

B&B Bulletin

September-October 2010

50th Anniversary

We are proud to announce that this year is our fiftieth anniversary. Robert Adelson and Albert Grill incorporated B&B Wood Products in 1960. They rented a small warehouse and office on Center Ridge road on the west side of Cleveland. A few years later B&B purchased Arrow Sash & Door and moved into their building on Richmond Road in Bedford Heights. Albert Grill retired and the west side location was closed in 1983. Robert Adelson retired and past away in 2004. In our short history we have witnessed many ups and downs in the economy, including established customers going out of business, new customers entering the market place and a great deal of product innovation. Throughout these fifty years we have stayed true to our philosophy of providing our customers with a highly trained sales force and with high quality products at fair prices. None of this could have occurred without the loyalty of our customers. Thank you.

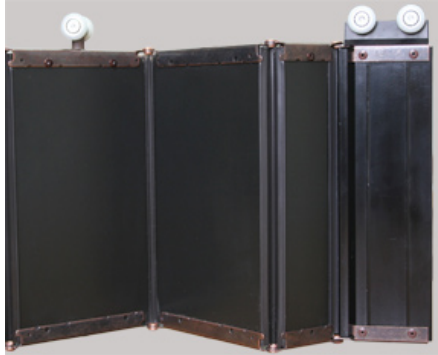
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WOODFOLD



Black is sleek, black is stylish, black is no longer just painted at Woodfold! They now have black melamine panels available for Series 240 (only) doors and partitions as a custom choice.

Previously black was a custom paint option and although the results were good, they were not as good as this laminated product. Available in your choice of panel connector (two most common pictured, brown and black) and lead post - top and bottom hardware will be bronze as default or you can specify clear (no black available). Pricing is the same as stock vinyl-lam materials.

Schlage Link Reduction

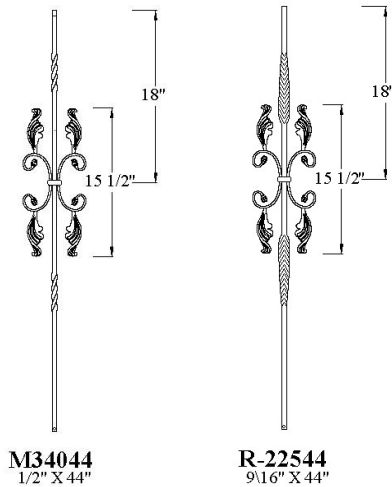
- New Subscribers: Schlage Link is a secure, web-based system that allows you to monitor and control your Z-Wave-enabled door locks.
- New monthly subscription = \$8.99 (was \$12.99)
 - New yearly subscription = \$99.00 (Customers who sign up for 1 year of service receive a 1 month savings. Same deal as today)
 - All new customers will receive an automatic 2 month complimentary trial period when they activate their account



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Catalog Updates

StairTrends: Page 41 has the wrong picture for the M34044. See below for correct images



Catalog Updates

Fypon: Price guide - MLD456-16 should show a list price of \$107.27. Currently it is priced the same as the 12' length. Please update your price book as the factory will not honor the lower price.

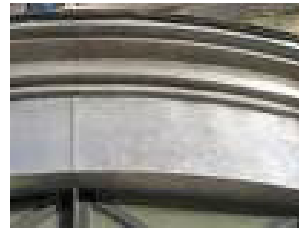
StairTrends: Box Newels - Box newels that show 2 caps included are for the following species only: Poplar, Red Oak, Maple, & Cherry. All other species you will receive one cap. Please specify if that cap is Peak or Flat.

White River: Elaboration and Volume V are available August for download via the iTunes App Store for iPad, iPhone & iPod. The catalogs provide interactive page flipping where pages follow your fingers and a 10x zoom feature to view the intricate details of White River products

HBG: Please note that HBG's catalog states that Perma-Cast dimensions can vary by 1/4". Some of the round columns (like the 6x4) with no parallel dimension may have loose fitting bases. HBG does not consider this a defect.

From our Quoting Department

Lead Coated Copper



Fifty years of quoting and yet a week does not pass in which we are asked to quote a product that is new to us. Recently we were asked to quote a cupola with a lead-coated copper roof. The word "lead" immediately raised concerns amongst our quoting department. Here is what we found out:

Lead-coated copper is the copper industry's response for a strong, durable, easy-to-install gray metal finish on a copper substrate. The material has been available since the early 1900s. Lead-coated copper does not extend the life of copper. Its purpose is to provide an alternative color to architectural copper applications. In addition, lead-coated copper runoff fulfills the objective of providing a metal whose runoff staining is compatible with light-colored materials such as masonry, limestone, stucco and light painted woodwork. Further research has raised some concerns from the environmentalists. The roofing industry seems to assert that lead forms an insoluble patina that is impervious to rainwater.

The environmental movement notes that Museum conservators use weak solutions of hydrochloric acid to clean lead oxide from artifacts. They state that the use of lead coated copper roofing in areas subject to acidic precipitation may not be a good idea.

Some detractors are less concerned with how much lead washes from a roof to a groundwater aquifer or a surface water body than with how much lead accumulates in the soil along the building drip line and at the base of the downspout. Furthermore they are concerned that lead washed from a roof system during low intensity rainfalls will most likely accumulate in the soils near the drip line and downspouts. They postulate that over time the lead concentration in these areas can easily build up to toxic levels.

Lead in outdoor soils has been proven to be a source of indoor lead dust.

As to the hazards to installers, they suggest consulting the OSHA website for the latest regulatory requirements on handling lead based products.



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