



Roof Watch

FALL 2007

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From the desk of Dieter Pfisterer

My Presidential campaign went really well, and I'd like to thank those of you who took the time to register your vote for me. No one disagreed with my platform (or at least they didn't let me know if they did), even my most liberal friends. All in all, it was quite an experience to receive not only your votes, but the comments that went along with most of them.

As the 2008 Presidential Campaign begins to roll, it is extremely discouraging to realize how many politicians want to reach into our pockets and redistribute our hard-earned money. In principle, these same politicians have been elected to manage the money WE send to the government and do it responsibly by reducing costs and unnecessary spending wherever possible, reducing entitlement programs which didn't work, eliminating pork-barrel additions to each piece of legislation and work on fixing our infrastructure. They should uphold the defense of our country from any and all enemies who want to destroy us and our way of life, which means tightening up our borders and applying the laws that are already in place regarding illegal immigration.

Here in New Jersey, our political system is broken and our state is known as one of the most corrupt in all of the union. Our governor's solution to some of these problems is to sell our lands and highways to private industries. While I agree that industry, in general, runs more profitable operations than government does, the question is, "Do we want to be held hostage to private concerns when it comes to our parks and highways?" For example, in Germany, the government sold its famous Bundesbahn railroad system by which you could set your watch to the comings and goings of the trains. Now, you buy a ticket and take a chance that your train will transport you from Point A to Point B in 45 minutes. There are some things that should never be privatized and that includes our public transportation systems, highways and parks.

Update on my heart experience:

In the next issue, I will talk about the latest statistics regarding my recovery from heart surgery. As a matter of fact, it seems that I am getting younger as my heart produces better results each day, to a point where I am no longer taking what was once a very vital heart medication. If I start playing with toys again, well, then I could have other problems.

More in the next issue. Until then, stay well and well informed.

Dieter

Pfister Mission Statement by Rob Vessie

The Pfister companies are solution providers, offering customers premium roofing systems and a variety of innovative alternative energy technologies, customized to meet their needs. At Pfister, exceeding expectations is our primary objective. The company values relationships and is genuine in its dealings with employees, clients, vendors, and partners. Pfister strives to seek only high-quality and environmentally friendly materials at competitive prices to ensure long-term performance and the greatest return on investment.

Great job, Rob - Dieter

For all your residential roofing needs, call North American Pfister at 201-794-1422.

Things No One Ever Tells You... A German Gave America Its Name

The Map That Named America

Library Acquires 1507 Waldseemüller Map of the World

By John R. Hébert

In late May 2003, the Library of Congress completed the purchase from the German Government of the only surviving copy of the first image of the outline of the continents of the world as we know them today - Martin Waldseemüller's monumental 1507 world map.

The map has been referred to in various circles as America's birth certificate and for good reason; it is the first document on which the name "America" appears. It is also the first map to depict a separate and full Western Hemisphere and the first map to represent the Pacific Ocean as a separate body of water. The purchase of the map concluded a nearly century-long effort to secure for the Library of Congress that very special cartographic document which revealed new European thinking about the world nearly 500 years ago.

The Waldseemüller world map is currently on display in the Library's Thomas Jefferson Building in the exhibition honoring the Lewis and Clark expedition, "Rivers, Edens, Empires: Lewis & Clark and the Revealing of America." It will remain on display, either in the original or with an exact facsimile, until Nov. 29. A permanent site for the display of this historical treasure will be prepared in the Thomas Jefferson Building within the next year.

Martin Waldseemüller, the primary author of the 1507 world map, was a 16th-century scholar, humanist, cleric and



cartographer who was part of the small intellectual circle, the Gymnasium Vosagense, in Saint-Dié, France. He was born near Freiburg, Germany, sometime in the 1470s and died in the canon house at Saint-Dié in 1522. During his lifetime, he devoted much of his time to cartographic ventures, including, in the spring 1507, the famous world map, a set of globe gores (for a globe with a three-inch diameter), and the "Cosmographiae Introductio" (a book to accompany the map). He also prepared the 1513 edition of the Ptolemy "Geographiae"; the "Carta Marina," a large world map, in 1516; and a smaller world map in the 1515 edition of "Margarita Philosophica Nova."

Thus, in a remote part of northeast France, was born the famous 1507 world map, whose full title is "Universalis cosmographia secunda Ptholemei traditionem et Americi Vespucci aliorum que lustrationes" ("A drawing of the whole earth following the tradition of Ptolemy and the travels of Amerigo Vespucci and others"). That map, printed on 12 separate sheets, each 18-by-24-inches, from wood block plates, measured more than 4 feet by 8 feet in dimension when assembled.

