

**WAGSTAFF-  
TAYLOR &  
ASSOCIATES, INC**

Commercial door, frame  
and hardware specialists

**Current Projects**

- Jackson-Madison Hospital  
Jackson, TN
- Dekalb Medical Center  
Decatur, GA
- Guiding Light Church  
Birmingham, AL
- Residence @ Lawson State  
Birmingham, AL
- East Alabama Medical Center  
Opelika, AL
- Christway Church  
Gardendale, AL
- Grace Hospital  
Eden, NC
- Valdese Hospital  
Connolly Springs, NC
- Park Place on Seagrove Beach  
Seagrove Beach, FL
- Seaside Lyceum Gateway  
Seaside, FL

**New Projects**

- Sugarland Rehab Hospital  
Sugarland, TX
- Memorial Regional Hospital  
Hollywood, FL
- Bailey Medical Center  
Owasso, OK

**Inside this issue:**

- Hurricanes and Tornadoes **2**
- New York City Building Code **3**
- New Product Profile **4**
- Quotes **4**

# Wagstaff-Taylor & Associates, Inc.

## TURN-KEY

### From Specification to Installation

Volume 3, Issue 1

Newsletter Date March 30, 2006

### Atlanta Market

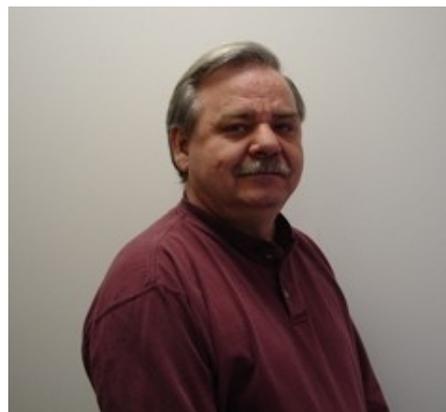
Danny Taylor recently announced the opening of a Sales office in Atlanta, Georgia. "We have a customer base in Atlanta that deserves more attention than we have been able to give them," stated Taylor. "This move will increase our visibility in the Atlanta market, give our customers easier access to us and provide us with a local representative to help service the many projects we are involved with in Georgia and the Carolinas."

Jeff True will represent WTA in this market. Jeff has 13 years of experience in the Door and Hardware Industry working as a Distributor, Manufacturer's Representative and a Specifications Consultant for Division 8 Products.

Welcome aboard, Jeff!!



Jeff True—New Atlanta  
Based Representative



### Ronnie Hardeman in the Spotlight

In 1985 Ronnie was promoted to Shop Foreman and in 1987 was moved into Customer Service and Order Processing and detailing. He was promoted to Supervisor of this department in 1995, promoted again in 1997 to General Manager and in 2005 became a stockholder in WTA.

"Ronnie has skills and knowledge of the Hollow Metal Industry that are unsurpassed. He is one of the few people in the industry with the experience necessary to actually manufacture hollow metal doors and frames," states Danny Taylor, president of WTA.

In March, 2005 (Easter Sunday) Ronnie suffered a heart attack at the young age of 47. Ronnie says he has learned from that experience. "I have decided that family is everything," states Hardeman. "I realized that I needed to put my family first and enjoy every minute of every day."

Ronnie resides in Leeds, Alabama with his wife of 25 years, Fran, and his two daughters, Nicole and Whitney. He enjoys fishing and golf in his spare time.

In the spotlight for this edition of Turn-Key is Ronnie Hardeman. Ronnie began his career in the Door and Hardware Industry in 1976 with Builders Manufacturing Company. He spent four years in shipping and receiving and three years supervising the finishing department. In 1983, Ronnie joined Reed Sales as a welder.

In 1984 Ronnie moved to WTA as a welder. At that time, WTA's shop was located on Theta Street in a portion of the Golden Flake facility. "We used to go to the parking lot and pick up potatoes that were dropped out of the trucks bringing loads of potatoes to the plant," Hardeman states.



## HURRICANES AND TORNADOES

### “New Codes Create Demand for Life Safety Products”

Traditionally, the door and hardware industry’s life safety efforts have been focused on preventing losses from fire. Recently two new opportunities, both driven by codes, are creating demand for new categories of products. Together, the expansion of hurricane codes and a growing demand for tornado shelters point toward big opportunities for new business.

