

MESSAGE FROM RANDY



I was quite reflective over the past eight months as we renovated three offices. I realized how much change we've seen as a company. And that in the midst of this change there is always a constant. If I've learned anything over the years of building my business and striving for success and excellence is that, in the end, that constant is family; my family and the families of my employees. RD Weis is not a family business, it's a business of families, as you can see by the amount of people that have been at RD Weis for the long haul and have started and raised their families. That's success.

One of the areas of our newsletters we get a lot of feedback on is the personal stories about our people and their families.

Since there are lots of children of RD Weis Associates, we wanted to feature, for those so interested, a column "What are your kids doing this summer?" Hope you enjoy it.

Happy summer,

Randy

SPOTLIGHT ON THE GREAT PEOPLE AT RD WEIS COMPANIES AND THEIR FAMILIES

What are your kids doing this summer?

Joe Pedalino:



My daughter Gail turned 17 this month and she's taking a mission trip to North Carolina with Habitat for Humanity. She also will be visiting colleges since she will be a senior this coming fall at Ridge High School. She wants to become a civil engineer and recently completed the past year with an A in physics.

My son Sammy will be working out to play football at Ridge High School this summer. He's 15 years old and grew 3 inches and gained 26 pounds this past year! He's now 175 pounds! He will also be going to Ireland this summer to be a part of Operation Smile, an organization that travels to different parts of the world to perform surgery for children with cleft lips. He was one of 600 children from around the world



selected to attend this program.



Karen Endlich:

Here is a picture of my daughter Lauren as she left for her prom.

She's just graduated from high school and we are so proud of her.

She's off to college in the fall, going to the University of Buffalo.

We're hoping the partying will be kept to a minimum.



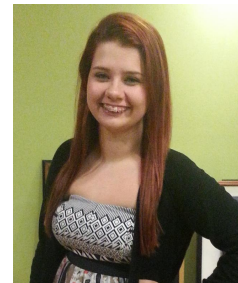
Rose Salerno:

Here's a pic of my daughter holding a sign she made.



Kim Francis:

My daughter Kiya just graduated from High School a few weeks ago and also just got her driver's license. She'll be attending college in the spring and I just sent her off for the summer to work as an intern here at RD Weis. RD Weis Companies is very much a family and people look out for one another. Some of her new co-workers were some of the first people to ever see her after she was born. If you can believe it, James McVoy was one of the first non-family members to hold her!



NEW PROJECT

Planned Parenthood, NYC

We wanted to pass along some favorable comments on a tile job we just completed with Planned Parenthood.

"I left last night shortly after the grout was applied, but I was in awe when I walked into our building this morning and saw how incredibly nice the new porcelain floor looks! The tiles make our lobby seem much bigger than what it is; it also adds a level of vibrancy to our high-traffic vestibule as

opposed to the old carpet we had previously."

"Thanks again to Robert, Bernard and to RD Weis for coordinating this work, and a special thanks to the installer Danny and to his crew at DC Tile Marble."



Tile and stone work is an ever-growing part of our materials business, and if we need to stay engaged in as it is an excellent revenue opportunity. Last year we sent one of our PM's plus two salespeople to the Dal Tile School in order to become more proficient in bidding and estimating tile work.

UPDATE ON RD WEIS OFFICES

The NYC office was completed at the beginning of this year.



The Westchester office is opening officially this month. Furniture is arriving now.



The Hartford office is due to be complete by August 1.



SERVICES - VINYL SEAL



We've had tremendous success with our "Vinyl Seal" process. We were given a very challenging floor and restored it to almost new and applied Vinyl Seal on top of it. Vinyl Seal is a great product for time-sensitive applications. You can walk on it minutes after using it. So when you don't have 8-10 hours of dry time, or you think you will cut it close, then use this product. See the amazing before and after images.

We've also had great success with Granite polishing. Roughly 1,000 sqft. This is great for when facilities take care of the granite floor as best they can but need that "pop". Our Granite polishing makes the colors in the floor come back to life and provides added reflectivity. Let's get some more!

