

Builder/Architect

Sandell Manufacturing

The Story of Hard Work and
Perseverance



Sandell Manufacturing

The Story of Hard Work and Perseverance

By Lynn Martin

“Never give up.” These are the words etched in Saverio Minucci’s consciousness, placed there by his father, Salvatore, many years ago. Minucci, CEO of Sandell Manufacturing, never forgot and never gives up. The result is a proliferation of products and businesses across the country.

The elder Minucci heeded his own advice through good times and bad over more than four decades in a physically demanding industry. In addition to owning a construction company in downstate New York, Salvatore Minucci purchased Sandell in 1990, though it started life decades earlier in Massachusetts, in 1965. At that time, the company manufactured copper flashing, a waterproofing material used with masonry and framing materials.

In 1992, a fire led to the near demise of Sandell, but Salvatore enlisted the help of family to rescue the ailing entity. His son

Saverio worked evenings with family members to make the product, and spent time during the day selling it. In 1993, market forces became unfavorable to the construction industry, the Long Island business was sold and Saverio assumed command of Sandell.

Hard work, attention to quality and dedication to superior service governed the day-to-day operation and grew the business necessitating the move to a 20,000-square-foot facility in 1994 — the location upgrade was funded exclusively from company-generated revenue. The hours spent manufacturing and marketing copper flashing increased Saverio’s knowledge and credibility, coupled with the years spent working beside his father in the construction trade and two years at Ohio State University studying construction management contributed to an industry-savvy Minucci — a big plus, given his young age — especially as he was pursuing business deals with industry veterans.

Saverio Minucci, President and CEO, shows us around the corporate headquarters.



PHOTO BY MARK SAMU

BUSINESS EXPANSION

Currently, *Sandell Manufacturing* has three locations, several businesses and multiple products. Their bread-and-butter offering, copper flashing, has expanded into mechanical, PVC, metal and rubber flashings, masonry accessories, foam and expansion joint products and drainage devices. Business divisions have emerged to accommodate multiple product lines — they include Sandell Plastics, Sandell Transport, and more recently, Sandell Construction Solutions.

As business grew, it became apparent that a coordinated transportation effort was necessary and as a result, Sandell Transport was created to offer customers the most efficient and cost-effective service possible. With 20 years experience, they have finely tuned the transportation process, understanding that time delays in construction and escalating fuel costs can be prohibitive. Sandell Transport provides discounted freight modes for rail, air, flatbed, tanker, truckload and LTL (less than truckload) in order to ensure on-time delivery and reduce cost to customers. They screen all carriers for safety and security via the Federal Motor Carrier Safety Administration. Additionally, they verify pickup, delivery and condition upon delivery.

Sandell Plastics manufacture a variety of plastic cores for utilization across many industries, namely pool and spa,



Above: Left to right - Jeremy Douglas, Director of Sales and Marketing; Evelyn Minucci, inside sales and customer service; and Mike Eglin, Inside Sales Manager, discuss sales plans.

Right: Left to right - Mike Dugan, V.P. of Operations; Saverio Minucci, President and CEO; and Kevin Korkosz, CFO.

textiles, automobile and construction. They provide flexible and rigid plastic cores in the custom-extrusion industry, including injection molding, using the following materials: rigid PVC, ABS, both high- and low-density polyethylene and flexible PVC. If given a concept, they can manufacture anything a customer requests. On-site inventory, planning and production guarantees quicker delivery and cost savings.

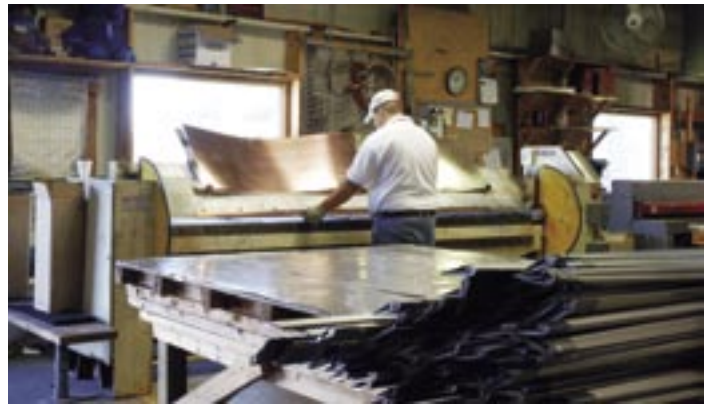
Sandell Construction Solutions provides services and problem-solving products to building industries in both the commercial and residential marketplace. "Manufacturing is what we do, but construction solutions are the key ingredient we deliver to our customers," says Minucci. "Our expanded approach is designed to help our customers improve the overall protection and performance of the building envelope with a wide range of harsh environmental conditions."



