



THE PROFESSIONAL WAY

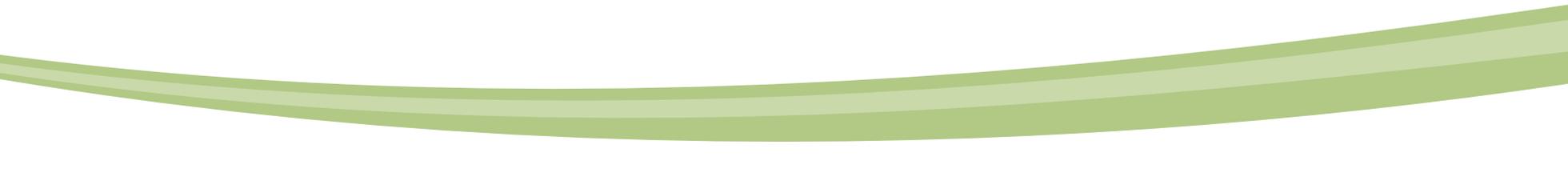
The Story of ProVia's Past, Present & Future



The name ProVia can be translated ***The Professional Way***.

The Professional Way means ProVia is held to a higher standard of integrity, accountability and quality. ProVia is a faith-based company with an intense focus on producing ***Professional-Class Products***, and conducting business ***The Professional Way***.

ProVia is a family-owned company with four facilities in Ohio and one facility in Mississippi. ProVia manufactures Professional-Class door, window, siding and stone products. This book tells the history, or in other words, ***the way*** of ProVia.





How Does **One** build a Company Like ProVia? The Answer: **One** Doesn't...

Monumental achievements are most often reached through a great deal of hard work and the dedication of a team. Achievements at ProVia are no different. Our team has always welcomed opportunities to prove that we meet the highest standards in quality, service and customer satisfaction. We have never been a company that is satisfied to merely meet standards and expectations; rather we strive to exceed them, thus setting a higher standard for all. We desire this philosophy to be evident throughout our organization, and truly communicate our core beliefs of serving others and being Christ-like in our daily actions.

As you read our story, I want you to take note of certain ingredients that have shaped us into what we are today. The main ingredient is that we are a **faith-based organization**. What this means is that our faith in Jesus Christ guides us to realize what values are imperative for success, and it is those values that will guide us into the future. **Vision** is another crucial ingredient. The wise man of old said "Without vision the people perish,"

and the same is true for companies today. Here is what I believe vision does for an organization.

First, vision causes us to **choose** our goals and values based on truth and absolutes. It shows us the way, or the path. We have chosen our destination and must now walk the path, rather than choosing the path and accepting the destination. The destination is future-focused in what we can do and become as we work toward that goal.

Secondly, vision causes us to **create**. Vision creates confidence, ideas and strategies. This is reflected in our products and service. It creates ideas that are sound and progressive, and strategies that work for our customers, our employees and the company. It creates momentum to climb the mountains ahead.

Thirdly, vision brings **change**. Improvement cannot happen without change. Not change for the sake of change, but change that improves products, services and even lives. The market is not the same today as it was when we founded

the company. We must constantly be aware of this in order to stay competitive and relevant. That means change. Yes, even the ProVia team needs change from time to time; hopefully we have become better people, never being satisfied with the status quo. I trust we have also become better people, family members and citizens by being part of the ProVia team.



...but **Many** Can.

Fourthly, vision brings **commitment**. We have committed to doing what is right, because it's the right thing to do. Sometimes the cost is higher than we like, but right is still right. Integrity and honesty are keys to doing the right things. People want to do business with those they know will treat them fairly and justly. We are committed to doing the right thing for God, the customer, the employee, the community and yes, the company.

Early on, we determined that we were going to be a company that was built on **trust** by keeping our word and commitments. Customers received what they bargained for and our driving force became "to give what we have agreed to, and more; but never less."

I am excited because I believe we have the right values, employees and leadership in place, creating a solid foundation upon which to build the future.

Bill Mullet
Founder & CEO, ProVia



Where Old-World **Craftsmanship**...

