLA (American Society of Landscape Architects) National conference and Expo followed, running from September 28th to October 1st. There were close to 500 exhibitors and more than 6,000 landscape architecture professionals from across the U.S in attendance. Landscape Architects and Specifiers were keeping us busy in our booth all day long. Many great questions from our visitors with lots of solutions from the Alumi-Guard team!

Alumi-Guard will continue our efforts during 2013 – with shows at three national events targeting architects as well as multiple regional shows. Alumi-Guard will have a booth at the AIA Convention and Expo to be held June 20-22 in Denver, a booth at the CSI Construct Expo to be held September 25 - 27 in Nashville, and a booth at the ASLA Meeting and Expo to be held November 15-18 in Boston.

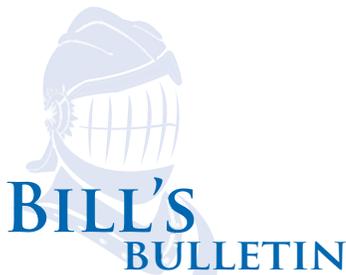
Alumi-Guard will be reaching out to Architects with two new initiatives in 2013: McGraw Hill Construction's Sweets Program and a "Continuing Education" program for Architects through AEC Daily.

The Sweets Program is an online resource for Architects. Alumi-Guard product information will be available on Sweets in 2013. The AEC Daily offering will allow architects to earn credits towards maintaining their licenses and certifications. This "Continuing Education" program will be started the second quarter of 2013.

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Alumi-Guard's trade show booth featuring new products and services in addition to our classic line of products.





Welcome back! I hope everyone had a happy and safe holiday season. I would like to ring in the New Year by introducing some of the new products and services we've been working on at Alumi-Guard: Our all new Imperial and Municipal fence lines along with the development of our Post Strap System. We created these new products to complement our augmented Architectural Services Department.

This past fall we also decided to invest in several architectural programs. We teamed up with McGraw/Hill to take part in both Dodge Reports and the Sweets catalogue. This will allow us to not only market our products to more people but now we can track more spec jobs to pass along to you. We are also participating in AEC Daily. This will allow architects to receive continuing education credits while being educated on the benefits of aluminum fence and more specifically Alumi-Guard. This way, it's likely we'll be spec'd from the beginning to help our dealers get a leg up on their competition.

"We are excited about the New Year and about growing our industry with our customers. We sincerely hope that all of you will benefit from these investments, because we made all of these decisions with you, the customer, in mind."

Lastly, we've made some internal investments as well. We have added CAD designers and CSRs as well as making capital investments in machinery. We have made a concerted effort to move towards automation to keep lead times even lower and our quality even higher. All of this will offer substantial benefits as we are now running two full time shifts throughout the entire year. We are excited about the New Year and about growing our industry with our customers. We sincerely hope that all of you will benefit from these investments, because we made all of these decisions with you, the customer, in mind.

Happy New Year Everyone - and Happy Fencing!

Bill Woodard

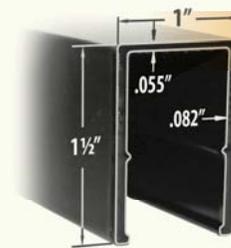


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If you are interested in additional information regarding any of our new products and services - or if you have any questions or comments you would like to share with us, please contact our customer service department at 877-258-6448.

Spotlight

In response to our customer's requests, Alumi-Guard is pleased to announce our new products: Two new grades for 2013 - Municipal and Imperial Grades along with our new Post Strap System!

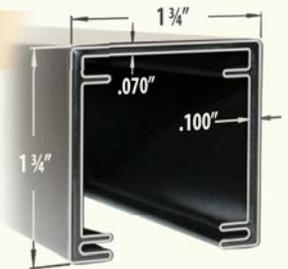


Municipal

Municipal Grade is a 3/4" picket product matched with a 1 1/2" tall by 1" wide rail. This product is available in 6' and 8' wide sections and in heights up to 8' tall.

Imperial

Imperial Grade is a 1" picket product matched with a 1 3/4" X 1 3/4" rail. This product is also available in 6' and 8' wide sections and in heights up to 8' tall.



Post Strap System



The Alumi-Guard Post Strap system will be available for the following combinations – Residential and Guardian Grade – 2" Posts, Commercial Grade – 2" and 2 1/2" Posts, Municipal Grade – 2 1/2" Posts, Industrial Grade – 2 1/2" Posts, and Imperial Grade 2 1/2" Posts.

Panels for use with these Post Straps will have punched slots at the channel ends for ease of installation. Please note that due to the specific channel design of our Concealed Fastener System – Alumi-Guard is not able to punch slots in Concealed Fastener Grade channel ends.

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 Arestead "Arrow" Alvarez

Arrow has been a part of the Alumi-Guard team for five years. Arrow started in the packing department and has worked his way up to the Shipping department lead person. Arrow is part of a logistics team that works diligently to assure product gets to the customer on time, with all components are accounted for in each shipment. Whether an order is going on an Alumi-Guard truck or a common carrier the execution is pretty much the same.



Arrow assures the BOL, carrier and paperwork is correct. Once all paperwork is in place Arrow makes sure the product is strategically placed on the truck in a LIFO format, (Last in First out). Any problem or issue is noted and handled in a timely manner.

