

BUILDING IDEAS

A Quarterly Publication From Marvic Supply Co., Inc.



Spring/Summer 2007

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North Wales Millwork/Shop

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North Wales, PA 19454
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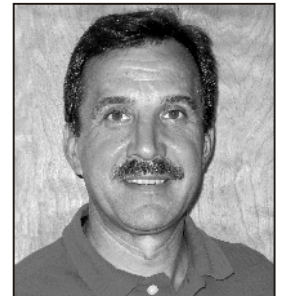
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Management's Corner

As I sit to write these comments, the sun is shining brightly through a clear blue sky and the temperature is working it's way to a predicted high in the mid 70's. What a contrast to the miserably cold, icy and wet weather we've endured for the majority of the winter/spring season. We certainly have paid the price for those 65-degree days in early January.

This winter's weather is only one of the contributing factors to what appears to be a slow start in construction this year. The news continues to be filled with reports of the fallout from the sub-prime mortgage market collapse and speculative real estate investment. Both have contributed to the high number of properties on the market for sale as well as continued softness in selling prices and significantly lower demand for new homes. Add to this escalating energy costs and it's not hard to see why we're experiencing a weak residential construction market. This slowdown has also been documented in first quarter reports from ARMA (Asphalt Roofing Manufacturers Assoc.) and the VSI (Vinyl Siding Institute), both reporting 20% plus drops in shipments in the PA/NJ/DE region compared to last year.



Dave Smith

What this means to you as a remodeling contractor is that jobs will be more difficult to get and increased competition will make it harder to get the margins you need to cover your costs. We at Marvic are committed to doing whatever we can to make sure you have the tools you need to get those jobs:

- We strive to carry quality brands such as Andersen, Marvin, Certainteed, GAF, Simonton, Azek and Velux to name just a few.
- We've recently enlarged and remodeled our Philadelphia, Doylestown and North Wales showrooms and have added more and better display items.
- Our Inside and Outside sales staff have taken part in a variety of educational programs to better serve you and your customer's needs.
- Our delivery fleet, staffed by qualified drivers, includes cranes, moffits, box trucks and flat beds to get material to you where and when you need it.

We greatly appreciate the business you've given to Marvic over the years. We are committed to working even harder to provide you with the products and service you need to be successful in your business. Please stop in to see one of our remodeled showrooms!

EverGrain® Decking by TAMKO®

In the relatively young composite decking industry, EverGrain® decking by TAMKO® has become a customer favorite in this growing market.

TAMKO Building Products, Inc. is one of the nation's leading independent manufacturers of residential and commercial roofing products, waterproofing, composite decking and railing systems, and cements and coatings. TAMKO began producing building materials in 1944 and, in 1999, with its purchase of composite manufacturing equipment in Lamar, Mo., TAMKO entered the composite decking business.

Since that time, TAMKO has rapidly expanded its production of EverGrain and Elements® decking with the construction of a new decking production facility in Lamar and the acquisition of a new facility in Chilhowie, Va.



EverGrain is the only composite decking available that is manufactured through a compression molding process, which produces a deeper grain and color in the final product than extrusion molding. Compression molding has given EverGrain decking the natural look and color that builders and homeowners demand. EverGrain also offers a 25-year limited warranty against rotting, splintering, splitting and termite damage.

In February,
T A M K O
introduced the

latest addition to its EverGrain line, the EverGrain Vibrance Collection, which features color highlights that emulate the textures and natural color variations of real wood. In addition to unique colors, Vibrance decking offers random, multicolor accents throughout the grain of the boards for a dynamic appearance.

To learn more about TAMKO's full line of EverGrain composite decking products, visit www.evergrain.com.

TECH-TIP

When installing EverGrain decking, it's always a good idea to pre-drill the ends and edges of the board before fastening; this helps prevent splitting or cracking. Contractors are also urged to use saw blades and router bits with carbide tips, if possible, to ensure the best possible cut.

