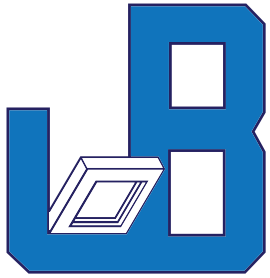


HISTORY



JB Sash & Door Co. Inc. was founded in 1940 by Joseph Bertolami. The focus of the business was as a specialty mill that designed mouldings as well as reproductions of custom made windows for historical buildings. Early on, JB Sash & Door helped restore windows and doors for several historically significant landmarks such as The House of the Seven Gables, John Quincy Adams House, Bullfinch Square, Faneuil Hall, Boston State House, and the Professional Baseball Hall of Fame in Cooperstown, NY. Our reputation quickly grew as a leader in the production of historically correct wood windows and doors in the Greater Boston area.

Throughout the 50's, 60's, and 70's, JB Sash & Door continued to gain public acclaim with the production and fabrication of specialty products. It was during this time that the sons of Joseph, Carmelo, Ugo and Sal became actively involved in the business. The brothers began to grow the business by serving various customer groups such as builders, contractors and homeowners. JB Sash developed strong relationships with major window and door manufacturers like Morgan, Andersen and Stanley.

Upon the passing of Joseph and the retirement of Carmelo, it became important for the company to adapt to the ever changing window and door industry as the need for energy efficient products emerged. In 1982, Ugo Bertolami became instrumental in developing a vinyl clad replacement window. It was revolutionary technology combining an extruded vinyl covering that wrapped over a natural wood interior. Ugo and Sal introduced this unique, patented product to the marketplace in the early eighties. The JB Vinyl Clad Replacement Window was an instant success in the replacement market! It was an elegant marriage of natural wood and maintenance-free vinyl that offered remarkable insulation and noticeable energy savings.

To promote the JB Sash products and reputation, Sal Bertolami contracted the advertising services of Boston Red Sox Great Johnny Pesky. Through the mediums of radio and television, the two, Pesky and Bertolami, became known as the "Window Boys." The commercials were an instant hit! The "Window Boys" and the introduction of innovative new products led to JB Sash outgrowing both its factory and warehouse locations in Cambridge and Somerville.

In December of 1985, the Bertolami Brothers decided to build a new window and door complex on Second Street in Chelsea. This new 50,000 square foot modern facility allowed JB Sash to become one of the largest stocking dealers of quality Andersen Windows and Doors in the United States. At this time Ugo's son, Ron and Sal's son Rick, joined the business. Soon after, JB Sash added the Marvin Window and Door lines as well as Therma Tru Doors, Velux Roof Windows, and many more of today's leading window and door products.

Throughout the 80's and 90's JB Sash developed a large architect and contractor base. They supplied quality products and impeccable service while still maintaining a strong relationship with area homeowners. These homeowners were looking for the availability and installation of energy efficient products.

During the 90's, JB Sash became well known for its quality products and knowledgeable sales staff. In 2002, the company built its Marvin Showcase and Andersen Pavillion. These showrooms featured a huge selection of windows and doors built into real, home settings so that customers could see what the windows and doors looked like, how they felt and operated. It was another innovative consumer offering created by the Bertolamis.

In 2008, JB Sash opened a second showroom located in Waltham.

Today, JB Sash & Door continues to serve the architect, contractor and homeowner segments with outstanding products, knowledgeable and highly trained staff and a focus on delivering extraordinary value.