Arrow has to wear several hats during the day to keep our outgoing product moving. He is a key member of the logistics team and an employee our customers can count on every day to get their freight moving in a safe and efficient manner.

Photos: Alumi-Guard



Designing Success... (continued from page 1)

Alumi-Guard will also be continuing its efforts to identify and distribute the leads for projects that have been specified and released for bids throughout 2013. We'll be working with McGraw Hill's Dodge group to identify leads which have Aluminum Fence and/or railing as part of the project. Hopefully, through our efforts, the project will have Alumi-Guard in the spec; but if not, we will work to be included as an equal on the project. Once included, we'll provide our dealers with the leads as well as any assistance you may need with the bidding process.



Alumi-Guard continues to work with our industry partners and with new technologies that will support growth and keep us leading in the fencing community. We look forward to the continuing success of our Architect Services program in 2013 and as a result - growing your businesses as well.

ALUMI-GUARD WINTER 2013 TRADE SHOW EVENTS

January 8-10, 2013 - Landscape Ontario Congress
South Building, Toronto Congress Centre, Toronto, Ontario

January 25-26, 2013 - GSAFA "Jackpot 2013 Show"
Trump Taj Mahal, Atlantic City, New Jersey

January 28-31, 2013 - Atlantic City Pool & Spa Show
Atlantic City Convention Center, Atlantic City, New Jersey

February 25-March 1, 2013 - FenceTech'13
George R. Brown Convention Center, Houston, Texas

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

Did You Know...

The appearance of the fence in human societies marked the transition from a pattern of looting nature to taking care of it. It was with devoted agriculture that fences came about. In Ancient Mesopotamia, Rousseau curiously alludes to the inventor of the fence - stating: "The first man who, having fenced in a piece of land, said "This is mine,"... that man was the true founder of civil society."

The fence helped institutionalize one of the most important elements of the social contract – the collective recognition of private property.

The Culture of the Fence: Artifacts and Meanings, Christina Kotchemidova

Alumi-Guard Community News

The United Way of Hernando County Recognizes Alumi-Guard for Continued Growth

The United Way of Hernando County (UWHC) presented Alumi-Guard with their Staying S.T.R.O.N.G. (Supporting Transformation Reflects on Growth) Award at a recent Chamber of Commerce Breakfast.

This award recognizes Alumi-Guard's continued growth and positive impact on the local community and economy. UWHC gives this award as a way to thank a company for maintaining a solid foundation throughout an economic downturn.

Kathy Jones Executive Director/CEO; "Acknowledging our local businesses for keeping our community STRONG is the right thing to do. It brings awareness, promotes positive change to the lives of people in Hernando County, it supports community impact priorities and strategic initiatives which addresses income. Strong corporate businesses strengthens families; helps our children to succeed, and promotes self-sufficiency. Working with our corporate businesses, we understand that each year has a profound, measurable impact on community needs. Thank you Alumi-Guard for making that difference in Hernando County."

UWHC is very proud of its corporate partners and local businesses for supporting Financial Stability and LIVING UNITED.



Photo: Courtesy United Way Hernando County



Safety & Health Achievement
Recognition Program
Consultation: An OSHA Cooperative Program

SHARP stands for Safety & Health Achievement Recognition Program. It's an award presented to Employers who operate an exemplary safety and health management system facility.

To qualify for SHARP, companies must undergo a comprehensive audit, correct all identified hazards, demonstrate that effective safety and health programs are in place and maintain injury rates below the national average for the last three years.

Acceptance into SHARP by the Occupational Safety and Health Administration qualifies a company as a model amongst its peers for work safety and health. Out of 7 million US work sites less than 2,000 have earned SHARP certification.

Alumi-Guard along with support from the University of South Florida started its SHARP journey back in May of this year. Over the next 12-18 months Alumi-Guard plans to achieve SHARP certification and join an elite group of companies who understand that focusing on worker safety is paramount to a successful organization.

Employee News & Events

Wedding Bells Are Ringing At Alumi-Guard!

Both Couples Were Married on June 23rd!

Katie (Savory), who was featured in our last newsletter as part of our Customer Service Department, married her high school sweetheart, Jeff Chadwell. Katie and Jeff started dating in 2005 and were married at his parent's home in Brooksville, Florida. Ryder (pictured with Katie and Jeff) also attended the wedding and was extremely well behaved. Could it be that he was hoping to be rewarded with some tasty, home-cooked BBQ?

Therese (Burch) joined Alumi-Guard in May 2005 and has held various positions prior to her recent promotion to Assembly Supervisor. Therese met her husband, Jerry Hunter, in 1998 while living in North Carolina; the couple was introduced by Jerry's twin brother! Therese and Jerry were married in Albemarle, North Carolina. Jerry, as well as Therese's sons, Brian and Terry Burch are all presently working at Alumi-Guard; truly a "family affair"!



*Congratulations to
Katie & Jeff AND Therese & Jerry!!*



PLATINUM CERTIFIED DU PONT Powder Coating Applicator
 Member of the American Fence Association
 North American Fence Contractors Association
 The Construction Specifications Institute
 AMERICAN SOCIETY OF LANDSCAPE ARCHITECTS FLORIDA CHAPTER
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