

SHOP TALK



WWW.LANSINGBP.COM

WINTER 2017

LANSING BUILDING PRODUCTS LETTER FROM HUNTER PRESIDENT

Delivering *excellence*, from the inside out.



Excellence has always been a part of our company culture; it's an integral core component of our mission statement. Something that is at the heart of all we do at Lansing Building Products and at the heart of each associate. Our associates recently completed a survey laying out and specifying what excellence meant to them in relationship to their individual job and responsibilities. Excellence relates to our people, our products, our processes, and our partnerships with suppliers and customers.

"Delivering Excellence from the Inside Out" is our official theme for 2017. It was announced at our recent national sales meeting in Williamsburg, VA. All those present at the meeting were excited about the theme and energized to continue delving into defining excellence. Our overall goal is to ensure we are delivering excellence daily – from the inside out – in all phases of our operations. It's more than just a theme. More than just words. It's our Mission. It's what "Lansing" has stood for since opening its doors in 1955. It's who we are.

In addition to our official theme, we are proud to announce the launch of our new logo as part of the ongoing evolution of our company's brand. Along with an updated company logo we have also updated the branding of our line of Lansing products. We feel the modernized brand reflects our dedication to growth while maintaining our deep-rooted history.



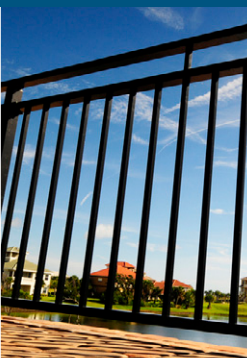
LANSING
BUILDING PRODUCTS

Hunter

Visit Lansing Building Products for all Your Railing Needs!



Vinyl



Aluminum



Composite



Cable Rail

WE'LL HELP YOU GET NOTICED

Lansing Marketing Services



LANSING
MARKETING SERVICES

Lansing is dedicated to
helping your business grow!

Fypon Creates Style With Easy Installation, Low Maintenance

Using wood shutters can be messy and labor intensive. Callbacks can be frustrating when builders and contractors have to replace deteriorating wood shutters due to chipping, cracking, rot or other issues. Take a minute to learn about a better, durable, low maintenance option...to save time and maintenance in the long run.

New and Replacement Shutters

Fypon's polyurethane smooth and woodgrain shutters perfectly complement current popular styles, like an Arts & Crafts home, and even more unique styles like Mediterranean can be enhanced with the stainable or paintable product. Fypon's shutters are the easy installation choice for not only new construction, but also when replacement windows are installed. These can be easily ordered in conjunction with the replacement windows.

Fypon understands that builders want to eliminate any extra installation time and also save money on the job, and its polyurethane shutters can help you conserve your resources and enhance the home's curb appeal. Plus, the polyurethane make-up will eliminate callbacks. Using Fypon's shutters over traditional wood shutters can give a home's exterior a sophisticated look with less hassle.



Enhancing the Style

Fypon's shutter line offers several polyurethane woodgrain styles including Board & Batten, Plank, louvered and panel. Choose from five different Board & Batten styles and four different Plank styles to help polish the look of the home. Board

& Batten features batten styles with joined boards in a variety of shapes. The Plank style shutters feature spaced boards, creating visibility between the shutter boards. With sizes ranging from 12" to 24" in width and 24" to 120" in height, Fypon has a variety of shutter options to fit your project and meet your needs.

Fypon's smooth polyurethane shutters are available in louvered (with and without the center rail) in 12" to 24" width and 36" to 72" in height, and raised panel, double panel style in 16" to 18" in width and 48" to 72" height. These shutters can be painted to bring life to any home.

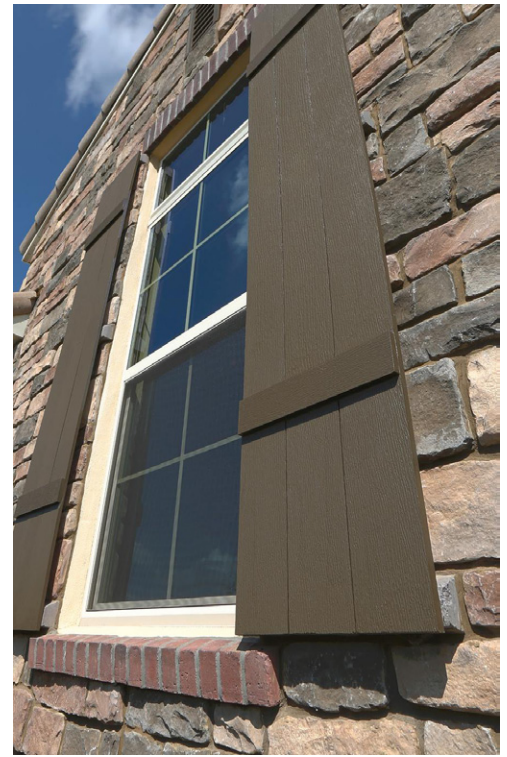
Fypon's accessory line of hinges and clavos for the Board & Batten and Plank shutters offer a design element that add to the look and feel of a home's exterior. The colonial and spear hinges provide added character and increased curb appeal. Clavos, decorative details mimicking iron rivets, give shutters a rustic appearance.

