

DAVID NEIMAN



David Neiman, founder of Danmer Custom Shutters, started his career 41 years ago at TRW Aerospace Division. He continued his system engineering and computer-programming career at Logicon until 1976.

In 1976, David and his wife, Rona, started a small retail window covering business specializing in woven woods and other window coverings. They became interested in shutters and started a small manufacturing operation that has developed into one of the largest in the world.

Danmer Custom Shutters is as much a marketing and sales organization as it is a manufacturing company. Danmer has developed a unique marketing organization with the capability to use various promotions to develop their sales leads and continually tele-markets their database of leads, especially their former customer lists.

Today, Danmer Custom Shutters is considered the top of the line in the industry. Their salespeople believed in the product and are very successful in demonstrating to their customer that Danmer Shutters are the best value. The approval rate of their shutters has been proven by the repeat and referral business that they enjoy.

In 1987, David developed a new synthetic shutter that looks exactly like a wood shutter but had features that were much more beneficial than wood. The new product, "Thermalite," has been chosen over wood continuously by the more particular homeowners. Its insulation and durability benefits as well as its appearance are substantially better than wood.

This exclusive product is now being offered to Danmer's satellite shutter factories all over the country. It has been a major factor in the company's growth over the last 15 years. Danmer has grown from \$250,000 annual sales in 1977 to over \$20,000,000 projected for 2002 through the efforts of an exceptional staff.

David received a B.A. in Mathematics at U.C.L.A in 1961. Rona received her degree also in Mathematics in 1967. David and his wife Rona, live in Thousand Oaks, CA. They have two sons, a daughter and two granddaughters. David is an avid golfer and Rona is an artist who loves to play golf when she is not painting.

Danmer Custom Shutters

9310 Topanga Canyon Blvd, Chatsworth, CA 91311

800-445-5333 818-576-8210 Fax 818-734-1584

david@customshutter.com