

INSIDE: 2008 Industry Buyer's Guide

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THE MAGAZINE OF INFLUENCE FOR GLASS INDUSTRY LEADERS VOLUME 42, ISSUE 12 DECEMBER 2007



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on Page 86

CEO of the Year:
(large company)

Don Pyatt, Viracon

Also Inside:

- **The Top Products of the Year**

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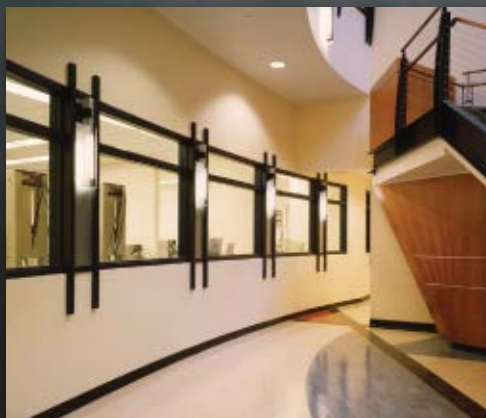


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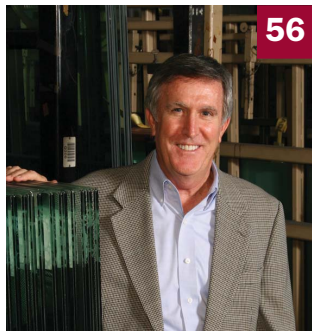
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USGlass[®] METAL & GLAZING

THE MAGAZINE OF INFLUENCE FOR GLASS INDUSTRY LEADERS

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AT YOUR FINGERTIPS
2008 Industry Buyer's Guide

The USGlass 2008 Industry Buyer's Guide is a comprehensive listing of the products and services that you need to track down the products that you want and the companies with which you want to work.

An alphabetical listing of companies includes each company's phone number, fax number and website, if available. Or you can turn directly to page 66 for a breakdown of the industry's products and the companies that supply them.

To be included in next year's Buyer's Guide, please e-mail sharon@usglass.com.

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76 2008 Industry Buyer's Guide

Our one-stop-guide for the glass industry provides a comprehensive listing of company information and products.

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on the cover

Don Pyatt of Viracon was named CEO of the Year in the category of large companies. Turn to page 56 to learn why.



Potential



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What Do **You** Think? Online Survey

Speak out and tell us what you think with our online reader poll. Read the articles inside the issue and then cast your votes on-line. This month's questions:

As 2008 begins, is your company's primary business goal concerned with:

- ☐ Protecting existing business
- ☐ Growth by covering new geographic areas
- ☐ Growth by carrying new products
- ☐ Growth by making an acquisition

2008 will be a busy year for politicians and elections. What impact will national elections have on your business?

- ☐ None
- ☐ A small impact
- ☐ A large impact
- ☐ I'll let you know in November



Also be sure and visit our online discussion boards at www.usglassmag.com/phpBB2 where you can ask questions and share experiences about business and life in the glass industry.

November's Survey Results

We asked: As technology becomes more complex and more mobile, do you foresee growth in the market for glass and window film products that protect buildings from electronic eavesdropping?

You answered:

