

Windows & Doors - *Private Companies Report*

- *Profiles the top private US producers of windows and doors*
- *Analyzes outlook for windows and doors*
- *Reveals annual sales and employment*

An essential tool if you are involved with...

- * ***Mergers and Acquisitions***
- * ***Cooperative and Licensing Agreements***
- * ***Joint Ventures***

Windows & Doors

Report Publication Date: August 2001

Price: \$3,200

Pages: 297

Windows & Doors - Private Companies Report profiles more than 135 private U.S. producers of windows and doors. This information will assist in making decisions concerning acquisitions, joint ventures and cooperative agreements.

Examine the report highlights, sample pages and table of contents on the following pages and see how *Windows & Doors - Private Companies Report* can serve as a valuable decision making tool for your company.

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List of Contents, Tables and Charts

This new report profiles more than 135 private U.S. companies active in the windows and doors industry. To frame the industry, Freedonia analysts have prepared an overview of the market and general industry. The analysis explores the key indicators that drive demand, highlights company capabilities and annual sales, identifies private company characteristics and shows regional concentration.

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Companies Profiled

** Sample profiles
on pages 4 and 5*

Action Windows Inc.
AFCO Industries Inc.
Algoma Hardwoods Inc.
Allen Millwork Inc.
Amarr Garage Doors
Amerimax Building Products Inc.
Amsco Windows
Andersen Corp.
 EMCO Specialties Inc.
 Renewal by Anderson Corp.
Arch Aluminum & Glass Co. Inc.
 Tempa Glass International Inc.
Arrow Door Co.
Atrium Companies Inc.
 Dow-Tech Plastics and Extruders
 Ellison Co. Inc.
 Kel-Star Building Products
 Thermal Industries Inc.
Barber & Ross Co.
Barnett Millworks Inc.
Bright Wood Corp.
Buell Door Co.
Buffelen Woodworking Co.
Builders FirstSource
 Building Materials Industries
 Fisher Group
 MBS Holdings
 North Texas Door and Trim
 Pelican Companies
 Stonegate Resources LLC
 Tennessee Building Products
 Western Building Products
C&S Door Corp.
Cana Inc.
Carter-Lee Lumber Co. Inc.
Cascade Wood Products Inc.
Central Door & Plywood Co.
Champion Window Manufacturing Inc.
Chase Industries Inc.
CHI Overhead Doors Inc.
CMS Holding Co.
 Georgia Flush Door Sales Inc.
 Jenkins Wholesale Inc.
 Millwork Sales Inc.
 Millwork Specialties Inc.
 MSI/Pozzi
 Olympic Manufacturing Co.
Colonial Craft Inc.
 Haugen Lumber Co.
Columbia Manufacturing Corp.
Commercial & Architectural Products Inc.
 Marlite
Contact Lumber Co.
Cookson Co.
Cox Interior LLC
Cox Lumber Co.
CPI International Inc.
Crane Plastics Holding Co.
 Profile Solutions Industries
Croft Metals Inc.
Custom Window Systems Inc.
CW Ohio Inc.
Dunbarton Corp.
Ecker Window Corp.
EFCO Corp.
Eggers Industries Inc.
Elixir Industries
Foxworth-Galbraith Lumber Co.
 Arizona Sash & Door Co.
Fagen's Inc.
Fypon Ltd.
Ganahl Lumber Co.
General Aluminum Corp.
General American Door Co.
Gerkin Windows & Doors
Gilkey Window Co. Inc.
Glen Oak Lumber & Milling Inc.
Gossen Corp.
Haley Brothers Inc.
Hancor Holdings LLC
 Jancor Inc.
 Kensington Windows Inc.
 Survivor Technologies Inc.
Harvey Industries Inc.
Hehr International Inc.
Hurd Millwork Co. Inc.
Ideal Window Manufacturing
Intek Plastics Inc.
Jackson Lumber & Millwork Co.
Jeld-Wen Inc.
 Alterna Doors
 Cardaco Windows and Doors
 DoorCraft
 Elite Garage Door
 International Wood Products
 Morgan Door
 Norco Windows and Patio Doors
 Nord Door Co.
