



David Jackson

PRESIDENT'S COLUMN

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Trees are beginning to bud and flowers are springing back to life. Is winter over? I sure hope so because this winter in Birmingham has been extremely wet and cold. Global warming? One thing that I do know is that Ponte Vedra in June will not be cold. So please make your plans to be in attendance at our Spring Meeting on June 13—15.

Again I want to say thanks to all of SEICA's advertisers. As I stated in my last letter, suppliers that participated in the 2009 Table Top Show and are advertisers for 2010 will be invited to attend the 2010 Fall Meeting in Charlottesville, Virginia. Dee will be contacting all suppliers that qualify later in the year.

One issue that is near and dear to all of us is collecting on our accounts receivable. During these times of economic difficulty, this issue can become even more pressing. Some things that you can do to help your cash flow are:

- 1. Invoice your customer as soon as you can. Some contractors are notorious for billing very slowly.**
- 2. Know your lien rights in all states in which you do business (this applies to distributors as well as contractors).**

- 3. Have an attorney or collection agency ready to be used in all states in which you do business.**
- 4. If you do incur a bad debt, record it on your books and let Uncle Sam pay his fair share (not much consolation but it is better than nothing).**
- 5. When an account gets old, take action. If you wait, it usually only gets worse.**
- 6. Usually, government work (federal or state) is bonded. If the job is bonded, an inquiry to the owner or general contractor can help in getting your Company paid. This is probably the last method you want to resort to.**

Thank you for your support of SEICA. Please make your plans to attend.

David

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Pittsburgh Corning Introduces Thicker Insulation Sizes

PITTSBURGH, February 2, 2010 — Pittsburgh Corning Corporation announces that, to meet a growing demand for its product in thicker sizes, FOAMGLAS® One™ cellular glass insulation is now available in thicknesses up to 7 inches (175mm).

The larger sizes require fewer fabrication joints and less adhesive, which results in improved installation quality, performance and economics.

"Our commitment to produce larger sizes is in response to the performance and economic needs of our end-user customers," said Steve Oslica, Director of Marketing at Pittsburgh Corning. "Investments in new technology here at Pittsburgh Corning are part of an ongoing initiative to provide superior quality cellular glass and accessories for our customers around the world."

The new block sizes are available for order now and will be available for shipping on March 1, 2010.