

# Builders'



## Bazaar

## Attendees Get Ready to Walk in Search of Innovation

by Tara Taffera and Drew Vass

**T**he International Builders' Show® (IBS). The mere name gets attendees looking for their walking shoes. It's one of the largest events offered in the residential construction industry and last year's show drew approximately 104,000 housing professionals to Orlando. One million net square feet of exhibits were filled with products and services from more than 1,900 suppliers in 300 categories. This includes door and window manufacturers and component suppliers who use this opportunity to introduce their most innovative products.

Hosted by the National Association of Homebuilders (NAHB), February 13-16, IBS will return to Orlando and the Orange County Convention Center, so pack your most comfortable shoes.

Following is a sampling of the products on display. For a list of educational sessions offered, visit [www.dwmmag.com](http://www.dwmmag.com).

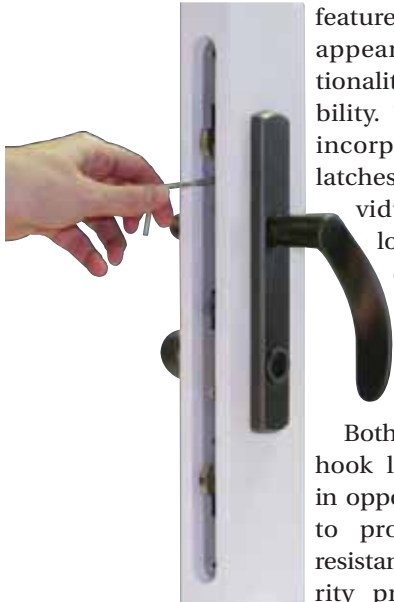
### Booth #W5145

#### Winkhaus Introduces New Multipoint Sliding Door Lock

Winkhaus says its new STE Sliding Door Lock offers unique features in regards to appearance, functionality and adjustability. The company incorporated hook latches that are individually spring-loaded into the design so they latch automatically behind the strike plate.

Both stainless steel hook latches engage in opposite directions to provide tamper-resistant, lift-out security protection. The hook latches can be adjusted horizontally individually with an Allen wrench. The strike rail also allows for easy vertical adjustment in the field. The product was designed this way to eliminate callbacks caused by common installation issues, according to the company.

This multipoint locking mechanism is activated intuitively by the handle, as opposed to locks operated by a small thumb-turn or flip lever. In addition, a fail-safe device prevents unintentional locking and damage during operation.



The company's trimsets are made of materials like solid brass, not zinc, according to Rudy Kessler, president of Winkhaus North America.

"In addition to our wide variety of standard finish options, we are introducing durable and unique lifetime PVD finishes that resist a change in appearance caused by corrosion over time," he says.

"These include finishes such as PVD Bright Brass, PVD Ultra Steel and PVD Bronze. Especially unique is our maintenance-free PVD Bronze finish. It offers the beautiful appearance of a new oil rubbed bronze finish, without the negative effects of wearing off, or color changes naturally associated with this type of finish."

► [www.winkhaus.us.com](http://www.winkhaus.us.com)

### Booth #W5071

#### AMESBURY LOCCA Introduces Wireless Technology for Front Doors



Amesbury LOCCA, based in Sioux Falls, S.D., says it is bringing wireless remote access to homeowners. The new ACCESS and MULTI products give homeowners the ability to push a remote button, and push or pull the door open. One of the best features of the Access and Multi is that it works with most locking handle sets on the market today, according to the company. It simply utilizes an electronic strike in the doorframe that releases the locked latch on existing hardware.

An upgrade to these systems is the CONNECTA, a wireless intercom for the home. Rather than walking to a wall-mounted unit to talk to a visitor at the front door, homeowners can carry a handheld receiver. They can speak and unlock the door from wherever they are—up to 200 yards away.

"It is such a great honor to bring this type of access to homeowners," says Amber Grayson, North American sales manager for Amesbury Locca. "The possibilities for the disability market are phenomenal, not to mention those of us who enjoy having the latest tools to make life simpler."

► [www.AmesburyLocca.com](http://www.AmesburyLocca.com)

### Booth #W329 Hoppe Enters the Next Generation

The HLS™ 7 Series Stainless Steel Multipoint Locking System, which HOPPE North America Inc. describes as the next generation of multipoint locking systems, will be featured at the show. Unlike traditional multipoint systems that can only be activated with the interior handle, the HLS™ 7 Series incorporates an innovative handle lock-out feature. This allows the multipoints to be activated from the exterior by just lifting the handle, according to the company. Simultaneous retraction, a preferred feature especially in the entry door market occurs by simply pushing down on the handle.