PHOTOS BY MARK SAMU



Sandell Plastics manufacture a variety of plastic cores for utilization across many industries.



Copper flashing is one of the many products manufactured by Sandell.

THE BUILDING ENVELOPE: AIR-TITE

Their most recent product, Air-Tite air and vapor barrier system, is a spray-on waterproof coating. The revolutionary product, touted as a building envelope, has an impressive cure rate of only 24 hours versus the typical cure time of two weeks, and can be applied to both the commercial and residential building segments. In addition, it has no VOCs. The spray-on coating has a self-adhesive backing, weather-barrier tape and a patching product in roll-on liquid form. Time savings is an obvious benefit, given the cure rate, as contractors can continue building with minimal delay; and as national and international building codes across the country become more stringent — Massachusetts, Wisconsin and Michigan are leading the way, New York is soon to follow — it becomes essential

to adapt and adopt efficient methods with environmentally friendly products. Most important, however, is its capacity to fight rot, decay and structural weakness by providing the best waterproofing tool on the market.

Sandell, a master at flexibility, has risen to customer need and developed a line of products suited for the residential market: Flash-Guard NA, Rubber Seal (LEED compliant), Sando-Seal, Copper Guard, Nuflex, Presto Seal. Sandell’s Flash-Guard, for example, was specifically designed to work with today’s new wood-framing products, which are now subjected to new preservation treatment methods. The former chromium-and-arsenic-treated residential construction lumber has been deemed toxic and its use discontinued in favor of Alkaline Copper Quaternary (ACQ) and Copper Azole (CBA). These

We make the products that make your residential building system work.



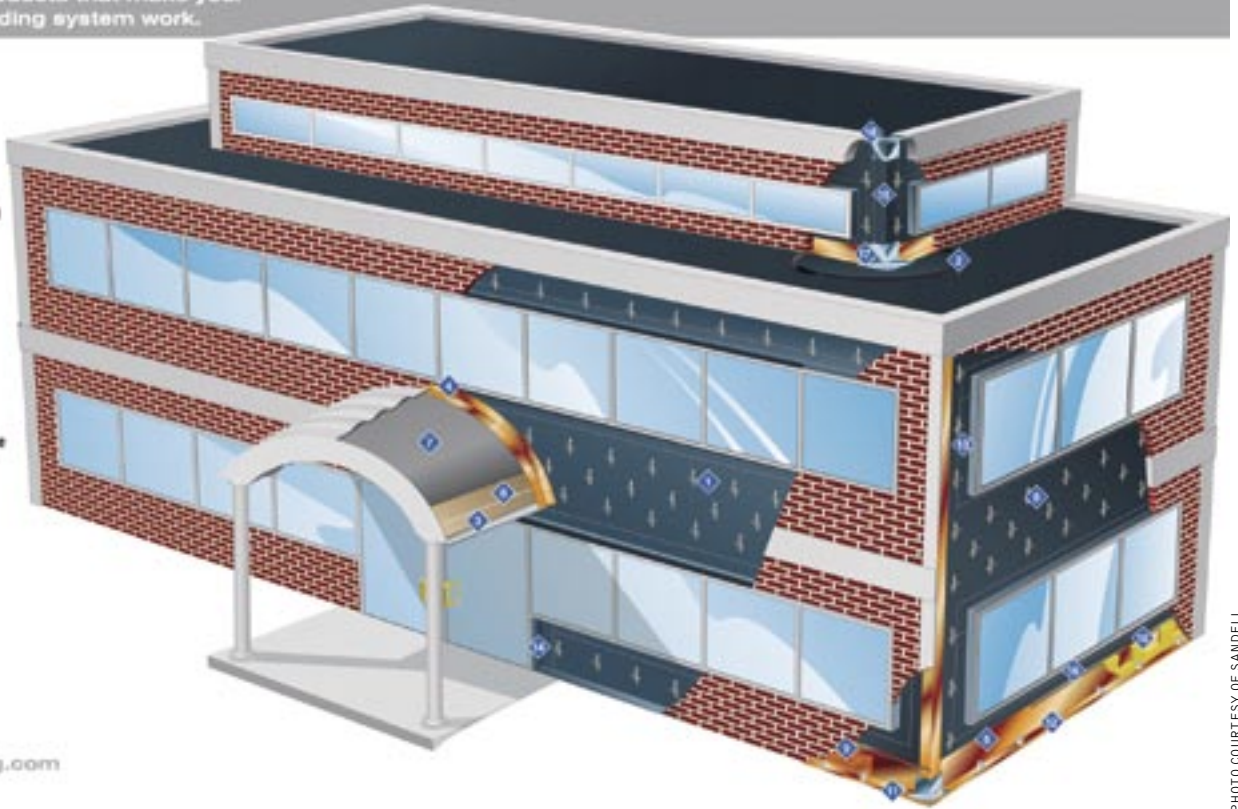
- ◆ Cell Vents
- ◆ Copper Guard Flashing
- ◆ Drip Edge
- ◆ Flash-Guard NA
- ◆ Granular IceGuard
- ◆ Metal Guard
- ◆ Mortar Net
- ◆ Mortar Net Weep Vent
- ◆ Mortar Web
- ◆ Nuflex PVC Flashing
- ◆ Presto-Seal Flashing
- ◆ Rectangular Weeps
- ◆ Rubber Seal Flashing
- ◆ Sando-Seal Flashing
- ◆ Shingle Starter Strip
- ◆ Sill Seal
- ◆ Termination Bar
- ◆ Weep Tubes

