

**SPRING!  
 A Great Time  
 for Window  
 Replacement!**

It's been a very long, tough winter for many of us, with record cold, numerous snowfalls, and high utility bills for all. But Spring is finally here!

Now is a great time to remind homeowners and property managers of the value of new energy efficient Crystal windows.

Crystal offers a wide selection of vinyl and aluminum windows and doors all designed to reduce heating and air conditioning energy costs.

Contact your Crystal sales representative for the latest options, color finishes and accessories available.



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**Steve Chen Named President of Crystal**

In March, Crystal Chief Operating Officer Steve Chen was promoted to President of the company. Steve's promotion reflects his expanding role in directing the strategic initiatives and operations of the Crystal family of companies across the country. It also marks the smooth transition from the founding generation of this family-owned business to the next generation. "Steve has certainly paid his dues over the past 15 years, working tirelessly to build the company Crystal is today," said Thomas Chen. "Steve's leadership has brought Crystal to new heights, and he has many exciting plans for this company going forward."

Since taking the role of COO four years ago, Steve has focused on integrating Crystal's primary operations in New York with its other national production facilities in St. Louis, Scranton, Chicago, and Riverside, CA, resulting in greater capacity, flexibility, and responsiveness. He expanded the company's staff of sales, customer support, and engineering professionals to meet the more sophisticated needs of Crystal's customers. Steve embarked on a significant investment in a new multi-million dollar enterprise-wide computer system to manage the company's quoting, sales, production, delivery and other vital operations, and allow qualified trade customers to quote and place orders directly in the Crystal system. Under his direction, the company also invested in major new equipment and expanded factory space at all its locations.



Company founder Thomas Chen has moved up to Chairman and will continue to play a role in expansion, capital equipment acquisition, and other major strategic activities. In addition, Thomas will pursue his many philanthropic endeavors in the fields of art, Asian-American culture, and education.

**Crystal is a Top MBE Firm in NY Area**

RANK	COMPANY	2017 REVENUE	2016 REVENUE	% CHG	INDUSTRY
1	CRISTAL WINDOWS	\$12.5M	\$11.5M	8%	MANUFACTURING
2	...	...	...	...	...
3	...	...	...	...	...
4	...	...	...	...	...
13	...	...	...	...	...
14	...	...	...	...	...

Crain's New York Business included Crystal Windows on its annual list of the New York area's largest minority-owned companies. Published in March, the Crain's list is comprised of the largest privately held firms that are at least 51% minority-owned and headquartered in New York City or in seven surrounding New York and New Jersey counties. The ranking is based on annual company revenues from the prior year.

Over the years, many minority firms on the Crain's list have come and gone, while others have grown significantly, forcing some off the list. Nevertheless, Crystal Windows' strong steady growth has kept it on the list for the past 21 years, since 1998.

## Gateway Extrusions Doubles Workforce!

Gateway Extrusions, Crystal Windows' aluminum extrusion subsidiary, is proud to announce significant new job creation at its Union, MO facility. With the recent expansion of the factory, addition of new state-of-the-art production equipment, and growth in sales, the company has more than doubled its workforce over the past 3 years. Currently employment stands at 130 and the company continues to seek additional good qualified workers.

Gateway's success and its valuable contribution to the local and state economy was recognized in a recent special correspondence from the Missouri Lt. Governor Michael Parson. The Lt. Governor also announced plans to visit and tour the manufacturing facility in the future.



Shown here are Gateway Extrusions' new powder coat paint line, Union facility, aluminum extrusion line, and some employees and families at a recent company picnic.



## Light Metal Age Magazine Spotlights Gateway Extrusions

One of the metal industry's leading national publications *Light Metal Age Magazine* recently highlighted Gateway Extrusions in its November 2017 edition. The 3-page feature article, written by the magazine's editor, focused on Gateway's massive and amazingly successful effort over the past few years to replace and add new equipment while expanding and renovating the facility.

*Light Metal Age* is a very highly regarded industry resource whose articles are renowned for their significant in-depth research and technical details. "We are especially proud that such a prestigious periodical recognized and highlighted Gateway's achievements for the entire nation," said Tom Ziegler, President of Operations for Gateway.

For a copy of the article, please contact Brian Losey at [blosey@gwextrusions.com](mailto:blosey@gwextrusions.com).



See Crystal at These  
 New York Area  
 Shows:

05/8-9/18

Buildings NY Show\*

Javits Convention Center  
 Manhattan, NY

05/10/18

AIA Newark & Suburban  
 Architects Trade Show

Glenpointe Marriott  
 Teaneck, NJ

06/21-23/18

AIA Conference on  
 Architecture 2018\*

Javits Convention Center  
 Manhattan, NY

\*See Crystal's new display  
 booth!

And many more!

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