The company's Proprietary Quick-Fit Connection™ handle mounting system allows the handle to be pushed onto the spindle eliminating set screws for easy installation.

▶ [www.us.hoppe.com](http://www.us.hoppe.com)

### Booth #W1901 Kolbe Showcases Vinyl Windows for Hurricane Zones

Those searching for products at IBS to meet hurricane conditions will want to visit Kolbe's booth. The company is showcasing its new Windquest™ Series vinyl windows and patio doors that have received High Velocity Hurricane Zone (HVHZ) approval from the State of Florida.



The company says the windows deliver high-performance, low-maintenance protection from hurricanes and gale-force winds. All Windquest Series impact-certified products have met large missile impact level D and wind zone 4 testing standards in excess of 140 mph. (Design pressures in zone 4 often exceed 65 psf and can approach 110 psf.) If the glass is broken by strong winds or flying debris, the units' dual-glazed insulating impact laminated glass is engineered to remain intact. The laminated glass also contributes to forced entry and noise resistance.

▶ [www.kolbe-kolbe.com](http://www.kolbe-kolbe.com)

### Booth #W3559 Sherwin-Williams Displays POLANE®

Sherwin Williams Chemical Coatings Division has introduced POLANE Solar Reflective Polyurethane Enamel, a two-component urethane coating technology for use in window components. The coating provides a durable, heat-repelling coating in a full-range of colors, including dark ones. Until now, dark-colored vinyl finishes have been known to absorb heat, contributing to the warping and bowing of vinyl substrates in heat and sun exposure, according to the company.

The new HAPS- free, low-VOC Polane Solar Reflective Polyurethane meets American Architectural Manufacturers Association (AAMA) 613 and offers excellent color and gloss retention. The company adds that the enamel is resistant to maring, abrasion and chemicals.

▶ [www.sherwin-williams.com/oem](http://www.sherwin-williams.com/oem)



### Visit DWM at Booth #S12620

Stop by Booth #S12620 to meet the staff of *Door and Window Manufacturer* (DWM) and *SHELTER* magazines. Tell us your thoughts and find out about our digital edition that is now available. We look forward to seeing you there.

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# Builders' Bazaar

## Booth #S10597 Stiles Encourages Companies to Invest in Automation



Stiles Machinery Inc. will feature a number of distinct products of interest to door and window manufacturers including its new high-speed WBS linear saw. The high-speed sawing machine was designed for the complete cutting range required by today's manufacturers. The saw can be integrated easily into established facilities or function as an introduction to CNC automation for growing companies. The WBS machine can be upgraded with additional levels of automation as a company grows.

The company will also feature the Weinmann Opti-100, which, according to Stiles, is designed for anyone seeking CNC panel fabricating technology at an economical price point. The core components of the Opti-100 system can be upgraded systematically to double and triple output.

►► [www.stilesmachinery.com](http://www.stilesmachinery.com)

## Booth #W501 Pella Designs its Booth Toward Designer Series®

The Pella Designer Series Collection of stylish patio doors and windows is designed to complement virtually any new construction, remodeling or replacement need. The line features optional between-the-glass shades, blinds or decorative panels, in a palette to coordinate with virtually any décor. The series also offers energy-efficient double- and triple-paned glass options.

The products are available with a white factory-applied interior finish, according to the company, who adds that many products in the series meet ENERGY STAR® requirements.

►► [www.pella.com](http://www.pella.com)

## Booth #W0174 Improved Weatherstripping

Loxcreen offers an improved foam corner pad that it says is a perfect complement to its V9650 and V9928 foam weatherstrip. The corner pad is made from a closed-cell foam, with a locator tab that aligns the pad perfectly with the door seal to resist air and water infiltration. The embossed polyethylene cover is designed for durability and long-term sealing capabilities.

Its V9928 Expanded Reach Foam Weatherstrip is designed for doors with frames that have a 2 1/8-inch rabbet depth and was designed primarily for fiberglass doors, but Loxcreen says it also is good for units that have become warped.