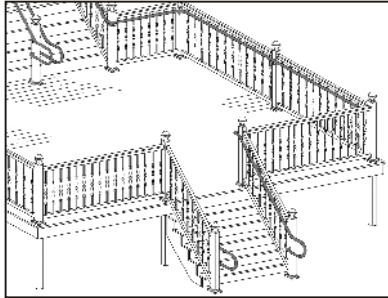
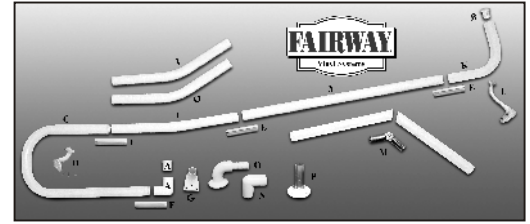
Marvic Introduces Silverline

Marvic is pleased to announce Silverline Windows & Doors has been added to our extensive vinyl product line. Silverline, a recent acquisition by Andersen Corporation, is the largest extruder of proprietary vinyl window profiles in North America, having window and door manufacturing capacity for over 40,000 units per day and a fleet of 350 company owned delivery trucks.

Having Silverline now gives Marvic and our contractors access to alternative vinyl and aluminum windows that were previously unavailable to us. Introducing you to Silverline, "an Andersen Company", Marvic will be running a special on their 1200 series vinyl replacement window starting June 2007. More detailed information will be published shortly.

Fairway® Vinyl Railing Systems

Fairway Vinyl Systems is an established and recognized international manufacturer of high-quality alternative building products. Fairway's core belief is providing a superior product and unmatched customer service to our dedicated distribution and dealer network, resulting in unmatched value and selections for you, the consumer.



Fairway Vinyl Systems are manufactured in three strategic locations throughout the continental United States. Our facilities are located in Pennsylvania, Georgia and Nebraska, with corporate and customer services offices residing in Pennsylvania.

Fairway's multiple manufacturing facilities permits us to effectively service our national and international distributors, dealers and consumers in a timely and efficient manner.

Fairway's never ending focus on quality and service continually ensures a positive experience for contractors and consumers alike who recognize the value of quality maintenance-free fence and railing systems.

Fairway has pioneered and set the standard, second-to-none, in the vinyl and composite market. Fairway's most basic philosophy of putting service, first and foremost, has been the catalyst to be the quality product of choice that is undeniably recognized as the most comprehensive and complete in the industry.

SPRING/SUMMER SPECIALS

Effective 5/1/07 to 7/31/07

See your local branch representative for the following specials:



Timberline 30 \$45.95/sq
Timberline Ultra \$69.50/sq



12' panels (all profiles) White \$69.00/sq
 Standard Colors \$70.00/sq
 Dark Colors \$71.00/sq
 16' panels (all profiles) White \$74.00/sq
 Standard Colors \$75.00/sq
 Dark Colors \$76.00/sq

*(Pacific Blue, Barn Red, Ivy Green, Sable Brown, Flagstone, and Blended colors not included)

Cedar Impressions®

7" Perfections - All Colors! \$205.00/sq
 Coil Roofing Nails - 1¼" \$21.50/ctn

CT CertainTeed

Landmark 30 \$45.95/sq
Landmark Prem. \$69.50/sq

Alcoa Trim Coil

TS-24 White \$70.00/roll
 TS-24T White PVC \$74.50/roll

S-24 White \$64.00/roll
 S-24T White PVC \$70.00/roll

Skid quantity pricing available!



Patio Door Hardware Special

FREE White or Stone Hardware or \$75.00 credit toward any other finish with the purchase of any Andersen Patio door. *Valid May 15 thru July 15, 2007. See your sales representative for details.

All orders other than Andersen must be shipped or picked up by 7/31/07. Special pricing quoted is for material picked up. Delivery available at standard delivery rates.

Thanks for your business!