Yes 94.4%
No 0%
Maybe 5.6%
About the same 0%

WeBlogs

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Ellen Giard Rogers
Contributing editor,
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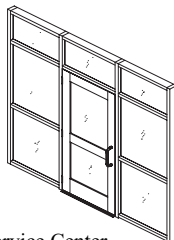
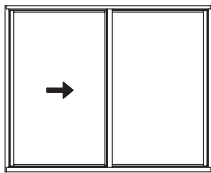
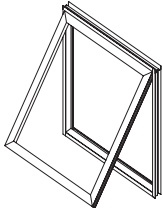
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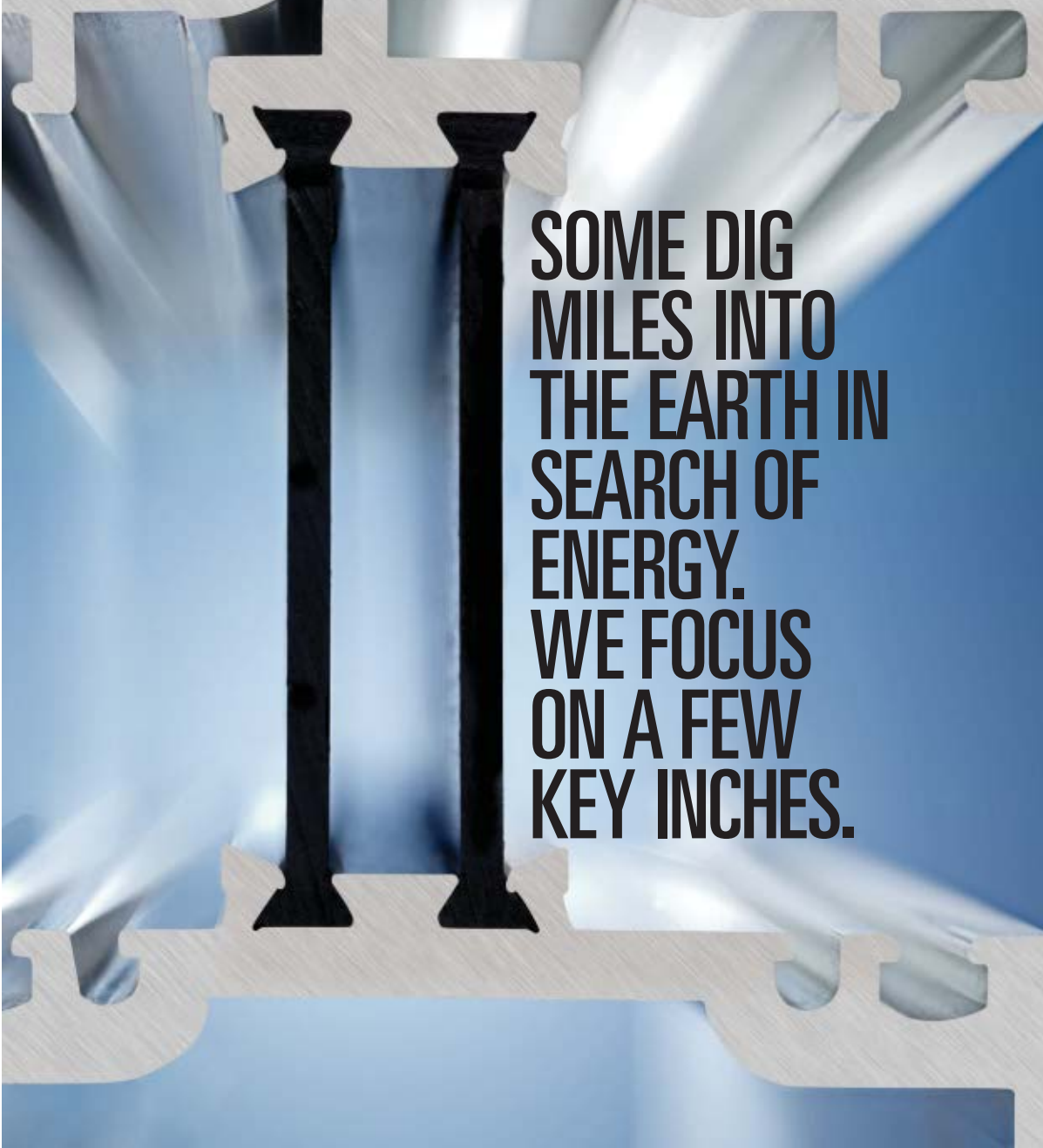
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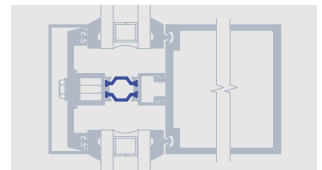
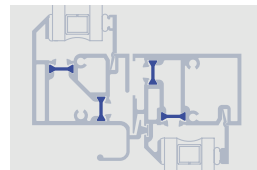
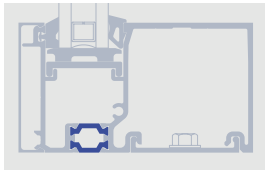
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from the staff of
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Moonlighting

Keeping the Commitments that Come First

by Dez Farnady

Not everyone who needs a second job has one and some people who have second jobs don't need them. A lot of second jobs involve charitable work that can become self-promotional. And then there are some who take this charitable moonlighting and make it a lifetime commitment.

It is hard to get close enough to some people to find out what's below the surface. I was fortunate enough to be the exception among suppliers and had the opportunity to get close to a man named John Carney.

John was the driving force behind a glazing contracting firm operating under the name Midwest Plate Glass. The company is long gone now but, while it was around, it did some pretty good business. Starting from scratch with his partners, a couple of ex-glaziers, John maintained a sales volume comfort level between six to ten million dollars a year. But it is not the size of the business or how he ran it that made him special.

John started his career as a hard-drinking salesman who went from selling windows to contract estimating while by his own admission, being mostly under the influence. He would refer to himself as being "a drunk."

By the time I met him he had been dry for at least 20 years. As a recovered alcoholic, he never considered himself any more than a sober alcoholic living dry from one day to the next. All the time I knew him, even after retirement until the day he died, he stayed sober and continued to spend a great deal of his time helping others to kick the habit. As an active member of AA and various groups organized to provide help to anyone who wanted to recover from alcoholism, the problems of addicts became part of his life.

TAKING TIME TO DO IT RIGHT

John's attitude toward estimating was an interesting one. His company did a lot of school and hospital work. That is not so easy in California. All school and hospital construction was under the supervision of an agency known under various names, once called the Office of the State Architect. All plans were reviewed by that office and had to be approved before they went out to bid. Then, during construction, everything had to be submitted and approved all over again. It took moving heaven and earth if you wanted to make a change.

