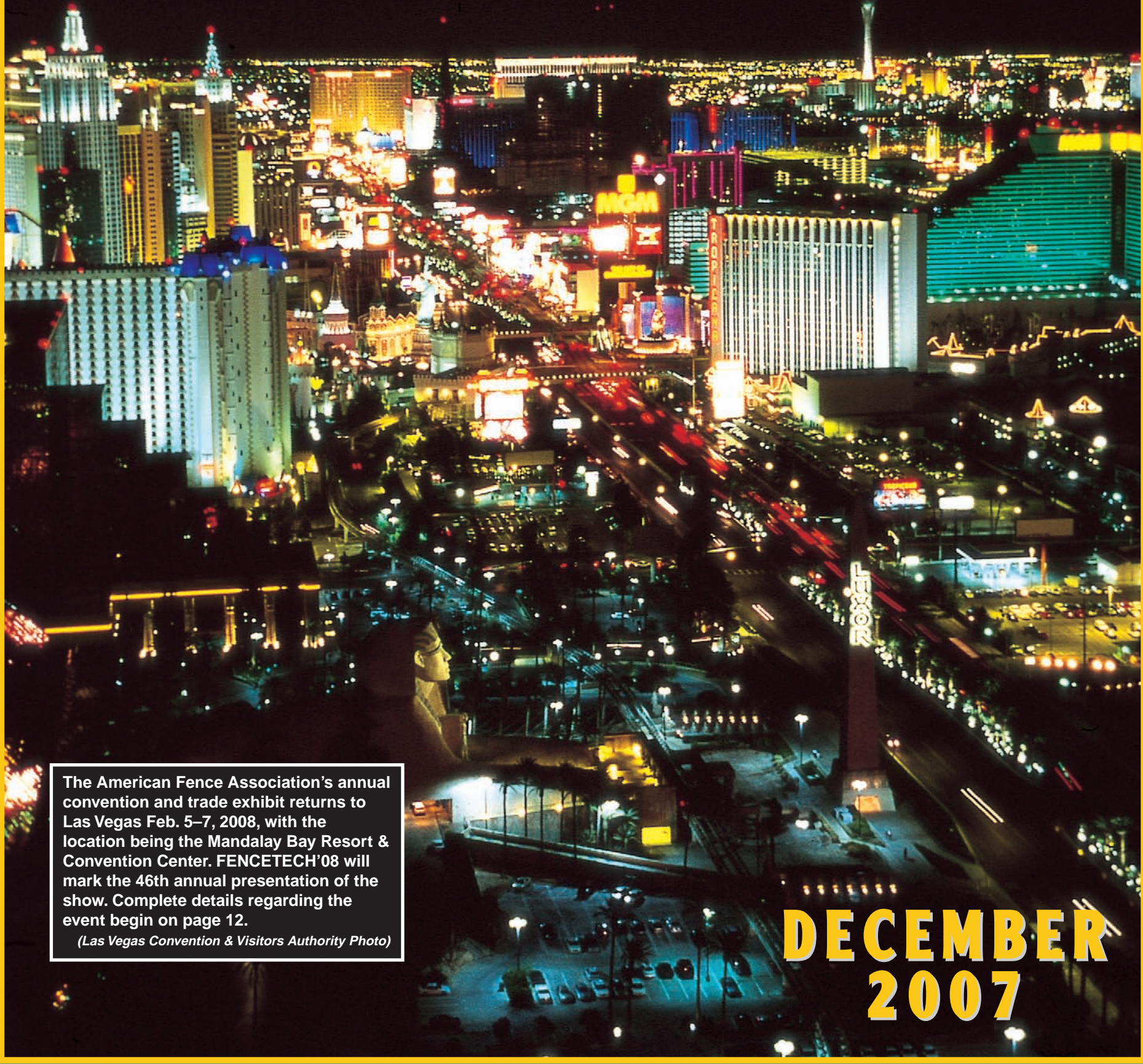


# WORLD FENCE NEWS

NEWS FROM THE WORLD OF FENCING, ACCESS CONTROL AND SECURITY

Bright Lights, Big City!

