



AlumiNEWS

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Scott Myers

President's Message

Are you ready to improve your business and have fun in the process? Are you ready to see the newest developments in aluminum construction, talk to award-winning

designers and engineers, make a new friend at the blackjack table, and dance the night away with hundreds of people?

Of course, I'm talking about the 2004 Aluminum-Glass Construction & Hurricane Protection Trade Show—just weeks away! Join us at the Caribe Royale Resort, August 19-21. It's all in one place this year—don't miss it!

Exhibits are only a part of what makes this Show so special. SEGA will present a series of seminars uniquely designed to keep your license current

and keep you informed on the latest issues facing our industry. Don't forget all the networking opportunities you'll have. From the Continental Breakfasts to the Annual Closing Dinner, you're going to have plenty of chances to catch up with old friends and make new business contacts.

I am so proud of the way our Trade Show has grown. It is now one of the premier construction industry events in the country, one that neither manufacturers, wholesalers, or contractors can afford to miss—and it's right here in Florida! I'll see you there!

Scott Myers
2004 AAF President

Florida Congressman Urges U.S. DOC to Probe Severe Cement Shortage

Florida Congressman Mark Foley has asked the U.S. Department of Commerce (DOC) to probe a severe shortage of cement, the raw material used to make concrete. In a recent letter to Commerce Secretary Donald Evans, Foley noted that the shortage has stalled a number of construction projects across Florida and placed many construction jobs in jeopardy.



According to Foley, nearly one quarter of the cement used in the United States is imported. Increased domestic cement production—discouraged through what Foley calls

“overly-restrictive zoning and environmental regulations”—will not fill the gap soon. The end result is increased dependence on cement imports coupled with skyrocketing costs. Left unchecked, Foley warned, the shortage could create a slowdown in construction sector nationwide and lead to a cascade effect involving other sectors of the U.S. economy. Foley urged the DOC to examine ways it might alleviate the cement shortage in the short-term, noting that “the progress of the national economic recovery” is at risk. ■

construction sector nationwide and lead to a cascade effect involving other sectors of the U.S. economy. Foley urged the DOC to examine ways it might alleviate the cement shortage in the short-term, noting that “the progress of the national economic recovery” is at risk. ■

AAF Chapter Locations



If you wish to attend a meeting in your area, please refer to the chapter meeting and contact information below:

1. Brevard County Chapter: Second Wednesday of every month. Location varies, 7 pm. Contact Allen Lindsey at 407-254-7851.
 2. Central Florida Chapter (Marion County): Contact Tim Carstens at 352-821-3609.
 3. Citrus County Chapter: Second Tuesday of every month. Location varies, 12 pm. Contact Mike Moberley at 352-795-4226.
 4. Palm Beach Chapter: Fourth Thursday of every month. Location varies, 6 pm. Contact Michael Sonsini at 561-793-6029.
 5. Greater Volusia Chapter: Contact Mike Gardner at 904-677-2677.
 6. Manatee-Sarasota-Charlotte Chapter: First Tuesday of every month. Location varies, 7 pm. Contact Glen Kohlenberg at 941-468-3540.
 7. Mid-Florida Chapter (Orange, Osceola & Seminole Counties): First Thursday of every month. Location varies, 6:30 pm. Contact Wanda Classe at 407-896-1015.
 8. North Central Florida Chapter (Alachua, Bradford, Columbia, Gilchrist & Union Counties): Contact Carl Holmberg at 904-497-1010.
 9. Northeast Florida Chapter (Clay, Duval & St. Johns Counties): Third Wednesday of every month. Jones Groff Aluminum Office, Noon. Contact Jeff Briar at 904-731-5580.
 10. Suncoast Chapter. For information, contact John DeCosmo at 727-447-3461 or the AAF State Office at 561-362-9019.
 11. Southeast Chapter (Broward & Miami-Dade Counties): First Tuesday of every month. Contact Bob Monsour at 305-822-3141.
 12. Southwest Chapter (Collier and Lee Counties): Every other month. Contact Jim Lowndes at 239-369-3000.
 13. Treasure Coast Chapter (Indian River, Martin, Okeechobee & St. Lucie Counties): Third Thursday of the month as announced. Location varies, 6 pm. Contact Sheryl Moore at 772-335-1177.
- UMDA: Contact Joe Alvarez at (813) 855-2627.