This photo demonstrates a dramatic difference between before and after the application.

Below, see what it does to marble.



COMING UP - THE CEU PROGRAM IS BACK!

CEUs coming up (Back to School):

Photoluminescence: Applied Use in Code Compliance and Enhanced Safety - September 18

Advanced Ceramic Tile Methods, Standards, & Materials - 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

KEY ANNIVERSARIES

TWENTY YEARS!

Vic Fotia - Twenty Years

Kevin O'Donnell - Twenty Years

FIFTEEN YEARS!

Anthony Ford - Fifteen Years

TEN YEARS!

Juan Cardena - Ten Years

Ed Maffia - Ten Years

Mark Patterson - Ten Years

George Ringel - Ten Years

Dioniris "Primo" Sepulveda - Ten Years
Benito Brown - Ten Years
Roberto Molina - Ten Years

NEW PEOPLE

RD Weis Companies welcomes two new members to the sales team: **Tim Taras** and **Kiya Francis**.



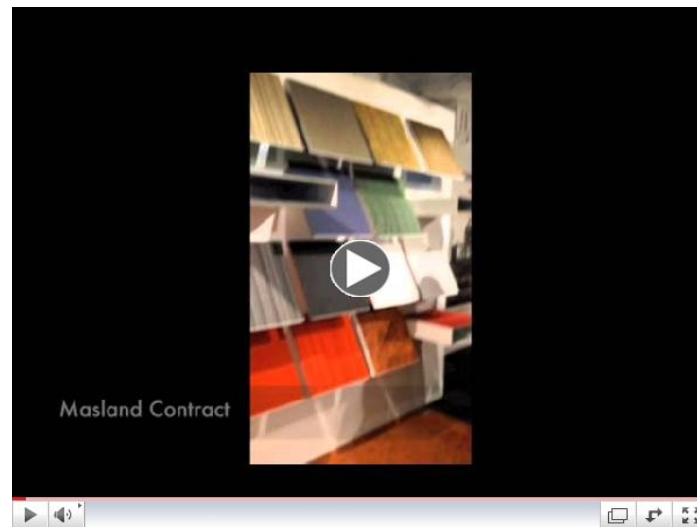
Tim Taras joins us as Inside Sales/Business Development in the New York Office. His prime responsibilities include getting ahead of major projects in our market area, determining who the decision makers are, and working with the team to determine the approach. Tim brings with him many years of experience in business development for some well-known architectural firms. He has worked for SCR, Soffes Wood Design, and most recently JRS. He has contacts in the corporate, healthcare, and education segments.

A native of New Jersey, Tim graduated from Farleigh Dickinson and in his free time enjoys working on his house.

Kiya Frances joins RD Weis as a Summer Intern. (See her photo and bio above).

Please join me in welcoming Tim and Kiya to RD Weis!

SHERI'S NEOCON VIDEO



Sheri Gorman Reviews NeoCon 2014

UPCOMING EVENTS

Canadaigua Lady Sunset Dinner Cruise



When: Wednesday, August 27

6:30-8:30pm

Where: Steamboat Landing

205 Lakeshore Drive

Canandaigua, NY 14424

What: Served Dinner

(choices: Prime Rib, Chicken Marsala or Vegetable Lasagna) Open Bar

RSVP:

Mike Pendergast

585-315-6336

mpendergast@rdweis.com

Please let him know your food preference.

Spouses or Significant Others Invited

7th Annual Flooring Expo in NYC!

Come look around and have fun. We'll have all your favorite manufacturers here, so plan to stop by and see us if you missed NeoCon, or want a closer look at great new products. And of course, lots of food and things to drink.

When: To be announced

Where: To be announced

RSVP:

Sheri Gorman

212-376-5355 X 202

sgorman@rdweis.com



**Come celebrate our company, our families, and our successes at the RD Weis Companies
Annual Picnic on September 27th. Details to come.**



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