The total economic loss from fire and severe storms during a recent six-year period approached \$100 billion. According to the NFPA, the economic losses caused by fires exceeded \$68 billion during this period, while losses from tornado and hurricane damage totaled almost \$28 billion, which is nearly a third of the total loss.

#### Two Product Classes for Two Types of Storms

Meeting the needs of fire and life safety codes has been one of the key growth factors in the door and hardware business for many years. The new opportunities that exist in the area of Severe Storm Openings are an extension of this focus and can be divided into openings for hurricane and tornado shelters. Each requires a separate approach in protection from the storm.

In a tornado, there is relatively little warning. The National Weather Service has an average warning time of 20 minutes. While this is significantly longer than in years past, the relatively short advance warning makes the best opportunity for protection within the structure occupied or one in close proximity.

In contrast, hurricanes are easier to predict, with warnings coming as much as three days before an area is impacted. With this advance notice, life safety is primarily ensured through evacuation, while hurricane-related products protect the structures.

Hurricane Andrew did \$26.5 billion in damage to Florida and Louisiana in 1992, but it also sparked a call for codes that would force the building of structures that could resist these forces of nature. As a result, South Florida, and in particular Miami-Dade County, wrote the test protocols that are in place today.

#### Tornado Shelter Guidelines and Tests

All severe storms carry the danger of damaging winds, but tornadoes probably have the most potential for destruction, due to their changing pressures and violent travel. Wind loading shear in a tornado is a major cause of damage, but more complex combinations of forces are also generated. In addition to severe winds, the extremely high positive and negative pressures can pick up and carry debris with enough force to penetrate windows, doors, walls and other parts of a building. Entire buildings can collapse in an instant and people require more than a simple shelter to survive a tornado.

The Federal Emergency Management Agency, (FEMA), in conjunction with the Wind Engineering Research Center at Texas Tech University, created two documents that provide guidance on tornado shelters. FEMA 320, Taking Shelter from the Storm, is a prescriptive guideline for the construction of residential storm shelters that contains a lot of information on storm-resistant construction. FEMA 361 is a blend of prescriptive and performance-based guidelines for community shelters, which will be helpful to architects working on institutional structures. Further information is available at the FEMA website, [www.fema.gov](http://www.fema.gov).

The structures covered by FEMA 320 are intended to provide emergency refuge from a tornado within interior spaces that have every day uses, such as closets or laundry rooms. Since the walls, floors and ceilings are reinforced with concrete, the door opening becomes the most critical component of the system.

#### Hurricane Resistant Openings

Hurricane codes began with the Dade County Protocols, to protect against the higher incidence of hurricane-type storms in Florida. They were among the first calls for impact resistance in products for openings. Before that, although there were some code provisions, building inspectors tended to concentrate more on windows, which typically failed first in a hurricane or high wind storm. Stronger building codes were adopted in the 1990s in several counties of southeastern Florida, mainly in response to the damages caused by Hurricane Andrew. Recently, the Florida Building Code was amended to adopt the similar requirements throughout the state. As the success of this approach expands, other nearby Gulf States that are affected by hurricanes are likely to consider similar codes.

Code requirements vary from one area to another. Florida is an example. The code defines a “hurricane prone region” as one that can expect winds in excess of 90 miles per hour. Since the lowest windspeed in the state is 100 miles per hour, the entire state is considered hurricane-prone. Windborne debris regions are defined by either maximum windspeed or proximity to the coast. Any zone with windspeeds of 120 miles per hour or above is automatically considered to be a windborne debris region, or 110 miles per hour if within one mile of the coast. However, the panhandle of the state has been granted some exceptions from the blanket windspeed criteria, referred to as the Panhandle Protection Provisions. Where higher classifications of products must be used, they have to be tested in accordance with all three test protocols. If debris impact is not required, then products require testing and certification only to the structural load requirements, up to a maximum windspeed of 110 miles per hour.

These examples illustrate the importance of knowing the applicable code requirements for the project location. The codes are driving and will continue to drive the demand for these new products. With the supply of Federal funds available to subsidize construction using these products, it is important to become knowledgeable in the codes.

