



DAPN Minutes

10-14-15

Participants

Kevin Rose

Tom Robbins

Jean Cody

Matt Byanski

Pete Shehata

Ben Rigg

John Elking

Don Neff

Trafton Eutsler

Jim Stamper

Paul Anslow

J. Van Houten

7:32am

60 sec commercials

Please let DAPN's Christmas Party committee (Don) on any thoughts/ideas you might have for this year's upcoming party

Matt Byanski of Sibco Building Products gave this week's showcase presentation. Matt informed us of the following areas of Sibco Products:

- **They specialize in external building products**
- **60% of their business is in windows and doors**
- **Sibco uses four different assembly companies for ordering doors**
- **They use different companies for specific reasons for ordering**
- **Sibco will ask specific questions to the customer who are ordering doors- this helps the customer in getting what they need and want**

Jean Cody of Main Massage will be presenting her showcase on October 21st

We had 9 leads last week