

MESSAGE FROM RANDY

24 years in business and still building for the future!



Over the past four months we have been reconstructing our offices in NYC, Hartford, and Westchester.

RD Weis is in a constant state of realignment in order to meet the needs of both the market, and our associates. Each office will be reconfigured to create a more collaborative environment, removing the barriers that you get with hard-walled offices and instead creating teams.

Since the NYC office was the first to be done, we submitted it for the Starnet design awards competition. You can read more about the new office below.

This past February we had our annual sales meeting in our new office, and celebrated key anniversaries. These anniversaries underline the fact that the strength of the company resides in having long-term associates who understand our business and the customers.

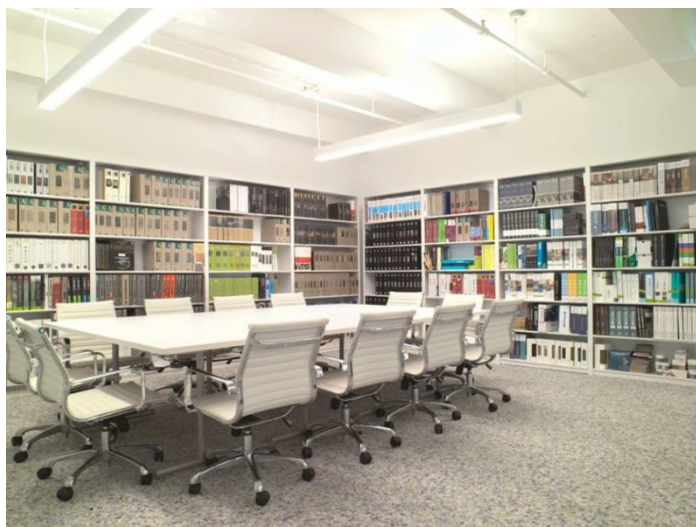
Happy Spring!

Randy

RD WEIS' NEW OFFICE IN NYC

We are very excited to announce the opening of our new NYC office showroom just a few blocks from our previous New York City location!

The challenge for the design of the office was to create a showroom as a place of the future: both interesting and forward thinking. The design serves as a change in the way the office functions, and not just a change in materials.



The result is an open, collaborative work environment.

The new office consists of three main areas:

- A bar/entertainment area created using Amtico resilient LVT for easy cleaning and maintenance in this high-traffic area.
- A large conference room/library using playful Art Media carpet tile from Milliken.
- A business zone consisting of work stations on ASM raised flooring.

The overall feel is true RD Weis: classical yet eclectic, and always professional.

NEW PROJECT

Eileen Fisher

RD Weis did the flooring in partnership with Spartan Surfaces, laying cork flooring throughout the store, then sealing it with WaxNoMore. We'd like to thank Christopher Capabianco on supporting RD Weis Companies and all parties that were involved to get this done.



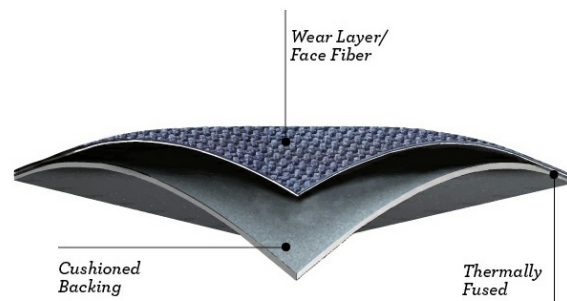
NEW PRODUCT

Kinetix

Kinetix® is unique textile composite flooring that combines the qualities of soft floor covering with the resiliency of hard-surface flooring.

Created as an alternative to hard-surface products, J+J Flooring Group's Kinetix is ideal for retail, healthcare, education, and institutional environments. In addition, Kinetix has a higher, positive environmental impact compared to that of traditional hard-surface options.

The high-performance attributes of Kinetix are in its construction. The combination of its unique layers creates a soft-surface flooring design with the qualities of hard-surface.



NEW PROCESS

RD Weis Companies' Access Floor Exchange Process

Our new process makes it possible to replace and refurbish existing data center

access floor tiles on-site, after hours, while the system is fully operational - without disruption. And the carpet tile and access floor do not end up in the landfill.