Our Mission Statement

To serve our members with integrity, provide a unified voice in government affairs. Promote the AAF Logo for the standard of excellence in quality that it represents. Work diligently for the benefit of all members. To promote pride in being a member of the AAF.

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Web site: www.aaof.org

Two Courses, Two Tournaments Add Up to Two Winning Foursomes!

Two foursomes will take home first prize from this year's Annual Golf Tournament, and it's all going to happen on August 19th at ChampionsGATE. AAF and SEGA members, their friends, customers and suppliers are already signing up for a shot at some great prizes, maybe even a hole a one, a great dinner and good fun.

This year, golfers have a choice of playing the National or the more challenging International course. Space is filling fast so get your reservation in today.

As with previous tournaments, there are many sponsorship opportunities available. All such donations will be acknowledged during the tournament.

This year, text messaging will be available on each golf cart being used in the tournament. This exciting feature will enable golfers to see where they stand in the tournament, and it will keep them posted on the many grand prizes that they win. This is one of the AAF's most popular events, and you don't want to miss it. Sign up today! ■

New Suncoast Chapter Formed

Wasting no time in restoring good will and harmony on the Suncoast, a new chapter has been formed to replace the dissolved West Coast Chapter. The new Suncoast Chapter held its first meeting last month and elected a slate of officers.

The following officers will serve for the balance of 2004:

PresidentMark Coleman
1st Vice-President.....Mike Daly
2nd Vice-PresidentMike Tarvin
Secretary/TreasurerJeff Reckson

Mr. Coleman reported that all West Coast Chapter members would be invited to join the new Suncoast



Officers for the new Suncoast Chapter (from left) Mark Coleman, Mike Daly, Mike Tarvin and Jeff Reckson.

Chapter. He also noted that some contractors who had not joined in 2004 were now going to join the new chapter with its new leadership in place. ■

2004 COMMITTEE CHAIRMEN

Administrative Review

Frank Storms

Past President

(305) 256-7773 Fax: (305) 256-8887

Audit/Budget

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Palm Beach Chapter

(561) 793-6029 Fax: (561) 793-5804

Convention & Trade Show

Mike Moberley

Citrus Chapter

(352) 795-4226 Fax: (352) 795-5015

Education

John Robinson

UMDA

(727) 738-5611 Fax: (727) 734-4151

Government Affairs

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Treasure Coast Chapter

(772) 335-1177 Fax: (772) 335-0860

Hospitality

Ron Carpenter

Southwest Chapter

(239) 278-3211 Fax: (239) 278-1996

Media/Web-Site

Ron Carpenter

Southwest Chapter

(239) 278-3211 Fax: (239) 278-1996

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Don Leggett

UMDA

(813) 637-8877 Fax: (813) 637-8484

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Publications

Gary Whigham

Treasure Coast Chapter

(772) 466-0913 Fax: (772) 466-1074

Technical

David Miller

Northeast Chapter

(904) 260-4242 Fax: (904) 260-6797

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Robert Lemmo **Robert Richardson**

New Partnership Reduces Members' Health Care Costs

With an eye on skyrocketing medical insurance premiums, the Aluminum of Association of Florida (AAF) has recently entered into a new partnership with Advanced Risk Management (ARM) of Tampa to develop a program that will provide Health Savings Account (HSA) opportunities to AAF member companies.

A Health Savings Account is a tax-sheltered savings account similar to an IRA, but contributions are earmarked for medical expenses and can be withdrawn tax free. The HSA should not be confused with the MSA, HRA or the Medical Flexible Spending Account.

Consult your insurance professional to find out if a Health Savings Account program is the right move for your company and find out if managing your risk will save you money over paying your current insurance premiums.

Meanwhile, here are some frequently asked questions—and their answers—designed to give you a basic grounding in HSAs and how they work.

If my employees contribute to an HSA, will that reduce the money that can be put into their personal IRA?