ProVia's roots are in Sugarcreek, Ohio; an area known for quality and craftsmanship. Their people love to find innovative ways for integrating state-of-the-art technologies into manufacturing processes. However, technology is

never intended to replace quality and craftsmanship – only to enhance it. Whether producing doors, windows, siding or stone, each ProVia team member takes pride in making the best products available, and backing them with a



DOORS

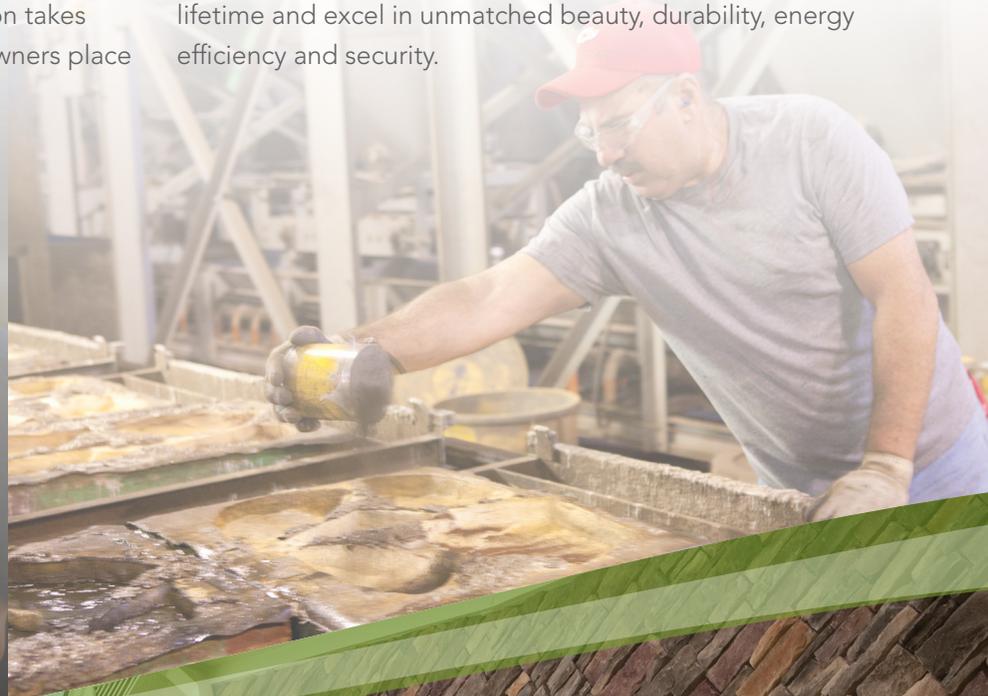
WINDOWS



...Creates Products with **Timeless** Appeal.

Lifetime Limited Warranty as a commitment that they stand behind their workmanship. At ProVia, each person takes seriously the trust that professionals and homeowners place

in them to manufacture building products that will last a lifetime and excel in unmatched beauty, durability, energy efficiency and security.



SIDING



STONE

The Beginning

It seems that almost every company begins humbly, and ProVia is no different. While ProVia has enjoyed over 36 years of growth and prosperity, they are committed to staying true to the values, convictions and work ethic that were present at the

beginning, while maintaining a relentless pursuit of continuous improvement and growth. The following pages tell ProVia's story from the beginning through 2013.

1977

Bill Mullet and his brother Andrew bought a local producer and retailer of aluminum storm doors and windows in Walnut Creek, Ohio named Hochstetler Door & Window. They moved the business a few miles away to a rented city garage in Sugarcreek, Ohio.



1982

Bill Mullet went through two other partners before becoming sole owner and changing the name to Precision Door & Glass, Inc.

1980

Andrew Mullet moved to Texas and sold his share of the business.