A lot of contractors chose not do school or hospital work at all because the battle with the bureaucracy was so expensive and time-consuming. Some contractors would bid a school job as high as possible figuring that if they got lucky, there was enough in it to fight the fight and still make money.

John's philosophy was different. He said if you take the time to figure it right, consider all of the expenses and put on a fair mark-up, you have a good chance for a good job. The guy who square-foots it in a hurry can get low and lose his shirt and the guy who throws a lot of money at it will probably not get it. So he was able to get a lot of these jobs and make money on them.

But he also had a few tricks up his sleeve. He submitted his shop drawings with lots of errors. He said so long as they were paying some guy to check plans to find mistakes there was no reason not to give him some work to do. When the drawings came back with red marks all over them, he would have the draftsman correct about half of them and re-submit them. This time when they

came back sometimes even the mistakes left behind were not found. By the third submittal everything was cleaned up and the plan checker was pretty familiar with the drawings and probably had tired of looking at them.

TAKING EVERYTHING IN STRIDE

John had lots of battles in his life with booze and his heart—with multiple heart attacks plus all the troubled souls in his various AA groups—so work did not have to be a battle. What John took in stride others thought were battles. He was happily married to the same lady for at least the last 20 years of his life and his daughters—he had several—loved and respected him. I know that for sure because two of them worked for him for several years, one as a project manager and the other doing drafting.

I was fortunate that we had the opportunity to break bread frequently and, while he wouldn't even drink tomato juice for fear that he would get Snappy-Tom or some spiced-up bloody Mary mix by mistake, he would not object if I had a cool one. So in memory of one of the good guys, I know he would not object if I raised a glass to toast him. Bless you John wherever you are. It was a privilege to have known you. ■

the author



Dez Farnady serves as the general manager of Royalite Manufacturing Inc., a skylight manufacturer in San Carlos, Calif. His column appears monthly. Mr.

Farnady's opinions are solely his own and not necessarily those of this magazine.



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Moving Business to the Internet

Ad Placement Can Determine Value

by Scott Orth

If you haven't heard lately, Internet marketing is the place to be if you're looking to build your business or keep your customers from going to the competitor. But why?

Recent statistics tell us that 59 percent of your audience uses the Internet first when looking for a local business listing. That's almost two-thirds of your audience. When you combine that with the knowledge that 6 to 9 billion Internet searches are performed every month in the United States, you begin to realize that the Internet is critical to your business. But why is the Internet so much better than other available methods of advertising?

A TRIP BACK

Let's go back a few years; before Google became a household name. Back when the phone book was used for more than just a door stop.

You're the manager of a successful, locally based, full-service glass business. Your goal is to drive traffic to the store, so what do you do? Chances are, you'll put the lion's share of your marketing budget into phone book ads, maybe run some radio advertising on one or two local stations, then toss the remaining funds into a targeted print ad. Now you wait.

In a week or so, you begin trying to track your return on investment. You see if you can prove increased business on the days your radio ads played. You know you got a few phone calls from people who found your ad in the paper, and you try to prove that they actually came in or purchased something. You then use the results from these marketing strategies to plan for the next campaign; but do you really know what worked?

GOING DOT COM

Now let's move forward to today. What if each of the radio stations, newspapers and phone books you advertised with sent you a report at the end of each month? The report tells you how many people heard or saw your ad, how many took action and visited a store and, of those that visited, how many purchased an item.

With a little bit of tracking on your part, the ads even tell you which products or service a customer purchased, how much profit you made on each sale and what your actual return on investment is based on each advertisement.

Seems pretty crazy, right? Not with the Internet. With the help of a professional Internet marketing agency, you can track just about everything down to your profit or loss. Getting a bit more advanced, you can use multiple tools and processes to track visits from offline sources like print ads, radio, television, etc. Track visits to every important page of your site, track usability and funnel analysis and pinpoint success and failure of each of your marketing campaigns. Can the phone book do that?

Effective Internet marketing also tracks offline success. This is important since a 2007 study showed that 89 percent of Internet users look for a website after seeing a print ad. Sixty-five percent said they would do the same after hearing a radio ad. Putting effective tracking in place allows you to better understand the profitability of each campaign.

So-called search engine marketing firms are popping up in garages or basements in just about every neighborhood. You

may have taken (or avoided) a few sales calls from some of them lately. Watch out for these guys. Cheap, automated programs are not the way to go.

PUT IT TO USE

Professional Internet marketing services will cost anywhere from \$500 per month to \$500 per hour (or more). It depends on the services you need, the complexity of your site (e-commerce or informational) and many other factors. To get great results, you'll need to invest some money, but remember—these services will likely cost far less than your phone book ads, plus their performance can be tracked and proven.

