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Featured Project:

Hannaford Brothers
Grocery Store
Augusta, ME



AmeriLux Newsletter

May 2012

With help from our partners - vendors, customers, and teammates alike - AmeriLux International continues to grow. To ensure that our growth strategy is sustainable and that it meets our partners' needs and expectations, we continually evaluate our customer relations and business development models. Recently, it became increasing clear to us that we have a unique opportunity to enhance the services that we provide to the architectural community.

Tim Fikkert AIA, AmeriLux's architect, has designed and implemented a [Distance Learning Program](#) that provides us with an outlet whereby we can share our industry knowledge and expertise with the marketplace. This program provides architects, engineers, design-build contractors and other specifiers with valuable information on sustainable, environmentally friendly, polycarbonate daylighting. To learn more about our Distance Learning Program, take our AIA-accredited course, or to schedule a webinar, please visit our website by [clicking here](#).

Proudly serving you,



New General Manager Brings Eighteen Years of Sales and Leadership Experience

[CLICK HERE](#) to learn more about the first LEED Platinum Supermarket in the US and how AmeriLux's insulated polycarbonate panels helped achieve this certification.

Take our AIA-accredited course ONLINE and earn CEUs:



This course provides an overview of how multiwall polycarbonate is manufactured, the advantages over other building products, and its multiple architectural applications.

[CLICK HERE](#) to take the course now!

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to AmeriLux

Patrick Gauthier, a senior sales and marketing professional with over eighteen years of sales and leadership experience, will begin his tenure as AmeriLux International's General Manager on April 30, 2012. Patrick comes to AmeriLux after having spent a majority of his professional career in the metal finishing industry. Most recently Patrick was the National Sales Manager for Pioneer Metal Finishing in Green Bay, WI and was responsible for setting strategic direction, creating and executing business plans, and increasing sales.

In addition to overseeing our customer service and sales functions at AmeriLux, Patrick will be responsible for product procurement and inventory management. As a member of the Executive Team, Patrick will also be heavily involved in strategic planning and charting the course for growth. With an intricate understanding of the sales process, there is no doubt that Patrick will be able to help us grow our business, which will - in turn - help you grow yours.

What will this mean for our customers?

Patrick will be leading an already excellent customer relations team to new heights and working to implement new procedures and programs that further enhance the consumer experience. From more routine follow up and contact to conducting customer satisfaction surveys, the inside sales team at AmeriLux will be positioned to be even more responsive to your needs than we already are. Additionally, Patrick's holistic approach to project management will help us improve our quoting, ordering, fabrication and shipping processes; resulting in even quicker quote/order turnaround and shorter product lead times.

Customer Spotlight: Wasco® Skylights



AmeriLux prides itself on its ability to create and build strategic partnerships with vendors and customers. We view every customer's needs as an opportunity and have a genuine interest in creating qualitative, cost-effective solutions to meet those needs.

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Wasco® Skylights, headquartered in Wells, ME, is a customer-partner and valued member of the A-Team that has seen firsthand the value in this relationship-focused mentality.

Wasco is a leader in the skylight industry and does exceptionally well in educating the architectural marketplace on the features and benefits of daylighting. With a diverse range of quality products and a professional, service-oriented staff, it is clear that Wasco also values partnership and creating strong relationships with its vendors and customers.

Most recently, Wasco has been leading the charge in Lumira™ aerogel polycarbonate daylighting and has created a product line that features insulated, multiwall polycarbonate panels. Amerilux, with a state-of-the-art proprietary aerogel filling machine, fabricates insulated panels and provides them to Wasco for use in its skylights. Through inventory levels, effective project management, and extensive quality control procedures, AmeriLux is able to supply Wasco with a superior product in a timely and efficient manner.



*Iona County Court House
Wasco, Lumira-filled skylight*

We are proud to call Wasco our "partner" and would encourage you to visit their website at www.wascoskylights.com to learn more about the work they are doing in the commercial and residential skylight markets.

"AmeriLux is a strategic partner for Wasco Products, Inc. AmeriLux provides exceptional service as a distributor of polycarbonate product. They also provide a high level of professional product and technology expertise unmatched by any other polycarbonate distributor. AmeriLux has developed automated equipment to meet the needs of Wasco and our customers. Their continued investment in technology and product is a sign of the commitment they have to our partnership."

*Sara Havard - Chief Operations Officer
Wasco Skylights*