



AlumiNEWS

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Scott Myers

President's Message

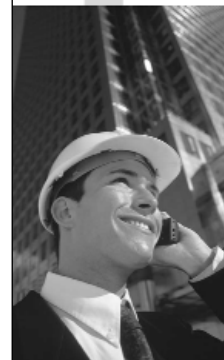
Once again, the Annual AAF Trade Show (held in Orlando this past August) broke all past records for revenue and attendance. And this in spite of the fact that

Hurricane Charley did its best to make things more difficult. But, the show went on as scheduled, and not one exhibitor cancelled. Our golf tournament also moved forward with the largest number of competitors we've ever had; they gave two great golf courses a good work-out.

The first-ever merged show for the aluminum and glass industries proved to be the success everyone had hoped it would be. Attendees were given a broad array of product and services, and walked away with some handsome prizes. Exhibitors had the opportunity to meet with and spend quality time with glass and aluminum contractors from all over the state and several nearby states as well. The seminars were well attended and gave contractors an important opportunity to earn CEU credits prior to the end of August. Most importantly, the members of each association had an opportunity to work with each other and socialize as well. The net result is that there was unanimous agreement to keep the shows together for 2005.

Attendance was just under 1,500 and, considering the effects of Hurricane Charley, that was a remarkable number. Some 138 booths were on display and, from the opening bell, the aisles were packed and busy. The casino night event on Friday evening, in spite of some folks who were mak-

The Aluminum Association of Florida (AAF) and
The Southeast Glass Association (SEGA) present



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Construction &
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Trade Show

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ing their own "money." was a lot of fun with some very serious bidding for a lot of wonderful gifts. And the closing dinner was enjoyed by more than 100 attendees.

As you will see from some of the pictures elsewhere in this issue, a great time was had by all, and both AAF and SEGA would like to say THANK YOU to all who attended, to our sponsors and friends who attended the social functions. Thanks also to Mike Moberley, Kevin Sciglia, Don Leggett, Jeff Johnson and Scott Cribby and the members of both the trade show and golf committees who worked so hard to make it all happen.

Scott Myers
2004 AAF President

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 Todd Orie at 386-673-0054.
 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 727-521-2675 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 Ron Carpenter at 239-633-9090.
 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

Hurricanes, etc., etc.

It would have been bad enough to get hit with one serious storm, but no one could have imagined getting back to back to back hits across the entire state. So, while we all try to deal with the damage, the power outages, the calls for assistance and the insurance estimates, we need to be mindful that everyone is in the same boat. It is practically impossible for our members to respond to every call. So, it becomes critically important that we use common sense and good judgment in deciding where to use our supplies and our manpower. We cannot do it all.

After the first storm, Charley, hit, our state office was contacted by a number of insurance companies looking for "a few good contractors" to estimate damages and do repairs or rebuilding. Within a few weeks, Frances, Ivan and Jeanne made it abundantly clear that "a few good contractors" was not going to be sufficient. Additionally, in very short order, our members were so busy, it was virtually impossible to assume that the state office could organize any type of response to the crisis.

However, it did clearly demonstrate that whether it be the insurance companies, the various counties impacted by the storms, the state of Florida or FEMA, there is a need for some form of organized response to a critical series of needed repairs involving our aluminum industry. Anyone who has

traveled through areas impacted by the storms has seen the twisted aluminum structures that now must be replaced. The Executive Committee of our association is listening to a number of suggestions coming both from members and non-members, and ranging from a mobilization plan for future occurrences to a summit meeting with other involved associations, suppliers, insurers, and government officials.

It is clear that no one was prepared for four storms to hit one state, and hopefully, we will not see this scenario replayed in our lifetimes. But, we do need to be better prepared to respond to the one storm that might hit next year or the year after that. And there are some opportunities for our association to perform a public service for the general public as well as for the state of Florida. Also, there is the obvious factor that much-needed work is created by these events, but our interest is seeing to it that licensed aluminum contractors are hired to do the job.

So, we will hopefully be talking about these issues for the next several months and well into 2005. With the help of our UMDA members, we can possibly create some public service announcements that speak to these issues. Additionally, we do want to stress the importance of getting the repairs and/or rebuilding done right and by a licensed contractor. ■

2004 COMMITTEE CHAIRMEN

Administrative Review

Frank Storms

Past President

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

Audit/Budget

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Manatee-Sarasota-Charlotte Chapter
(941) 758-5811 Fax: (941) 758-7096

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Palm Beach Chapter

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

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Mike Moberley

Citrus Chapter

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UMDA

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

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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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UMDA

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Technical

David Miller

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Robert Lemmo **Robert Richardson**

Here Today, Gone Tomorrow

Contractors should use caution when choosing a small PEO. Here today, gone tomorrow might be changed to Gevity today, small PEO tomorrow. *The Bradenton Herald* reported that Gevity HR (formerly Staff Leasing) would take a \$22.2 million pre-tax charge in the third quarter to set aside reserves for workers' compensation and health benefits it provides to clients.

Investors did not respond well to the news. Gevity's stock on the Nasdaq, already trading well below what it had two years ago, plunged.

Gevity management has since decided to eliminate all businesses that appear to be construction related or use the 5538 Workers Compensation code. The effect has been to send several hundred companies scrambling for new coverage, which has created a strain on the market. The situation has allowed marginal PEO's to solicit business owners who are struggling to regain their coverage.

Many of these marginal PEO companies are offering low administration rates and discounts on their workers compensation insurance which is what caused the problems being experienced by Gevity. When the pricing is too low, the PEO will not have the financial strength to carry the historically large shock losses associated with the 5538 code.