Many people can learn the basics of effective search engine marketing and might even be able to implement pieces of it. But understanding more than just the search engines—the markets, the engines, the tracking tools—and being able to implement and manage each campaign effectively, takes experience and know-how.

You can do a lot online on your own; you simply need to decide if your business can afford the inevitable learn-as-you-go mistakes and delays of do-it-yourself online marketing, or if it would be more cost effective to hire an experienced Internet marketing partner to help propel your online business. ■

the author



Scott Orth is the director of Internet marketing services at GTS in Portland, Ore. He can be reached at scotto@gtsservices.com. Mr. Orth's opinions are solely his own and not necessarily those of this magazine.



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"There's been no scratched backing or air bubbles and the edge work looks great. What's most surprising is the complete lack of hairline scratches that are inherent in all glass products. Whatever you guys are doing in Grenada, please keep it up!"

Gary Kotowski / Atlanta Distribution / Norcross, Georgia



Ready to Win

GANA's BEC Conference is One for the Record Books

by Brian K. Pitman

The Glass Association of North America (GANA) held its first Building Envelope Contractors (BEC) Conference for glazing contractors in 1998 with a modest crowd and a vision. That vision was to build a solid educational conference that would educate members of GANA's then-fledgling BEC Division on a variety of issues—legal, technical and otherwise—confronting the owners of a contract glazing company. In 1998, 104 attendees registered for the event and most of them agreed that it was a success and a great step forward to the future.

In 2008, the 11th Annual BEC Conference will take place in the city that has always hosted the event: Las Vegas. And like the contrast between the Vegas of 1998 with the Las Vegas of 2008, the conference has changed in many ways, both in scope and scale.

A current assessment of Las Vegas shows that more than 30 high rise buildings are in the active construction phase right now, with another 200+ scheduled to begin construction in the next two years. The hyper-growth of the city will double its population from current levels by 2012, a growth rate higher than that of any other United States city.

The BEC Conference's growth in the past decade has been nearly as dynamic. Attendance had jumped from the original 104 attendees in 1998 to 520 attendees at the 10th Annual BEC Conference in 2007, and the 2008 event features enough space for 650 attendees, space which is anticipated to be sold out well before the event kicks off on Sunday, February 17th at the Rio All-Suites Hotel and Casino. Vegas will never lose gambling as the heart of its

“Vegas will never lose gambling as the heart of its success, just like the BEC Conference will never lose the educational approach which has generated the bulk of its success.”

success, just like the BEC Conference will never lose the educational approach which has generated the bulk of its success.

BIG NAME SPEAKERS AND SPEAKING WITH PEERS

The event features a variety of speakers covering a full slate of topics, from curtainwall design and testing to professional motivation. That variety has encouraged many companies to send several of its employees and executives to the event, each looking for a different aspect to bring back to the table. Additionally, many suppliers to the glazing contractors send representatives simply for the amazing networking opportunities (some have dubbed this “THE networking event of the year for contract glaziers.”)

The keynote speakers for this year's compact, 2 ½-day schedule bring great power to the conference. Mike Eruzione, captain of the Olympic gold medal-winning United States Hockey Team in the Lake Placid Olympics (dubbed the “Miracle on Ice”), will share his unique brand of motivation and teamwork with attendees, while Shep Hyken, noted author and expert on customer service, will focus his attention on successful ways to position your company above your competitors. The addition

of such high profile speakers has been a direct result of the excitement each year from attendees at the BEC Conference.

But in addition to the excitement, education, networking and locale, the BEC Conference has maintained another important facet of its 1998 intention: interactivity. Most impressive among attendees is the way that, regardless of the number of people in the room, the conference has maintained its attitude of being a group of glazing contractors, sitting in a room and sharing the real world experiences that each has had. This sense of community, with a strong desire to help each other out, has long been the answer so many are looking for, an answer which the BEC Conference provides.

If you are interested in attending the BEC Conference, please visit the GANA website at www.glasswebsite.com to register. Because of the excitement and opportunity surrounding this event, we may already be sold out. However, like many things in Vegas, you may just get lucky. ■

the author



Brian K. Pitman is the director of marketing and communications for the Glass Association of North America based in Topeka, Kan. Mr. Pitman's opinions are solely his own and not necessarily those of this magazine.

