

LANSG BUILDING PRODUCTS SHOP TALK



WWW.LANSINGBP.COM

SPRING 2022

LANSG BUILDING PRODUCTS MEMO FROM HUNTER PRESIDENT



Spring is here!

As the days grow longer and the weather gets warmer, many find themselves wanting to improve their home.

In this edition of Shop Talk, you will find numerous products to help homeowners as they prepare for spring and summer.

At Lansing, our focus is on our customers. We strive to provide a best-in-class experience and partner with you to help your business grow. We understand that your success helps build our success.

Please contact your local sales rep or branch today to see how we can be of service to you.

Hunter



Now is a Great Time to Utilize LANSG DELIVERY APP



- A **Safe** and **Contact-Free** Process
- Delivered Materials **Without a Signature Required**
- **Photo Verification** of your Delivered Goods
- **Real-time** Notifications of Your Order
- A **High Level of Service** for Your Business



LANSG
BUILDING PRODUCTS

DOWNLOAD THE APP TODAY AND GET
FASTER, SMARTER ORDER TRACKING!

Look for LansingBP in the
Apple Store or Google Play.



IN-HOME FINANCING MADE EASY

Lansing Green can help you:

INCREASE YOUR SALES • GROW YOUR BUSINESS

By offering a financing options to prospective customers, you can:

- Close more sales
- Do larger projects
- Reduce job cancellations
- Improve customer satisfaction
- Know your customer has a way to pay for the project



LANSG
GREEN FINANCING

Contact your Lansing sales representative for more information.



LANSG
MARKETING SERVICES

**ELEVATE YOUR VISIBILITY.
GROW YOUR BUSINESS.**

**Lansing Marketing
Services Include:**
Company Branding
Proximity Marketing
Printed Literature
Signage • Apparel
Giveaways

**Website & Social Media
Consultation & More!**

Lansing Marketing Services are dedicated to helping your business grow and to saving you time and money.

For more information contact your Lansing representative or email us at customer.marketing@lansingbp.com



GPI is excited to introduce a new heavy-duty hanger, the Boss J2, to our full line up of gutter hanger options. We believe the Boss J2's twin reinforced rails make it the strongest gutter hanger in the market today. The Boss J2 is targeted specifically at contractors who want to separate themselves from their competition by offering a higher level of quality and performance in the products they choose.



HERE ARE A FEW OF THE FEATURE BENEFITS OF THE BOSS J2

- Available in 5" or 6" with or without clip in 100, 250 & 500 count boxes
- Made in America using heavy duty .060 recycled aluminum
- All corners have been rounded to avoid pokes and scratches to gutters and applicators
- High profile strengthening rails as well as gussets on all 90 degree bends hold up to the heaviest snow and ice loads.
- Wide footprint at both the front and back of the gutter increase the surface area and the holding power as well as eliminating dimples to the front and top lip of the gutter.
- Open channel with roof strap retainers eliminates areas for dirt and water to accumulate while allowing up to two roof straps to be installed.

As with all GPI products, free samples and sales literature are available to you at any time. Contact your local Lansing Building Products location or call our corporate number at 402.289.2700 to speak to the GPI sales representative in your area.

Set yourself and your company apart by offering the best, The Boss J2 Gutter Hanger



bulldoggutterguard.com | leafsentry.com | k-screen.us

If you have additional questions, you can contact our factory technical support team at 1-877-281-2700.

10 Key Differences

What makes **Harvey Windows** better than the rest?



1. Thick extrusion walls less likely to flex, twist and warp

2. Extra weatherstripping and compression seal technology to achieve industry-leading .01 cfm air infiltration rating

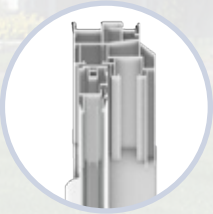
3. Fusion welded corners to prevent air from passing through and boosting structural support

4. Save time and money with easy-to-use interior trim kits and factory applied exterior casing



5. Integrated extension jamb receiver pocket for clean transitions

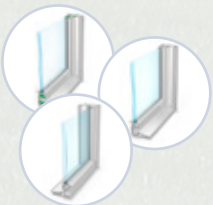
6. One-piece smooth sloped sill with no ridges that collect dirt



7. Premier block and tackle balance system with full balance covers, which provide a clean interior finish

8. Durable die cast metal locks

9. Common jamb single vertical mullion solution to maximize glass exposure



10. Certified on-site testing lab, full-service paint department, in-house IGU department reducing bottlenecks and improving lead times



HARVEY
WINDOWS + DOORS



LANSING
BUILDING PRODUCTS

Leaf Relief DuoPro: One More Layer Can Make a World of Difference!

