

AZON

Newsletter

Technology • Chemicals • Machinery

2010 Edition

Reflecting on 2010 and the bustling activities



From the Chairman,
Jim Dunstan

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In case you were wondering—you didn't miss a newsletter this year—*this is it*.

We published the first Azon Newsletter in September 1990—twenty-years ago. Our motivation for doing a newsletter was to provide a vehicle to keep those whom we touch informed on the happenings at Azon. An unintended result is that the newsletters turned into a record of company history and an important part of our archives. Reading through old newsletters is not unlike looking through a collection of old photos. As it turns out, the content is not only a record and chronicle of a growing company, but for me personally, it is a reminder of many life-fulfilling experiences.

For the most part, the *Azon Newsletter* has enjoyed favorable reviews—but not always—like the time I suggested that graffiti taggers were really artists looking for a way to vent their creativity and a reader invited me to “come down and clean up a defaced wall”.

Azon has an unusual business model for a company our size with activities in diversified arenas. Saving energy is our core business—thermal barriers for architectural aluminum windows—and the complimenting Warm-Light® warm-edge spacer for insulating glass. In addition there is also the Azo-Grout™ family of products for stopping water leaks in municipal infrastructure, dams, tunnels, mines and sewers. And we produce performance polymer elastomeric compounds such as

those used to cover our machinery wheels, as well as polyurethane lining for tumbling vibratory bowls for deburring, polishing and finishing.

Producing a newsletter in-house is a challenge. The Azon creative department supports the marketing staff with all manner of print and electronic materials, including the design of our labels and three Web sites. The placement of advertisements in various trade publications, along with

editorial content and technical manuals—some of which require translation into at least four different languages—are all part of the job. Our newly updated company Web site rivals anything available on the Internet for its depth and content.



The new Azon Web site is a treasure trove of information | azonintl.com

We cannot make the excuse that the overdue newsletter is due to the media staff being too busy with other issues. The truth is, the newsletter is overdue because the writer (myself) has been very busy doing various tasks that have taken my attention in other directions.

I cannot remember a time when so many exciting things have happened since we published our last newsletter (the Summer of 2009 edition).

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Reflecting on 2010

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completely encapsulated within the polymer, contributing to superior adhesion and shear strength properties.

MLP™ allows for a wider gap between metal protrusions for higher thermal performance while offering very high shear strength, an important characteristic for storefront, curtain wall and high-rise windows. MLP™ offers versatility not available by any other means for foam-filling wide door hollow profiles and debriding them safely in the conventional way without compromising strength.

Our marketing effort is being scaled up starting with sample kits that were distributed to applicators. We featured MLP™ at Greenbuild in Chicago in November. Some of the new curtain wall products on display by our customers at Greenbuild were MLP™. A full product launch is planned for early next year.



GREENBUILD 2010

Front: Dave Gillespie, Jim Dunstan, Nancy Peterson
Back: Matt Deitrick, Dave Mills, Ramie Sliuzas

Our travel-worn suitcases

In April 2010, Dave Mills and I journeyed to our sister companies in China and Korea—an important trip for me to make while I still have the capacity to travel. Going through some archived photos recently I came across one from our first China Glass exhibition in China in the spring of 1986. It was my first time in China. I traveled there alone carrying a hundred pounds of literature and an Acorn 4300 A-Therm™ sample window. My visit last spring was to see our new Azon factory, it was more than I could have imagined twenty-four years ago.



University of Alaska Fairbanks photo by Todd Paris

Now serving as a college, the former State of Alaska Court and Office Building built in 1962 in Fairbanks Alaska is known as the first use of thermal barrier technology.

I was almost overwhelmed when I saw our new factory in Korea for the first time. Dave had been there in 2009 for the dedication ceremonies which was mentioned in the newsletter last year. I had visited the future site two years earlier, then just a plot of bare land. I have been very privileged to witness the transformation of Korea over the last three decades from a third world country to one of the most modern and wealthy nations on earth. A special thrill was to see two projects, the iconic Tangent—the world headquarters for Hyundai Development and the Coex Convention and Exhibition Center—the cultural and business hub for Korea that welcomes 150,000 people daily. Why are these two projects so important to me? All of the curtain wall, windows and glass were fabricated using Azon materials.