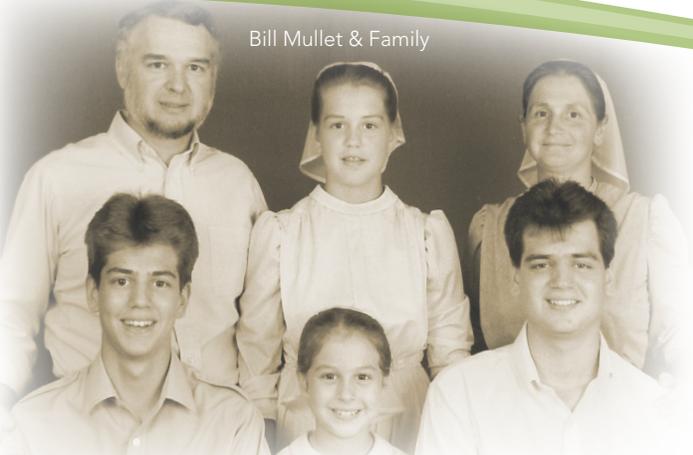
PRECISION



1978

To increase business Bill and Andrew brought in a line of steel entry doors.

Bill Mullet & Family



"Give what we have agreed to,
and more; but never less."

Early on, we determined that we were going to be a company that was built on trust by keeping our word and commitments. Customers received what they bargained for and our driving force became "to give what we have agreed to, and more; but never less."

-Bill Mullet



1984

Hired their first salesman.



"When I began working as Precision's first salesman, we had a great product and a great opportunity, but we had no marketing materials. Bill and I worked together to make our first door brochures (pictured above). Bill literally cut and pasted pictures of doors and graphics onto the pages, and I took those pages and made copies on an old black and white copier. Our marketing philosophy from that time until now has always been the same, and that is to take a complex product offering and make it as simple as possible for our customers."

-Willis Schlabach
V.P. of Business Development

"Our marketing philosophy has always been the same and that is to take a complex product offering and make it as simple as possible."

1983

Precision's door supplier went out of business and gave Precision the contacts for some of their larger customers, one of which was Sears.



1986

Sold their storm door and window business to totally concentrate on building the entry door business.

Began doing business as Precision Entry.



Traditionally better doors.

1992

Introduced fiberglass entry doors.



1985

Bought their first delivery truck. The truck driver worked in the plant part-time and made deliveries part-time.

1995

Precision Entry Purchases Assets of Sugarcreek Window & Door

Sugarcreek Window & Door is now known as the ProVia Sugarcreek Facility. At the ProVia Sugarcreek Facility the highest quality aluminum storm doors and storm windows, vinyl windows and patio doors, and wood+vinyl windows and patio doors are produced each day.





1976 Alisco Anaconda

**Team Up
WITH
ALSCO**



"I've been with ProVia since 1968 when we were called AlSCO, and I've worked in Customer Service since 1992. I've seen a lot of changes over the years, but for me, it's always been about serving our customers by helping them in whatever way I can."

*-Esta Winkler
Customer Service
Team Leader*

"Over the years... it's always been about serving our customers."

The History of Sugarcreek Window & Door

1940

In 1940, Harry Sugar of Akron, Ohio borrowed \$300 and started manufacturing redwood storm windows and five years later incorporated as AlSCO.

1965

In the early 1960's, AlSCO closed plants in Detroit, Michigan; Kent, Ohio and Clifton, New Jersey due to cost cutting initiatives. Then, in 1965, a St. Louis businessman, Andrew Stone, bought the majority shares and became president of AlSCO.

1978-1982

The Sugarcreek plant built a 45,000 square foot addition in 1978 to house a new electrostatic paint line, and a 5,500 square foot office expansion in 1980. Then, in 1982, AlSCO and Anaconda merged to form ARCO Metals Company.

1986-1995

The company went through various manager and financial experts, endeavoring to make the company profitable; however, in May of 1995, Sugarcreek Window & Door, Inc. declared bankruptcy.

1957

The late 1950's were the height of Harry Sugar's career. In 1957, he received the Horatio Alger Award of Distinguished Americans for becoming the world's largest manufacturer of all-aluminum windows and doors. He built an international multimillion-dollar business with plants in the United States, Canada and Italy.

1968-1977

In 1968, Harvard Industries of Lebanon, New Jersey bought AlSCO. In 1970, Anaconda Aluminum Company purchased AlSCO and the name was then changed to AlSCO Anaconda. In 1977, Atlantic Richfield of Los Angeles, California purchased Anaconda.