## NEW YORK CITY BUILDING CODE “A Hot Topic”

The New York City Building Code, adopted in May 2005, now mandates the installation of photoluminescent signs and markings in high rise construction exceeding 75 feet. The NYC code has its origin in both World Trade Center tragedies. The purpose of these markings is to facilitate safe emergency exit during building evacuation. These signs and markings must be installed on or before July 1, 2006 in both new and existing facilities.

There are no current plans by the major code bodies to incorporate the NYC code. However, some reference is made to photoluminescent products in several codes and you can bet the use of them will gain momentum in all codes.

It is important to keep in mind that photoluminescent systems also have a life beyond New York City. Robert E. Solomon, Assistant Vice-President for building and life safety codes of NFPA (The National Fire Protection Association), notes the broad extent of the New York law which he sees as “optimum” in its scope and installation detail. By comparison, the NFPA has adopted what he calls “minimum requirements” for exit signs, egress and floor exit path markings. Photoluminescent systems fit into one of two options that satisfy NFPA requirements for exit path markings. “The first option is an externally illuminated system, which requires a light source in close proximity to the sign and that is usually connected to the emergency lighting facilities as well. The second option is an internally illuminated system, which is self-contained (i.e., the light source emanates from the sign).

What does the New York standard say? The flip answer is: more than you really want to know for your general education and, rest assured, more than we intend to cover in this article. The following basic requirements are laid out in New York City Local Law 26, Section 27-383 part B which calls for use of approved photoluminescent material that is “washable, non-toxic, non-radioactive, and if subjected to fire [is] self-extinguishing when the flame is removed.”

1. All doors opening to corridors, to an exit, or to an exit passageway, shall be marked with the word “exit.”
2. Within exit stairs, horizontal extensions in exit stairs, horizontal exits, supplemental vertical exits and exit passageways, except within street level lobbies, there shall be directional markings.
3. Required markings for exit paths shall comply with the technical standards for installation and placement to be set forth in a reference standard. Such reference standard shall be designated RS 6-1 and shall be adopted on or before January 1, 2006.

Reference standard 6-1 is our focus for the remainder of this overview. The first section of RS 6-1 outlines the minimum performance of the photoluminescent materials. The second part of RS 6-1 deals with the minimum requirements for placement of photoluminescent products. Photoluminescent signs and markings are required on or next to:

1. Doors opening to exits or exit passageways
2. Doors opening to corridors that act as required exit passageways connection two vertical exits
3. Doors serving as horizontal exits

Photoluminescent doors signs or markings may include the following:

1. Door signs
2. Door hardware markings
3. Door frame markings
4. Steps
5. Leading edge of landings
6. Handrails
7. Floor perimeter demarcation lines
8. Obstacles
9. Directional signage



What happens next? Be proactive in learning about photoluminescents. It is not a matter of if, but when you will be called upon to advise your clients concerning this issue.

## New Product Profile



Al, Danny, Sandy and Chris are reviewing one of the most recent products being distributed by WTA. CSI Construction Specialties is now manufacturing a door which is clad in Acrovyn. Most of our customers are familiar with this firm but may only associate them with handrail systems, corner guards and door protection plates.

This is a revolutionary new product. It is gaining popularity rapidly and making a name for itself as a tough, durable and attractive door. Unlike wood or laminate doors, it will not chip or crack and the stiles are field replaceable. The doors are available in many colors and may be color coordinated with wall systems and other Acrovyn products.

We will be happy to show it to you.

---

### Famous Quotes

“The only thing necessary for evil to triumph is for good men to do nothing.”

Edmund Burke

“One of the true tests of leadership is the ability to recognize a problem before it becomes an emergency.”

Arnold. H. Glasgow

“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

Winston Churchill

“Baseball is ninety percent mental. The other half is physical.”

Yogi Berra

“Show me a man who is a good loser, and I’ll show you a man who is playing golf with his boss.”

Jim Murray

### WAGSTAFF-TAYLOR & ASSOCIATES, INC

Phone: 205 836-5625

fax: 205 836-3667

E-mail:

dtaylor@wagstafftaylor.com

2608 Queenstown Rd  
P O Box 100036  
Birmingham, AL 35210