The large map is an early 16th-century masterpiece, containing a full map of the world.

Become a Donor and Give the Gift of Life

"My brother just received a new heart!" rolls off the tongue as easily as if I asked you, "How do you like my new car?" Over the last ten years, after a major heart attack, I have watched my brother, John, become a shadow of what he once was. Every year John became worse to the point where simple movement became a major task.

Finally, I received a call from him saying that the doctors had told him to come into the hospital. They said they could make him more comfortable. I knew why he had really called, it was to say goodbye. He was either going to leave the hospital with a new heart or die. I will never forget the look on our Mom's face when I handed her the phone to talk to her son. No mother wants to bury her child, no matter how old she is!

News came early the next day. A heart was available and John was being prepared for surgery. Within hours the surgery was completed, and John had come through with flying colors! I saw him the day after the operation and the first thing he said to me was that his feet were finally warm!

Although John isn't out of the woods yet, he has a chance - something that was denied for so long. Because of someone else, my brother will see today and hopefully tomorrow. In their grief, a family chose to let their loved one continue to live. I hope none of us will ever have to make that choice, but I know that I will become a donor. Please become a donor and think of all the "Johnnies" in the world that are fighting every day for a gift that only you can provide.

Howard Semon



Subscribe to our Newsletter: **Clean Energy Matters**
Are You Leading The Way?

What's New at Pfister Energy

ABOUT PFISTER ENERGY

Pfister Energy is a renewable energy company providing innovative power solutions and energy efficiency measures for commercial, industrial, and institutional facilities. The company is a national provider and installer of turnkey renewable energy and on-site distributed power generation systems.

As a total solutions provider, Pfister Energy offers customized alternative energy systems and assists clients with the implementation of the latest technologies, with an emphasis on building-integrated applications. The company's "green solutions" presently encompass a host of complementary systems, including Solar Photovoltaics, BIPV, Natural Daylighting, Fuel Cells, Wind Turbines, Solar Lighting, and Building Envelope Improvements. Pfister's vision is to become a trusted design-build partner enabling more corporations, as well as public and private enterprises, to better reap the benefits of these progressive and sustainable forms of energy.

INNOVATION & TECHNOLOGY CORNER

In order to better serve our growing customer base, Pfister Energy will be adding new locations in California and Florida in the coming months. Pfister Energy is very excited and is working diligently with our partner Soprema to expedite this expansion. These new locations will greatly advance the building of integrated renewable systems that impact the future of roofing and waterproofing in commercial, industrial and institutional projects nationally. We will continue to keep you posted as more information becomes available.

PFISTER ENERGY TO INTRODUCE NEW TECHNOLOGIES

Rain Water Harvesting – There's money literally falling from the skies every time it rains. There are systems available that help mitigate roof runoff and restore the natural

flow of rainwater into the ground. These systems, called rainwater harvesting systems, consist of tanks that collect rainwater from rooftop downspouts and then store the water for later use outdoors, such as landscaping and irrigation.

Solar Thermal Technology – Solar thermal technology converts radiant solar energy (sunlight) to heat. This heat can then be harvested to produce power, heat water for industrial uses, passively or actively heat space, or cool space with an absorptive cooling system. The primary advantage of hybridization and thermal storage is that the technologies can provide dispatchable power and operate during periods when solar energy is not available. Hybridization and thermal storage can enhance the economic value of the electricity produced and reduce its average cost.

Visit PfisterEnergy.com now to learn about these new exciting products that we have to offer.

To subscribe to **Clean Energy Matters**, Pfister Energy's e-mail newsletter, log on to: www.pfisterenergy.com.

Click on "Newsletter Sign-up" and scroll down to fill in the required fields. You can also call 1-800-367-2207.

Either way, it's that easy!



Our new and revised websites are up and running providing you and customers more valuable information about us.

Please visit us at:

www.pfisterroofing.com and
www.pfisterenergy.com

Pfister Energy/Pfister Roofing Purchases Four Hybrid Vehicles

To date, hybrids on American roads have saved 5.5 million barrels of fuel, according to a new study from the Department of Energy's National Renewable Energy Lab. That's less than one full day's worth of fuel over a seven-year period. The emergence of hybrids is one small but necessary step toward reducing the use of petroleum.

How is Pfister leading the way?

