



AlumiNEWS

PUBLISHED QUARTERLY BY THE ALUMINUM ASSOCIATION OF FLORIDA, INC.

DECEMBER 1999



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President's Message

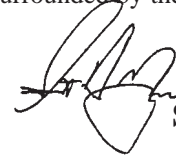
With the turn of the century upon us and the final days of my terms as President winding down, I'd like to take this

opportunity to thank each and every one that has been involved with the Aluminum Association of Florida, Inc. for the past three years. Much like a professional racing team where the driver gets the glory for the "win" when it is the team behind him that deserves the credit, so it goes with the men and women who have supported me and my endeavors to move our Association toward the new millennium. I have made many lifelong friendships for which I am grateful.

I am very proud of the accomplishments that have been made over the past three years, including a new pride and professionalism for our industry; real progress in issues involving the impending 2001 Florida Building Code

(see article within); renewed interest and involvement in our annual Trade show and Convention (now a money maker!); greater participation from our supplier membership including the formation of the UMDA . . . and so much more! Had it not been for the dedication of my Executive Board and Committee Chairman, the "team" would not have succeeded. I am proud of our progress and look forward to supporting our new President, Frank Storms, as he takes us to even higher levels of teamwork. We have many important issues facing our industry and it will take involvement to see that we do not lose momentum. Please get and stay involved.

I wish you and your families the best for a blessed and peaceful holiday Season and for the New Year... may the turn of the century find you safe at home surrounded by the ones you love!



**Scott Myers
AAF President**

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**Important
Reminder!**
*Chapter Membership
Renewal Information
Must be Sent to the
AAF State Office by
January 15!*

20th ANNIVERSARY . . . CELEBRATE WITH US

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2000

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ALUMINUM & REMODELING TRADE SHOW

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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 Robert Westcott at 352-245-6585.
 3. **Citrus County Chapter:** Second Tuesday of every month. Location varies, 6 pm. Contact Kevin Sciglia at 352-628-3415.
 4. **Palm Beach Chapter:** Third Wednesday of every month. Location varies, 6 pm. Contact Brian Brown at 561-533-5003.
 5. **Greater Volusia Chapter:** Contact Annette Belisle at 904-263-1943.
 6. **Manatee-Sarasota-Charlotte Chapter:** First Tuesday of every month. Location varies, 7 pm. Contact Larry Wilhite at 941-751-4190.
 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): Second Wednesday of every month. Ryan's Steak House, Gainesville, 1 pm. 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 David Miller at 904-260-4242.
 10. **Pinellas Chapter** (Hillsborough & Pinellas Counties): Quarterly. Location varies, time varies. Contact Linda Coleman at 727-804-3397.
 11. **Southeast Chapter** (Broward & Miami-Dade Counties): First Tuesday of every month. Tony Roma's, Miami Lakes, 6:30 pm. Contact Frank Storms at 305-254-9626.
 12. **Southwest Chapter** (Collier and Lee Counties): Contact Stan Lester at 941-772-4244.
 13. **Treasure Coast Chapter** (Indian River, Martin, Okeechobee & St. Lucie Counties): Quarterly, as announced. Location varies, 6 pm. Contact Ron Sonner at 561-283-8940.
- UMDA:** Contact Joe Alvarez at 561-231-6383.

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.

1999 Board of Directors

<u>Brevard</u>	<u>Northeast</u>
Joe Buhler	David Miller
Allen Lindsey	Lacy McClanahan
Parsons Metzkw	Scott Norton
<u>Central FL</u>	<u>Palm Beach</u>
Mark Crumrine	Brian Brown
Bob Westcott	Jim Gordon
Craig Schwinabart	Mark Miller
<u>Citrus</u>	<u>Pinellas</u>
Jim Blackshear	Mark Coleman
Kevin Sciglia	Mike Tarvin
Ron Willis	Don Yoder
<u>Greater Volusia</u>	<u>Southeast</u>
Annette Belisle	Steve Buzzella
Mike Gardner	Bob Monsour
Jim Patterson	Frank Storms
<u>Manatee-Sarasota-Charlotte</u>	<u>Southwest</u>
Asger Knudsen	John Milligan
Greg Kuypers	Stan Lester
Larry Wilhite	John Scherff
<u>Mid-Florida</u>	<u>Treasure Coast</u>
Buddy Eaddy	Richard Moore
Dave Rotenberg	Ron Somner
Allen Sumlin	Gary Whigham
<u>North Central</u>	<u>UMDA</u>
Carl Holmberg	Joe Alvarez
David Meyer	Roger Oestreich
Donald Russell	Gary Stokes