 Pozzi Wood Windows
 Summit Window & Patio Door
 Wenco Windows and Patio Doors
 Wilmar Windows
 Yakima Door
Kasson & Keller Inc.
Keller Products Inc.
Koetter Woodworking Inc.
Kolbe & Kolbe Millwork Co. Inc.
 Acore Door
 KVW
Larson Manufacturing Co.
Ledco Inc.
Lifetime Doors Inc.
Lincoln Wood Products Inc.
Loewen (CP) Enterprises Ltd.
The Loxscreen Co. Inc.
Magbee Contractors Supply
Mannix Architectural Windows Products
Marvin Lumber & Cedar Co.
McDonough Corp.
 Colonial Millwork Ltd.
 Preferred Millwork Enterprises Inc.
McPhillips Manufacturing Co. Inc.
Mercer Industries Inc.
Mercury Plastics Inc.
Merrimack Valley Wood Products Inc.
MI Home Products Inc.
Mikron Industries Inc.
 Spectus Systems Inc.
Milgard Manufacturing Inc.
Moss Supply Co.
MW Manufacturers Inc.
NEWPRO Inc.
ODL Inc.
Online Corp.
Pacesetter Corp.
Pacific Coast Building Products Inc.
 Northwest Door
 PAC Door
Pella Corp.
 Pease Industries
 Viking Industries Inc.
PGT Industries Inc.
Plyco Corp.
Polaris Technologies
Quaker Window Products Co.
Quality Aluminum Products Inc.
Raynor Garage Doors
RC Aluminum Industries Inc.
REHAU Inc.
Reliant Building Products Inc.
 Alenco Windows
Republic Windows & Doors Inc.
Rich Millwork
The RiteScreen Co. Inc.
RIVCO Inc.
Ruffin & Payne Inc.
Sauder Industries Ltd.
SBR Inc.
 Hy-Lite Products Inc.
 SimEx
 Simonton Windows
Schlegel Systems Inc.
Schuck Component Systems Inc.
Seaway Manufacturing Corp.
Semling-Menke Co. Inc.
 Semco
Setzer Forest Products Inc.
Sierra Pacific Industries
Silver Line Building Products Corp.
Simpson Door Co.
Soft-Lite LLC
Steves & Sons Doors
Sunset Moulding Co.
Superior Engineered Products Corp.
 Superior Window Products
Superseal Manufacturing Co. Inc.
Thermal Swing Windows
Therma-Tru Corp.
 General Products Inc.
 HMF Manufacturing Inc.
Thunderbird Moulding Co. Inc.
TRACO Inc.
 TRECO
United Window and Door Manufacturing Inc.
VEKA Inc.
VELUX-AMERICA Inc.
Vinylex Corp.
Virep Inc.
Viwinco Inc.
VT Industries Inc.
Wayne-Dalton Corp.
Weather King Windows & Doors Inc.
Weather Shield Manufacturing Inc.
Westlake Polymers LP
 North American Profiles Ltd.
Windsor Door Inc.
Woodgrain Millwork Inc.
 Atrium Wood Patio Door
 Windsor Windows
YKK AP America Inc.
Young Manufacturing Co. Inc.

Detailed Company Profile

More than 135 private company profiles are compiled and range from detailed to brief company descriptions. (See Samples)

All companies are individually contacted and the majority of the companies verify the data.

Hard to obtain sales and employment figures, key products and services and an overview of corporate operations are provided.

PRIVATE COMPANY PROFILES

Quaker Window Products Company

Highway 63 South
Freeburg, MO 65035
County: Osage
County Code: 29151

Phone: 573-744-5211
Fax: 573-744-5822
Web Address: <http://www.quakerwindow.com>

Annual Sales: **SAMPLE PROFILE**, 6/01)
Employment: **SAMPLE PROFILE**, 6/01)
Principal Owner(s):
Key Executive: Marguerite Knoll, President

Key Products: aluminum, aluminum-clad wood and vinyl windows and doors
Census Code SIC(s): 2431; 3089; 3231; 3442

SIC Description(s): millwork; miscellaneous plastic products; glass products, made of purchased glass; metal doors, sash, frames, molding and trim

Quaker Window Products is a manufacturer of aluminum, aluminum-clad wood and vinyl windows and doors for residential and commercial replacement and new construction end uses. The Company has over eight acres of manufacturing space at its Freeburg, Missouri headquarters, including a 20,000-square-foot insulated glass production room. Quaker Window also operates its own truck fleet.