We are proud to announce the recent purchase of four hybrid vehicles. Wayne Pfisterer, President of Pfister Energy, and George Piasecki, President of Pfister Roofing, are committed to making the workplace a rewarding and fulfilling place to work, coupled with their commitment to protecting the planet, Pfisterer believes as a business owner, this is simply the right thing to do.



Jeff Pruneau, Project Manager/Engineer, left, and Greg Corbett, Operations Manager are driving the Mercury Mariner featuring emissions that are far cleaner than the regular Mariner.

Hybrid-electric vehicles (HEVs) combine the benefits of gasoline engines and electric motors and can be configured to obtain different objectives, such as improved fuel economy, increased power, or additional auxiliary power for electronic devices and power tools.

How does it work?

Regenerative Braking. The electric motor applies resistance to the drive train causing the wheels to slow down. In return, the energy from the wheels turns the motor, which functions as a generator, converting energy normally wasted during coasting and braking into electricity, which is stored in a battery until needed by the electric motor.

Electric Motor Drive/Assist. The electric motor provides additional power to assist the engine in accelerating, passing, or hill climbing. This allows a smaller, more efficient engine to be used. In some vehicles, the motor alone provides power for low-speed driving conditions where internal combustion engines are least efficient.

Automatic Start/Shutdown. Automatically shuts off the engine when the vehicle comes to a stop and restarts it when the accelerator is pressed. This prevents wasted energy from idling.

Any questions about the vehicles, please call us at (800) 367-2207.

Words of Wisdom from our South Jersey Manager

What is important in running a successful business?

Many people fail to recognize that one of the most important issues in business management is being cognizant of employees' needs. Your employees are the backbone of your company. They enable you to conduct a smoothly run operation. There are many advantages to having a satisfied employee base:

Your business will experience a lower turnover rate. This will reduce the time spent on new employee training and new business.

Sasha Shafranko
(to be continued...)

A Great Senior Moment

A very self-important college freshman attending a recent football game, took it upon himself to explain to a senior citizen sitting next to him why it was impossible for the older generation to understand his generation. "You grew up in a different world, actually an almost primitive one," the student said, loudly enough for many of those nearby to hear. "The young people of today grew up with television, jet planes, space travel, and man walking on the moon. Our spaceships have visited Mars. We have nuclear energy, electric and hydrogen cars, computers with light-speed processing and..." pausing to take another drink of beer.

The senior took advantage of the break in the student's litany and said, "You're right, son. We didn't have those things when we were young...so we invented them. Now, you arrogant little fart, what are *you* doing for the next generation?"

The applause was resounding.



Project of the Year

This past summer, Pfister completed another quality project: the Grand Stand Paddock building located at the Meadowlands Race Track in New Jersey. This building was designed and constructed to be a state-of-the-art facility for racehorses.

Under a 31,980-square-foot Sarnafil G410 décor standing seam roofing system, this installation was designed to simulate a metal roof. Many thanks to our project manager Dave Romansky and our foreman Andy Szaflarski, along with his crew, Tadeusz Długa, Teddy Kobylarz, Jan Pisarczyk, Jan Prelich, Adam Siereda, Jerry Skorupa and Frank Tazyk.

We are so proud of the outcome of this installation, that management has decided to enter it in Sarnafil's "Project of the Year" for outstanding design, quality and workmanship.

Thank you to all who made this vision a possibility.

George Piasecki
President

Thank you to all. - Dieter



Are You Ready? Winter is Coming Soon

An Inexpensive Way to Stock Up on Ceiling Tiles or Call Pfister at 1-800-367-2207

Winter's coming. By now you are in the process of winterizing your building and checking to make sure snow removal will be available on a moment's notice. More than likely, the sprinkler system has been winterized and you've had mums planted outside your building to make it look nice for the fall.

Did you order extra ceiling tiles for the coming winter? You see, your roof has been busy too since the spring. That small problem in your roof has been getting larger. Since it hasn't leaked, even with all the rain we had this summer, you think it's probably no big deal. Well no, that's not true! Depending on the type of deck, the roof system and the location of the problem, leaks

can take a while before they appear inside your building. Usually, the roof just traps the moisture beneath the surface until the temperature changes associated with the winter literally rip the roof open.

So, don't forget the extra tiles; you'll need them or you can call Pfister Roofing to schedule a winter Preventive Maintenance inspection. As part of our inspection, we'll make minor repairs and perform housekeeping. Most importantly, we'll provide you with an inspection report that will identify small problems before they become major problems. We'll also provide you with a quote to repair the problem.