Our mobile service, loaded with tools and machinery, arrives at the job site. Each damaged access flooring unit is taken out to the truck and refurbished, re-laminated, and returned in sequence.

The steel access floor panel with new tile is then placed back in its original location. This process continues until all damaged flooring is swapped out.



Needless to say, we're very excited about this new, innovative opportunity.

RD WEIS PEOPLE ON THE MOVE

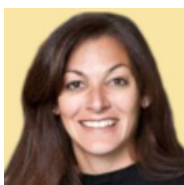


Mike Pendergast, veteran Upstate New York associate assumes the role of Regional Vice President, with full responsibility for the sales and operations of the Rochester office. Mike has been with RD Weis for 15 years and has an extensive background in sales, operations, project management and A&D representation and selling.

Ernie Wheeler, an eight-year veteran of RD Weis takes on the role of Director of Sales, Education and Corporate in the Rochester office.



Chris Mancus, a ten-year RD Weis veteran and business leader in the Michigan market assumes the title of Regional Vice President in recognition of the growth of our Detroit office and continued success in that market.



Sheri Gorman, a seven-year veteran becomes Vice President of Marketing/A&D in recognition of the increased importance of that role at RD Weis and also her role in coordinating the company's A&D efforts throughout our branch network.



Rosa Spoto assumes the title of Vice President, Administration recognizing her recent expanded role with managing the estimating and project management staff in the New York area.

Please join me in wishing Mike, Chris, Sheri, Ernie and Rosa continued success in their new roles.

NEW PEOPLE

Ace Taggart joins RD Weis Companies as General Manager, Boston.



Ace has extensive experience and expertise within sales, marketing, and business development. He is known for his rapid expansion of both existing and new clients and quick study of new technology, markets, and competitors, having served in multiple industries within the U.S. and abroad.

A graduate of Castleton State College in VT, Ace has rapidly built key new markets from the ground up and established a career reputation as the go-to person to build lasting customer relationships, especially for the healthcare field for companies such as Med IT Solutions, Medical Sales Management, and Jedwards, Inc.

Margaret Massey joins RD Weis Companies as Account Executive, Rochester.

Margaret has been in the floor care industry for 12 years. She met Randy while owner of both Facility Resources and a MilliCare Franchise. Working in outside sales for RB Floor Care Services, Inc., she generated new business and expanded existing accounts with added additional services, met sales quotas, and ensured client satisfaction. As owner of Facility Resources, her work involved sales and marketing and daily operations, including office management, installation of staff, and an overall emphasis on project management. Her professionalism and accuracy in her field ensures a continued relationship with clients. Margaret's strength lies in her commitment to providing clients with the highest level of service. Ms. Massey attended Oklahoma City Community College and is Lean & Green Certified. She is past President of Italians of Central Oklahoma and currently serves on the Business Development Committee for the Moore Chamber of Commerce.

Please join me in welcoming Ace and Margaret to RD Weis!

KEY ANNIVERSARIES

Rosa Spoto - **Twenty + Years**

James McVoy - **Twenty + Years**

Kevin Kingsland - **Twenty + Years**

Mike Pendergast - **Fifteen years**

Rose Criscione-Salerno - **Fifteen Years**

NEW PHOTOS

2014 Sales Meeting

Our annual sales meeting was held in our new NYC office this year. We kicked off the weekend with presentations by Jan Peterschick and Kim Sears from Antron, and Ralph DeGruttola from Black and Veatch and then headed to Carpet Cycle in Newark, NJ to tour the Northeast's largest carpet recycler. Saturday was a whole day of learning with the sales force.



As always, a productive weekend and we look forward to next year!

[Take a look at pictures from the 2014 Sales Meeting.](#)

PEOPLE

Awards were given in the following categories at the 2014 Sales Meeting:

Top Overall Sales - Rob McGill

Top Project Salesperson - Robert McGill

Top Maintenance Salesperson - Kevin Kingsland

Top SilTanium First-Year Sales - Joe Pedalino

Congratulations to all!

UPCOMING EVENTS

Join us on Thursday, May 1st for the Grand Opening of our new NYC office!

More info to come!

Join us for Cinco de Mayo, on Monday, May 5th for the Grand Opening of our newly renovated Hartford, CT office in South Windsor

More info to come!



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