

## MESSAGE FROM RANDY

People say that there is no middle class anymore ... it is a society of "haves and have nots." The scientific definition of when this occurs is called bifurcation. When bifurcation occurs it is like a branch that breaks into two pieces and the middle drops out.



With the products we sell today, we are seeing a trend of growth on the upper end of the price/quality market, and growth on the bottom low price/moderate value products ... the middle is dropping out. Likewise with the services we sell. Many buy solely on price and others on value.

An interesting question for companies like ours is how we integrate this trend into our business strategy.

Happy Autumn,

***Randy***

## NEW PROJECT

### Century 21

Over two days, we removed 3,000 square feet of eight-year old carpet, super cleaned the concrete floor, and finished with Neverstrip. Now Century 21 is back in business.

We've had tremendous success with Neverstrip in the past. NeverStrip is a high-performance, water-based urethane floor coating that is available in more than 200 standard or custom colors. It's self-leveling, non-yellowing, and contains low VOCs and can be applied to almost any resilient and non-resilient flooring surface.



## NEW PRODUCT

### Starnet Low Profile Wire Management System

A new wire management solution for those low-ceiling height spaces that is easy to install with high-strength, quick-connect steel plates that don't require adhesives, underlayment, or fasteners. This adaptable flooring system can be used for new construction or renovation projects.

Our Low Profile Wire Management System is a pre-fabricated, steel and resin, low profile, modular access floor that's easy to install and provides unparalleled capacity and flexibility for the modern office and high technology environment. With outstanding "walkability" and solid footing, a large amount of wire can be contained, while cable and wiring layout can be easily accessed and modified without any special tools.

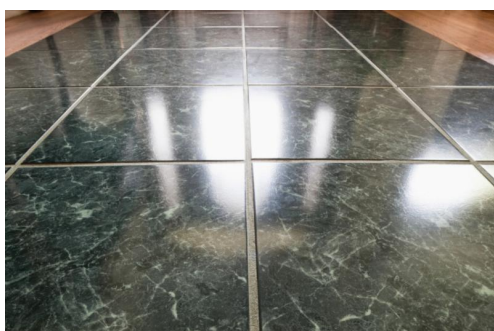


**Easily installed and completely adaptable**



## NEW SERVICE

### Marble and Terrazzo Floor Polishing and Maintenance



Our marble and terrazzo floor polishing service uses no chemicals, no tricks or short cuts, and the results are amazing. From a full-blown marble restoration to a quick powder polish, we deliver a quality high-polish marble floor to any facility.

## UPDATE ON RD WEIS OFFICES

### New Elmsford Headquarters

After 24 years, the company has relocated its headquarters to Elmsford, NY allowing us to implement the same office design, as we have in several of our offices, of a much more open collaborative work space, plus we gained a larger warehouse!





## NEW PEOPLE

RD Weis Companies welcomes **Larry Burgan** to RD Weis!

**Larry Burgan** joins us as Manager of Operations in our Detroit office, reporting to Chris Mancus, Regional Vice President.

Larry attended the University of Detroit where he received his BBA with concentrations in Accounting and Finance. Larry practiced as a CPA for 6 years after graduating. He has 20 years of experience working as manager in charge of Finance/Accounting and Administration of a number of service entities.



**Please join me in welcoming Larry to RD Weis!**

## NEW ADDITION

RD Weis Companies Acquires Clean Surfaces, LLC

Clean Surfaces, LLC has announced that RD Weis Companies, an aligned vendor partner for many years, has acquired the assets of Clean Surfaces, LLC. As part of this move, RD Weis will assume all the maintenance and service base of Clean Surfaces. RD Weis and Clean Surfaces will work closely to insure an orderly transition of business and clients.

To insure the transition is seamless, Larry Burgan, formerly with Clean Surfaces, accepted a position with RD Weis as Manager of Operations reporting to Chris Mancus, the Regional Vice

President for RD Weis.

Flooring Services, Inc., a strategic partner of Clean Surfaces, LLC will continue to work together on strategic opportunities with both companies.

"This is an opportunity that benefits all parties including the client base of Clean Surfaces and allows us to bring new services to clients," said RD Weis President and Owner Randy Weis. "Working with Bruce Reeve and his firm is ideal given their reputation for quality and service in the flooring community for decades."

"I believe this new venture is a win-win situation for all involved," said Bruce Reeve of Flooring Services, Inc. "It's going to be exciting to see the expansion of services with the joining of these two great companies."

## OUR PEOPLE

### Latest news about the RD Weis family

Two of our folks, **Carlos Molina** and **Brian Burke** were IICRC certified this past summer. Congratulations Carlos and Brian!

**Peter Criscione** and **Joe Pedalino** continue to travel through time zones to secure more SilTanium business. Keep up the good work!

**Bernard Vargas** and his wife welcomed a new son, Adam. From Bernard: "they did take me out of the OR room on a wheelchair because I almost passed out but I'm OK. I guess being a doctor wasn't an option for me! I want to thank everyone for their support and I really appreciate everyone's concern through what was a long process on my wife's pregnancy." Congratulations Bernard and welcome Adam!



## COMING UP

## THE RD WEIS CEU PROGRAM IS BACK!



### Back To School With RD Weis Companies

Introduction of Stone Design - October 15  
Polished Concrete - November 12  
Antron Color Forecast - Extra Credit - December

**Location:** RD Weis Companies 150 West 30th Street, Suite 501, NYC

**RSVP:** Sheri Gorman, [Email her](#) or call her at: 212-376-5355 X 202

### THE 7TH ANNUAL FLOORING EXPO

See the latest product introductions from all your favorite flooring manufacturers



## **SUNSET DINNER CRUISE**

We'd also like to thank you for attending the Canadaigua Lady Sunset Dinner Cruise this past August! Great fun was had by all! See you next year!



**RD Weis Companies**

New York, NY 212-376-5355  
Westchester, NY 914-937-9337  
Rochester, NY 585-334-8570  
Albany, NY 914-937-9337

Hartford, CT 860-528-9637  
Boston, MA 781-933-1085  
Detroit, MI 248-548-8434



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