1985

A New Jersey businessman with NJ Life, Paul Cory, bought the Sugarcreek plant from ARCO Metals and changed the name to Sugarcreek Window & Door, Inc.

1995

Precision Entry purchased Sugarcreek Window & Door and renamed the company Sugarcreek Industries.



**Sugarcreek
Industries, INC.**

— A Tradition of Excellence —



1995

Began using tractor-trailers with air-ride suspension systems to deliver products. **Combined Precision & Sugarcreek products on the same trucks.**

1996

Employing 7 salesmen and delivering in 23 states, September was the **first \$1,000,000 sales month** for the company.

1997

Formed Precision's Engineering department to develop their own door components, to research new materials and methods and to assist in plant and production layout.



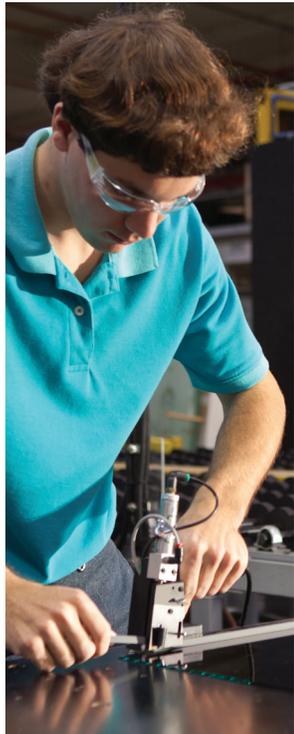
1998

Added woodgrain textured steel doors to product line. Woodgrain textured steel doors are hand-stained, and combine the strength of steel with the beauty of wood.





Liseac Automated Glass Insulating Line at Baltic Facility



2002

Precision bought an automated glass insulating line and formed Monarch I.G., Inc. (in Cambridge, OH) to supply insulating glass to Precision & Sugarcreek.

Monarch IG
Creating comfort through technology.

In 2003, Monarch I.G. moved to Baltic, Ohio. The Baltic facility currently produces all of the company's insulated glass, Inspirations™ Art Glass and assembles a growing variety of decorative glass.



2006

Sugarcreek Industries introduced Spectrum™ Storm Doors. Spectrum storm doors feature an exclusive top and bottom InVent™ retractable screen that are stored inside the frame.

SPECTRUM
STORM DOORS





"Partnering with ENERGY STAR® is an important step in protecting the planet God has entrusted to us."

INSPIRATIONS™
art glass ■■■

2006

Precision Entry Named ENERGY STAR® Partner of the Year

"Manufacturing products that earn the ENERGY STAR rating is good for our customers and for the environment. We are able to create the superior products our customers expect while helping reduce carbon emissions. That's good business and good stewardship. Our long standing partnership with ENERGY STAR shows our organization's commitment to energy efficiency. We understand that partnering with ENERGY STAR is an important step in protecting the planet God has entrusted to us."

-Bill Mullet

The Sammy the Star mascot and elementary school education are a couple of the ways energy efficiency and environmental stewardship are promoted.



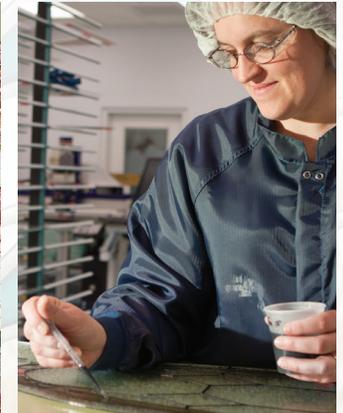
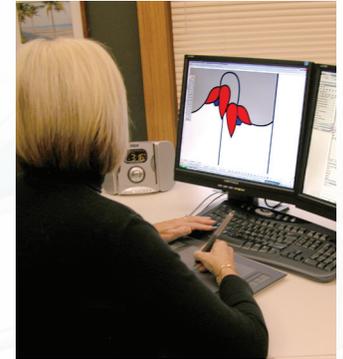
Launched in 2012

Precision Entry was named the 2006 ENERGY STAR Partner of the Year in the door manufacturing category. The annual ENERGY STAR Partner of the Year awards are given to a select group of organizations that have made outstanding contributions to protecting the environment through energy efficiency. To this day, the company remains committed to increasing recycling, preventing pollution and ensuring that most entry systems are ENERGY STAR qualified. The company is also involved in educating consumers and the community about ENERGY STAR and energy efficiency. ENERGY STAR education involves going into local elementary schools and teaching about natural resources and environmental responsibility. The Sammy the Star mascot also makes public appearances to promote ENERGY STAR to children.

