

Summer 2010

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Management's Corner

Weathering the Economic Storm

I last wrote the introduction for this newsletter in late summer 2009, less than one year ago. In hind sight I think at that point in time we were at the trough of the worst economic downturn most of us have lived through, particularly in the residential construction and renovation business. Marvic was then just completing a building expansion at our North Wales facility and in the early stages of opening a new branch in Whitehall, PA. That was certainly a nerve racking time for us based on what was happening in the economy.

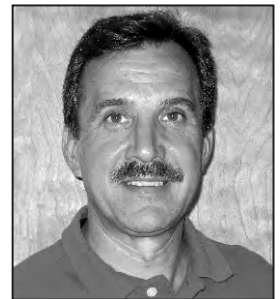
Since last summer we have been seeing many positive signs in our business - really the result of what most of you are experiencing. Energy tax credits began to spur activity in the replacement window business last fall which has continued into 2010. The current tax credits are scheduled to expire at the end of this year but the "Cash for Caulkers" bill recently passed by the House of Representatives would enhance and extend these credits into 2011.

Finally realizing that a home is no longer an ATM machine, but more a place to live and a lifestyle (what it really always was), many homeowners are considering repairs and upgrades to their homes with an eye toward making them comfortable and more energy efficient. While these projects are usually smaller than what we've grown accustomed to, they are providing some much needed work for many of you.

Remember February? Anyone in the roofing business, while up all night plowing snow, had to be smiling thinking about the work coming from all that snow, ice, hail and wind driven rain. Well it's here. The replacement roofing business is busier than we've seen it in many years.

For now these items have generated some much needed business for all of us. It's important to realize however that these improvements could be short lived. Energy tax credits will eventually go away and storm related work will dry up (no pun intended). European financial problems are putting continued pressure on the stock market; the performance of which we all know plays a big role in consumer confidence. High credit card debt with lowered home equity continues to put pressure on consumer's ability to finance home improvement work. And the banks, particularly the local and regional ones, are still trying to rid their balance sheets of non-performing real estate related loans. This will most certainly keep the spigots closed for developers looking to build new residential projects. These issues combined with slow US economic growth will most likely keep a lid on construction spending for the foreseeable future.

It's certainly been a struggle the past 2 years but we feel that we're through the worst of it. Marvic is fortunate to have such a great group of loyal customers! Most of you have weathered this storm as well by working hard and being frugal in how you run your businesses. We will continue to work with you in any way we can to help you win jobs. Your success becomes our success, and we're here to help you succeed. Thanks for your business!!



Dave Smith

Decking and Railing Preview

Marvic's in the Deck & Rail Business! After a year or so of putting our toes in the water we've decided to dive in. We are now stocking significant inventories of AZEK's Procell PVC decking, Timbertech's XLM PVC and Twin Finish Composite deck boards as well as Tamko's Elements Composite decking.



We're also carrying several railing systems including AZEK's Premier Rail, Timbertech's Radiance Rail, Tamko's Tam-Rail, CertainTeed's Evernew and Fairway PVC rail systems. Plus we've got screws and concealed fasteners for all applications. Our Whitehall branch has in stock a full line of Pressure Treated Lumber and Simpson Strong-Tie fasteners if you need the whole package.

And when it comes to delivery we've got the equipment to get it where you want it - so think of Marvic for your next deck.



New Rules for Lead Paint

EPA's Renovation, Repair and Painting Rule (RRP rule) - The new rules for lead paint took effect on April 22, 2010.

Contractors must take an EPA certified course or risk fines of up to \$37,500! For upcoming classes you can contact the Connor Institute at www.connorinstitute.com

The rule applies to all persons who are paid to perform renovations, repairs and painting projects where painted surfaces are being disturbed in pre 1978 housing, child care facilities & schools.

The rule contains requirements to distribute an EPA informational brochure in advance of the work and to follow lead safe work practices outlined in the training as well as specific testing and clean up procedures and record keeping. A copy of the brochure can be found on our website, www.marvicsupply.com, click on "News & Events". This brochure is filled with web addresses, phone numbers and mailing address for the EPA regarding lead paint.

For those contractors who took the EPA course prior to April of 2010 there have been several amendments to the RRP rules.

- 1) The opt out provision has been eliminated- lead safe work practices will apply to all pre 1978 homes.
- 2) Record keeping requirements have been changed regarding notification of home owner once the work is complete.

For more details on the above amendments, as well as any others, please go to www.epa.gov/lead/new.htm or www.epa.gov/lead/pubs/renovation.htm. Please understand that Marvic Supply and our employees are not experts on the new EPA lead rule. We are providing this information in order to alert you to the new federal regulations and urge you to take the steps necessary to be in compliance with the new federal regulations.

Any questions should be directed to either the EPA or to the companies that are EPA certified renovator course providers, like the Connor Institute.

Opus™ Roof Blanket Defines a New Category for Roofing Underlayment

Opus Roof Blanket™ is a new category of steep-slope roofing underlayment that uses proprietary “blanket technology” to provide numerous advantages over plastic sheet and felt paper products. Developed by Propex, Opus can be used for asphalt, cedar shake, tile and metal roofing projects. It stands up to wind, rain and UV rays with an optimal second layer of protection. It also features superior walking traction, lighter weight, has a tear-free guarantee and its tan color keeps it cooler.

In independent tests for slip resistance against plastic sheet underlayment and 30 lb.felt paper, Opus Roof Blanket's surface scored the highest in both wet and dry conditions. “No other types of products tested had traction results like this, putting Opus in a category of its own,” said Ralph Bruno, VP of Global Sales & Marketing.

