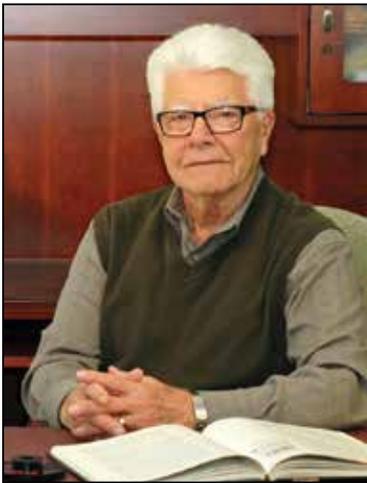




Technology  
Chemicals  
Machinery

# Newsletter

Spring 2017



From the Chairman,  
Jim Dunstan

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The Fifth Decade

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3D design from AZO-Tec®

## The only thing we have to fear is fear itself:

Those who know me are aware that I'm inclined to change my mind, such is the case as I sit at my keyboard this afternoon. In my cover story of the fall 2016 Newsletter, I wrote that it was going to be my last. After a few of my readers responded with disappointment that I was "hanging it up," I decided, with some hesitation, that perhaps I might have something more I would like to say. I have some personal thoughts on an issue that was on all our minds recently regarding the peaceful transition of the leadership of our country. It was the motivation for me to share my perspective of these events.

At twenty years of age, in 1948, (sixty-nine years ago) I found myself in a voting booth for the first time, casting my vote for the president of the United States. I called myself a Republican, perhaps because my family was of that persuasion. I'm thankful to be blessed with a good memory of my childhood. In the window of my maternal grandparent's apartment in 1932 was a poster that said: "Vote for Herbert Hoover." Just a few doors down the street was the home of the Reese family with the same poster in their window. Why do I remember this? Patricia, their daughter, was my first girlfriend and it was in the Reese's kitchen that Patricia introduced me to roasting marshmallows on the kitchen stove. My grandmother was a genuine patriot who marched in every Memorial Day parade as a member of The Women's National Republican Club. Although a Canadian immigrant as a child, she became a United States citizen and for many years she voted in every presidential election as a republican. In 1948 the



candidates that were pitted against each other during the presidential election were: New York Republican Governor, Thomas E. Dewey, who was favored to win, and Democratic President Harry S. Truman. Truman had been the vice president under Franklin Delano Roosevelt, who had died only a few months after being elected to his fourth term as president. When I entered the voting booth to vote for Dewey, who I heard had attended a rally in Manhattan with an "A list" of celebrities the evening before, I felt that as a car painter in a body shop, I just couldn't connect with him and marked my ballot for Truman. The next morning when Truman awoke at his home in Independence, Missouri, he had become the 33rd president of the United States, yet, blazoned across the front page of The Chicago Tribune, was the headline: DEWEY DEFEATS TRUMAN.

Now, Donald Trump is our 45th president since the election of George Washington 228 years ago. He takes office under a cloud of uncertainty and for many, fear. At a time when many voters were conflicted about for whom to cast their vote, many didn't vote for either one of the



## ...fear itself - *continued*

candidates for fear of making the wrong choice; I am saddened to say that I was included among them. One lady who was visibly shaken by the outcome of the vote confronted me with her concern.

The days ahead for our government will be unlike anything we have experienced before, they will be high energy and exciting.

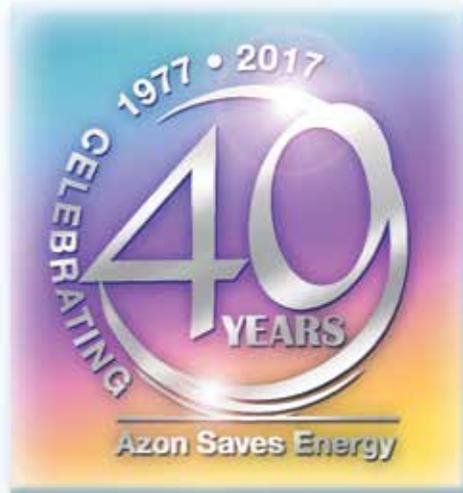
My counsel to her was that she should not worry, things would work out.

There are three books that have influenced my formative years from the time I was painting cars in a body shop to becoming the chairman of an international company: the *Bible*; *Think and Grow Rich*, by Napoleon Hill who was commissioned by Andrew Carnegie to study the lives of successful men of the late 19th and 20th centuries to discover the secrets of success common among them; and *The Management of Time*, by James T. McCay, management consultant and author. Among the words of wisdom and precepts that have guided me from McCay's writings are that we are the sum total of our life experiences, and to grow, we should have a new experience every day.