To date, the company has been awarded the prestigious ENERGY STAR Partner of the Year award 4 times, and the Sustained Excellence award 3 times.

2007

Inspirations™ Art Glass is introduced and made available on entry doors, storm doors, patio doors and windows. Inspirations is a ProVia exclusive. All styles originated from the imagination of ProVia's in-house designers.





On October 12, 2007 all employees gathered for a corporate off-site event to announce and celebrate the new name, ProVia Door.



2009

Signet Fiberglass doors were introduced in 2009. Signet Fiberglass doors are available in Cherry, Mahogany, Oak and Fir Series. Structurally, the Signet door is far superior to traditional fiberglass doors, with robust hardwood stiles and rails dovetailed at each corner.



Traditionally better doors.



2007

Precision Entry, Sugar Creek Industries and Monarch IG were officially united under the new corporate name, ProVia Door.

The ProVia name represents the company's creation of a new category of products; professional-class doors. Professional-class doors take the standards established in the production of consumer-grade doors to the next level of product integrity and customization. The new logo, which translates as "The Professional Way," also embodies the organization's desire to continually move on an upward path in the areas of corporate ethics and faith-based practices.

"The new name will more accurately communicate to consumers the long-standing commitment to producing the professional-class doors and windows our company has maintained for 30 years," said Bill Mullet as the announcement was made.

2008

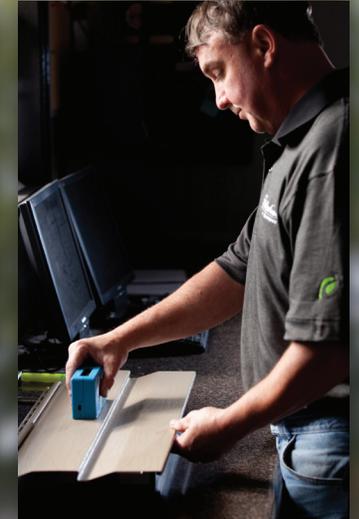
The first version of ProVia Studio was launched. The ProVia Studio Ultimate software uses digital technology to apply actual images of home improvement products to a customer's home, helping them visualize the finished project.



2009

ProVia Door Purchases Heartland Building Products

Heartland Building Products is now known as Heartland™ Siding by ProVia. Heartland Siding's vision is to be the exterior cladding industry leader in products and service. Heartland provides a better alternative to consumer-grade exterior cladding with their #1 Recommended* CedarMAX, and their #1 Siding Best Buy* HeartTech.



* #1 Ratings based on a leading consumer-focused publication



1985 Heartland employees. Presently, 8 of these employees are still with the company.



1989 aerial view of the Heartland manufacturing facility.



The History of Heartland Building Products

1981

Randy Heath, the owner of H&W Building Products and several other PVC pipe-producing operations, converted one of his Booneville, Mississippi PVC pipe extruders to begin extruding siding. This original mono-extruding operation could produce 1,200 square feet of vinyl siding an hour - enough for about half of a modest-sized home.

1989

An even larger Canadian company, Jannock Ltd. acquired Redpath. At that time, Heartland was producing 72,500,000 square feet of vinyl siding per year. With 5 salesmen, and a workforce of 140, Heartland was the eighth largest producer of vinyl siding in the world.

1996

Heartland becomes fourth largest vinyl siding producer in the world. Product was being stocked in 290 distribution locations in the U.S. and was being exported to China, Russia and Poland. The sales force numbered 23, and the Booneville workforce expanded to 278 local employees.

2009

Jancor Companies, Inc. went out of business as per its Chapter 7 liquidation filing under bankruptcy. At that time, Heartland Building Products was profitable, but due to poor performance by Jancor's other companies, Heartland took a hit as well, shutting down production and closing their doors for nearly 3 months.