DUAL-LAYER GUTTER GUARDS REALLY DO OUTPERFORM THE SINGLE-LAYER TYPE

There are more than 200 different gutter guards on the North American market alone, and that's not counting the hundreds of registered patents for rainwater management systems.

Inventors and manufacturers have gone to great lengths to turn out the best possible gutter guards at reasonable prices, but homeowners remain unimpressed. Understandably so, since their gutters keep on clogging—often, it's the gutter guard itself that clogs up.

Enter PlyGem. Based on customer feedback, the company decided it was time to get to the heart of the problem. The result—the Leaf Relief DuoPro Microfiltration Continuous Hanger — is a marvel of ingenuity.

WHAT FINE FILTERING CAN AND CAN'T DO

How do you keep a rain gutter from clogging? Turns out it's not that easy.



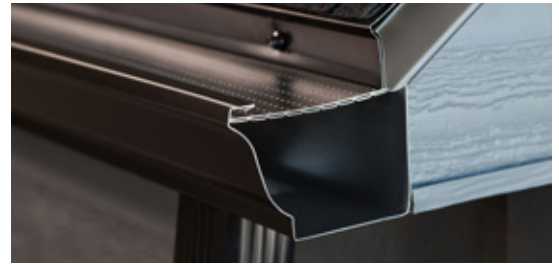
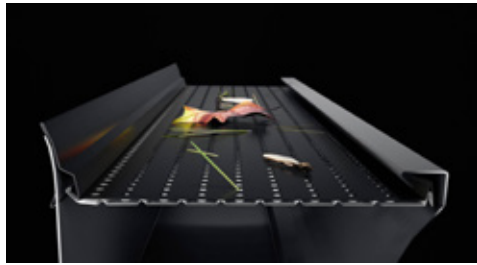
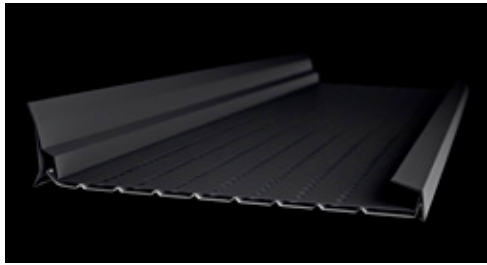
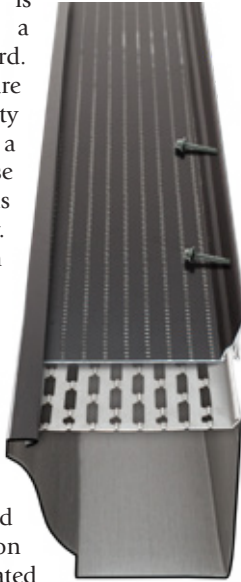
You might think a fine mesh or screen would do it. It sounds plausible. Indeed, many gutter guards use membranes that resemble bug screens, with holes no bigger than 1/16" across. And as it turns out, mesh gutter guards have a solid record of preventing debris as small as pine needles and shingle grit from blocking up rain gutters.

But sooner or later sticky substances build up—things like mud, pollen, roofing tar, and sap—and get stuck in the gaps in the mesh. They harden like glue, and neither wind, nor rain, nor vigorous and tiresome scrubbing can break them down. So at the end of the day, fine-filter leaf and needle screens haven't solved the clogged gutter guards problem.

