

# The Impact

## newsletter

Number 2 – August 2016

### A Word from the CEO

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*"We are hearing of other manufacturers recently increasing their lead times. I want to take a moment and assure our Partners that they remain our top priority and we would not take on projects that jeopardize our commitment to them.*

*Our increases in capacity resulting from our continued introduction of automation and best practice lean manufacturing practices has allowed us to maintain our 4 week lead times despite significantly increased sales. We anticipate no change to these lead times through the end of the year. Let me assure you that AWP will not take on any projects that put our interests ahead of our Partners. Nor will we allow AWP to grow at a pace that causes us to fail on our commitments to our customers who have built their business on the commitments we have made to them. Our focus remains on Delighting our Customers, not any other interests."*



Craig Speed

### We have updated our website!

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You may already have heard the news! We have just updated our website. The new website has been designed to provide user-friendly experience with improved navigation and functionality throughout. It includes extensive product information to help you understand our complete lines of window and door solutions. In addition, helping to make our portfolio of products easy to browse is our new online brochure which you can access from our new website.

The new website and online brochure means that you can now benefit from richer online content that it is easy to navigate and share with others, assisting the specification process. We will be consistently updating our content with helpful information, articles, blogs, newsletters, company announcements in the Latest News Section.

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Latest News

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## Our CEO Craig Speed has participated in the Home Depot Foundation event in Colorado Springs to raise funds for our Veterans

The Home Depot Foundation and Team Depot, a 300,000-strong army of associate volunteers, works to improve the homes and lives of U.S. military veterans and their families and aid communities affected by natural disasters. Through Team Depot, thousands of associates dedicate time and talents to these efforts in the communities where they live and work.

The Home Depot Foundation and the Team Depot volunteer force have transformed more than 25,000 homes for veterans since 2011.

The event we participated in on May 11th in Colorado Springs raised \$5.1 million to continue to take care of our veterans and communities impacted by natural disasters.

[See more pictures](#)

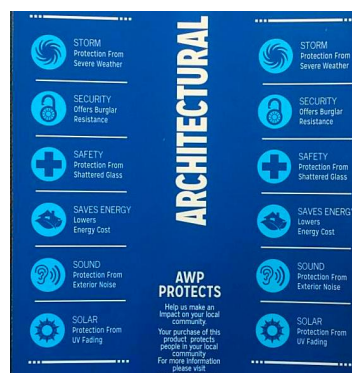
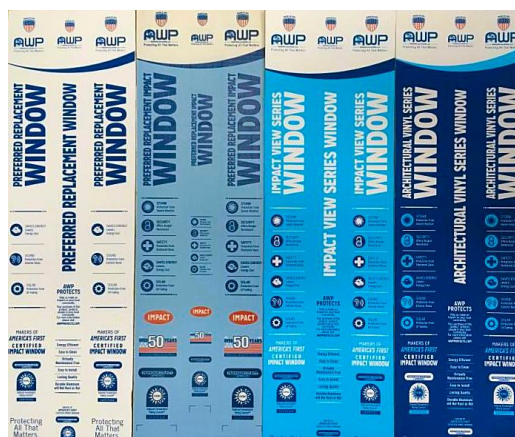


## Updated Packaging Line

We constantly improve our efforts to Delight our Customers to bring them the best possible experience. In this effort, we just have reorganized our packaging line.

We just created the Series 2500 packaging and we worked hard on a color graduation to support the Good, Better, Best. It goes from light - white, to dark - dark blue. That way, you know you choose the maximum security by selecting the product showcased in the darkest packaging.

The Security Symbols, 6 in total, will help guide the Consumer in the different levels of security and different features available for each product. That way, you know what product is best adapted to your needs.



## Interview with David Dilley from Global Weather Oscillations



**David Dilley is President and Senior Scientist at Global weather Oscillations Inc.**

Global Weather Oscillations, Inc. (GWO) was formed with the specific understanding that almost all climate and weather events occur in cycles. GWO claims that it can produce accurate predictions 4 years into the future, and climate change cycles well beyond 100 years. GWO specializes in hurricane, tropical storm and typhoon predictions.

[Visit GWO's Website](#)

### **Virginie Hoebanx - AWP Director of Marketin: What particular event in your life led you to be a scientist?**

David Dilley: I always wanted to be a scientist since I was a kid. Then I went to Rutgers University for my Masters Degree in Meteorology-Climatology. This is where my interest in climate and weather cycles began, and then I continued down the same path with my own research on tropical storm and weather cycles.

### **VH: What is a weather cycle and how long is it?**

D.D: A cycle is a recurrence of events. Weather cycles have always have existed on Earth, it's a natural phenomenon that distributes precipitation and climate. We have found weather and climate cycles on Earth from thousands of millions of years ago - Earth has always encountered cold and warm cycles. A global warming cycle changes from warm to cold approximate every 220 years, the prior global warming cycle occurred in the 1700s and changed to a cooling cycle around 1800— or about 216 years ago.

### **VH: How does the sky look like for hurricane season 2016?**

D.D: The United States typically has between 1 to 2 hurricane landfalls during a hurricane season, but only 1 minor hurricane has made landfall during the past 3 years. The last active landfall season was 8 years ago when three hurricanes came ashore – and the last hurricane to strike Florida was way back in 2004 and 2005 during a very active period for much of the United States.