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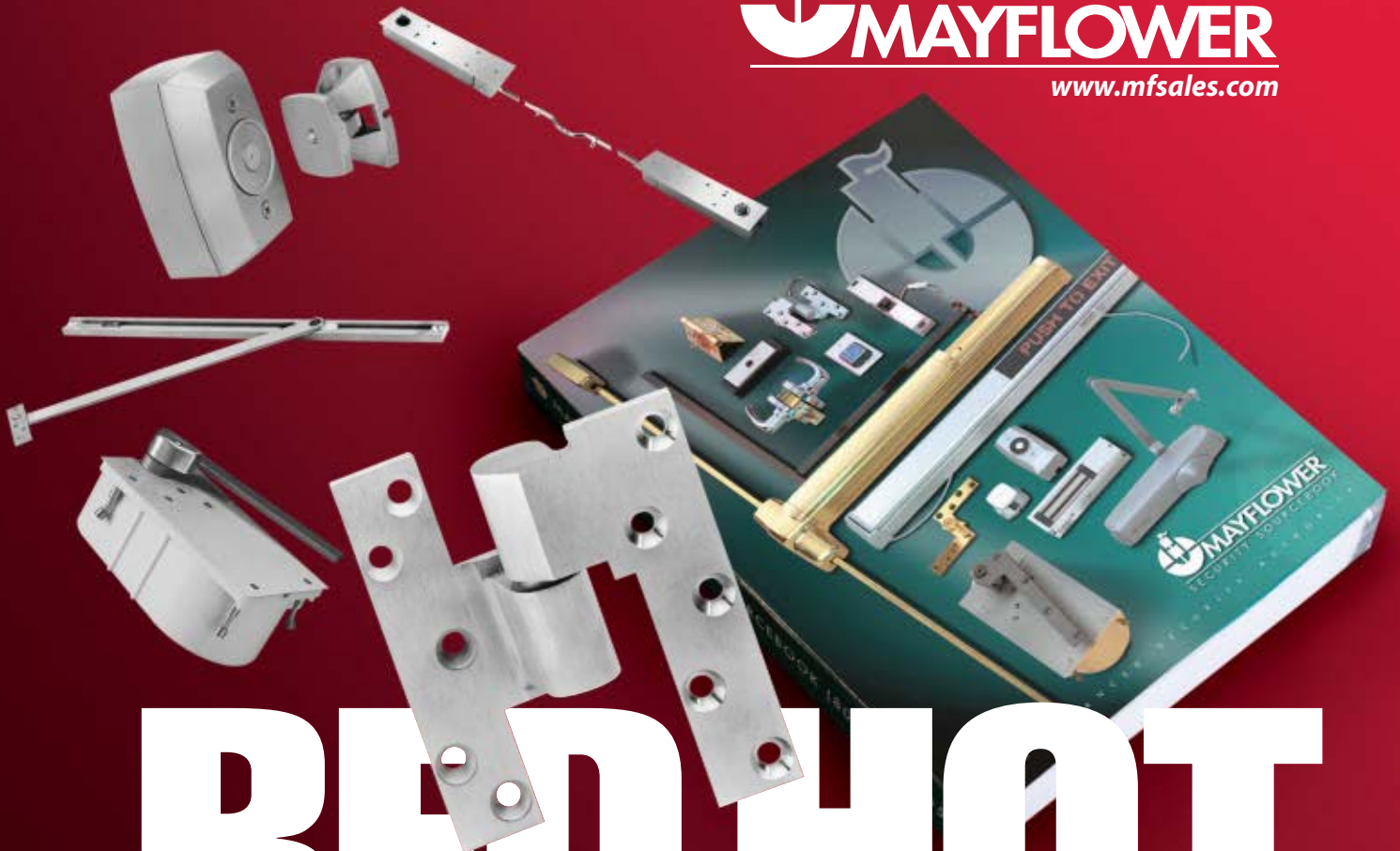


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How Do I Get Paid?

Insuring the Enforceability of Your Contract

by Avery H. Fromet

My history with the Ohio Glass Association (OGA) and the industry goes much farther back than my initial hiring as the chapter administrator. For a number of years, I represented a number of contractors. My first encounter with a member of the industry was a “simple” collection matter. I asked the client to forward his file and it consisted of a single invoice (*see Figure 1*):

ABC Contracting 1234 Main Street Anytown, Ohio 11111	
July 1, 2007	
Mr. & Mrs. Smith	
For new windows	\$5,000

Figure 1

Yes, this was the entire file presented by my client. No contract, no address, no required disclosures—merely the invoice illustrated in Figure 1.

While the industry has matured and the obvious mistakes, both tangible and implied, characterized by this invoice are no longer made, the document represented in Figure 1 is symbolic of the errors of “omission” and “commission” present even in today’s industry. Errors summarizing my experience in collecting for members of the industry can be categorized as follows: 1) enforcement issues and 2) legality issues.

ENFORCEMENT ISSUES

Initially a contractor should be sure any contract entered into is enforceable. This means more than whether there is “a meeting of the minds.” It also requires that covenants contained in your agreement are enforceable.

Webster’s Dictionary simply defines a contract as “a formal agreement between two or more persons.” In actuality, it is a bit more complicated. Black’s Law Dictionary is a bit more illustrative of the elements of an enforceable contract by stating a contract is “an agreement, upon sufficient consideration, to do or not to do a particular thing.” It goes on, “It is [an] agreement creating an obligation in

which there must be competent parties ... legal consideration ... [and] mutuality of agreement ...”