1987

By 1987 the upstart H&W operation in Booneville was producing \$36 million in sales annually and had grown from the one, simple mono-extrusion line into 13 state-of-the-art vinyl siding production lines. The Booneville facility had 50 employees.

During that year, Redpath Industries of Canada, paid Mr. Heath \$33.3 million for his siding operation. The name changed to Heartland Building Products and the unique heart-shaped weep-hole, Heartland's "signature of quality and pride" was implemented.



1994

Heartland added a modern, fully automated and computerized \$2 million blending and material handling facility (a four-story tower) which enabled even faster and more efficient control and delivery of raw materials to the production lines.

1999

Jancor Companies, Inc. purchased the U.S. Vinyl operations of Jannock Ltd. Jancor also owned vinyl window companies, as well as vinyl fencing, decking and railing companies.

2009

ProVia Door purchases Heartland Building Products and renamed the company Heartland Siding.



2011 ProVia Door Purchases Heritage Stone

Heritage Stone by ProVia is located in Zanesville, Ohio and is committed to crafting the highest quality manufactured stone. Craftsmen create stone surfaces that feature deep shadow lines, rich colors and a Lifetime Limited Warranty.

HERITAGE
STONE[®]
by ProVia

2225 Grief Rd.



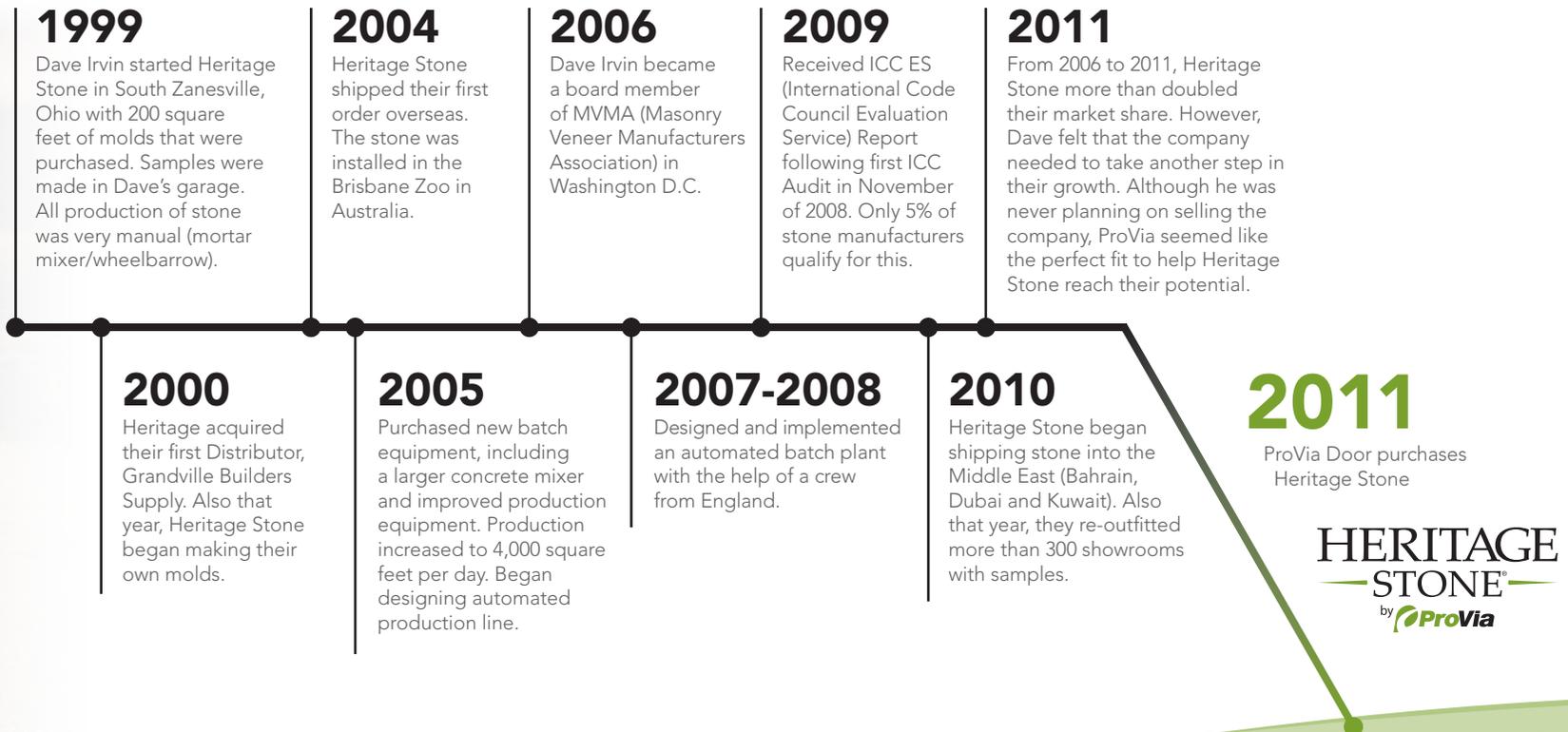


Dave Irvin founded Heritage Stone in 1999.



"With ProVia's resources and organizational structure supporting Heritage Stone, it will create new opportunities for growth."

The History of Heritage Stone



2010 **AERIS** COLLECTION

The Aeris™ Collection was introduced. The Aeris Collection is an exclusive ProVia collection of next generation real wood interior windows and patio doors, as well as traditional vinyl windows and patio doors.



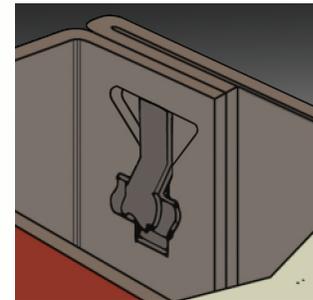
2011

In the August issue of a leading consumer-focused publication, ProVia's **Legacy™ 20-gauge steel entry door series was recognized as a "Best Buy"** in the premium steel door category. In the same issue, ProVia's **Superview™ storm door series was recognized as a "Best Buy"** in the midrange storm door category.



2012

In 2012, ProVia received patents for **tab-and-slot and top and bottom channels on steel doors**. These features give their steel doors exceptional strength and durability.