The days ahead for our government will be unlike anything we have experienced before; they will be high-energy and exciting, for some there will be things that are disagreeable. Watching and listening to the recent presidential inauguration was my experience for that day. That which impressed me most were not the words of our new president but the demonstration of our democracy's peaceful transition of power that has been the hallmark of our republic for 228 years. I take exception to President Trump's battle cry: "Let's make America Great Again," *America is great*, the greatest country in the world. We will continue to be the world's strongest country, with prosperity

and safety for all our people.

Coined from the words of Napoleon Hill, FDR proclaimed, during his March 4, 1933 inauguration speech: "The only thing we have to fear is fear itself..." words that we may live by in these uncertain days and years to follow. ■



## The Fifth Decade

February 28, 2017 marks the beginning of the fifth decade since our beginning in an alley garage 40 years ago—they have been the best of years, remarkable beyond our dreams. The most gratifying experiences we have had were developing relationships with our partners over the decades. Remarkably, 40 percent of our workers have labored with us over twenty-five years. Randy Cleaver has been on the payroll longer than anyone else—thirty-seven years. He's had his hand on every machine that's left our dock since 1980.

The cover of the 2016 September issue of *US Glass* magazine, with the headline: *The Best Places to Work in the Glass & Metal Industry*, showed a montage of photographs with Azon featured at the top.

Since a third of our day is spent on the job, why wouldn't we make our company a good place to go to work every day? The longevity of our workforce, laboring together for 40 years, is a

testament that many of our people have made their lifetime careers as Azon partners, for that we have achieved our goal.

Although we identify ourselves as an international company, on a scale we would be measured as a small enterprise. We see ourselves as a small fish in a large pond. Our goal from the onset was to support an emerging technology with the machinery to render aluminum window and door frames energy efficient and to sell the necessary chemicals manufactured by others. When we started, we had competition from much larger chemical companies, there were five in all, Azon Systems, as we called ourselves then, being the sixth and the smallest. That number has been halved with Azon being the largest in the world at producing thermal barrier chemicals for aluminum windows. Our footprint internationally spans from the USA to a post office in Tibet, including some of the most prominent buildings in the world fitted with aluminum thermal barrier fenestration.

People often ask us what we do, they are told that Azon produces the means to render aluminum windows energy efficient. As a constant reminder, on TV every evening in the introductions to various news programs, you will see the most photographed building in the world—the Empire State Building—every one of its 6,500 aluminum windows are manufactured with Azon thermal barrier chemicals that has resulted in the savings of millions of dollars in energy costs since 1990, twenty-seven years ago. ■



Azon group photo in front of the world headquarters located in Kalamazoo, Michigan.



## Azon Lancer™

The Lancer inspired the design of the Azon mechanical lock profile (MLP).