EXECUTIVE ADMINISTRATION
Jim McMullen, Executive Director

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1650 South Dixie Hwy., Suite 500
Boca Raton, FL 33432
561-362-9019
800-852-3966
Fax 561-395-8557
Web site: www.aaf.org

DATES TO REMEMBER

**January 8, 2000 • 10 am
Executive Committee* Meeting**

*AAF State Office
1650 S. Dixie Hwy, Suite 500
Boca Raton, Florida
Phone 800-852-3966
Fax 561-395-8557*

**Officers and Committee Chairmen*

**January 21, 2000 • 10 am
UMDA-Board Meeting**

*Radisson Ponce de Leon Resort
4000 US Highway 1 North
St. Augustine, Florida
Phone 904-824-2821
Fax 904-824-8254*

**January 22, 2000 • 9 am
Board of Directors Meeting**

*Radisson Ponce de Leon Resort
4000 US Highway 1 North
St. Augustine, Florida
Phone 904-824-2821
Fax 904-824-8254*

**August 25-26, 2000
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AAF NEWS-LINE

FLORIDA BUILDING CODE COMMISSION UNANIMOUSLY APPROVES AAF PROPOSED REVISIONS

We all know that the Florida Building Code is coming January 1, 2001. Over the past 12-18 months, AAF members have repeatedly heard the question: "2001—Are You Ready?" A major goal of the Association's Technical Program has been achieved. We are well on the way to being able to resoundingly answer "YES-WE ARE READY!"

As has been reported here in the past, the AAF became aware in 1998 of legislation passed that required the development of a unified Florida Building Code. At the time, no one knew what the Florida Building Code would bring. But in January, 1999, the AAF Technical Committee recommended to the Board of Directors that the AAF take a proactive approach and attempt to get favorable provisions addressing screen and patio enclosures adopted in the Code. To that end, the AAF entered into an agreement with code consultant Joe Belcher. After several meetings, Belcher's first recommendation was that AAF fund wind tunnel testing to validate or correct what was being done in the industry. To make a long story short, Dr. Timothy Reinhold, P.E. at Clemson University performed the testing over this past summer. The data was used by another member of the consultant team, Charley Everly, P.E., to develop tables for designing aluminum screen and patio enclosures to resist Florida's wind loads. The tables and other elements were put in code change format and, after several meetings and a great deal of work by the Technical Committee, Belcher and Everly jointly submitted the changes on behalf of the AAF.

The changes were presented to the Florida Building Commission Structural Technical

Advisory Committee (TAC) at a meeting November 1, 1999, in Orlando, Florida. The proposals were recommended for disapproval by a narrow vote. Mr. Belcher spoke with those voting against the proposals, and he agreed to a modification that would require vinyl and acrylic panels to be removable and to be identified as such by a decal. The proposed changes were then submitted to the Florida Building Commission at a meeting in Naples, November 7-9, 1999. **The Commission voted unanimously to approve AAF's proposals.** The provisions will appear in the Florida Building Code, Draft Three, scheduled to be provided to Commissioners by December 24, 1999.

The provisions approved include:

- A deflection limit of 1/60
- An Occupancy Importance Factor of 0.77
- Wind pressure data table
- Exclusion from the definition of habitable areas
- The inclusion of vinyl and acrylic panels
- The use of screen or solid roofs
- Minimum thickness of extruded structural aluminum members
- Minimum thickness of structural aluminum panels
- Inclusion in provisions related to the slope of metal roofs
- Inclusion of 25% flexible solid surfaces in screen enclosures
- Relief from ceiling height requirements.

A major hurdle has been overcome, but vigilance is the key word. While there is little chance of the AAF provisions being modified or eliminated, Mr. Belcher continues to attend the meetings of the Florida Building

Commission and various TACs on behalf of the AAF. The third draft of the Florida Building Code will be subject to Public Comment Sessions in January and February, and it is scheduled to be presented to the Legislature in the upcoming 2000 Legislative Session. Assuming approval by the Legislature, the Code will become effective January 1, 2001.