Legal mumbo-jumbo, yes, but the enforcement of your agreement depends upon your ability to

prove the defined elements of contract. To enforce your contract these elements must be present in your agreement with the owner of the property.

So, what should be contained in your contract in order to enforce the agreement? Here is a short list:

- Obtain the full and legal names of the owner or owners of the property;
- Get their mailing addresses. The location of the job may not be where the owners live;
- Be sure you fully define what you are going to do; and
- Set forth the terms and amount of your compensation as well as when payment is due.

What additional information should you accumulate? Sometimes, in spite of your efforts, issues arise regarding the terms of the contract. The following is a list of recommendations:

- Retain summaries of telephone con-

versations you have with customers;

- Maintain labor and material job costs; and
- If possible, obtain the social security numbers of the owners (or Federal ID number of corporations).

And what about change orders—additional work that an owner or contractor wishes you to perform in addition to the terms of the initial contract? The rules do not change. Always put it in writing, including the terms and additional compensation, and always have a proper representative of the owner sign the change order. Finally, be sure there is an understanding that it is a change of order and not an item on the punch list.

LEGALITY ISSUES

Beyond the ordinary terms of any contract are statutory and legal requirements that impact the enforceability of any contract. Consumerism, politics and legal precedent have posed additional burdens upon the contractor.

Over the years, the courts have ruled upon many issues, particularly the enforceability of certain covenants of a contract. Among the covenants applicable to the industry are:

- **Liquidated damage clauses:** Uniformly, most states have looked unfavorably upon these clauses. Typically, they call for the owner to pay a given amount as “liquidated damages” for the owner’s cancellation of the contract. Generally, the courts have severely limited the enforceability of such a clause. The courts have ruled there must be some correlation between the stipulated damages and the actual damages incurred by the contractor.

continued on page 16

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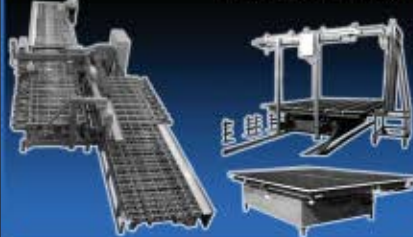
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The burden is upon the contractor to prove these damages. The inability of the contractor to prove these damages renders the clause unenforceable.

- **Warranty waivers:** Most contracts have some limitation to the warranties given by the contractor for the work performed. With the advent of the Uniform Commercial Code, which has a major impact on the law relating to sales of goods, the waiver of warranties or other representations require definitive language to render them enforceable. Each state has promulgated its own rules. I strongly recommend you seek assistance of a professional to determine whether your limitation of warranties clause is statutorily correct.
- **Collection clauses:** Typically these clauses call for the owner to pay all costs of collection, including attorneys fees, in the event the contractor must sue to collect. The courts seldom enforce these clauses. The reasoning behind this is based upon "public policy," i.e., that the clauses are fundamentally unfair.
- **"Public policy" issues:** Even though a given clause may be enforceable on its face, a court may not enforce the clause on various grounds, deeming the clause or its placement in the contract untenable and, therefore, unenforceable. This issue comes into play, for example, when a contractor wishes to limit their liability or claims. For example, if a waiver of warranty clause is contained on the back of a contract in such small type that it is nearly impossible to read, the court may not enforce the clause as being against "public policy."

Statutorily, the states have placed additional burdens upon the contractor. Among laws having applicability are:

- **Consumer protection laws:** These laws generally define unfair sales practices, and run the gambit from "bait-and-switch" schemes to sales tactics. Among the more pertinent laws are those relat-

ing to home solicitation sales and estimate requirements. Both laws require statutory language be included in every contract. Home solicitation laws generally require specific language notifying the consumer of their right to cancel a contract within a specific period of time and a form containing additional language outlining their rights. Estimate laws require the contractor to notify the consumer of their right to obtain an estimate for services to be rendered. Both laws materially affect the enforceability of a contract as they provide leverage for the consumer in the event the contractor fails to comply with these statutory requirements.

- **Debt collection laws:** The federal government has enacted the Fair Debt Collection Act, which sets forth rules a collector must follow when collecting a debt on behalf of a client. A number of states have incorporated these rules indirectly by setting forth a violation of the act as an unconscionable act under their consumer laws.
- **Mechanic lien laws:** On their face, mechanic lien laws are helpful to the contractor. They give a subcontractor the right to place a lien upon the realty it has performed a service or provided material even though the subcontractor has no direct contract with the owner. But, to enforce this right, most states have enacted laws that require contractors to take certain specific actions in order to preserve those rights. Contact your attorney for the specifics of these laws.