## *Las Vegas Strip Again Will Host American Fence Association's Annual Convention And Trade Exhibit*



The American Fence Association's annual convention and trade exhibit returns to Las Vegas Feb. 5-7, 2008, with the location being the Mandalay Bay Resort & Convention Center. FENCETECH'08 will mark the 46th annual presentation of the show. Complete details regarding the event begin on page 12.

*(Las Vegas Convention & Visitors Authority Photo)*

**DECEMBER  
2007**

## Interstate Wood and Vinyl Products marks 20th anniversary with major expansion of core business

AMITYVILLE, N.Y. — Interstate Wood and Vinyl Products was founded in 1987 to service the needs of fence contractors and installers throughout the Northeast's Tri-State area (New York, New Jersey and Connecticut). As the company marks its 20th anniversary in the industry, it has seen its core business expand and its customer base grow.

A division of Amendola Industries (an installation division servicing Long Island, established in 1961), Interstate's

main focus is the manufacturing and distribution of the Visions by Interstate PVC fence systems, wood fence products, Delgard aluminum ornamental fencing, and chain link fence materials and gates.

However, during the past two years, Interstate has ventured into PVC extrusion to supply its vinyl needs.

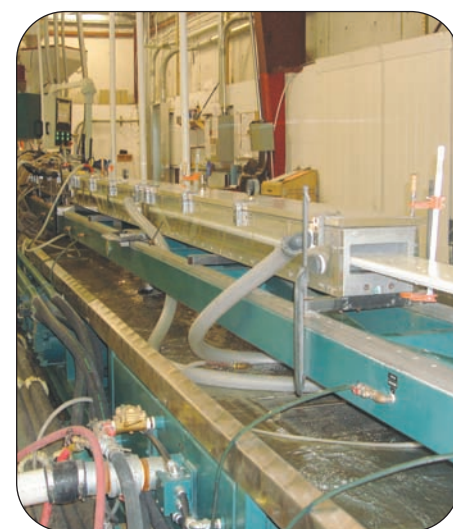
"With the addition of our extrusion division, we are now able to have better control over our supply of materials, internally develop custom parts,

and remain competitive in the Northeast," said Michael Amendola, vice-president of Interstate Wood and Vinyl Products. "We believe the vinyl fence industry is still relatively new and is here to last. Our focus is to grow our business by providing customers with high quality products that are unique and competitively priced, and to service our customers with our experience and knowledge of the industry. Over the past two years our company has gone through a huge transition, and we are thankful for the perseverance of our staff and the loyalty of our customers. Through PVC extruding, Interstate has laid the foundation for expansion and penetration into new markets.

"Many of the parts that we have developed have come about based on conversations with fence installers, contractors, and fence fabricators," said Amendola. "We are fence people, and know what our customers deal with on a daily basis. We recognize the fact that installing a higher quality product with lower failure rates will reduce callbacks. This is a key ingredient for companies to be successful, since most of this industry's generated business is through word of mouth. Our contractors install a job and walk away. We believe we have contributed to the saying that 'vinyl is final.'

"And for our fence fabricators, we have a special program in place to increase production rates and reduce steps in the assembly process," said Amendola. "We fabricate sections and gates for our installation division and our fence contractors every day, and enjoy sharing our knowledge with our fabricators. We have achieved efficiencies in manufacturing through the supply of pre-cut boards and rails, partially fabricated rails and posts, and also with the custom parts we have developed."

Interstate Wood and Vinyl Products is family-owned and operated, and currently has 120 employees. Its primary service area is the Tri State area, but it also services installers and vinyl fabri-



The move into vinyl extrusion was a major step for Interstate and allowed it to substantially expand its core business. Above, tongue and groove boards are extruded at the company's Amityville, N.Y. plant. Below, product is packaged and readied for shipping via the company's own fleet of trucks. (Interstate Wood and Vinyl Products photos)



cators in Rhode Island, Massachusetts, Pennsylvania and other states. All Interstate deliveries are made using their own drivers and the company's own fleet of vehicles, many of which are equipped with forklift attachments to allow shipping finished product directly to jobsites.

The company also offers special programs for vinyl fence fabricators, including pre-cuts, lineals, work-in-progress job lots, half-truckloads and full truckloads of assembled sections and lineals.