ProVia has also previously received numerous other patents for their entry door systems including the option to customize your entry door by ordering a different series, style and finish on each side of your door.





2013 ProVia Values

ProVia took a big step in setting their course for the future. They outlined the principles that had determined their direction and successes, and organized them into a written declaration that will be used to educate and focus all employees toward the same mission and goals moving forward.

ProVia's **Purpose** defines their reason for existence.
To let our light shine before others, so that they may see our good works and give glory to our Father who is in heaven (adapted from Matthew 5:16)

ProVia's **Vision** sets their aim for their ultimate future goal.
To be the premier building products manufacturer, providing unmatched quality and service

ProVia's **Mission** describes how that goal will be reached.
To serve, by caring for details in ways others won't

ProVia's **Values** outline the attributes that must be present in ProVia's employees in order to accomplish their Mission.
Integrity · Servant Leadership · Quality · Employee Customer · Honor · Teamwork · Honesty · Compassion · Continuous Improvement · Generosity · Knowledge · Accountability · Recover Together · Future Focus · Self-Aware · Ambition · Ingenuity · Sustainability

Moving Forward

ProVia is about more than manufacturing premier building products. It's about people's stories and how they have come together under the unifying mission, "To serve, by caring for details in ways others won't." In this historical timeline, you've seen a mere glimpse of some of the amazing stories that have been written over the past decades – stories that are not only written on these pages, but are etched onto countless lives and families.

The Mullet family has built ProVia upon principles that are timeless. These values have been instilled into our team members along with a relentless discomfort with the status quo. This offers great assurance that the team which has built such a dynamic organization will successfully carry it into the future. We are committed to continually enhancing people's lives through the work we do and the products we make. This will define ProVia's future as it has our past.

Brian Miller
President, ProVia





www.proviaproducts.com



empathy
accountability
honesty
honor
continuous improvement
self-aware
generosity
recover together
future focus
knowledge

BRIAN MILLER
PRESIDENT - PROVIA



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