Getting through the recession was a challenge for all of us. For two years we postponed our annual global business conference, but with so many exciting things to share, we could not go another year without getting together with our international staff members. The goal is to host a conference that when people return to their home base they feel stimulated, energized and confident in their role as partners in the success of the company.

We always craft a theme to build our meeting around and this year we chose “THE BRANDS”. From the beginning we began attaching unique names to our products—names that identify and describe the product function. As an example, the Fillameter™ is the name of our low pressure metering, mixing and dispensing machine for producing thermal barriers. We are keenly aware of the value in marketing brands. Perhaps the greatest return on the investment of resources emanates from the promotion of the Azon brands. When asked of the creative department years ago “What is your role with the company?” the response was “We make the phone ring”. Nowadays tracking Web “hits” on the company site becomes another form of *making it ring*.

Unlike many of the past newsletters that are laced with “words of wisdom” according to my point of view and peppered with a high dose of editorial license, my goal now is to highlight events and developments since the last newsletter was written. As a chronicle it may fall short—but it does serve a purpose, as an archival instrument. *This is it* for 2010. ■

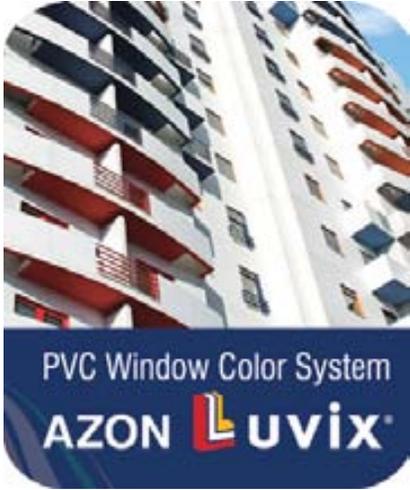
Reflecting on 2010

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What's been happening here

Luvix™ is a revolutionary, new method for coloring PVC (polyvinyl chloride) developed in 2010 by Azon Korea. The markets in Korea are very different than those in North America. Indeed the majority of the population in Seoul live in multi-story buildings. To escape the monotone look of the typical housing block, designers are using color in the facades of buildings. This new design trend has opened up an opportunity for producers of PVC windows to color-coordinate windows with the building design.

PVC is a thermoplastic—inexpensive, durable, and easy-to-assemble—but vinyl will not tolerate the same high temperatures aluminum does for curing high performance coatings. Although painted PVC windows



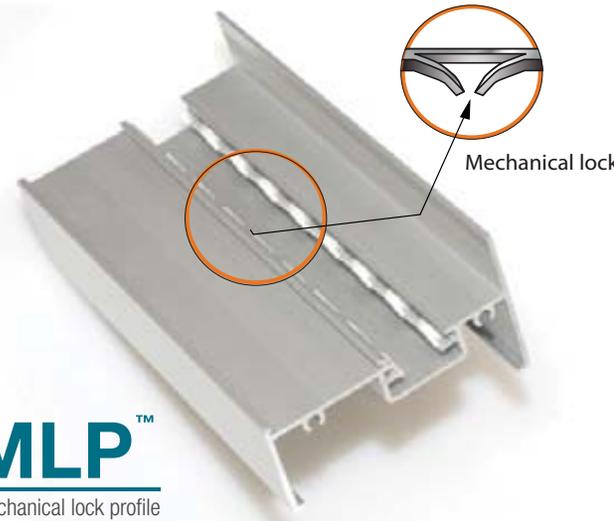
are becoming more popular, existing systems for painting plastic and vinyl with high performance architectural finishes have some limitations.

Luvix™ is a proprietary system for applying very high performing coatings by UV conversion. A stand-alone purpose-built facility has been constructed on our new factory site in Choongju, where we have installed a completely new coating system, capable of producing colored PVC profiles to demonstrate the application on a commercial scale.

Introducing MLP™

Back in 1962—nearly fifty-years-ago—the first pour and debridge thermal barrier for aluminum windows was patented and successfully demonstrated in windows installed in a newly-constructed courthouse in Fairbanks, Alaska. Although the design has undergone a number of changes since its inception, it endures today essentially with the original concept.