PHOTO COURTESY OF SANDELL

www.sandellmfg.com

We make the products that make your commercial building system work.

- ◆ Air-Tight Spray-On
- ◆ Trowel Mastic
- ◆ Drip Edge
- ◆ Step Flashing
- ◆ Copper Thru-Wall Flashing
- ◆ Granular IceGuard
- ◆ Metal Guard
- ◆ Triangle Anchor Ties
- ◆ Mortar Web
- ◆ Mortar Net
- ◆ Mortar Net Weep Vent
- ◆ Rectangular Weeps
- ◆ Air-Tight Barrier Membrane
- ◆ Rubber Seal Flashing
- ◆ Sandto-Seal Flashing
- ◆ Termination Bar
- ◆ Pre-Furmed Corners
- ◆ Self Adhering Corners



www.sandellmfg.com

PHOTO COURTESY OF SANDELL

lower toxicity treatments infuse much larger amounts of copper and require, for optimal results, the use of copper-compatible products in order to avoid corrosion and deterioration.

LOCATIONS, LOCATIONS, LOCATIONS

Sandell Manufacturing currently has three locations across

the country. Their primary manufacturing site continues to grow and evolve in Schenectady, NY. The 55,000-square-foot facility remains a steadfast manufacturer of copper flashing, copper lamination, custom metal fabrication in stainless steel, copper and aluminum, and has also expanded into plastics, foam conversion and serves as Sandell's primary trucking center. The second plant, a 28,000-square-foot plant in Birmingham, AL, opened in May 2001. Its dual role: 1) the manufacturing of stone anchor, wall ties, brick anchors, prefoam metal stamping and foam; and 2) it also serves as the Southern U.S. trucking hub. On July 1, 2007, a third facility opened in Chicago, IL,



PHOTOS BY MARK SAMU



and will focus primarily on manufacturing foam (in 4-inch, 6-inch and 8-inch thicknesses), metal-forming, drip edge and step flashing. This 30,000-square-foot entity is also the Midwestern U.S. distribution center.

Minucci strives to be a “one-stop-shop” solution for Sandell construction customers, to provide the highest quality, cutting-edge products with guaranteed performance, delivered to their door. He seeks to be the leading construction industry manufacturer, to continue expanding Sandell’s nationwide presence and is poised to reach the West Coast in the distant

Sandell Transport was created to offer customers the most efficient and cost-effective service possible.



PHOTOS BY MARK SAMU

future. Nathan Blue, Product Manager for Prime Source in Carrollton, TX, agrees. “Sandell Manufacturing has made the commitment to be a true partner for us. They have proven this over and over again through their stellar customer service and their distribution of quality products.” Customer service is Minucci’s primary concern. “I believe this industry can be very demanding but I firmly believe that ... ultimately, the customers are the heartbeat of any establishment, and I take care of my customers.”

Minucci has contributed financially to the Schenectady Extreme Makeover project and to the Center For Disabilities. George Amedore Jr., of Amedore Homes, says in response to Minucci’s assistance with the Extreme Makeover project, “Saverio has a big heart and loves to give back. His products and services are high quality. His generosity says a lot about him and his organization.” Minucci says he “has great empathy for those in less fortunate situations and thankful I’m in a position to help.” Sandell is a member of AIA, AABA, NYSCMA, NECMA and the U.S. Green Building Council. For more information, visit the website at: www.sandellmfg.com. ■