Opus offers the unique 30/30 guarantee, which says it can go uncovered for 30 months and will endure 30 years after being covered with roofing materials. For more information, visit www.opusroofblanket.com.



Marvic 2010 Trade Show - Success for Everyone

This year's event took place on March 3rd, 2010 at Williamson's Restaurant in Willow Grove, Pennsylvania. Hundreds of guests showed up early in the morning to start their day off with some very exciting educational programs from Gary Katz and his supporting vendors. At 2:30 pm the trade show opened and we had over seven hundred customers in attendance throughout the evening.



We would also like to give a thank you this year for the continued support of our Vendors listed below.

Anderson Windows, ATAS International, Azek Building Products, Berger Building Products, Boise Building Products, Capital Forest

Products, CertainTeed Siding, CertainTeed Roofing, CertainTeed Weatherboard, Consolidated Dist. Services Inc., Davinci Roofscapes, DeWalt Tools, Eagle Windows, Fairway Building Products, GAF Roofing, GAF Commercial Roofing, Henry Company, Hilltop Slate, Ideal Roofing, Integrity Windows, Intex Millwork Solution, James Hardie, Larson Storm Doors, Ludowici Roofing Tile, Malco Tools, Manufacturers Reserve Supply, Marvin Windows, Mid-America Products, OSI/New York International, Nyce Shirt Company, Benjamin Obdyke Inc., Parksite/Plunkett-Webster, Prime Source Building Products, Progressive Foam Technologies, Provia Doors, Rain Flow USA, Reeb Millwork, Silverline Windows, Simpson Strong-Tie, Simonton Windows, Tamko Roofing, Tapco Brakes, Tyvek, Therma-Tru Doors, Van Mark Brakes, Velux-America Inc., Viwinco Inc., Weatherbond, Wolf Distributing Company, World Gutter Systems.

The owners and employees of Marvic Supply would like to thank all those who attended the event. We hope that you received some very beneficial information that will help in your continued success. Remember, we are only an email, fax or phone call away from your immediate or future needs.

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

Philadelphia

Phone: 215-673-4323
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Phone: 215-348-8400
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North Wales Store/Showroom

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Jeff Ennis, Ext. 10402

North Wales Shop/Millwork

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Dean LaBar, Ext. 10801

Edgemont

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

Whitehall

Phone: 610-435-0200
Leo Canova, Ext. 10705

Flemington, NJ

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

Employee Spotlight – Al Snyder

This newsletter introduces Al Snyder, Manager of Marvic's Quakertown store and warehouse. A native of Upper Bucks County, PA, Al graduated from Palisades High school and worked in the cable industry, doing field surveying and ground installation of trunk lines. Obtaining a Commercial Driving License, "CDL", he applied to Marvic's newspaper ad for a truck driver at our Doylestown location and joined the company in July, 1991. With first hand experience delivering materials to job sites and managing Doylestown's warehouse, in 1999 moving to Quakertown doing counter sales and in 2002, earning a promotion to branch manager, Al has keen awareness and insight for what is required to respond, execute and service each Marvic customer everyday.

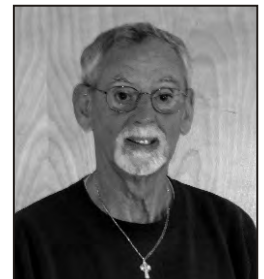


Tight economic conditions and extreme competitive forces still impact our industry. Despite these challenges, Al's leadership at Quakertown is seeing trends with positive growth opportunity. An example is: more jobs at older homes and newer properties where additions and renovations are being planned to create more convenience, flexibility and enhanced lifestyles without moving. Now, each potential job is different. Customers have their own ideas, preferences and expectations. Marvic's in-house-shop offers excellent capability for doing customized jobs, combinations of standard products with special orders, architectural retro-fitting for all sizes of windows, doors and millwork with faster response and timely deliveries. *Personalized Service* is Al's commitment and goal. Working together, always communicating and striving to understand your particular needs and wants. You can meet with Al and his team of knowledgeable building consultants for reliable advice and guidance on unique design possibilities, certified installation procedures and best practices. These value-add benefits are aimed at offering you a wider selection of name brand materials and options from a proven supplier, saving your time and helping you capture more profitable business. Al thanks you for your dedicated loyalty and looks forward to assisting you in the future.

Al and his wife Cindy with daughter Shelby (8) live in Milford Square, PA. For leisure time activity, he used his talents and skills to build a fully equipped garage for restoring antique collector vehicles. Al is also an accomplished freehand artist.

Jim DenHaese Retiring

After 25 years Jim DenHaese, driver at the Philadelphia yard, is retiring. Jim started when Marvic had only 2 branches in operation. His "do whatever it takes" attitude was a real blessing over the years as we've grown. Through those years he's encountered many of our customers and "blessed" them with his wit. Jim may be retiring from Marvic but he will be continuing in his role of story and joke teller extraordinaire. Our thoughts are with Pat, his wife, who will now be on the receiving end of these witticisms full time. We understand Pat has delayed her own retirement for unexplained reasons! Jim, all kidding aside, we wish you well and thank you for your service to Marvic Supply over these past 25 years. You will be missed!



SUMMER SPECIALS



See our website www.marvicsupply.com for information on the following promotions:

- GAF-ELK Earn free tickets to your all time favorite events, Baseball or NASCAR!!
- CertainTeed Siding Baker's dozen: Buy 12 squares of Monogram 46 get 1 free!
- CertainTeed's "Show me the Money" cash rebate program!
- \$50 Rebate on Railings from TamRail-Azek-CertainTeed Evernew!

Thank you for your patronage! Have a safe and enjoyable summer.