In the meantime, the AAF consultants are preparing the research conducted at Clemson for submittal to the ASCE Journal as a refereed article. This is the equivalent of a peer review. Once published, the data may be used by engineers throughout the country and the world in their design processes. And, Belcher will use the article to justify changes to the International Building Code, the International Residential Code, and the South Florida Building Code or the High Velocity Hurricane Zones of the Florida Building Code.

WIND LOADS/WIND BORNE DEBRIS

The wind loads of ASCE 7-98 have been adopted as the wind design standard for the state. Controversy continues and work is ongoing to address wind borne debris provisions of the Code. There is a strong possibility that ASCE 7-98 will be modified to define wind borne debris regions as the area within one mile of the Florida coast with a design wind speed of 110 mph, and any area with a design wind speed of 130 mph or greater (wind speeds are 3-second gust speeds). This entire portion of the Code is in a state of flux and a decision should be made at the Commission meetings January 9-11, 2000, at Tallahassee, Florida.

Continued on page 4

AAF NEWS-LINE

Continued from page 3.

SOUTH FLORIDA BUILDING CODE INTEGRATION

The Commission has assigned all activity related to the South Florida Building Code (SFBC) to an ad hoc committee made up solely of commissioners. Currently, the provisions are incorporated by defining "High Velocity Hurricane Zones" (Dade and Broward Counties) and by establishing "B Chapters." Provisions of the SFBC are contained in "B Chapters" for Chapters 1B (Administration), 15B (Roofs and Roof Structures), 16B (Structural Loads), 18B (Footings and Foundations), 19B (Concrete), 21B (Masonry), 22B (Steel), 23B (Wood), and 24B (Cladding and Glazing). The Commission has expressed its intention to integrate the SFBC provisions in the Florida Building Code and eliminate the separate chapters.

PRODUCT APPROVAL

Product approval also has been referred to an ad hoc committee made up of Commissioners. The "Building Codes Act"

(HB 4181), in addition to creating the Florida Building Code, requires the Commission to develop a statewide system for product approval. The ad hoc committee, through the Commission Chairman Raul Rodriguez, requested the stakeholders meet with Miami-Dade and Broward County representatives and devise a system that all parties can support. The stakeholders group presented a preliminary report at the December meeting of the Commission (Kissimmee, Florida) and the trend appears to be to recommend that the state contract with Dade County Product Approval to oversee the program. Dade would not approve products for statewide application, but would review and inspect testing laboratories and evaluation entities and make recommendations to the Commission regarding final action on approval or disapproval. The group was directed to continue its work in developing a plan and report to the ad hoc committee at the January meeting in Tallahassee. Mr Belcher has requested to be informed of stakeholder group meetings and will monitor developments and participate as necessary.

BOARD LOOKS AHEAD TO 2000

AAF's Board of Directors met in Ft. Myers on November 13, 1999 to review 1999 and to make plans for 2000. Many important recommendations were made that would affect everything from the membership directory and the AAF Web site to recruiting new members.

In addition to regular Board business, the annual Fall Board meeting is also traditionally a "transition" meeting, where next year's officers and committee chairmen ask for ideas from Board members, current officers and chairmen.

Frank Storms, who takes over as AAF President January 1, opened the floor for ideas by calling for increased participation from the membership, and in that spirit, many good ideas came out of the meeting. For example:

Membership Directory: Produce the Roster as a binder and, each year, send out inserts for each Chapter.

Trade Show: Change badges to clip on type, sell Trade Show promotional shirts, and implement a "move-in" schedule for efficiently handling booth set-up.

Ethics: Set up a program to help Chapters locate mediators for consumer complaints.

Membership: Enlist the help of building departments, AAF Chapters, engineering firms, and others to bring in new members.

Technical: Get the AAF code recommendations accepted into the International Building Code.

UMDA: Sponsor golf tournaments that would raise money for a big-ticket giveaway at the Trade Show.

It was a highly productive meeting for the Association. But the Board is looking for even more good ideas. If you have an idea or suggestion, contact Frank Storms, Jim McMullen, or any of the Committee Chairmen listed on the following page.