The Visions By Interstate product line allows the company to stock and have ready to ship 12 to 15 privacy and picket styles. The Visions line is a complete interlocking system, available in

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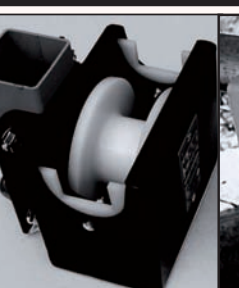
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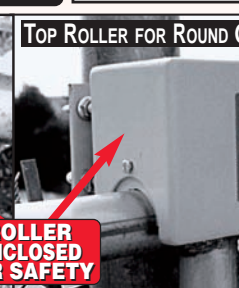
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**Interstate Wood and Vinyl Products anniversary**

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four colors (white, tan, adobe and gray).

A large degree of customization is available, including two-tone colored sections, custom sized sections, special size gates, custom made pergolas and custom styles.

“We market our PVC fence systems as a complete interlocking system,” said Amendola. “We know that the strongest type of connection is one that is interlocking. Our interlocking set-up is achieved through added features in the parts we offer and with a few extra steps in the manufacturing process. Interstate’s 2” X 6” bottom rail has a PVC ridge that keeps notched

pickets from pulling out, decreasing damage by wind and vandalism. This feature also increases jobsite efficiencies by easing the flow of materials around the job site. Unlike some pre-assembled PVC sections, our sections will stay intact as the product is handled on site. It virtually eliminates the need for multiple employees to handle sections, freeing up man power and time to perform other tasks.

“Additionally, within this 2” X 6” bottom rail, we crimp a galvanized steel support into a PVC pocket, adding strength that prevents against sagging. All of Interstate’s fence systems are provided with pre-routed fence posts for the extended rails of each section to interlock into the post,” he said.

Recognizing the fact that one of the primary causes of installation call-backs is gate failure, Interstate developed a gate profile to combat this problem.

“Interstate manufactures all of its welded PVC gates with a heavy duty, double walled profile. In comparison to a hollow part which only has four points for weld strength, our ‘Gate Master’ profile has 18,” said Amendola. “Additional weld points make for a significantly stronger gate frame with reduced failure rates that will not sag and will remain square. We guarantee our gates up to a 6’ X 12’ double drive.

“The benefits of an additional wall extend to the anchoring of gate hardware as it penetrates and secures into both layers of the profile, reducing cracking and hardware stress. We have also incorporated our “interlocking fence system” principals to the manufacturing of our gates. In a solid privacy style fence for example, the tongue and groove boards fit securely into the gate frame, eliminating the boards from



**Above, vinyl products are wrapped and awaiting shipment.**

popping out,” said Amendola.

Interstate also provides their “patented gate stop” as an added hardware item to all of its gates. “This positive gate stop wraps around the gate frame and alleviates stress on the latch, reduces flex in the gate, and protects against wind damage. These two added features collectively have been proven to be successful and have extended the life to an area of the vinyl fence industry that has long been an area of weakness,” said Amendola.

Interstate Wood & Vinyl Products is a member of the New York/Long Island Chapter of the American Fence Association and the Society of Plastic Engineers. As the scope of its business has expanded, so has its presence at industry trade shows. It is following up its exhibit at its first national fence industry trade show — FENCETECH’07 in Orlando, Fla. — with a planned exhibit at the upcoming FENCETECH’08 show in Las Vegas. It also attends the semi-annual Northeast Regional Trade show in the Boston area.

The company is headquartered at 1084 Sunrise Highway in Amityville, N.Y. Call 866-GO-FENCE from New York, New Jersey, Connecticut, Rhode Island, Massachusetts and Pennsylvania, and 631-842-4488 outside that area. Fax 631-842-4345.

Visit [www.InterstateVisions.com](http://www.InterstateVisions.com).

**Construction Outlook 2008**

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project types),” said Murray. “You can get the competitive advantage needed to create critical decisions.

“This information is valuable for building product manufacturing firms, architectural and design firms, financial and real estate firms, and other industry related professionals as they plan for 2008 and beyond,” he said.

The Construction Outlook 2008 report includes:

- Economic environment projections and forecast tables.
- Construction starts for 2008, national and regional estimates.
- Forecasts and estimates for:
  - Single family housing.
  - Income properties.
  - Institutional buildings.
  - Public works/electric utilities.

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