DOUBLING DOWN TO BLOCK FINE DEBRIS

Perforated aluminum is another solution with a decades-long track record. Single-layer systems are popular for their durability and because they offer a reasonable compromise between blocking debris and absorbing rainwater. And since their smooth surface makes buildup easier to remove, there's less scrubbing and scraping to be done up on the tippy end of a ladder.

For PlyGem's experts it was a no-brainer. Forget fine filtration and base DuoPro's design on the properties of perforated aluminum.



Stay Connected with LansingNOW

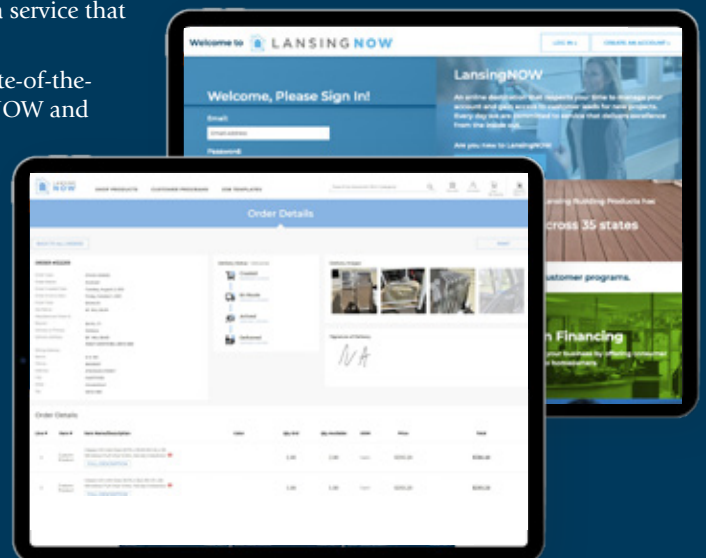
Opting into Notifications on LansingNOW keeps Lansing customers in the know.

Notifications have become a technology-driven convenience that many of us enjoy when we make a purchase. It's satisfying to receive an email or text alerting us to a home delivery or perhaps a take-out order that's on its way. It's reassuring – it's a service that builds trust.

That's why Lansing Building Products has made it a priority to build a state-of-the-art Notifications system in LansingNOW. By registering, free, on LansingNOW and opting to receive notifications, Lansing customers benefit from being connected to their orders in real-time via text or email (or both)! Customers who opt-in will receive:

- Order and return acknowledgments
- Order ready notifications for custom, special orders received (windows, doors)
- Delivery Status updates, including confirmations with photos from your job site

In addition to notifications on LansingNOW, you can view current and past orders in Order History, view and pay invoices online via Billtrust, and learn about Customer Programs like Lansing Green, SAVR and Lansing Marketing Services. Visit LansingNOW.com to customize your notifications today!



Four Great Reasons to Replace Existing Skylights When You Replace a Roof



1 Save Money and Time

During a skylight replacement, a roofer removes the shingles around the skylight to re-flash and seal the window to the roof deck or curb. Therefore, the most ideal, cost-efficient time to replace a skylight is when you re-roof and are removing all the old shingles to lay down new ones anyway.

2 Coincide Warranties

VELUX is the only skylight company to implement three layers of protection to give you peace of mind against leaks. Our industry-first No Leak Warranty* covers your skylight and its installation against leaks for 10 years. If you replace when you re-roof, you can coincide your skylight warranty with your roof warranty for better overall protection.



**Velux flashing required. Visit thenoleakskylight.com for more information.*

- 1 The pre-attached deck seal on all deck mounted skylights for leak-proof installation.
- 2 Adhesive underlayment for secondary water protection.
- 3 Engineered flashing for primary water protection.

3 Improved Energy Efficiency

VELUX continually develops and tests our skylights to ensure we maintain our high standard of design. We offer Clean, Quiet, & Safe Glass (with advanced LoE coating) that provides the best balance of daylight and heat control, improving the energy efficiency of your window.



4 Federal Tax Credit

When you Go Solar, you can save big! Go Solar with VELUX by opting for our solar-powered skylights or shades and your entire project – product and installation – becomes eligible for a federal solar tax credit. Save big on both your home's energy efficiency and in your pocket with VELUX solar-powered daylighting products.