AAF PARTICIPATES IN ASI TRADE SHOW

Membership Chairman John DeCosmo, Insurance Chairman Don Leggett, and AAF State President Scott Myers worked The AAF Membership Booth at the November 4th ASI Building Products Trade Show "Focus on Quality." Booth space was donated to the AAF by ASI.

Over 600 ASI Building Products customers attended the show, which was held at the Tampa Bay Convention Center. Most of these customers were siding, soffit, window, roofing and aluminum contractors. The show's 44 booths featured over 5,000 products by the country's leading manufacturers.

The Trade Show also included ASI Building Products President Mike Patierno,

Alcoa Building Products President Larry Gold, and NFL Hall of Famer Leroy Selmon as guest speakers. All spoke on the benefits of doing quality work with quality products.

Over \$10,000 in cash and prizes was given away to attendees over the course of the show. The show is held every other year and will be held again in November, 2001



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AAF NEWS-LINE

PRESIDENT 2000 FRANK STORMS



2000 AAF President Frank Storms

Y2K AAF President Frank Storms was sworn in with the rest of the Y2K Administration at the recent Aluminum & Remodeling Trade Show.

Frank's company, Advanced Aluminum Construction of Miami, manufactures and installs pool enclosures, screen rooms, aluminum railing, aluminum fencing, patio covers, carports, and hurricane protection.

Frank has been active in the AAF since 1986 and has held a number of offices, including Southeast Chapter President (1995-2000); State Second Vice President (1998-1999); State Education Committee Chairman (1997); State Trade Show Committee Co-Chairman (1998); and State Trade Show Committee Chairman (1999). He has been a member of NSPI since 1997.

NEW ADMINISTRATION FOR 2000

PRESIDENT—
FRANK STORMS
Advanced Aluminum Construction

FIRST VICE PRESIDENT—
MARK COLEMAN
West Coast Awning Co.

SECOND VICE PRESIDENT—
JOHN DECOSMO
J&M Aluminum

SECRETARY—
KEVIN SCIGLIA
AMA Aluminum

TREASURER—
J. ALLEN SUMLIN
All Screen Service, Inc.

IMMEDIATE PAST PRESIDENT
SCOTT MYERS
Styleview Industries

2000 COMMITTEE CHAIRMEN

Administrative Review
Mark Coleman, West Coast Awning Co.

Audit/Budget
J. Allen Sumlin, All Screen Service, Inc.

Convention & Trade Show
Mark Coleman, West Coast Awning Co.

Education
James A. Moore, Aluminum Contractors, Inc.

Ethics
John DeCosmo, J&M Aluminum



Officers for the year 2000 took the oath of office at the 1999 Aluminum & Remodeling Trade Show.

Government Affairs
Scott Myers, Styleview Industries

Hospitality (Co-Chair)
Steve Buzzella, Metal Tech, Inc.

Media/Web-Site
J. Allen Sumlin, All Screen Service, Inc.

Member Benefits
Don Leggett, Altamura, Marsh & Associates

Membership
John DeCosmo, J&M Aluminum

Publications
Lynn Myers, Styleview Industries

Technical
David Miller,
Specialty Structure Design, Inc.

United Manufacturers & Distributors Alliance
Roger Oestreich, Structall Building Systems

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Holidays!**



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BOARD REPORTS—NOVEMBER 13 MEETING

1999

COMMITTEE CHAIRMEN



Administrative Review

MARK COLEMAN

Pinellas Chapter

(727) 447-3461 Fax (727) 447-3463

Audit/Budget & Public Relations

ALLEN SUMLIN

Mid-Florida Chapter

(407) 869-7999 Fax (407) 889-7280

Convention & Tradeshow

FRANK STORMS (Co-Chair)

Southeast Chapter

(305) 256-7773

Fax (305) 256-8887

MARK COLEMAN (Co-Chair)

Pinellas Chapter

(727) 447-3461 Fax (727) 447-3463

Governmental Affairs

STEVE BUZZELLA

Alliance

(800) 432-5180 Fax (800) 432-1685

Hospitality

MARK COLEMAN (Co-Chair)

Pinellas Chapter

(727) 447-3461 Fax (727) 447-3463

MIKE TARVIN (Co-Chair)

Pinellas Chapter

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United Manufacturers & Distributors Alliance

JOE ALVAREZ

Alliance

(561) 231-6383 Fax (561) 231-0572

Technical Publications

DAVID MILLER

Northeast Chapter

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



Board members review plans for 2000 during the Ft. Myers meeting.