The Company manufactures over 60 product lines, including fixed, hung, venting and sliding windows; sliding and swinging patio doors; and commercial aluminum entry doors. Quaker's aluminum windows include residential, commercial and heavy-duty commercial varieties. An example is the 6000 series of residential single-hung and geometric windows. This series has double fin-seal

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The Company's vinyl windows include the ALEX series of new construction models, and the PRO EDGE and JONATHAN series of replacement styles. The ALEX series consists of double-hung, single-hung, picture, casement, awning, hopper, geometric, bay, bow and horizontal sliding types. The double-hung model has a fusion-welded main frame and sashes, aluminum reinforcement, tilt-in sashes, an integral nailing flange, self-aligning cam locks, adjustable spiral

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PROFILES

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Brief Company Profile

These profiles give you insight into the operations of private companies, and can help you:

- Identify companies for investment, merger, and/or acquisition opportunities based on size, products, and location.
- Evaluate the position of your competitors based on sales and/or employment figures.

PRIVATE COMPANY PROFILES

Sunset Moulding Company

2200 Paseo Avenue
Live Oak, CA 95953
County: Sutter
County Code: 06101

Phone: 530-790-2700

Fax: 530-695-2560

Web Address: <http://www.sunsetmoulding.com>

Annual Sales: **SAMPLE PROFILE** (verify, 7/01)

Employment: **SAMPLE PROFILE** (7/01)

Principal Owner:

Key Executive: John M. [redacted] President

Key Window & Door Products: interior jambs, exterior frames, and sash and frame parts

Related Census Code SIC(s): 2431

SIC Description(s): millwork

Sunset Moulding manufactures interior and exterior molding and millwork products. Specific products include interior jambs, lineal molding, cut-to-length molding, board products and industrial items. The Company's medium density fiberboard molding is marketed under the SUNTRIM tradename. Sunset Moulding operates four manufacturing facilities in northern California. The Company is active in the door and window industry through its production of window and door components, which are made from pine or oak and include interior jambs, exterior frames, and sash and frame parts.

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Market Overview

The Market Overview Section discusses factors influencing supply and demand, including construction trends and the outlook for windows and doors.

This information helps you:

- Determine what external factors will impact future supply and demand
- Measure your market and sales potential based on supply and demand forecasts.
- Propose new areas for product development based on market trends & innovations.

MARKET OVERVIEW

Metal Windows & Doors

Demand for metal windows and doors in the US is projected to reach \$1.1 billion in 2005, based on annual gains of 2.6 percent. Demand is driven by construction activity in most nonresidential applications. While vinyl and other plastics in residential windows exist, however, in industrial construction, where an acceleration in construction and expansion of manufacturing facilities will offer prospects for metal windows and doors. Nonetheless, unit sales of metal windows and doors will be sluggish.

A majority of metal windows and doors are used in nonresidential applications, which will increase in importance through 2005, driven by advances in industrial construction over the forecast period. Furthermore, metal also occupies important product niches in residential exterior, storm and garage door, curtain wall, storefront, nonresidential window and overhead door applications. Metal's favorable performance characteristics are its strength and flexibility of design, while less positive features include its inability to provide a thermal barrier.

The value of shipments of metal windows and doors will grow at a 2.7 percent

FACTORS AFFECTING WOOD WINDOW & DOOR DEMAND BY MARKET

Market	Factors Spurring Demand	Factors Restraining Demand
Residential/ New	Aesthetic advantages of wood, mainly in upscale housing. Price moderating product developments, such as the use of engineered lumber in interior doors.	Competition from metal and plastic windows and doors, due to less favorable price and performance characteristics. Wood doors' lower ability than steel doors to offer security in entry and garage door uses.
Residential/ Repair & Improvement	Willingness to pay higher prices for higher fidelity and meet expectations.	Harvesting restrictions that drive up material prices relative to other materials.
Nonresidential	Increasing demand for clad wood products for architectural windows, especially in replacement applications.	Slowing pace of nonresidential, especially new, construction.

