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NuAir Manufacturing – Still Innovating After 60 Years

(TAMPA) – As NuAir Manufacturing marks its 60th anniversary in 2006, the Tampa-based company is in the midst of a steady and continuing expansion. NuAir today offers over 250,000 door and window products for residential and light commercial applications. More than 350 employees work at its main facility and another 30 in Buford, Ga., and its products are distributed through a network of more than 100 distributors throughout Florida, the Caribbean, and Central and South America.

NuAir today is clearly a very different company than the small, two-person manufacturing operation that Kenneth “Jack” Horner founded in a West Tampa beer warehouse back in 1946. Yet despite six decades of growth, the company still retains many of the characteristics that led to its original success, including a spirit of innovation and an unwavering commitment to responsive service.

“Doing the right thing for your customer is essential to success in any business,” said Horner, who at age 85 still remains actively involved in the company as chairman. A former B-17 navigator who had parachuted from a burning plane and spent 35 months as a prisoner of war, Horner began his first manufacturing business in Tampa in 1946.

With a \$7,000 initial investment, he began manufacturing louvered aluminum jalousies for use in breezeways and patios. In 1948, Horner combined the business with a companion company under the name NuAir Manufacturing, which quickly became one of the largest jalousie manufacturers in the South.

Throughout the years, the customer focus he instilled in NuAir Manufacturing has served the company well, and has been directly responsible for the company’s success. For example, to meet customer needs despite an aluminum embargo during the Korean

War, Horner decided to replace aluminum jalousie louvers with glass. The decision so greatly increased the product's popularity that NuAir soon added three new window products: awnings, single hung windows and horizontal roller windows, along with sliding glass doors.

Today that innovative spirit continues to drive NuAir, which now offers window and door products with a wide variety of glass and glazing options. Among the most popular offerings is the innovative NuImpact™ line of impact resistant windows and doors, which feature laminated glass with a clear PVB (polyvinyl butyral) interlayer that provides continuous protection, even after the glass is broken. NuImpact products have been tested and certified to meet the stringent requirements of Miami-Dade County Testing Protocol PA 201, 202 and 203, which eliminates the need for unsightly, inconvenient and expensive hurricane shutters.

As NuAir continued growing, it moved to a new 89,000 square-foot manufacturing facility in 1977, and in 2000, added another 38,500 square feet including warehouse space for shipping, 13 truck bays, and offices for the installation, service and order entry departments. Today NuAir's corporate offices and primary manufacturing plant occupy 190,000 square feet.

In addition to its physical and geographical expansion, the company has also broadened its scope of services over the years. In 1978 Horner established a wholly-owned subsidiary computer division, Custom Business Systems Inc. (CBSI), to develop an integrated manufacturing and information software program. The program – the Product Specification Processor (or “PROSPER”) – enabled NuAir to greatly reduce turnaround time and production errors.

While Horner continues to guide the company as chairman, much of the day-to-day operation is in the hands of Scott Henderson, the company's president. Henderson joined NuAir Windows and Doors as Executive Vice President of Sales and Marketing in 2000 following a twenty-eight year career in the building materials distribution industry. In 2002, he was promoted to President. His leadership is unprecedented in that he empowers the people that work with him. The key word being "with" and not "for". He

has embraced the window industry, tirelessly seeking and acquiring the necessary knowledge to be a driving force. Not only a driving force, but also a catalyst for change. He raises the bar with new products and services every day! Scott is a great competitor and respects good competition; consequently his efforts have put NuAir in the game. There is no phone call too insignificant or any order too small for Scott.

For more information on NuAir Manufacturing, contact *Carlyle Ellis* at NuAir Manufacturing, 8105 Anderson Road, P.O. Box 15436, Tampa, Florida USA 33684; or call toll-free at 800-282-6627 x149, or visit the company's Web site at www.NuAir.com.

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