No. These tax deductions are in addition to any IRAs they currently have and will not affect those plans in any way.

Using a combination of risk reduction, health plan alternatives, and tax savings, ARM, Inc. reduced my company's health insurance premiums by 27%. If my employees take full advantage of the changes ARM recommended, my premiums will be reduced even further.

—Kevin Carlson, KBA Engineering

Will excess funds be lost at the end of the year? Is this another "use it or lose it" proposition?

No. Unused funds can be carried forward with interest to the next year.

Are there limits to how much can be contributed to an HSA?

Yes.

Who makes the contribution to the HSA account?

The account can be funded by the employer or the employee.

What if an employee has a large medical bill?

Larger medical expenses are covered by the health insurance policy.

Can an HSA be used for health care expenses that are considered higher than customary and yet "usual?"

Yes. HSA dollars can be used to pay for most healthcare expenses—even those that may not be covered under your current health care policy. Examples include hearing aids, birth control, eyeglasses, lasik eye surgery, and orthodontics.


Do I have to wait until my current health plan expires or renews to start an HSA?

No, health insurance contracts have a rate guarantee of 12 months. There is usually no penalty for ending the policy prior to the original 12-month term.

Are there any drawbacks to having an HSA account?


Yes. Most health insurance agents look at your policy as an annual renewal. HSAs require employers to give more thought to what they want from a healthcare program. Is it increased employee retention, higher employee morale, healthier employees, lower premiums or all of the above?

For more information on HSAs and how you can use them to lower your health care insurance costs, contact Don Leggett, President of Advanced Risk Management at (813) 927-9993. Or e-mail him at amatampa@tampabay.ir.com ■



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Trade Show Sponsorships Continue Brisk Pace

As the 2004 Trade Show approaches, exhibitors, members and friends are stepping up with financial assistance in support of the entertaining extras that make this annual event so special. Please join the AAF in thanking each of the following for their generosity.

ASI Building Products will sponsor the raffle for the 2005 Harley Davidson Motorcycle. This drawing will be held at 3:00 p.m., Saturday, August 21st. The winner must be present and will be allowed 15 minutes to present the winning ticket. If the winner is not present, another ticket will be drawn.

Custom Window will sponsor the official Trade Show Program and contribute prizes to be raffled off throughout the show, leading up to the grand prize: a "Capture The Memories" package featuring a DVD Camcorder with a Kodak Digital Camera Bundle and DVD Recorder. A book of six (6) raffle tickets may be purchased for \$10.



ASI Building Products will sponsor this year's dream raffle prize: a 2005 Harley Davidson Motorcycle.

As those who regularly attend the show know, the earlier you buy your tickets, the earlier they go into the bucket to be drawn, and the better your chances to win a great prize. The best part is that, if you win a prize, your ticket goes right back into the bucket for the grand prize. While you don't have to be present to win the grand prize, the 15-minute rule will apply to tickets drawn during show hours.

All Points Screw Company will sponsor the badge lanyards that make it so much easier to keep your badge in place without the messy pins. Your badge and lanyard will be waiting for you if you pre-register for the show. Simply go to the registration desk and pick up your materials, tickets, program, etc.

BRB Code Services (Joe Belcher, C.B.O.) will sponsor the Continental Breakfast on Friday, August 20th. Reserve your ticket (\$10) for this quick and easy way to grab something to eat while in the exhibit hall. Pick up your reserved tickets at the Registration Desk. The breakfast features bagels, muffins, juice and coffee.

GSI Building Products and **Metals USA** will sponsor the breakfast on Saturday morning. Once again, you will want to have your ticket ready for the early Saturday seminar and breakfast. The ticket for this event is also \$10.

Continued on page 6



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Sponsorships

Continued from page 5

PGT Industries will sponsor our Annual Closing Dinner on August 21st. This year, we will hold a Karaoke "Star Search" competition, and we'll announce the winner of the 2004 Aluminary Award. We may also have a few surprises for our SEGA attendees!