The final State Board of Directors Meeting for 1999 was held Saturday, November 13, at the Holiday Inn SunSpree Resort in Ft. Myers. Over 25 members and guests were in attendance. The Board heard reports from the following committees. Below, please find a summary of the important issues and decisions of general interest.

BUDGET

AAF Treasurer Allen Sumlin presented the financial statements for 1999 to date. He suggested the Association move from its present Cash accounting system to an Accrual accounting system with the end of the 1999 fiscal year. The move was approved.

UMDA

Chair Joe Alvarez reported that the UMDA now has 26 member firms, the most in the past eight years. He also stated that Roger Oestreich of Structall Building Systems had been elected as UMDA Chairman for 2000.

MEMBERSHIP

John DeCosmo reported on current membership levels. Direct Member dues were established for the year 2000, and the membership application was changed to bring the contractor membership qualifications in line with Section 3(a) of the Association's Bylaws.

INSURANCE

Chair Don Leggett reported that the Directors & Officers Liability Insurance is now in force, and that Altamura, Marsh & Associates is promoting AAF-endorsed worker's compensation insurance and payroll services at Chapter meetings and to potential clients. Also, it was recommended that the committee's name be changed to Member Benefits Committee.

TECHNICAL PUBLICATIONS

Chair David Miller noted that the committee's name has been changed to Technical Committee. Miller and AAF Code Consultant Joe Belcher reviewed the changes the Association submitted to the Building Code Commission, and reported that all have been unanimously accepted. Frank Storms asked the Committee to document what the design pressures would have been if AAF had not undertaken this code work so that the Association could show members and others how important the work is.

HOSPITALITY

Chairman Mark Coleman thanked the Southwest Chapter, especially John Milligan and Lynn Myers, for their work on the Board of Directors Meeting. He also thanked the following corporate sponsors: Aluminum Service, Inc. (ASI), Cameron Ashley Building Products, Elite Aluminum, Florida Sales, Metal Tech, PGT Industries, Structall Building Systems, Town & Country Industries, Unique Technology, Window Craftsman.

CONVENTION & TRADE SHOW

Mark Coleman reported that the focus this year would be on marketing to potential attendees and presented a poster that has been specifically created to be placed in supplier's counter areas.

OLD BUSINESS

Frank Storms reported on the progress of the 2nd Annual AAF Cruise, to be held May 19-22, 2000. Jim McMullen reported that the following dates and locations have been set for the year 2000 Board Meetings. January 22, St. Augustine; April 8, Stuart; July 15, Longboat Key; November 11, Melbourne.

BOARD REPORTS—TRANSITION MEETING

The annual AAF Transition Meeting for the 2000 State Board of Directors was held Saturday, November 13, at the Holiday Inn SunSpree Resort in Fort Myers. Over 25 members and guests were in attendance. The Board discussed ideas for the following committees for the year 2000.

PRESIDENT'S REMARKS

AAF President Frank Storms thanked Scott Myers for his work as President for the past three years. Mr. Storms stated that his overall goals for the year 2000 are to increase participation at Board, UMDA, and Executive Committee Meetings, and to improve the association's follow-through on action items that are passed at those meetings.

2000 BUDGET

The Board reviewed the proposed budget for 2000. David Miller explained the need to work to include the Association's code provisions in the International Building Code, which will supplant the Florida Building Code in 2004.

PUBLICATIONS

Chair Lynn Myers stated that she hopes to continue the improvements made in the past year, and she called for Committee Chairmen to submit articles regularly. The Roster for 2000 was discussed, and Scott Myers suggested that the Association produce the publication in a binder so that it can be updated as needed and more cost effective in the long run.

MEDIA/WEB SITE

The Board suggested that a "Members Only" section of the Web site be created to disseminate information intended for members only.