For Assistance and Information, your Marvic contact at each location is:

Philadelphia

Phone: 215-673-4323
 Mike Sandford, Ext. 10100

Doylestown Store/Showroom

Phone: 215-348-8400
 Rich Singer, Ext. 10212

Doylestown Administrative Office

Phone: 215-348-8749
 Beth Seale, Ext. 10905

Quakertown

Phone: 215-538-9300
 Al Snyder, Ext. 10301

North Wales Store/Showroom

Phone: 215-699-5900
 Mike Heisey, Ext. 10404

North Wales Shop/Millwork

Phone: 215-699-8870
 Dean LaBar, Ext. 10801

Edgemont

Phone: 610-359-1400
 Bob Pennypacker, Ext. 10506

Flemington, NJ

Phone: 908-782-8595
 Allen Brower, Ext. 10605

Employee Spotlight - Allen Brower

Introducing Allen Brower, Manager of Marvic's Flemington, New Jersey store and warehouse. Allen's 32 years of extensive building industry product knowledge and his insight for creating a superior customer experience has resulted in Marvic's Flemington Store being a supplier of choice among remodelers, contractors and homeowners. Allen joined Marvic Supply Co., Inc. in 2002, as assistant manager at the Flemington, NJ location. His achievements earned a promotion to branch manager in 2006.



Remodelers, contractors and homeowners know that for each job being considered, everyone has different ideas, preferences and expectations. Visiting Marvic's Flemington showroom, you can choose from a wide selection of top brands, latest materials and technology. Allen and his staff are building consultants you can meet with for guidance on application specific designs, new construction, additions, upgrades and renovations. Allen's goal is to provide customized response on each job, locating alternative manufacturer's products and innovative solutions customers want. Marvic welcomes your special requests and the opportunity to offer complete package quotations for materials and supplies.

This commitment to personalized service is producing a growing list of satisfied customers and referrals who value doing business with Marvic. Allen thanks each of you for your loyal support and looks forward to working together on future jobs.

Allen and his wife Sandy live in Hunterdon County, New Jersey and they have two married daughters, Bridget and Shannon. He enjoys spending his leisure time as a NASCAR fan and likes the sound of "start your engines".

Memorial Day: A day set apart to honor the dead of any American war.

As you participate in your Memorial Day activities, pause and take time for remembering. Please keep our loved ones in your prayers. The Marvic Supply "Family" has five sons who are currently serving or have just returned home from service in Iraq. We honor them and their comrades for putting their lives in harms way so that each of us may enjoy our freedom.

Quiet your heart and mind, in respectful memory of all those who gave the ultimate sacrifice for the **Liberty and Independence** we cherish. Also, in your daily activity, if you know or meet people in the military, take a moment and thank them for their service to America. Support the troops and their families.

Industry News

GAF has completed their purchase of ELK Corporation and has transferred sales responsibility for ELK's roofing products to a joint GAF/ELK sales team.

Ply Gem has completed their purchase of Alcoa Building Products. There should be no visible change to existing Alcoa customers at this time, however, look for a name change - Ply Gem can only use the Alcoa name for a limited period of time.

Certainteed has completed the installation of new production equipment to manufacture their Landmark shingle line at their production facility in Oxford, NC. Product will begin being made in May but Certainteed's current plans are to continue supplying the Mid-Atlantic Region from their plant in Norwood, MA.

GAF is completing installation of production equipment to manufacture their Timberline shingle in their Quakertown, PA

plant. We anticipate our market being serviced by the Quakertown plant in 2008. GAF currently supplies Timberline shingles to our market from their plant in Baltimore, MD.

Fuel prices are on the rise once again and many of our suppliers are beginning to add additional fuel surcharges to the ones already in place. Marvic has no intention at this time of changing our current fuel surcharge.

New construction continues to be in a slump. All national builders have reported significant declines in their business for the 1st quarter of 2007 consistent with the news on new home sales. Toll Brothers, Beazer Homes, Pulte Homes, NVR and Centex, all doing business in the Delaware Valley, were among those reporting difficult financial results for the start of 2007.