In summary, my best advice to a contractor is to think ahead. Assume every contract will need to be collected. In taking this mindset, the contractor can generally ensure payment for a job well done. ■

the author

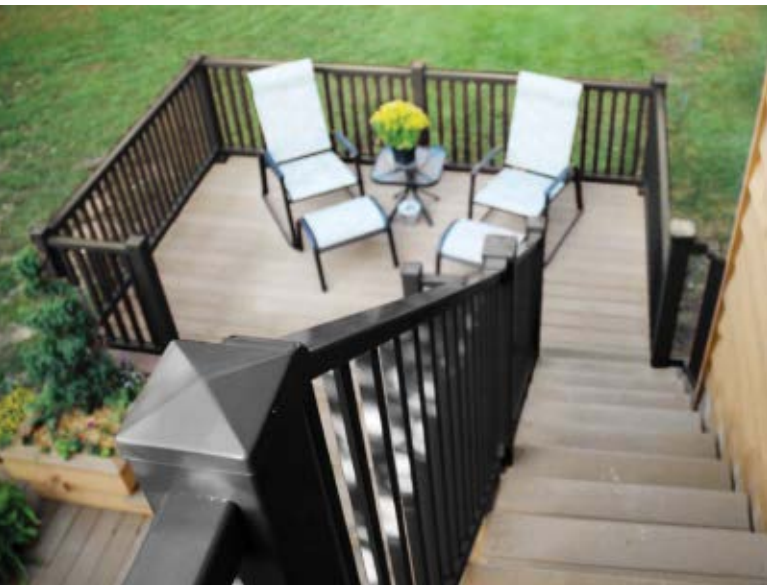
Avery H. Fromet is the chapter administrator and counsel to the Ohio Glass Association. Mr Fromet's opinions are solely his own and do not necessarily reflect the views of this magazine.



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NFRC Moves Forward with CMA Development During Fall Meeting

Debates, controversy and disagreements—all have been known to take place during meetings of the National Fenestration Rating Council (NFRC). The most recent gathering, though—the group’s fall meeting, which took place November 5-8 in Tempe, Ariz.—was relatively quiet. Sure, the development of the Component Modeling Approach (CMA) had its share of discussion, but for the most part the meeting saw little uproar.

One concern regarding CMA involved the information that is included on the label. During the labeling requirements task group meeting Greg Carney, technical director of the Glass Association of North America (GANA), said it’s important that architects, code officials and others who read the label could relate to and understand the information presented.

“This needs to tie back directly to the specification,” Carney said. “The architect needs to be able to see the label in plain English and know that he has what he needs to have.”

Bipin Shah of WinBuild Inc. agreed with Carney.

“We want to help the person identify what the product is and if we can get that [type of] format I strongly suggest we use that,” Shah said.

The frame grouping research ballot was also discussed during the CMA – technical subcommittee meeting. Tom Culp of Birch Point Consulting reported to the group on the negatives received.

The default values for framing products were a concern to some members who questioned the validity and accu-

racy of certain numbers. A negative from Mike Thoman of Architectural Testing Inc. requested that the default table be removed. “The table should be removed as it’s not appropriate for [determining] an NFRC 100 rating,” said Thoman. “I have issues with using default values as I do not think it’s in alignment with NFRC’s mission.”

Culp said having the default values would make it easier for manufacturers, especially smaller companies, to use the CMA program, as this way they will not have to have every one of their own products tested and rated.

Jeff Baker of WESTLab, and chair of the technical committee, spoke strongly in favor of removing the default table.

“The effort can’t be successful if it’s only created in this room.”

—Greg Carney

“I’m not sure that default frame numbers, when there are huge variables, [will provide] accurate and credible results,” Baker said.

Others agreed with Culp that having the default values would be good.

“It simplifies what the industry is looking for,” said Mike Manteghi of Traco, who also serves as the CMA – technical subcommittee chair. “There are a lot of standardized products already out there.”

After much discussion, a motion was passed to keep the default table, but to further review and research the information for accuracy and credibility.

In addition to CMA, NFRC members explored ratings for three new products: dynamic attachments and exterior



CMA—from tables and tools to funding—was again a major topic at the NFRC fall meeting in Arizona.

and interior window coverings. The board agreed to establish a series of task groups to explore the technical aspects of developing a rating, as well as an attachment subcommittee to oversee the work of the task groups.

Rod Van Buskirk, chairperson of the National Glass Association (NGA), had also been scheduled to address the board regarding NGA’s position on the development of CMA. However, due to a sudden illness Van Buskirk requested that a letter of NGA’s position be read during the meeting. In the letter, read by NFRC executive director Jim Benney, Van Buskirk stated that the NFRC’s “efforts to create a systems approach are unneeded, antiquated, and are simply a waste of the NFRC’s time and resources. If created, it is most likely that a new NFRC site-built commercial products labeling system will simply be ignored by the domestic commercial construction industry as the NFRC’s current site-built programs are.”

The letter went on to state, “should

continued on page 20



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the NFRC attempt to place such a system into building codes and specifications, the NGA will oppose those efforts on behalf of the American fenestration industry and the American public.”

While several industry trade organizations have been actively involved, working with and meeting with NFRC board members extensively in the development of CMA, participation by NGA has been minimal.