AUDIT/BUDGET

Jim McMullen suggested that the Association's books be subjected to a formal audit, and the Board decided that an internal audit would most likely be sufficient.

CONVENTION & TRADE SHOW

The Board discussed locations for the 2001 Trade Show. Jim McMullen reviewed the difficulties of finding a hotel with enough space that is interested in a small-room-block show. Roger Oestreich explained exhibitors' loading dock problems. After much discussion, Mark Coleman promised to address the exhibitors' concerns by implementing a move-in schedule. John DeCosmo spoke about the possibility of including exhibitors from the Window Glaziers Association in the AAF Trade Show and asked that staff work up a proposal for booth sales commissions that would

provide incentive to the WGA to merge their show with AAF's.

ADMINISTRATIVE REVIEW

Chair Mark Coleman stated that his committee would meet at the Longboat Key Board Meeting for a formal review of the Association's relationship with Magellan Management. He also stated that he is always available to hear comments or concerns by members.

GOVERNMENT AFFAIRS

Steve Buzzella suggested that the committee watch for news and information on issues such as workers compensation, lien laws, etc. when the legislature meets in the Spring. He noted that several Web sites exist to help do this. Board members expressed confusion about licensing issues under the new Florida Building Code, and asked that the Committee investigate and try to find a definitive answer.

ETHICS

John DeCosmo stated that he would help Chapters locate a mediator for consumer complaints, and reviewed a process developed by the Pinellas Chapter for handling complaints.

MEMBERSHIP

Chair John DeCosmo called for suggestions for recruiting members, which included a "spike" program for giving imprinted items to new members, and tapping into the power of local building departments, especially in areas where no chapter currently exists. DeCosmo was encouraged to enlist the Chapters' help to clean up the Association prospect database and work closely with the Member Benefits and Public Relations Committees to coordinate efforts to get the word out about AAF.

HOSPITALITY

Chair Steve Buzzella stated that it would be his goal to have the sponsoring Chapter of a Board Meeting throw a large party or other event for attendees on Friday and/or Saturday nights.

TECHNICAL

Chair David Miller stated that his goal is to continue the efforts with the Building Code and to get the AAF submissions included in the International Building Code.

UMDA

Roger Oestreich reported that in 2000 he would work to bring in new members, increase communication with current members, and visit as many members and potential members



ANTI-TRUST GUIDELINES

The Aluminum Association of Florida, Inc. and its Chapters meet on a regular basis for the sole

purpose of contributing to the professionalism of the aluminum and allied products home improvement industry.

Members will avoid discussion of sensitive anti-trust subjects at meetings by adherence to a strict agenda.

Members will object immediately if discussion of price, terms and conditions of sales, market allocations, or other sensitive subjects occur.

The meeting will be terminated immediately if members refuse to cease sensitive discussions. Members will not discuss current

or future prices, or terms, or conditions of sales. Members will not discuss or agree in any way upon individual market areas.

Members will not discuss or criticize competitors' pricing policies.

Members will not attend unofficial or rump sessions of members in connection with Association meetings. Members will not coordinate any refusal to deal with a competitor or supplier.

Members will conduct themselves in strict accordance with the Sherman Act, the

Federal Trade Commission Act, the Clayton Act and the Robinson Patman Act.

as possible to recruit them and to ask for a contribution to the building code effort. Oesterich also noted that he plans to hold four golf tournaments around the state to raise money to fund a drawing at the 2000 Trade Show.

PUBLIC RELATIONS

Chair Kevin Sciglia stated that his Committee would strive to increase participation in the annual construction contest. The Board suggested that his Committee could help to publicize the importance of the Association's work on the building code and to fight the erroneous perception that, through its building code project, the AAF is forcing contractors to do things they would not otherwise have to do.

DEAL WITH THE SEAL

IMPORTANT REMINDER: IT'S TIME TO RENEW!

Chapter Updates are Due at State Office by January 15!

It is time once again for all AAF Chapters to renew their memberships for the coming year. With all of the changes in the Florida State Building Code, your membership is more important than ever. Make sure your voice is heard!

The membership renewal forms have been changed this year in an effort to streamline the process and to make it easier to renew.