We are affirmative that during the next two years the United States will again be in an active hurricane landfall cycle, and Florida will enter this cycle within the next two years. This year (2016) will have two or three United States hurricane landfalls – and one landfall has a high probability for being a major hurricane. Next year (2017) will likely have 4 landfalls with one being a major hurricane. The last major hurricane was category 4 Katrina back in 2005.

**VH: What does the prediction say for the next 5 years for South Florida?**

D.D: South Florida and other Gulf and East Coast States will be hit by hurricanes within the upcoming hurricane seasons of 2016-17. We might get back to a period of time where hurricanes will be much more active than the last past 12 years. My organization predictions have been correct for nine years in a row when public organizations forecasts have been proved wrong several times.

**VH: Will we get more and more hurricanes and tropical storms in South Florida and will they get stronger and stronger? Why?**

D.D: Yes we will. As a result of having no hurricanes since 2004-05 in Florida, we will get more hurricanes and some strong ones due to the incoming active hurricane cycle.

**VH: What is your top 5 recommendations to people when a hurricane is announced in a specific area?**

D.D: We can tell what zones are in jeopardy in advance so people can get ready properly. Local organizations have to track the weather changes and monitor them to be able to warn the population in advance. When a hurricane is announced, several days before, you want to get a large source of water

**VH: I want to give you carte blanche now. In a few sentences, as a Senior Scientist, what do you have to say to the world?**

D.D: Don't listen to just one source on climate change, even on hurricanes predictions. I want people to check the sources they are getting information from. Comparing sources enable you to increase the reliability of information. There are some papers that forecast predictions in their headlines that end up to be incorrect. You have to be self-educated in this world. You can't believe everything you see on TV or on the internet.

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## We attended the AIA Miami Level Rise Sea Task Force

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**It's a fact: the level of the sea is rising and it is threatening some neighborhoods in Miami. We wanted to check what is being done in regards to this natural menace and see how our industry is working together to find sustainable solutions.**

A lot of professionals such as architects, designers, manufacturers, promoters are joining their efforts in order to find solutions to adapt to this situation. They call it "resilience" and they all agree on the fact that everyone will find a way to adapt to this situation. That is the main aspect of human nature: capability of adapting to its environment.

There was a lot of architects in the room. They mention flexible building, adaptable buildings and smart materials - waterproof materials - that will adapt themselves to the future rise of the sea in Miami. Some work has already started on Miami Beach, notably on Lincoln road where the level of the road is being raised. The City of Miami is also working on a pharaonic project that will enable the water to be pumped out of the streets and be expelled back into the ocean.

Now, some math so you get a better idea of what is really going on: it is proven that the sea level rise will increase 10 inches every 10 years from now. In 2100, the increase will be 6.75 feet from the current level. That said, the chairman of this conference, Reinaldo Borges, announced a \$20 billion new development in 20 blocks in Downtown Miami by 2020. This is a real proof that shows Miami is still being dynamic and will continue attracting amazing projects.

There is a conference taking place each month now, to follow-up on the efforts that are being made in Miami. If you feel you could help, the AIA welcomes everyone who is willing to add its value.

#### How to contact the AIA?

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[aiamiami.org](http://aiamiami.org)

## We met with Tim Kaiser, Sales Manager at Cardinal Corp, a major glass provider to AWP



AWP Products being Glazed

#### Virginie Hoebanx: Any new advances in glass technology?

Tim Kaiser: The primary advances in glass technology have been the advancement of high performance coatings. These coating developments have included triple silver products which help lower the SHGC factors while still affording high visible light transmission. Developments in coatings have also advanced to products that are designed for interior surfaces to help bolster U Factors along with coatings for the exterior surfaces that help with glass maintenance and anti-condensation products.

#### VH: What are you doing to increase capacity in a time of shortage in the industry?

TK: Capacity constraints are always difficult problems to overcome. In our location specifically we have added production equipment along with several plant expansions to help manage the growth we have been seeing over the last several years. We put forth a joint effort here to ensure we have production capabilities in place to handle our customers anticipated growth. This becomes quite challenging when things are growing very quickly, however we feel our operation is well positioned to manage this over the next several years.

#### VH: What are the main manufacturing challenges a glass provider faces?

TK: I would say in today's market place there are a few challenges that we are working through. The first and probably most important challenge would be the access to float glass. Our primary raw material is currently experiencing supply challenges so planning ahead to ensure we have

enough glass is a crucial step. The second main challenge we see today is our ability to find and train new employees. Our work force is the reason we can do the things that we do day in and day out, and our ability to have continued growth relies on our ability to hire committed people that can share our same focus and goals.

**VH: Why is there a current shortage of float glass?**

TK: The simple answer is that there are less float glass plants in operation today than say in 2006. These plants have a life cycle and in the midst of the housing down turn several of these operations shut down and have not come back online. As the market has come back we simply do not have enough float plants in operation to meet the demand.

**VH: How many trucks do you have on the road making deliveries now?**

TK: On average our operation manages about 50 truckloads per day. This would include the receipt of raw material along with the shipments of our finished goods.

**VH: What city does the glass you deliver to AWP come from?**

TK: Our operation is located in Ocala. FL.

Visit Cardinal Corp website [here](#)

Go to website

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