Lancer dual wheel

Lancer dual cavity MLP

## Accelerating manufacturing

## and design

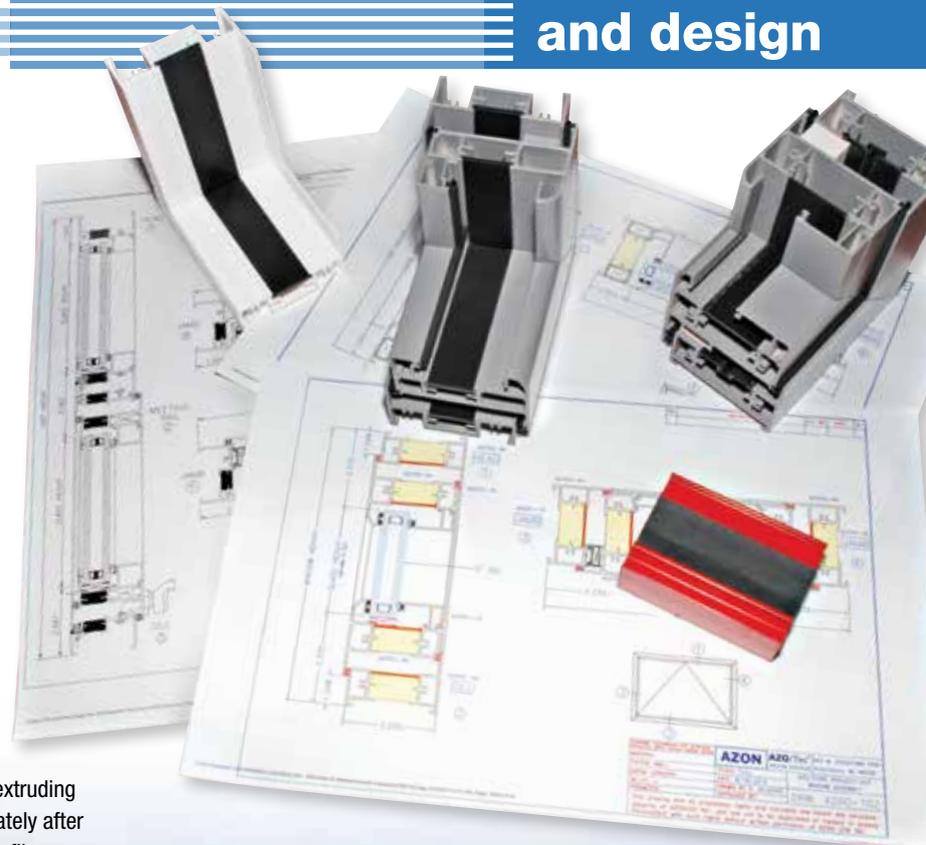
### 3D design capability from AZO/Tec®

#### | 3D Replicator | Printer

- State-of-the-art 3D printing technology
- Design verification and conceptualization
- Test ideas: mitigate risk before investing in extrusion dies and tooling
- Expert consultation prior to manufacture
- Prototyping – virtual design using your CAD (computer aided design) die drawings
- Rapid modeling by the Fused Deposit Modeling (FDM) method

**METHOD:** The fenestration prototype full-scale model is produced by extruding melted filament material to form layers. The material hardens immediately after extrusion from the nozzle, the layers form a three dimensional solid profile.

For more information about thermal barriers, processing and design, contact the AZO/Tec® technical services department: [azotec@azonusa.com](mailto:azotec@azonusa.com)



AZO/Tec® | Interdisciplinary team of Azon design and simulation services providers

# Azo-Core™ progress report



Azo-Core is a new thermal barrier technology from Azon. It is a closed cell, high density polyurethane foam with the lowest thermal conductivity of any thermal barrier on the market for commercial windows. Azo-Core got its start in the PURE window by Senior Architectural Systems. Now, with more than a year of manufacturing, SAS is seeing increasing market demand and acceptance of their PURE systems which now includes not only windows but sliding and folding doors as well. Recently, James Vaux-Anderson, a director for Bowmer and Kirkland who is responsible for the delivery of £274M worth of Education Funding Agency (EFA) projects, said of the PURE system, "...for us to not have that as part of our product list would be an oversight." Their largest project to date came through in September and we are sure it is only the beginning for this extraordinary energy efficient system.

If you'd like to learn more about the new Azo-Core thermal barrier system, please visit: [www.azonintl.com](http://www.azonintl.com)  
Or contact us toll free: 800-788-5942. ■

**A**zon is proud to welcome a new member to our family. Simon McCallum is the new sales manager of Azon UK Ltd. Simon has a diverse background in sales and engineering as well as being fluent in Spanish and French. Simon has already found himself very busy promoting our new Azo-Core™ technology to not only the United Kingdom, but to the rest of Europe as well.

## Welcome Phillip



**A**zon is pleased to announce and welcome Phillip Hitt, who has joined the chemical production team as a chemical production associate working in the Azon specialty chemical production facility. Phillip's position will carry the responsibility of chemical blending, inventory management, packaging as well as shipping and receiving of all specialty product lines.

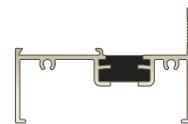
Phillip comes to Azon with experience as a machine operator and forklift driver. He most recently worked at Hexacomb. This background has helped him to make an easy transition into his new position with Azon. We are very excited to have Phillip on board and we look forward to the contributions that he will make as he begins his career with Azon. ■

## On track



**A**zo-Core™ debuted last fall in Los Angeles, California, at Greenbuild and is on schedule for its first installment with a unique window design, adapting the mechanical lock Lancer concept and incorporating an encapsulated polyurethane thermal barrier insulating foam core in the profile, with a PVC strip.

First envisioned in the summer of 2015, Azon has installed a fully operational process line to produce Azo-Core profiles on a commercial scale in its own dedicated development facility that serves as a tool to produce pre-production samples for interested clients without their needing to make a capital investment in equipment and a platform for testing. The Azo-Core development facility is an extension of AZO/Tec design services. ■



Azon Saves Energy

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