►► [www.loxcreen.com](http://www.loxcreen.com)

## Booth #W121 Gorell Unveils a New Vinyl Hurricane Window Line

Another manufacturer that will feature new vinyl hurricane windows at IBS is Gorell Windows and Doors. The company's 5400 Series has passed ASTM Large Missile Impact Level "D" testing, which allows them to be installed anywhere needing hurricane protection, right up to the coastline, according to the company.



The series includes a double-hung with tilt-in sash, two- and three-lite lift-out sliders and a picture window. The windows also offer energy efficiency benefits, protection against intrusion and noise reduction. They incorporate three lites of glass, two of which sandwich a PVB interlayer. Rigid tubular master frames—with 13 separate insulating chambers and heavy-duty double-cam sweep locks—provide strength and durability. The windows also include the company's SolarControl™ Plus low-E coating and argon gas fill for thermal performance that yields energy cost savings.

►► [www.gorell.com](http://www.gorell.com)

# Education Extravaganza

**W**ith more than 300 nextBuild™ educational programs offered, there will be plenty of educational opportunities for manufacturers. Pre-show NAHB and Home Builders' Institute (HBI) courses begin at 8 a.m. on Saturday, February 9. IBS seminars are offered from 8 a.m. to 5 p.m., February 13-15, and 8 a.m. to noon on February 16.

Here's a few that may be of particular interest. For the full list, visit [www.buildersshow.com](http://www.buildersshow.com).

## **NAHB and HBI Pre-Show Courses: February 9, 9 a.m. – 5 p.m.**

### **Green Building for Business Professionals**

This is a two-day course discussing strategies for incorporating green-building principles without driving up cost. Techniques will be discussed for competitively differentiating home products.

### **February 11 – 12, 9 a.m. – 5 p.m. Understanding Housing Markets and Customers**

Gain knowledge of the demographics and economic factors that affect housing supply and demand, and learn to employ a model that projects opportunities for specific markets.

### **IBS Educational Seminars: February 13 8 a.m. – 9:30 a.m.**

#### **Immigration: What You Don't Know Can Hurt You**

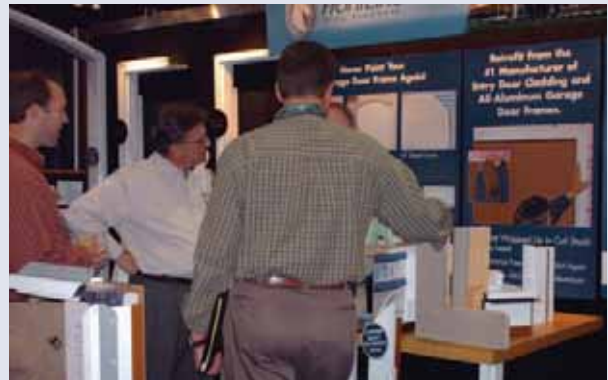
This session will provide up-to-date information on immigration laws and the requirements of employee and work authorization verification. It also will cover the latest trends in immigration enforcement and employer discrimination pitfalls.

#### **Tips for Manufacturers and Supplier Success in a Soft Housing Market**

Gain insight to the supply side of the building products industry. This session will cover how to adjust product development, distribution, marketing and sales strategies in this new industry environment.

### **1 p.m. – 2:30 p.m. Housing and Economic Outlook**

Economists will discuss the state of the nation's economy and its impact on housing. It will include forecasts for employment, prices and financing for both the long and short term.



### **China's Flourishing Housing Market – Investment and Business Opportunities**

Recognized experts on topics related to doing business in China's thriving housing sector will provide essential information to would-be players.

### **Green Building Legal and Liability Issues Seminar**

Learn about emerging green building legal and liability concerns, including unmet expectations for "green" benefits, breach of contract, fraud and other claims, difficulties in obtaining green building certification and warranty coverage.

### **February 14 8 a.m. – 9:30 a.m. Consumer Preferences 2008**

This session will cover the design, features and technologies of new future homes. Speakers will discuss what builders and building product manufacturers are planning in order to meet new homebuyer preferences.

### **9:30 a.m. – 11 a.m. Weathering an Economic Downturn**

Industry veterans who have been through previous housing slowdowns will participate in a panel discussion. Listen to practical advice and strategies for surviving an economic slowdown and get innovative tips on how to strengthen your business.

### **Feb. 16 8 a.m. – 9:30 a.m. Resolving Conflict in Your Family Business, (TBD)**

Learn key tactics to employ in maintaining family harmony while ensuring business success. This session will explain the tools necessary to deal with current or future family issues while growing a business.