So, you can either stock up on ceiling tiles or make the smart choice and call Pfister Roofing before winter sets in. We're ready now **or** this winter after your roof fails. The choice is yours.

Howard Semon



To Your HEALTH

Heart-rate Recovery After Exercise Reveals Key Risk Data

Knowing how fast your heartbeat returns to normal may encourage you to make lifestyle changes that can help prevent a heart attack.

You're on a treadmill, your heartbeat accelerating with every stride during a doctor-supervised stress test. At your maximum effort, your heart rate is measured. A minute into the cool-down phase, it's measured again.

If it's plummeted, consider yourself lucky. A quick recovery after exercise is good news. If your heart rate remains high after you've stopped exercising, your heart is at risk.

"Your recovery rate is as strong a predictor of heart risk as cholesterol and blood pressure," says Cleveland Clinic cardiologist Michael Lauer, M.D., who originally established heart-rate recovery as a strong predictor of mortality in 1999.

Dr. Lauer's research measured the heart-rate recovery times of about 2,400 older adults for six years. Results showed that if the recovery rate is equal to or less than 12 beats per minute, that's a sign of serious heart risk. A moderately healthy person should see a drop of around 18 to 20 beats per minute.

Your recovery rate shouldn't change with age, Dr. Lauer says. What does change, however, is a person's average maximum heart rate. A 50-year-old might go from a resting heart rate of 70 beats per minute to a maximum rate of 170 while exercising, while a 70-year-old with about the same resting rate may get to only 150. The American Heart Association (AHA) recommends that you subtract your age from 220 to find your maximum heart rate, which you can then use to determine your appropriate level of exercise intensity. The AHA recommends getting your

heart rate to between 50 and 85 percent of your maximum rate for about 30 minutes, three to four times a week.

Measuring your own recovery rate can give you a general idea of your heart risk, though Dr. Lauer warns that those readings shouldn't be compared directly to his data. His subjects were brought from low-level exercise to peak effort in about 10 minutes, which is not what most of us do in a typical workout.

He suggested that a person who plays a few games of rigorous tennis, for example, should measure his heart rate two minutes after stopping. Take two fingers and hold them to your wrist or the side of your neck and count the beats for 15 seconds. Then multiply that number by four to get your beats-per-minute heart rate. If it's up around 120 or higher, a call to the doctor and a formal stress test, as well as some lifestyle changes, are in order.

Although the research is still in its early stages, Dr. Lauer says the evidence suggests that physical training can improve your recovery rate. If that bears out, regular exercise could mean your next stress test will be a little less stressful.

What You Can Do

- Talk to your primary care physician about whether you need a stress test.
- Measure your own heart rate before, during and just after exercise.
- Stop smoking and lose weight to reduce the strain on your autonomic nervous system.

Call me for more details. My heart rate drops by 20 beats-per-minute after exercising. – Dieter

Pfister Slate and Tile Department once again providing a new look to a house that was in need of a little detail.



Crew

John Flint - Foreman

John Arjoon

Noor Backhash

John Pabon

Artur Tyszko

Freddy Cardenas

Have You HEARD?

- Shawn Lockwood had a baby girl!
Ryan Olivia was born on June 30, 2007 at 7:36 a.m., 6 lbs., 1.7 oz., 19" long.
Both mother and daughter are doing well and little Ryan is growing by the minute. She's such a happy baby!
- Frank Kuka joined Pfister Maintenance this past July as a sales representative for Northern and Southern NJ territory. Frank began his roofing and building products career in 1988 as a commercial sales manager for Strober Building Supply and Allied Building Products as well as being a self-employed contractor.
Here at Pfister, Frank's sales and product-knowledge experience in the industry will undoubtedly increase Pfister's penetration into the NJ market.
- DJ Thorstenson holds the position of Office Manager/Human Resources Manager. DJ comes to Pfister with many years of experience in management with companies such as General Electric, Baxter Pharmaceuticals, and Lowes Home Improvement.
DJ has lived in New Jersey for the past three years and previously lived in Southern California where she owned her own business in Graphic Arts for Apparel, as well as being a manager of Ziehm Instrumentarium, a manufacturer for surgical X-ray equipment.
DJ enjoys competitive archery, motorcycles, travel and her best friend Sherlock, a King Charles Cavalier Spaniel.