Industry Structure

Gain a better understanding of your competition and analyze your company's position in the industry with information about the characteristics of leading window and door manufacturers including total sales, capabilities and regional concentration.

This information helps you:

- Evaluate diversification opportunities based on product lines of other private companies.
- Understand barriers to entry based on industry concentration.
- Develop positioning strategies based on size of competitors.

INDUSTRY STRUCTURE

Vinyl & Other Plastic Windows & Doors

Private producers active in the vinyl window and door segment encompass large companies, such as Pella and Andersen, and smaller firms like \$8-million Vinylex. Most of the active companies produce a variety of styles, and patio doors. In addition, a number of companies produce plastic profiles for windows and/or doors.

Some producers active in the plastic segment are extruders of a range of plastic products. These firms include Intek Plastics and Mercury Plastics. Intek Plastics, with \$40-45 million in sales, manufactures over 30 types of engineered thermoplastic extrusions for a variety of industries and applications, including windows and doors, weatherstripping, building and construction, telecommunications, electronics, consumer products, truck/trailer, conveyor systems, furniture and refrigeration. The \$30-million Mercury Plastics is involved in production of

Selected Private Vinyl & Other Plastic Window & Door Companies	Corporate Sales (mil \$)*	Doors					Windows					
		Entry	Patio	Other/Unspecified	Door Profiles	Awning/Casement	Bay/Bow	Double-Hung	Horizontal Sliding	Single-Hung	Specialty	Other/Unspecified Window Profiles
Action Windows	60	•		•	•	•	•	•	•	•	•	•
AFCO Industries	55				•							
Amerimax Building Products	110		•			•	•	•				•
Amsco Windows	50		•			•	•	•	•	•		
Andersen	1500		•			•	•	•	•			•
Atrium			•		•	•	•	•	•	•	•	•
Barber & Ross								•		•		
Barnett Millworks												•
Builders FirstSource												•
Champion Window			•			•	•	•				•
Chase Industries	80			•								
CMS Holding	200			•								•
Commercial & Architectural	65			•								
Cox Lumber	170			•								•

* Sales are 2000 estimates of total corporate sales including products other than vinyl and other plastic windows and doors.

Report Highlights

- Private participants in the \$22.2 billion US window and door industry are most active in the wood segment, often supplying patio doors and a variety of wood window styles.
- Three of the four top producers of windows and doors in the US in 2000 were private firms and, along with two other private leaders, controlled 25 percent of the market.
- In addition to the five leading private companies, two other private firms had window and door sales in excess of \$300 million, and 16 additional private players posted related sales of over \$100 million.
- Smaller private producers are able to compete by serving regional markets and/or specializing in certain products such as garage doors, storm doors, skylights, and window and door components.
- Reflecting the industry's consolidation trend, three leading private companies expanded via acquisitions since mid-1999, and/or were involved in divestitures that contributed to the industry's shift toward vinyl products.
- US demand for windows and doors is forecast to increase 2.1 percent annually to \$24.6 billion in 2005.

About The Freedonia Group

Advantages of Freedonia Reports

The Freedonia Group, Inc. is a leading international industry report/database company.

Since 1985, Freedonia has published over 1,600 titles covering areas such as building materials, chemicals, plastics, industrial components and equipment, household goods, coatings and adhesives, health care, packaging, security, and many other industries.

Private companies reports encompass not only Freedonia's notable industry forecasts, but also market shares, product information and sales and employment figures for **private companies**. Corporate analysts are constantly monitoring privately-held companies to provide the most up-to-date and comprehensive profiles. Freedonia is able to gather and prepare this proprietary information based on our reputation as a leading market research firm.

By obtaining Freedonia's report on private companies in the windows and doors industry, you will be able to:

- **Identify companies for possible investment, merger, and /or acquisition opportunities** based on size, products and location.
- **Measure your market and sales potential** based on demand forecasts.
- **Propose new areas for product development** based on material trends.
- **Develop positioning strategies** based on size and geographic location of competitors.
- **Evaluate diversification opportunities** based on product lines of other private companies.
- **Understand barriers to entry** based on industry concentration and market shares.

Our Customers

Freedonia's clients include major US and international companies in the manufacturing, services, consulting and financial sectors.

