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Local businessman driven to diversify

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Nation's first Frames N Panes franchise a good fit with owner's established enterprise

May 09, 2010 10:44 PM

By [Aaron Walther](#)
The Sedalia Democrat

Dave Ballard, of Sedalia, has become the owner of the first Frames N Panes franchise in the nation.

Ballard, who also owns Ballard's Custom Insulation, said he's been operating his new venture for about two months now. Frames N Panes is a relatively new Canadian company that specializes in mobile window and window frame repair.

"The guy who started it, he's pretty good to work with," Ballard said.



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[Sydney Brink/Democrat](#)

David Ballard, owner of Ballard's Custom Insulation, is starting a Frames N Panes franchise in Sedalia. The business specializes in mobile window and window frame repair.

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Ballard went for training at the end of March and the beginning of April in Victoria, British Columbia.

"It's been successful up in Canada. I'm hoping it's successful here too."

Ballard said he found out about Frames N Panes in a trade magazine and took on the venture because he believes it is important for businesses to be able to diversify in today's economy.

"I bought into it because it ties into my insulation business," he said. "Home efficiency is my livelihood."

The process Ballard's business specializes in involves removing trapped moisture from between the panes of glass in double-pane and triple-pane windows. A special valve is inserted into the window and helps pull out the moisture.

"When a window loses its seal, it loses its R-value and makes it less resistant to temperature change. What this system does is remove the moisture and renews the R-value."

R-value denotes the efficiency of insulation in building materials. The higher the R-value, the greater the insulating effectiveness, Ballard explained.

Since the business is mobile, Ballard said it's a good alternative for customers who don't want to go through the inconvenience and cost of removing windows to have them repaired.

"We come to your site. That's actually what saves you money because you don't have to take out windows," he said.

Ballard also does window frame restoration using a new process developed by Frames N Panes that can repair damage to PVC and vinyl window frames right at the customer's home.

Ballard said he's excited about having the first franchise in the country and is optimistic about its success.

"I'm nervous, of course. I hope it goes. It's at its infant stage, but I think it will take off," he said.

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For more information about Frames N Panes, contact Dave Ballard at Ballard's Custom Insulation, 829-3424.

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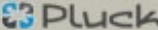
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I think the author of this article should do some additional research on the process of the repair Mr Ballard is planning on doing. Having been in the glass industry for 25 years it is impossible to do what he is planning on doing and it being done correctly. Once the seal is broken on insulated unit and moisture has already gotten into the ONLY way to do it is replace the glass unit. The repair he is talking about can only be done by finding the original break in the seal and use that at his entrance for his valve. Now having said that, once moisture has already gotten in, it will discolor the glass on the inside leaving streaks and the rainbow effect. Buyers beware!

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