Fypon shutters can be cut and trimmed with standard woodworking tools. All Fypon products come factory-primed and ready for stain or paint. Shutters are sold in pairs and board panels are available for fabrication individually or in contractor packs.

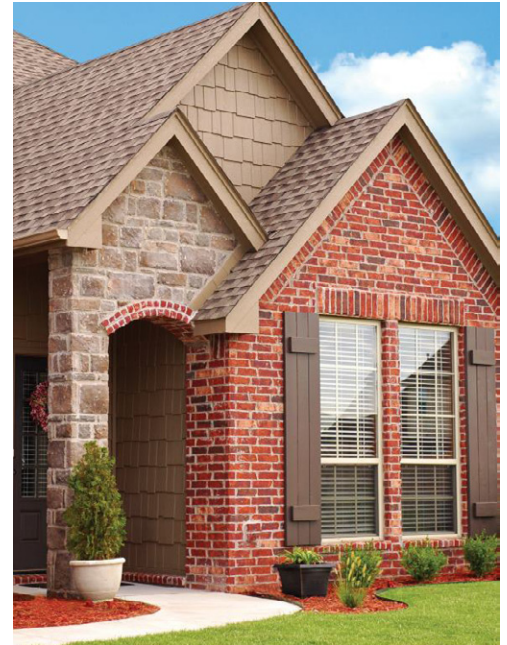
Supporting the Customer

Fypon shutters are quick and easy to install with Fypon's product support and shutters installation video available on Fypon.com. Unfamiliar with Fypon's shutters or other products? Receive the Fypon Advantage of style, performance and service when working with one of the industry's largest product offerings and the best customer service. Fypon provides architects and builders with renderings and marketing support for blueprints and model homes. Fypon customers have access to extensive builder support, including an industry-first quote package program available at CPS@fypon.com.

Contact your Lansing representative for more information on Fypon Shutters and other products, or visit www.fypon.com.



FYPON®



Same Brand, Same Commitment, Same Partner!

In conjunction with the new Lansing Building Products identity and logo, our very own brand of vinyl windows and sliding patio doors is also transitioning to a new, dynamic and contemporary appearance!

This exciting new logo is the only change to the brand, however! The products, marketing, service and delivery you have come to trust over the years is the same! Your series numbers, available styles and options continues to support our brand!

We are transitioning our company in many ways to better service you and your customers. The dynamic identities you will begin seeing associated with the Lansing Building Products logo simply bring cohesion and alignment across our flagship product offerings. These transitions are focused on the years ahead and will always have at their core the values and commitment of your dedicated Lansing associates!



LANSG

WINDOWS & DOORS

Steel Siding Collection Now Available From Ply Gem.



STEEL IS HERE! The Ply Gem Steel Siding Collection comes from a company with over 70 years of proven performance and reliability. Homeowners can feel confident knowing we always go the extra mile. From innovative engineering to trend setting design and industry leading warranties, we're a company you can trust with products you'll love.

Because different types of siding perform differently and offer different benefits it's important to take the time to research your options so you choose the best siding for your project. If you're looking for a siding material that is built to last and withstand storms, steel siding may be a good option for you. According to Home Advisor, steel is perhaps the toughest, most durable siding presently available to homeowners. And when compared to other siding materials, steel rises to the top for many reasons.

Here are five questions and answers about steel siding:

1. How long does steel siding last?

According to House Logic, with proper maintenance steel siding can last up to fifty years. This siding material has the strength of galvanized steel, which makes it incredibly tough and durable, so resist any bumps, dents, and other possible dings.

2. Does steel siding have a good warranty?

The Ply Gem Steel Siding Collection is backed by an industry-leading limited lifetime warranty (50-year hail and 35-year fade). This level of warranty is not typically offered with other siding materials, such as fiber cement siding or engineered wood siding.

3. What colors does steel siding come in?

Steel is available in a variety of bold colors such as darker grays, blues, and greens. The rich hues will add eye-catching charm to any home's curb appeal, without the added maintenance and regular painting that comes with other types of siding.

4. Is steel siding good for green building?

Ply Gem's steel siding is made of up of 50 percent recycled material and is 100 percent recyclable. Because it is predominantly made of recycled material, it has been flagged as a superior green product by environmentally-conscious builders.