Typical purchasers of Freedonia studies :

- Key Executives
- Corporate Planners
- Market Researchers
- Financial Analysts
- Information Centers
- New Product Developers
- Merger & Acquisition Specialists

Since 1985 we have provided research to customers ranging in size from global conglomerates to one person consulting firms. More than 90% of the industrial companies in the Fortune 500 use Freedonia research to help with their strategic planning.

Some of Freedonia's customers in the windows and doors industry include: Andersen Window, Jeld-Wen Incorporated and Pella Corporation.

Because Freedonia is a source for reliable information, our forecasts have been cited in numerous publications such as *The Financial Times*, *The Wall Street Journal*, *National Home Center News*, *Shelter* and *Glass Digest*.

Related Studies and Reports

For more information about these or other Freedonia titles, please contact us at:

The Freedonia Group, Inc.

Phone: (440) 684-9600

(800) 927-5900

Fax: (440) 646-0484

Flat Glass

Demand for flat glass in the US will approach 7 billion square feet in 2005. Rebounding automobile production will boost demand for laminated and tempered glass, while high energy costs and standards benefit insulating glass in the repair/improvement construction segment. Market value will gain from higher priced items such as solar control glass. This study analyzes the \$7.2 billion US flat glass industry to 2005 and 2010 by type and market. It also evaluates market share and profiles key companies.

#1446. 6/01. \$3,500

Windows & Doors

Demand for windows and doors in the US will reach \$24.6 billion in 2005. Vinyl and other plastic window and door demand will grow almost 6% annually, based on vinyl's strength in residential markets. Plastics are already the top material in the replacement window segment and will surpass wood windows in new home construction by 2005. This study analyzes the US window and door industry to 2005 and 2010 by type, material, market and by region. It also details market share and profiles key industry players.

#1435. 5/01. \$3,800

Siding

Demand for exterior cladding in the US will reach 109 million squares in 2005. Fiber cement will be the star performer, experiencing unit gains of nearly 5% annually and continuing to wrest market share from wood and vinyl. However, vinyl will remain the market leader, benefiting from expenditures on residential remodeling. This study analyzes the \$8.6 billion US siding industry to 2005 and 2010 by material, market and region. It also profiles selected industry participants and presents market share data.

#1413. 4/01. \$3,700

Reinforced Plastics

Growth in US reinforced plastics demand will be driven by cost and performance advantages over wood and metal in a variety of applications. Thermoset resins will continue to control over half the market, while reinforced thermoplastics grow faster because of needs for higher performing products with enhanced design capabilities. This study analyzes the \$4.8 billion US reinforced plastics industry to 2005 and 2010 by reinforcement, resin and market. It also evaluates market share and profiles key firms.

#1409. 4/01. \$3,700

Roofing

The best opportunities in roofing will be found in reroofing applications, which account for three-quarters of demand. Thermoplastic membrane roofing will grow the fastest, with thermoplastic polyolefin (TPO) making inroads against built-up roofing and elastomeric roofing. Asphalt shingles will remain the dominant roofing material. This study analyzes the \$9.6 billion US roofing industry to 2005 and 2010 by product, market, and geographic region. It also profiles key companies and presents market share data.

#1394. 3/01. \$3,700

Extruded Plastics - Private Companies Report

In the \$46 billion US extruded plastics industry, eight private companies have related annual sales over \$200 million, with another 20 having extruded product sales over \$100 million. This report profiles 160+ private US extruders (e.g., Advanced Drainage Systems, Hancor Holdings, Johnson [SC] & Son, Pliant, Primex Plastics, Printpack, Sigma Plastics, Westlake Group) and lists them by product and location. The report also forecasts industry demand, presents market share data and reviews acquisition trends.

#1389. 2/01. \$3,200

World Insulation

The world market for insulation will reach US\$18 billion in 2004. Gains will be boosted by energy efficiency efforts in buildings and industrial processes. Foamed plastics will be the fastest growing material, assisted by economic growth in developing Asia/Pacific countries where foamed plastics are used in appliances and buildings. This study analyzes the world insulation industry to 2004 and 2009 by material, market, region and for 18 countries. It also evaluates market share and profiles key competitors.

#1375. 1/01. \$4,500

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