

# PI AT F O R M

A NEWSLETTER FOR OUR EMPLOYEES AND PARTNERS



FROM OUR


## PERSPECTIVE



Are you ready for business to pick up? Have you been working hard on your business so you're ready to handle additional work?

The team at Kinzler has worked extremely hard the last two years to survive this downturn in the economy successfully and be a better company as a result. Some of the highlights are mentioned in this newsletter. We have approached this down business climate with the attitude that there is as much opportunity as when the economy was running hard, maybe even more. Therefore, Kinzler Construction Services has added two new locations, picked up needed equipment, made several great hires, added several product lines, and revamped phone and computer systems all for future growth and to enhance the service we provide to our customers.

As tough as this economy has been, I have never been more excited about Kinzler Companies and its future. It is an old cliché, but I have been asked many times by friends, associates and educators of business, "Are you so busy working IN your business that you don't work ON your business?" As leaders of our organizations there is usually no

one else to do this critical job, so from my perspective there is nothing more important. It is the life blood of long term success; hiring and retaining good employees, and maintaining great vendor and banking relationships (all are watching). Everyone that partners with, works for, and associates with an organization wants to be confident someone is working hard to insure the future of the organization is enhanced and secure. I hope we share a goal to balance an appropriate amount of time working ON our business while working IN it. If the majority of a business owner's time is spent putting out daily fires, he or she will soon look back and wonder what happened to the thriving business that once existed. Our management team here at Kinzler meets routinely to work ON the business so we don't miss a great opportunity to serve our customers better. Let me know how we can better serve you and help to grow your business. We are here to partner with you. 

Kevin Kinzler

Going....

**GREEN**

SAVE PAPER, SIGN UP TO RECEIVE OUR NEWSLETTER VIA EMAIL. PLEASE SEND AN EMAIL TITLED "KCS E- NEWSLETTER" TO: [soetken@insulation.net](mailto:soetken@insulation.net)

INCLUDE THE FOLLOWING INFORMATION:

- > COMPANY NAME
- > CONTACT NAME
- > EMAIL ADDRESS

**Kinzler launches a new website.**

WE ARE EXCITED TO ANNOUNCE THE LAUNCH OF OUR NEW WEBSITE:

[www.insulation.net](http://www.insulation.net)

WITH SECTIONS DESIGNED SPECIFICALLY FOR BUILDERS, ARCHITECTS, AND HOMEOWNERS THE WEBSITE OFFERS SOMETHING FOR ALL OF OUR CUSTOMERS. SOME OF THE KEY FEATURES OF THE NEW SITE ARE DESCRIPTIVE PAGES FOR EACH OF OUR PRODUCTS AND SERVICES, LINKS TO PRODUCT SPECIFICATIONS AND THE ABILITY TO REQUEST A QUOTE ONLINE. IN ADDITION, THE "ONLINE HOME EVALUATION" ALLOWS HOMEOWNERS TO ASSESS THEIR INSULATION NEEDS AND DETERMINE THEIR REBATE ELIGIBILITY.


# COMMUNITY & CULTURAL CENTER

Stuart, Iowa



**General Contractor. Koester Construction**      **Date. 2008-2010**


After a fire in 1995, the All Saints Catholic Church in Stuart, Iowa is undergoing a fire restoration and function conversion. The building will become the new Stuart Community & Cultural Center. When designing the new facility, architects HLKB realized the importance of air sealing and

insulating the irregular shapes of the building, resulting in the specification of Icynene® Spray Foam Insulation. Icynene was applied to the underside of the roof deck to minimize heat loss and reduce the chance of random air leakage, creating a highly efficient building envelope. 

## E. FREE CHURCH ASSISTED LIVING

**General Contractor. Integrity Construction**      **Date. 2009-2010**



The existing assisted living facility at the Evangelical Free Church in Boone needed revamped. The solution was an addition that would incorporate state of the art technology. Because the building was constructed on a concrete slab, designers chose to locate all mechanical and ductwork to the attic which created the need for Icynene® spray foam insulation. Icynene was applied to the underside of the roof to create a conditioned attic space maximizing the efficiency of the equipment. 

## Kinzler opens new branch in Rochester, MN

Kinzler Construction Services has expanded into Minnesota with a new branch in St. Charles, located just outside Rochester. The new location, Heim Construction Services, delivers the same product and service offering as our central Iowa locations with a specialization in spray foam and specialty coatings. Outside sales for this location will be led by Jim Heim, a veteran of the spray foam insulation business in this market.

## Kinzler announces united way employee contribution matching program.

In January, Kinzler Construction Services began a year long company wide United Way employee contribution matching program. Together, Kinzler and its employees will make monthly contributions to area United Ways to give back to Ames and the surrounding communities needs through the United Ways' four core focuses of: hunger, financial, education, mental health, and transportation.

## Kinzler now offers Rubbermaid® closet systems.

Kinzler is now offering the Rubbermaid® closet system for your closet and storage needs. With both the Rubbermaid® and Heirloom Collections Kinzler has the right storage and closet systems for garages, pantries, closets and more.

## Kinzler adds U.S. Gypsum to lineup of drywall manufacturers.


We are proud to announce that we have added "United States Gypsum" to our lineup of drywall manufacturers. We now have access to their extensive list of top quality drywall, sheathing and specialty board products. This is in addition to their full line of finishing materials, joint compounds and spray textures.

# SHOWROOM REMODEL

Ankeny, Iowa



Kinzler's Ankeny office and showroom recently received a remodel. The project started with demolition, allowing for reconfiguration of the office and showroom space in order to accommodate employees and customers. In addition, a new overhead door and driveway were added just North of the office to handle

smaller customer pick-ups. The new area consists of an office for our drywall and insulation representatives, a small conference room, sales counter, and showroom. The showroom carries a full selection of professional tools and parts for drywall hangers, tapers, insulators, weatherization contractors and acoustical installers. 

## NOW OFFERING...

### Cosella Dörken ventilated rainscreen, foundation drainage, dampproofing & waterproofing products

Kinzler Construction Services is now distributing the following products:

DELTA<sup>®</sup>-MS, a foundation dampproofing and wall waterproofing system

DELTA<sup>®</sup>-DRAIN, a drainboard that controls the flow of below grade water

Commercial DELTA<sup>®</sup>-DRAIN, a drainage system for the moisture protection of below grade structures

DELTA<sup>®</sup>-DRY, a ventilated rainscreen for behind adhered manufactured stone veneer, conventional stucco, and other absorptive claddings

## Kinzler locations....

Corporate office - Ames, IA  
Des Moines / Ankeny, IA  
Waterloo / Cedar Falls, IA  
Rochester, MN



## Pricing Volatility.

Please pay close attention to job quote expiration dates. Our industry is experiencing increasing price volatility. Close Communication with your Kinzler representative will help to ensure we protect your jobs.

## Our Mission Statement.

KINZLER COMPANIES IS COMMITTED TO: RECOGNIZING & PROMOTING GROWTH IN OUR LIVES AND OUR COMMUNITIES, ONE RELATIONSHIP AND ONE PROJECT AT A TIME, THROUGH TEACHING, INNOVATION, PHILANTHROPY AND CUSTOMER FOCUSED SERVICE.



Learn more @ [www.kinzlercompanies.com](http://www.kinzlercompanies.com)  
P 515.292.5714 T 888.292.2382