



Company History

NuAir Manufacturing traces its roots back to 1946, when Kenneth “Jack” Horner, a former B-17 navigator and POW, began manufacturing louvered aluminum jalousies in Tampa. With a \$7,000 initial investment and two employees, he began operating out of a small 5,000 square-foot building. In 1948, Horner combined the business with a companion company under the name NuAir Manufacturing, which quickly became one of the largest jalousie window manufacturers in the South.

With a reputation for innovation and responsiveness to customer needs, NuAir began replacing aluminum jalousie louvers with glass, and soon added new window and sliding glass door products. In the early 1960s, Horner purchased Barrington Corporation, a Georgia manufacturer of storm windows and doors. Part of the Barrington division was later sold, but the Georgia production plant was retained. The company also broadened its scope of services to include wholly-owned subsidiary computer division, Custom Business Systems Inc. CBSI developed a software program that integrated customer service timetables to distribution and manufacturing processes, greatly reducing turnaround time and production errors, which further boosted NuAir sales.

In 1977, as NuAir continued growing, it moved to a new 89,000 square-foot manufacturing facility. Over the years additional warehouse, shipping and office space were added, and today NuAir operates its corporate offices and primary manufacturing plant in a 190,000 square-foot building in Tampa. More than 350 employees work at its main facility and another 30 in Buford, Ga. The company offers over 250,000 door and window products, which are distributed through a network of more than 100 distributors throughout Florida, the Caribbean, and Central and South America.

Horner, now in his 80s, remains actively involved in the business as chairman, working five days a week. 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

Senior Leadership Team

- Kenneth Jack Horner, Founder, Chairman
- Connie Horner, C.E.O.
- J. Scott Henderson, President
- Sergei Galeano, C.O.O.
- Rosemarie Chambers, C.F.O.

At-A-Glance

- Established 1946
- Manufacturer of more than 250,000 window and door product types.
- 350 employees
- Over 190,000 s.f. of manufacturing space.
- 40+m Annual Sales
- Residential, Multi-Family, Light Commercial with distribution throughout Florida, S.E. United States and Caribbean.



Windows and Doors

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.

Awards & Recognitions

NuAir Windows and Doors is proud of it's accomplishments both in the business sector as well as in the communities our associates live and work.

- Scott Henderson, President NuAir Windows and Doors cited as an agent for positive change and a person to watch in the industry by Door & Window Manufacturing Magazine.
- Connie Horner, C.E.O. of NuAir hosted a Presidential visit by George W. Bush where the president and panel discussed the economy and small business.
- Recognized by the Department of Defense with the Pro Patra Award for support of the National Guard and Reserve.
- NuAir Recognized as one of the top 100 Window Manufacturers in the U.S.
- Nominated by the Secretary of Defense for the "Freedom Award" for policies and procedures supporting the men and women of the National Guard.

Product Offering (Windows)

- Single Hung Windows
- Horizontal Roller Windows
- Designer Shapes & Picture Windows
- Awning Windows
- Impact Resistant Windows

Product Offering (Doors)

- Sliding Glass Doors
- Hinged Patio Doors
- Impact Resistant Doors

Brands

- NuImpact®
- NuSwing™
- NuEnergy®
- NuServe™
- NuAdvantage™



Windows and Doors

Key Business Concepts

Quality

NuAir Windows and Doors operates under the principal that good design transcends time. We choose our vendors carefully, making sure they have the same commitment to sustaining quality and design in their products.

- Our product design is based on offering a top-quality product, competitively priced.
- We meet or exceed all code compliance without lessening the quality of the products.
- The NuAir Quality Control Team carefully examines every phase of the manufacturing process.

Logistics

We are poised to provide our customers with ever increasing levels of service.

- Competitive lead times.
- All deliveries are made via NuAir fleet of tractor trailers.
- Service each market a minimum of two times a week with required job-site deliveries on demand.

Service

Training is the key.

- Service Technicians trained by NuAir employees.
- State-wide service team standing ready to react to customer needs.

Pricing

We are positioned to be competitive in a competitive marketplace

- NuAir is willing to buy raw materials in bulk based on our customer's commitment to volume.

- InstallationMasters™ Certified Trainers.
- Training Seminars held in our own learning center.
- Custom Dealer Program.
- Sales Support, Literature and Dealer Displays
- Technical Resource CD also available on web site.
- Windows and Energy, Web driven education module.
- Complete Mobile Showroom/Classroom available to dealers.
- Partners with suppliers like PPG Glass and Solutia PVB Interlayers
- On staff Engineering & Technical support.
- Architectural Services Team provides personalized pre-design consultations.



Windows and Doors

Key Business Concepts

Pricing (cont.)

- NuAir keeps multiple vendor sources to ensure competitive raw material pricing.
- NuAir is continuously perfecting manufacturing efficiencies to compensate for rising costs of raw materials.

Installation

NuAir has formed a strategic partnership with Pro-Build, the nation's leading provider of building materials to building professionals. NuAir is a Pro-Build preferred manufacturer in Florida while Pro-build handles all of the company's new construction installations. The partnership with Pro-Build allows the company to concentrate on what we do best – produce top quality windows and doors.



- Pro-Build can deliver a turn-key package to builders that includes, windows, exterior doors, roof trusses, siding and interior trims.
- Pro-Build offers builders a nation-wide resource for products, services and technological solutions to fit their unique needs.
- Pro-Build offers the builder a single supplier for materials and labor.
- Pro-Build offers expertise in project management.

- SureFire™ Quoting System takes the selling process from beginning to end.



MEDIA INQUIRES:
Carlyle "Corky" Ellis
Marketing Director
NuAir Windows and Doors
800 282 6627 x149