5. Will steel siding protect my home from a hail storm?

According to a recent Ply Gem survey conducted by Nielsen, 44 percent of homeowners say they worry more about a storm damaging their home today than they did five years ago. If this describes you, then steel siding could be the perfect fit for your home. Steel siding is thicker and heavier than other types of siding, making it less prone to dents and damage caused by hail and extreme wind.

Want to learn more about what steel siding can do for your home? Visit Ply Gem's website or contact your Lansing representative.



PREMIER PERFORMANCE

Made from high quality galvanized steel for a durable, high-performance product.



FADE, FIRE, AND IMPACT RESISTANT

- Exceptional color retention
- Class A/Class 1 fire rating
- Tough against bumps and dents



IDEAL IN EXTREME WEATHER CONDITIONS

- Protected from harsh weather elements like hail or wind
- Does not absorb water like other cladding options
- Withstands extreme temperature changes



SUSTAINABLE STEEL

- We value the environment and strive to minimize our footprint
- Steel is 100% recyclable
- Made from approximately 50% recycled materials



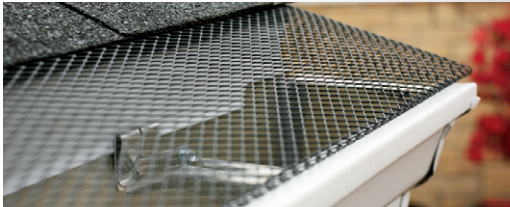
BACKED BY AN INDUSTRY LEADING WARRANTY

- Instills peace of mind
- Limited Lifetime Warranty including 50-year hail and 35-year chalk and fade

Lansing Gutter Protection



K-SCREEN
GUTTER GUARD



K-Screen is a powder-coated, expanded metal gutter screen that inserts under the shingles or snaps into the gutter for a seamless look.

www.k-screen.us



BULLDOG
GUTTER GUARD



Bulldog Gutter Guard is an aluminum insert designed to fit securely into your gutter and handle the heaviest of rainstorms.

www.bulldoggutterguard.com



LEAF SENTRY
GUTTER PROTECTION SYSTEM



Leaf Sentry is an aluminum, nose-forward gutter guard designed to fit securely onto your gutter and handle the heaviest of rainstorms.

www.leafsentry.com

Look To Malco To Cut It On the Job!



Power Through Vinyl Lock Seams & Profiles with Malco's Vinyl-Cutting TurboShear Attachment

A specialized Vinyl-Cutting TurboShear, from Malco, provides an easy scissor action for making fast straight cuts, circles and squares in all popular vinyl siding styles. A knife-like beveled blade edge quickly penetrates vinyl siding to start the cut. The shear's non-slip bite and a 3/8 inch (9.53 mm) jaw opening tackles the lock-seam edge of vinyl siding with ease. And the wide opening jaws, combined with a generous 3/4 inch (19.05 mm) length of cut, makes easy work of cutting through siding profiles. The versatile TSV1 Vinyl-Cutting TurboShear works with the power assistance of a cordless drill or impact driver you already own for maximum portability and convenience anywhere on the job. You can operate this shear with your drill or driver set at high or low speeds for the control you need to follow a precise cut line. A lateral blade gap adjustment capability ensures that optimum cutting performance and maneuverability can be maintained for the life of the blades. The beefy, hardened carbon steel blades, and heavy-duty drive components, offer long service life. Replacement Blades are also available and easily installed on the job.



Get Heavyweight Attitude At Less Than 10 Ounces with Malco's Ultra Lightweight Combination Snips

Go wherever the work is with Ultra Lightweight Combination Snips from Malco Products. This versatile job-site solution offers full size performance and handling in a compact, feather-light package. Two Models are available for tackling Metal-Cutting or Vinyl-Cutting tasks. The Metal-Cutting Model ULC10 makes clean, easy straight cuts, circles or squares in 26-Gauge Galvanized or Mild Steel as well as non-ferrous materials like Aluminum Pipe and Coil. The Model ULV10 Vinyl Snips features an extremely sharp Knife-Like Beveled Upper Blade for easy starting and cutting in Thick Vinyl or Hard Vinyl Seams as well as other pliable, non-ferrous materials including: Aluminum Coil Stock, House Wrap, Roofing Felt, Ice and Water Shield, Roofing Membrane, Dense Rubber Padding, and more. Both models feature a strong, feather-light 10-inch polymer frame. Total snip weight is less than 10 ounces. Comfortable, full size, protective handle loops are easy to grasp and leverage. And big 3-inch inset blades ensure an efficient, controlled cut. The long-life, carbon steel blades are also replaceable and easily installed on the job. Fully threaded brass inserts, thermally anchored in the blade recesses of the polymer frame, ensure holding power and thread integrity for worry-free blade changes and long service life.



Contact your Lansing representative for your local selection of Malco products.