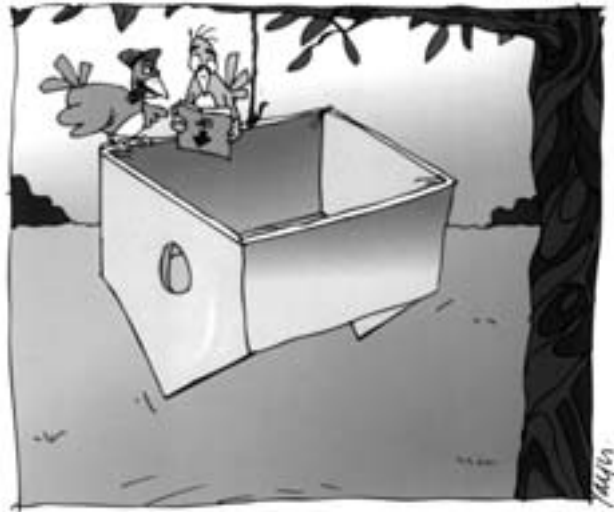
Some Special Thoughts...

Take time to work, it is the price of success
Take time to think, it is the source of power
Take time to play, it is the source of youth
Take time to read, it is the foundation of knowledge
Take time to worship, it is the highway of reverence
Take time to help and enjoy friends, it is the source of happiness
Take time to dream, it hitches the soul to the stars
Take time to laugh, it is the singing that helps life's load
Take time to love, it is the one sacrament of life.

This newsletter provides general information and may express the opinions of various individuals and should not be used or taken as legal or other advice for specific situations, dependent upon the evaluation of factual circumstance. Before making a choice of a professional, you should give the matter careful thought. The selection of an attorney, doctor or other professional is an important decision.

Over Your Head

by Keith Taylor



DON'T SAY IT PPL, WE CAN THROW A ROOF ON JUST ABOUT ANYTHING.
BUT NEXT TIME, DO US BOTH A FAVOR AND BE SURE THE
PLANS ARE RIGHT SIDE UP BEFORE YOU BEGIN.

or Call Pfister Roofing 1-800-367-2207

Pfister Pfishing Trip

On Saturday, July 21st, Pfister hosted its annual Pfister Pfishing Trip.

Under a beautiful sunny sky, Pfister employees, clients, friends and family set sail from Belmar Marina on the 80' Suzy Girl. An abundant amount of fish were caught during the eight-hour trip.

Even though no records were broken that day, Annette, Dave and Wil managed to boat three monster fish. Congratulations to all!

A great time was had and we are all looking forward to next year's excursion.

George Piasecki
President



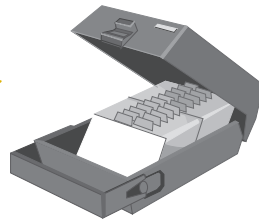


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Opa's Kitchen



**Le Citron
Lemon Chicken**

Sauce:

2 shallots, chopped
1 tablespoon extra-virgin olive oil
2 garlic cloves, chopped
1 cup chicken broth
1 teaspoon paprika
1 teaspoon herbes de Provence
(see note)
1 tablespoon cornstarch
¼ cup water
Juice of 1 lemon
¼ cup Grey Goose Le Citron vodka
½ cup heavy cream
1 tablespoon Dijon-style mustard
Salt, to taste
Freshly ground pepper, to taste

Chicken:

1 chicken, cut in six pieces
2 cups basmati rice
6 tomatoes
Extra-virgin olive oil
Granulated sugar
Chopped parsley
Sprig of tarragon

Note: Herbes de Provence, a dried herb blend, is sold in the spice aisle of well-stocked supermarkets.

To prepare sauce: In large sauté pan, sauté shallots in olive oil until golden. Add garlic, chicken broth, paprika and herbes de Provence, and mix well. Add cornstarch, water and lemon juice and cook until sauce thickens. Add Grey Goose Le Citron, heavy cream, Dijon mustard, salt and pepper, and cook, 10 minutes over low heat.

Place pieces of chicken into sauce and cook over low heat, 45 minutes, stirring and turning chicken pieces occasionally.

Meanwhile, bring 4 cups of water to a boil and add rice. Simmer, covered, 15 minutes.

Cut tomatoes in half, coat with olive oil and sprinkle with sugar. Place tomatoes on broiler pan, cut-side-up, and broil until lightly browned.

To serve, place rice on plate and arrange chicken on top with tomatoes; pour sauce over dish. Garnish with parsley and tarragon sprig.

Yields 6 servings.