Eastern Metals, Elite Aluminum, Indalex Aluminum, Jones-Groff Industries and Metal Tech have all signed up to sponsor the VIP Reception on Friday, August 20. This very special event features a casino night/auction and a reception featuring the always popular Sundae Bar.

The **Citrus, Treasure Coast, Manatee/Sarasota, Southwest and Suncoast Chapters** will jointly sponsor refreshments for exhibitors during display set-up.

Town & Country Industries will provide attendees with a convenient bag to hold their take-away items, prizes, etc. during the show.

Sponsorship opportunities are still available. If you are interested in sponsoring an event, call John DeCosmo at (727) 447-3461. All sponsors will receive acknowledgement in the official Trade Show Program, at the actual events and during Trade Show hours. ■

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SEGA Seminar Schedule Announced

In addition to all the excitement and activity that will take place on the trade show floor this August, contractors will have an opportunity to earn up to seven (7) Continuing Education Units (CEUs) to maintain their state license requirements. Presented by the Southeast Glass Association (SEGA), this year's seminar program promises topics that are of great interest and very contemporary to the problems facing our industry today.

Friday, August 20, 2004

8:00-11:00 a.m.

Insurance and Your Company (3 CEUs)
 (Course #000813033-333234)
Presented by Lorriane Ross



10:00 a.m.-12:00 p.m.

Florida Product Approval Update
Presented by Rick Dixon, Director of Product Approval Board, DCA State of Florida

1:00-3:00 p.m.

Review of Construction Contracting Laws of Florida:
 Chapter 489, Part 1 (2 CEUs)
 (Course #0040000982-0000488)
Presented by Bruce Kershner, SEGA Executive Director

3:00-5:00 p.m.

Construction Licensing Update (2 CEUs)
 (Course #0008150)
 A panel program presented by
 Mark Reddinger, Unlicensed Activity Administrator
 Dan Hogan, Regional Program Administrator
 Missy Rudd, Public Relations Manager, DBPR, State of Florida
 Tim Viccaro, Executive Director of the CILB

Saturday, August 21, 2004

8:00-10:00 a.m.

Business Management Seminar:
 How to Make a Profit In Your Contracting Business
Presented by AAF Members Mike Sonsini, Jim Smith and David Johns

8:00-10:00 a.m.

Is Pressure-Treated Wood Treating you Right?
A panel discussion on the new pressure-treated wood formulas and how they affect aluminum and construction fasteners. Chaired by Richard Kleiner, Director of treated wood products of the Southern Forest Products Association.

AAF, and NGA Members	SEGA, and NGA Members	IHPA Non-members
\$35 per person per seminar or Purchase the Seminar Package for \$135 (save \$40!)	\$45 per person per seminar or Purchase the Seminar Package for \$185 (save \$40!)	\$45 per person per seminar or Purchase the Seminar Package for \$185 (save \$40!)

Download a seminar registration form from www.southeastglass.org or www.aaf.org or call SEGA at (407) 831-7342. Class sizes are limited, so register today! ■

See These Exhibiting Companies AND MORE!

- AAA Tool
- AAF
- AFGD Glass
- ASI Building Products
- Admiral Sunrooms
- Advanced Risk Management
- Alcoa Aluminum
- All Points
- Aluma-Fab
- Alumax
- American Screen
- Arch
- Ashe Industries
- Barkow
- Bassett
- Benada Aluminum
- CGI Aluminum
- CR Laurence
- Chevy Leasing
- Custom Window
- Digger Specialties
- Dlubak
- Eastern Metal
- Elite
- ESP
- F. Barkow
- Farco Plastics
- Florida Sales & Marketing
- GCI
- ICC
- IHPA
- Innovative Window
- Insurance Office of America
- JM Fastener World
- Kawneer
- Lawson Industries
- Merit
- Metal Tech
- Metals USA
- Millennium Fasteners
- Mirro-Mastic
- Old Castle Glass
- OSI Sealants
- PGT Industries
- RJL Associates
- R S Supply
- R. Roberts & Associates.
- S&L Door Control
- Sika
- Schodorf
- Solar Shade Solutions
- Southern Specialty
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- The Reps.com
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- Window Craftsmen
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