

John Kypreos started Tri-State in 1969. Originally Tri-State was a siding and roofing company. As the Company grew and matured, John began getting requests for vinyl replacement windows. John purchased windows from various manufacturers, but he was never totally satisfied with the quality of the windows which were available in the marketplace.

In 1984, John decided to solve the quality problem by manufacturing his own windows and opened the Company's first factory in Amityville, New York. He quickly outgrew the Amityville facility, and in 1987, John moved the Company to Deer Park, New York. The new factory was outfitted with the most modern, state-of-the-art machinery available at the time.

The Company has grown tremendously since and the tradition of having the most efficient and modern equipment is strong. In 2006, John bought an adjacent building and spent millions of dollars to equip it with the most modern computerized robotic technology, providing for windows with the highest, consistent quality. Tri-State places the utmost importance on the quality of its windows.

John was always extremely quality conscious and became very energy conscious over the years. About five or six years ago, the window industry and the U.S. Department of Energy realized the importance of having an objective, standardized system of testing and rating the energy efficiency of windows. They whole-heartedly embraced the testing methods and standards of the National Fenestration Rating Council ("NFRC"). John jumped in with great enthusiasm and was determined to have the best window available. John had always felt that his windows were the best vinyl replacement window on the market, but this gave him an opportunity to have his windows evaluated and rated as "best" by an objective independent testing laboratory.

John studied all of the technical literature and worked closely with his design team and the technical specialists at Architectural Testing Inc., an independent testing laboratory, to build "from the ground up" a window that would incorporate all of the most advanced design features to maximize energy efficiency. If you want the best, you have to use the best components/materials. There can be no compromises. In spite of the increased costs involved, John built his window with the best spacer available, the best glass available, the best foam insulation for the frame and sash and reinforced it with aluminum. John and most of his competitors were already filling their insulated glass with argon gas, but John realized that his windows would be more efficient if they were filled with krypton gas.

John's commitment to manufacturing the most energy efficient window resulted in accepting a lower profit margin. The market will only pay a certain maximum price for a window, regardless of how efficient it is. So if you only use the best components and incur greater costs in the manufacturing process, you're going to make less money on it. John's dedication to energy efficiency overrode his profit motivation.

The result was that his windows were among the best rated windows in the country. John's windows far exceeded the best efforts of the major national manufacturers, as well as all of the local competition. Even now, five years later, his windows are more energy efficient than the major manufacturers. John's ratings for his casement, double hungs, and sliders remain among the best in the industry.

Due to the collapse in the housing market, the home improvement industry is suffering. In this extremely competitive environment, John has faced tremendous price-pressure. Competitors are offering cheaper, double-paned windows in an effort to win the sale. While not nearly as energy efficient as John's windows, they do pose a serious threat because of the lower cost. John's response was to design double-paned windows that were as efficient as possible. Using the same design strategy that had been so successful previously, he and his team came up with the "ultimate" double paned window line. Their efforts resulted in windows that were more energy efficient than many of the competition's triple-pane windows.

John's commitment to energy efficiency extends beyond his development of the most energy efficient windows offered for sale. When he purchased his new building in 2006, its windows were all steel framed, single-pane windows. At considerable expense, he replaced every window in the building with his own custom-made, triple pane krypton-filled replacement windows. As a result, his heating and air conditioning bills have decreased dramatically, despite the huge increases in energy over the past few years.

**All of John's windows are Energy Star Qualified.** On February 17<sup>th</sup>, 2009, President Obama signed the stimulus bill which provides energy efficiency tax credits for qualifying windows. The requirements are much more stringent than the normal Energy Star criteria, calling for a u-factor of .30 or less and an SHGC of .30 or less. These are very demanding requirements and they result in the denial of tax credits for many otherwise Energy Star Qualified windows. However, **all of John's windows qualify for the tax credit**, an accomplishment that deserves recognition.

John is not resting on his laurels. In light of the tremendous increases in the cost of krypton gas in the past year, John is now in the process of developing the next generation of windows – a quad-pane window using the more affordable argon gas, but still expected to be even more energy efficient than his current triple-pane krypton windows.

I am proud to nominate John Kypreos as an Andromeda Star of Energy Efficiency.