



WAUSAU

WINDOW AND WALL
SYSTEMS

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Wausau acquires Custom Window in Colorado, expands product offering for historic renovation market

Wausau, Wis. (Aug. 2013) -- Apogee Wausau Group, Inc., doing business as Wausau Window and Wall Systems, has acquired the assets of Benchmark Sales Agency, Inc., doing business as Custom Window Company, Inc., to expand Wausau's product offering and U.S. geographic reach. Terms of the purchase were not disclosed.

Privately held, Custom Window was founded in 1981 in Englewood, Colo. It has grown to become a leading U.S. manufacturer of historically accurate, aluminum window products that account for annual revenues of approximately \$10 million; it has more than 100 employees.

Wausau Window and Wall Systems, was founded in 1956 in Wausau, Wis. Wausau engineers and fabricates high-performance window and curtainwall systems for commercial buildings with a focus on the education, health care and government markets, including historic renovation applications.

Wausau is one of the architectural businesses of Apogee Enterprises, Inc. (Nasdaq:APOG), a public company that provides distinctive solutions for enclosing commercial buildings and framing art. As part of Apogee Enterprises, Wausau enjoys a solid history of financial strength, positive growth, safety, corporate citizenship and industry leadership.

"Wausau's purchase of Custom Window supports Apogee's strategy to grow our architectural framing systems segment through geographic expansion, new products and domestic acquisition. It presents an opportunity to better serve customers and prospects in the Western U.S. and the historical renovation market throughout the country," said Joseph F. Puishys, Apogee CEO.

Wausau president Jim Waldron agreed, "We look forward to adding Custom Window's industry knowledge, unique product line and regional presence to Wausau's breadth of quality products. All of Wausau's product offering is supported with our high level of customer service, experienced engineering and design teams, dependable schedules, on-time shipping and industry-leading warranties."

The acquisition of Custom Window further enhances Wausau's customer relationships across the West with improved logistics and reduced freight costs. Custom Window's unique product offering includes:

- Regionally appropriate, projected windows for the competitive k-12 school market and low-rise office applications;
- Patented, self-balancing double-hung windows designed for occupants to enjoy both large openings and easy operation; and
- Historically accurate window systems with true divided lite muntins, addressing stringent aesthetic requirements for historic preservation projects.

Waldron emphasized that "Wausau and Custom Window share many similarities that contribute to a smooth integration: We both manufacture high-quality products that blend aesthetics and performance for lasting value. We invest in industry-leading best practices, improvements and innovations. We believe in maintaining close, collaborative relationships with architects, building owners and contractors. We honor our commitments to employees, suppliers and customers."

Nationally recognized for its innovative expertise, Wausau Window and Wall Systems is an industry leader in engineering window and curtainwall systems for commercial and institutional construction applications. For more than 55 years, Wausau has worked closely with architects, building owners and contractors to realize their vision for aesthetic beauty, sustainability and lasting value, while striving to maintain the highest level of customer service, communication and overall satisfaction. Wausau is a part of Apogee Enterprises, Inc., a publicly held, U.S. corporation.

Wausau and its staff are members of the American Architectural Manufacturers Association (AAMA), the American Institute of Architects (AIA), the APPA – Leadership in Educational Facilities, the Construction Specifications Institute (CSI), Glass Association of North America (GANA), the National Fenestration Ratings Council (NFRC) and the U.S. Green Building Council (USGBC).

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