

# Reflection. Appreciation. Innovation.



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Dear Valued Customer:

I am pleased to announce that this month kicks off a year-long celebration of GED Integrated Solutions' 35 years of providing you with the most innovative IG and vinyl equipment and software platform solutions available.

As many of you know, the idea to provide window and door fabricators with technologies that increase productivity, reduce IG unit costs and improve IG quality came to fruition in a modest facility when GED was founded — the rest is history. Over the past 35 years GED has introduced many 'firsts': 1977 - the first Horizontal Hot Melt IG Fabrication equipment; 1987 - the first Break-Out Monitors; the first WinSystem 1 software platform and, of course, in 1991 - the revolutionary Intercept® IG Spacer System.

Our continued innovations with the introduction of numerous award-winning products into the new millennium have included the Smart Extruder, Laminated Glass Cutter, two-tone muntin material, an all stainless steel glass washer with a water treatment system and the cutting-edge manufacturing i-3 technology platform. And, in 2004, we greatly expanded our reach with the acquisition of Sampson Automation. Most recently, GED once again revolutionized the industry with the introduction of its i-3 SmartLoad Welding equipment and ColorTRU® Decorative Foil Bonding System.

Today, GED is looked upon by both our customers and competitors as a world-class equipment manufacturer, innovative engineering resource, and unparalleled customer service/training provider in the window and door fenestration industry, as well as the only complete systems integrator for the worldwide window and door marketplace.

Obviously I take great pride when reflecting upon GED's history and the remarkable relationships we have developed with you, our valued customers. Together we have successfully persevered and adapted to market shifts and technology changes throughout these past three and a half decades.

As to our immediate future together, and the latest industry challenge of meeting the most efficient path to R-5, I have no doubt that we will deliver the answer through our Intercept Stainless Steel spacer and assure you of the most unbeatable warm edge performance to benefit all of your needs, be it dual pane or triple pane IGU's. After all, GED's Engineering Department is comprised of a team of our industry's top engineers, with over 350 combined years of experience and expertise. It is second to none.

Of equal importance, GED's never-ending dedication to maintain product quality, consistency, continuity, and credibility at all times remains an integral part of the very core of the GED brand.

Last but certainly not least, our commitment to provide only facts and forthright information remains steadfast. You'll get no 'spin doctoring' or marketing message 'flip flopping' or 'story telling' from GED. We're in this business to help make you successful. When your mission is excellence, GED can help you achieve it.

On behalf of all GED Associates, I thank you for the opportunity to be your partner and friend for the past 35 years, and enthusiastically look forward to a continued successful relationship for many, many years to come.

Warmest regards,

Bill Weaver  
CEO & President  
GED Integrated Solutions, Inc.



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