Chapters have been provided with 2000 AAF Membership Renewal forms already printed with the member information currently posted in the AAF database. Please update your information and send it

back to your Chapter. Each Chapter will then make a copy to forward on to the AAF State Office. (Note: new members who joined at or after the 1999 Trade Show under the "Show Special," will not have a renewal form because their membership is good until the end of the year 2000.)

Member Qualification Forms will be sent when a member is qualified by another license holder working in the same company. This form should be sent along with the Membership Renewal Form.

DEADLINES

November 30 was the deadline for members to get their renewal payments in to the Chapters. If you have not renewed, please do so immediately. **January 15 is the absolute deadline for Chapters to send their information to the state office.** Any delay in sending these updates will mean that the year 2000 Membership Roster will be printed and delivered late.

If you have any questions or concerns regarding your membership renewal, please contact your Chapter President.

ALUMILLENNIUM 2000: SPREADING THE WORD IN STYLE

Convention & Trade Show Chairman Mark Coleman is so enthusiastic about the AAF's 2000 Aluminum and Remodeling Trade Show and Convention that he has had the Trade Show logo imprinted on the windshield of his fire-engine red Dodge Ram

truck! We have to admit, that's real dedication!

Mark has good reason to be excited since this year marks the AAF's 20th Anniversary. The 2000 Aluminum and Remodeling Trade Show and Convention will be held for the fourth year at the

beautiful Omni Rosen in Orlando over the weekend of August 25 and 26, 2000.

Exhibitor information already is available, booth sales are brisk! For information regarding booth sales, contact Jalane Kellough at the AAF State Office at 800-852-3966 or 561-362-9019.



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UMDA—THE ALLIANCE

UMDA MEMBERS APPLAUD AAF'S WORK TO REVISE THE NEW FLORIDA BUILDING CODE

UMDA members met on November 12 in Fort Myers to discuss, among other things, the AAF's efforts to make the new Florida Building Code more fair to the aluminum industry.

"This is a major accomplishment," said Roger Oestreich of Structall Building Systems. "This proves that the Association is more than just talk." Mr. Oestreich, UMDA Chairman for 2000, was referring to the fact that the AAF's code change proposals had been accepted unanimously by the Florida Building Commission.

UMDA members expressed their admiration for the work, which included extensive research on screen room performance in high-wind situations and the incorporation of the results into code changes that will lessen the negative impact of the new Code on aluminum contractors.

"The problem is, contractors out there simply don't have any idea of what's going on," said Oestreich.

To help solve this problem, the suppliers volunteered to help spread the word about the work to their contractor

customers, especially those who are not members and may not be aware of the threat the Code posed to the industry. They developed a plan to include informational flyers in their monthly statements to customers, and to have their salespeople carry more in-depth information with them on sales calls.

In addition, the attendees praised the UMDA members who have already made contributions to support the association's efforts, and vowed to redouble their efforts to bring in more donations from suppliers.

"Most suppliers were waiting to see results," said Oestreich, and went on to state his belief that, with the AAF final report in hand, more donations would flow into the association. The donations are needed to fund AAF's efforts to get the code changes accepted into the International Building Code in the next few years.

In addition to the Building Code, the attendees addressed several other issues. 1999 UMDA Chairman Joe Alvarez, Metal Tech, announced that the UMDA now counted 26 manufacturers,

distributors, and other suppliers as members. "That's the most we've had in at least eight years," he said.

Mark Coleman, Chairman of the 2000 AAF Convention & Trade Show Committee, updated the group on plans for next year's show, and asked the members to help AAF market the Show to their customers using posters, cards, mailings, etc. The attendees enthusiastically agreed. Dean Dusenbery of ASI Building Products volunteered to explore the possibility of getting a NASCAR race car to the Show to help draw attendees.

Finally, the group elected Directors to represent UMDA interests before the state AAF Board of Directors for 2000. They will be Joe Alvarez, Roger Oestreich, and Gary Stokes.