Ultimately, the working relationship with a PEO involves payroll administration, HR, employee benefits and workers compensation insurance. When you buy insurance, do you want the cheapest or do you want a carrier that will pay claims, combat fraud, and be there to defend the owners of the business if they are sued?

For information, contact the AAF Insurance Advisor, Don Leggett, AAI, at 813/927-9993. ■

Twelve Questions to ask about a PEO

1. Do I really need a PEO? A payroll company and a sliding scale workers compensation policy can be as effective as a PEO without triggering some of the disadvantages of employee leasing.
2. Offer true HR services to offset the burden of the PEO' client. For all businesses, there is a bewildering array of size cutoffs for regulations. Companies with 14 or fewer employees are exempt from the Americans with Disabilities Act. Employers with 19 or fewer workers are exempt from the Age Discrimination Act. All the following regulations take effect when a company leases its employees: OSHA, ADA, COBRA, FMLA, ERISA, FELA, Fair Labor Standards Act 1963, Davis-Bacon Act 1931, Equal Pay Act, 1963, Service Contract 1965, Occupational Safety and Health Act 1970, Migrant and Seasonal Agricultural Worker Protection Act, Child Labor laws, Executive Order 11246 (Non discrimination in employment by federal contractors), Title VII of Civil Rights Act, Rehabilitation Act 1973, Workers Adjustment and Retraining Act, Immigration Control Act, Employee Polygraph Protection Act, Drug Free Workplace Act 1988, and Clean Air Act.
3. Does the PEO offer competitive rates on their Workers Compensation?
4. Does the PEO offer pass along discounts on SUTA and FUTA?
5. Does the PEO provide cut offs for SUTA and FUTA?
6. Does the PEO charge for the extra half time, on over time, for the Workers Compensation Insurance?
7. Is the company bonded for your Payroll Taxes?
8. Does the company offer a Minimum Premium Workers Compensation Policy?
9. Can they explain why every construction company that uses the service of a PEO should purchase a Minimum Premium Policy? Hint (personal liability of the business owner)
10. Do the health plans that are offered comply with their ERISA?
11. If the PEO allows discrimination of Health Plan Premiums, who is liable for the income taxes on the premiums paid?
12. Does the PEO offer Employers Practice Liability Insurance? (See question 11.)

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Annual AAF Awards

Coleman



Presented to 2004 Trade Show Chairman and First Vice President Mike Moberley. The Coleman Award was developed to recognize a current Committee Chairman who demonstrates the exemplary contribution of time and effort toward the accomplishment of AAF goals; someone who is a key leader and team player. The Coleman Award was established in memory of the volunteer spirit of the late John Coleman (West Coast Chapter).

Aluminary



Presented to Steve Buzzella. The Aluminary Award was developed to recognize an individual who demonstrates an outstanding and continuous effort to promote the industry and the AAF and sacrifices personal and business time for the Association. Length of service, service in more than one area, all-around knowledge and availability to those seeking assistance are all considered.

Best in Show



Advanced Hurricane Protection, Inc.

Special Awards



The Association has recognized:

- Mike Sonsini
- Jim Smith
- David Johns

*for service to the Association
"Above and Beyond."*

*Thank you, gentlemen, for your
hard work and dedication!*



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OTHER LOCATIONS: Atlanta, GA, 800-867-1782; Greensboro, NC, 800-753-5489; Harrisburg, PA, 800-587-2320; Virginia Beach, VA, 800-643-9918

Construction Awards

Category 1



Carports, Canopies and Walkways
Winner: West Coast Awning of Clearwater

Category 2



Glass Enclosures
Winner: Superior Aluminum Installations, Inc.

Category 3



Mobile Home
Winner: Gator Aluminum, Inc.

Category 4



Pool Enclosures (single level)
Winner: Armstrong Aluminum Inc.

Category 5



Category 5 - Pool Enclosures (multi level)
Winner: Armstrong Aluminum Inc.

Category 6



Screen Room (solid roof)
Winner: Superior Aluminum Installations, Inc.

Category 7



Siding

Winner: Gator Aluminum, Inc.

Category 8



Vinyl Enclosures

Winner: Advanced Hurricane Protection, Inc.

Category 9



Railing

Winner: Liberty Aluminum Co.

Category 11



Aluminum Awnings and Shutters

Winner: Advanced Hurricane Protection, Inc.

Category 12



Windows

Winner: Nu-View Installation, Inc.

Category 13



Miscellaneous

Winner: Aluma Trim, Inc.

Trade Show Photos







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**In Memoriam:
Juanita Moberley**

With great sadness, AAF notes the passing of Juanita Moberley, wife of our Citrus County Chapter President and Trade Show Chairman, Mike Moberley. Mike, who also is 1st



Juanita Moberley,

Vice President of the State Association and his daughter, Denise survive Juanita, who was a familiar face at all State functions and who recently attended the 2004 Trade Show and Convention.

Born in Cincinnati, Ohio, she came to Homosassa in 1985. Many people were not aware of her talent as an artist and her love of landscaping and interior decorating. But, anyone who spent time with her knew her as a lovely and lively lady who loved to laugh. She and Mike had recently renewed their wedding vows after 25 years. She will be missed and our sympathies and thoughts are with Mike and Denise. ■

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AAF NEWS BULLETIN

The AAF Board of Directors has approved the purchase of two micrometers (a device which measures the thickness of metal). A loaner program will be inaugurated in March 2005, to make the devices available to building departments throughout the State for a two-week or 30-day period, free of charge. This is the first in a series of responses by the Board to assist in the proper reconstruction of Florida projects recently destroyed by hurricane. ■



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