Are you ready for an economic recovery? The current economic situation has been a long, hard ride for everyone. I spend each and every day watching for some glimmer of hope that the worst has passed and better times are on the horizon. As I write this article, 12% of the new year has already flown by and, before we know it, we will be working on our forecasts for 2011. Sorry if that hurts!

I am happy to report that there are some positive 'vibes' out there for Duro Dyne and our customers to improve this year and set us up for a great 2011! While we waited for business to pick up, the Duro Dyne team was working extremely hard developing and introducing new products that will give us all growth in this sluggish economy. Although January started out slow, I am thrilled to report we put our plan into action and were able to exhibit great new products at the 2010 AHR show in Orlando.

In our spectacular, newly-designed booth at the AHR show, we demonstrated many new and existing products: Cable Operated Damper; Zip Clip “U” Channel hanging system; Quick snap Access Door; Remote Control Damper; New Gold Seal Pin (designed specifically for fastening foam insulation) as well as our full range of Dyn-O-Mate sheet metal accessoires. These products will keep us ahead of the predicted slow recovery later this year.

When prioritizing projects, it was important to pick those products that would take existing work, as limited as that may be, and make it quicker and more cost efficient. The Zip Clip falls into that category. This product allows for the elimination of threaded rod, nuts and washers in hanging “U” Channel or strut. Additionally, it saves the installer more than 50% of assembly time.

We then chose a product that would open up existing markets in which we were not yet involved, nor were many of our distributors. The Cable Operated Damper is a balancing damper, which comes in both round and rectangular construction. It allows the Balancing Technician to have easy access to the control by having the cable actuator accessible through the diffuser. The technician sets the damper and then tucks the cable away inside the diffuser.

The next strategy was to find a product that would target the needs of yet another market: building maintenance. The Remote Control Damper is easily used to supplement an existing system to help the ‘always cold, always hot’ occupant. An office setting is where this product will be primarily used. When a person in an already balanced line feels a cold draft, he or she can pick up the remote control and close the damper to any degree. In the winter when he or she is too cold, the remote can open the damper to get more air flow. The Remote Control Damper is simple to install and is an easy sell as long as we talk to the right audience.

Recently, a new type of insulation material has been introduced for lining duct work. This material is made of foam rubber instead of the traditional fiberglass. When lining the sheet metal, the foam should not be compressed when fastened. Existing weld pins would not fulfill this requirement, so we developed a weld pin that was the proper length pin and also utilizes our parented Gold Seal coating. This coating will cause the washer to adhere to the foam and seal the hole, reducing the potential for transfer of condensation.

These product breakthroughs, along with the others we featured at the AHR show, address today’s slow construction market and offer all of us opportunities for growth. We need to make a concerted effort in pushing these items which will help make 2010 palatable and set us up for a great year in 2011. Together, Duro Dyne and its distributors can continue to provide the best products for our customers.
Duro Dyne Celebrates Our Long-Time Employees

Employee longevity has always been a norm at Duro Dyne and so in December of 2009 President Randy Hinden presented eight 25-year clocks and seven 10-year watches to the following:

Clocks to Tina Scheuer, Karen Yu, Jerry Kabler, Isabel Matos, Maria Rodriguez, Kevin Greenman, Ana Tavares, Lourdes Viles.

Watches to Kathryn Hyatt, Candelario Arzuaga, Benancia Adames, Ronald Sampson (MidWest), Carmen Crespo, Cristobal Guzman, Giovanna Loguici.

(Not all recipients were able to attend the ceremony)

For This Season’s Lucky Winners

Congratulations! Are you tired of spending $5.00 for a coffee at Starbucks? No longer! Our lucky winners now have the coffee cup of a lifetime and a gift set that looks just like a Starbucks! This ceramic cup, that looks like Styrofoam, but lasts forever, will save you that $5.00 every time you fill it.

Enjoy each and every sip with our compliments!

Please call, mail or fax us to claim your prize.

(Left to right) Dave May, Randy Hinden, Roger Rondena, Paul Thompson, Pat Rossetto and Franc Koczar

The HARDI Boys!

The November 2009 HARDI Conference took place at the Marriott Orlando, Grande Lakes, FL.

Duro Dyne pocket protector is designed to hold writing instruments and other small implements, while preventing them from damaging the wearer’s shirt pocket. The pocket protector is designed to fit neatly inside the breast pocket of a man’s shirt and may accommodate pens, pencils, and even screwdrivers. A flap overlapping the pocket exterior helps to secure the protector in place. With Duro Dyne’s colors and famous logo, we hope you will find this pocket protector handy and useful.

Please enjoy it with our compliments!

AHR EXPO, January 2010

The ZipClip is a versatile, one-way selflocking, key free suspension system. It conveniently holds into unitrat and works with either pencil rod or wire rope.

Get ‘Em All?

Here are the answers to last issue’s crossword.
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(left to right) Dave McCauley, Randy Hinden, Roger Roudena, Paul Thompson, Pat Rossetti and Frank Korzet

AHR EXPO, January 2010

Duro Dyne duct sealers help minimize duct leakage. Both they and Duro Dyne adhesives have VOC ratings well below LEED requirements.

The ZipClip is a versatile, one-way self-locking, key free suspension system. It conveniently locks into unistrut and works with either pencil rod or wire rope.

At the head of the booth, Duro Dyne demonstrated the RH Multi II pinpotter, the latest in pinpotter technology.

We also had an MP-12 Portable pinpotter as well as a MultiHead pinpotter in the Cool Line at the Iona Precision booth, just across the ball.

Get ‘Em All!

Here are the answers to last issue’s crossword.

The Dyne-O-Matic Valve Damper is a fast and easy way to secure hollow turning valves to tabbed cut creating a more stable assembly during installation.

This Winter’s Giveaway:

Duro Dyne’s pocket protector is designed to hold writing instruments and other small implements, while preventing them from damaging the wearer’s shirt pocket. The pocket protector is designed to fit neatly inside the breast pocket of a man’s shirt and may accommodate pens, pencils, and even screwdrivers. A flap overlapping the pocket exterior helps to secure the protector in place. With Duro Dyne’s colors and famous logo, we hope you will find this pocket protector handy and useful. Please enjoy it with our compliments!