We would like to express the Association's gratitude to the following companies for their generous support of the 2000 Building Code project: *Town & Country Industries, Phifer Wire, Cameron Ashley Building Products, PGT Industries, Metal Tech, Altamura, Marsh & Associates, Inc.*

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CHAPTERS IN ACTION

PINELLAS CHAPTER ASSISTS IN TOYS FOR TOTS DRIVE

Over the holidays, the Pinellas Chapter (the original and largest state chapter) members once again participated in the Pinellas Park and Clearwater "Toys for Tots" parades, and purchased bicycles for "Toys for Tots" through donations collected from members and their local suppliers! The toys and bicycles were donated to needy families during the week

before Christmas. "Our Chapter has participated in this program for several years," said Don Yoder, 1998 Pinellas Chapter President. "It has become one of our favorite charitable activities and really serves to generate the holiday spirit amongst our members and the friends we have made. It is a good feeling to be able to help those less fortunate than we."

SOUTHEAST CHAPTER: 2ND ANNUAL CRUISE

The AAF has scheduled its 2nd Annual Cruise for May 19-22, 2000 on the Carnival Cruise ship, Ecstasy. There are no restrictions on who can join us, so invite your fellow members, family, friends or whoever wants to go!

Incoming AAF President Frank Storms has negotiated a reduced rate. An Inside Cabin is \$294.00 per person based upon double occupancy, Port charges/taxes of \$89.75 per person must be added to quoted rate, for a total of only \$383.75. Rates are not guaranteed until a deposit is received.

- A fully refundable deposit of \$50.00 per cabin is due by **Jan. 1, 1999.**
- A fully refundable deposit of \$350.00 per cabin is due by January 20, 2000.
- Final payment is due by March 20, 2000.

TO MAKE RESERVATIONS

To make your reservations, contact Carlson Wagonlit Travel 800-856-7805, Fax: 954-704-0570. Please note that proof of US citizenship (Passport or Birth Certificate, and Picture ID) will be required when you board the ship.



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In Memory . . .

The Southeast Chapter announces the loss of their dear friend and member, Luisa Requiño, owner of Groff Metals of Florida, Inc., of Miami, who passed away on November 5th. She had been a very active member of the Southeast Chapter since purchasing Groff Metals in 1992. She was loved and will be missed.

The Treasure Coast Chapter announces the sudden loss of their dear friend James H. Dekker, of East Coast Aluminum Products, Inc. in Fort Pierce who passed away on November 28th. Jim was a very active member of the AAF. He was born January 6th, 1936. His family and friends will miss him.

From the family of Scott and Lynn Myers... please accept our sincere and heartfelt thank yous for the many cards and flowers we received from our AAF friends following the death of Scott's father, Robert Myers, on October 19th. Your love and support was overwhelming and so appreciated. Thank you!! Special thanks to John, Mark, Frank and Joy for your attendance at the service. We were touched by your thoughtfulness.

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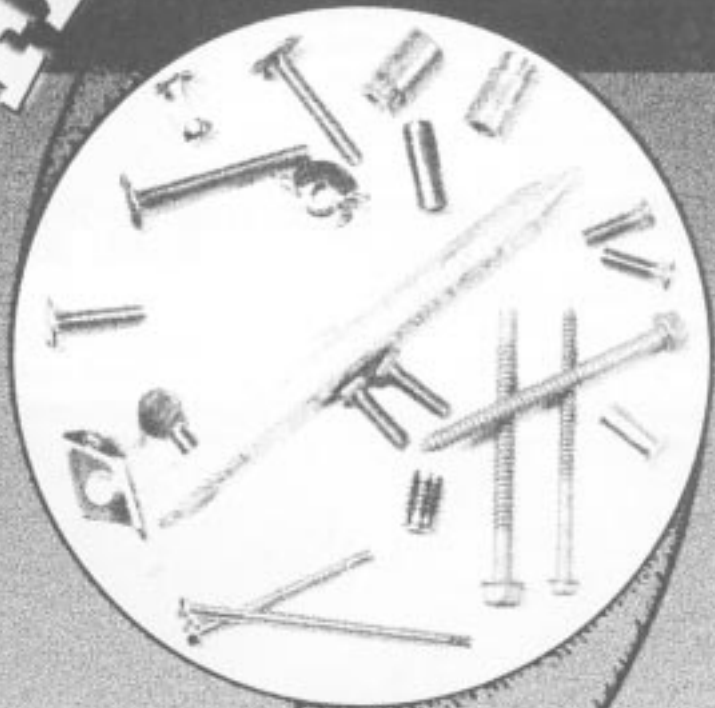
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