Since the AZO/Tec® inauguration in 2003, the design arm for Azon has been challenged to invent and to innovate new systems to improve upon the 1962 thermal barrier design.



Lanced, inward curving “lug projections” along the lugs to improve adhesion in the thermal barrier pocket.

In December 2009, AZO/Tec® conceptualized the MLP™ (mechanical lock profile). The new design was born from prior experience with surface conditioning to improve adhesion and shear strength of the Azon structural thermal barrier polymer in the pocket. The Azo-Brader™ or the Lancer™ are the traditional methods to produce a mechanical lock. The Lancer™ produces a lanced mechanical lock—the method of choice for producing the MLP™.

With MLP™, the traditional polymer retention lugs are eliminated in favor of longitudinal locking elements that are extruded within the thermal barrier cavity. The locks are invisible,

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Azon Global Business Conference • August 2010
Photo: ©Anthony Dugal Photography



Christofe then age 6, shown in this 2007 Azon Newsletter photo, lost the hand shown in the foreground as a result of injuries sustained in the earthquake.

Aftermath

The winter 2008 Newsletter featured an article entitled *The ground they walk on and the heroes who make a difference*. In part, the article was a report on an impoverished orphanage and school compound located in Gressier (grass-e-aye) Haiti supported by the Michigan-based *Hands on Haiti* mission. The now-destroyed compound—once home to a group of boys ages 7 to 14—was located very near the epicenter of the devastating January 2010 earthquake.



Patty Sauvé with orphanage boys and Christofe (bottom right) August 2010

One can only imagine the deep level of concern on the part of Patty Sauvé (Jim Dunstan's daughter) founder and president of *Hands on Haiti* during the days immediately following the disaster.

All communication was disrupted and when reports finally arrived, indeed the orphanage and school had crumbled to the ground and there were seven casualties, including the death of two boys buried in the rubble and the injury of five others. One of the more seriously injured, nine-year-old Christofe, lost all four fingers on his right hand—the same hand holding up the Azon ball at the top of the page. Christofe was injured while attempting to rescue the orphanage dog as the building continued to fall around him. The dog survived.



Container at Azon with new and used items destined for Haiti - May 2010

The aftermath of the earthquake dominated the nightly news for months. The first priority was to provide food, water, medical supplies and shelter to the earthquake-stricken survivors.



Makeshift dwellings made of tarp and salvage from the earthquake on private property where the container was shipped (August 2010).

In most cases, shelter meant tarps and tents, which for many is still the only means of staying dry.

Relief shipments to Haiti were hampered greatly by the

destruction of the docks in Port-au-Prince. When the port finally became functional, there was a tremendous backlog of ships waiting off shore to deliver cargo, including relief supplies from *Hands on Haiti* to the mission.

The impact on the hearts of people around the world who came to the aid of the Haitian people in this time of unprecedented need was overwhelming.

Hands on Haiti began to receive an influx of donations both financial and of all types of items from hygiene kits, to peanut butter, tarps, tents and tools—anything that could ease the plight of the desperate survivors. So many items were donated to the mission, that *Hands on Haiti* purchased a used twenty-foot ocean container to ship the much-needed items to Haiti. The container could play another vital need as a hurricane resistant shelter.

The shipment departed from the Azon factory, which served as a staging area, in May, arriving in Port au Prince in early August. Patty was in Haiti to supervise the distribution of its contents and to relocate the container onto private property owned by an extended family. Her first-hand account of the extent of the earthquake destruction and the impoverishment of the people is difficult for most of us to comprehend. Her impression of the Haitian people is that they are resilient, strong and hopeful in the face of daunting circumstances—people who will accomplish much, with a little help.

Haiti has the distinction of being also the least educated nation in the Western Hemisphere. Going forward, *Hands on Haiti* will shift its focus to feed the mind as well as the body. The mission now is to help to build a new school because “our goal is to bring hope for a better future through education—*feeding the body only lasts until the next meal, but feeding the mind lasts a lifetime.*”

Photos: ©Patty Sauvé | www.handsonhaiti.org

(Endnotes)

January 12 will mark the one-year anniversary of the earthquake. The Haitian government reported that an estimated 230,000 people had died, 300,000 had been injured and 1 million made homeless. To date, the nation of Haiti remains crippled by mountains of rubble.

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