“We’ll thank the NGA for the letter and [will] respond appropriately,” said Marcia Falke, chairperson of the NFRC board.

Also during the board meeting, Carney addressed the board on concerns regarding information laid out in the NFRC’s 2005 strategic planning initiatives related to CMA, including NFRC’s efforts to secure funding. Carney stressed the need to gain funding from those who see the need for CMA.

Alicia Ward, with the Midwest Energy Efficiency Alliance and an NFRC board member, said NFRC has been moderately successful in gaining outside funding, but could not comment further, as they wanted to have “final answers” before releasing information.

Rich Karney from the Department of Energy (DOE) later said the DOE is hoping to make a “significant contribution” to the CMA efforts, though he did not know the exact amount.

“It’s our hope that by doing so others will support this effort,” Karney said.

Providing information to customers and bringing information about CMA to the marketplace was also a concern for Carney. He said it would be helpful to organize discussions with those in the industry, such as architects and specifiers, who need to be made more aware of the program that is being developed.

“The effort can’t be successful if it’s only created in this room,” Carney said.

Benney agreed and said the NFRC could use help and assistance in educating the industry from groups such as GANA, which reach audiences that the NFRC does not.

John Lewis, technical director for the American Architectural Manufacturers Association (which serves as an NFRC independent administrator) also addressed the board. He suggested the NFRC find a way to separate the CMA software tool from the certification program.

“I believe there is value in the software tools and NFRC should explore ways to get that tool out there so the industry can start using it,” said Lewis.

The next NFRC meeting will take place March 3-6, 2008 at the Loews Vanderbilt Hotel in Nashville, Tenn. ■




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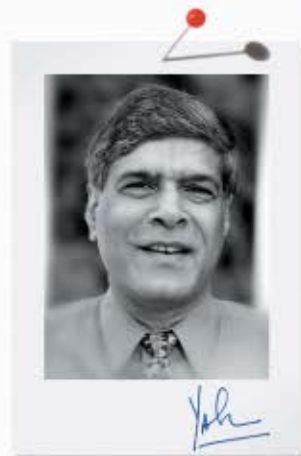

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Yogi Sheth
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Vos Glass Inc. Receives ABC Award of Excellence

The Associated Builders and Contractors (ABC) of Western Michigan has awarded Vos Glass Inc. of Grand Rapids, Mich., with the 2007 "Award of Excellence" in both the Restoration Glazing and Specialty Glazing categories of its 2007 Construction Awards program. The company was honored for its work on both the Grand Rapids Civic Theatre and Saint Mary's Southwest Outpatient Center, located in Grand Rapids and Byron Center, Mich., respectively. This is the fifth time in six years that Vos Glass has won the annual awards.

The Grand Rapids Civic Theatre project involved the renovation of the 100-year-old landmark. While much focus was placed on restoring the interior, a new main glass entrance also was erected. A segmented aluminum curtainwall in black finish, spanning 30 feet, was constructed off the existing north elevation, inviting passersby

to observe the people and activities taking place inside the theater.

Despite the tight downtown location, the age of the building and the aggressive completion schedule, "the civic theater was a great project to be a part of," says Vos Glass president, Linda J. Vos-Graham.

The Saint Mary's Southwest Outpatient Center involved not only dual shades of blue glass and panels on its exterior, but also intricate interior decorative glass. With its oversized blades of grass pattern, the large 12 panel walls of glass had to be etched, clear-coated and installed as designed so that the viewer sees the art as continuous.



Vos Glass was honored for its work on the Grand Rapids Civic Theatre, above, and Saint Mary's Outpatient Center, left.



"We have craftsmen, not just glaziers," Vos-Graham adds. "This is their community. They live in and they work in [Grand Rapids]. We do not travel outside of this area and each project gets a lot of detail."

► www.vosglass.com

Welders Honor Work on Cloud Gate Project



MTH Industries helped create the seamless appearance of the Millennium Park sculpture.

The American Welding Society (AWS) recognized Cloud Gate at Millennium Park in Chicago and its metal fabricator, Chicago-based MTH Industries, for its extraordinary welding. The project has earned the group's Extraordinary Welding Award.

Cloud Gate in Chicago's Millennium Park is a 110-ton elliptical sculpture composed of highly polished stainless steel plates welded together, giving the appearance of being seamless (see the April 2007 issue of *USGlass*, page 90). Cloud Gate was British artist Anish Kapoor's first public outdoor work installed in the United States.

Inspired by liquid mercury, the sculpture is among the largest of its kind in the world, measuring 66-feet long by 33-feet high. A 12-foot-high arch provides a "gate" to the concave chamber beneath the sculpture, allowing visitors to touch its mirror-like surface or see their reflected image.

Performance Structures Inc. in Oakland, Calif., provided the 168 metal plates for the project, and also will be honored, along with others who participated in the project. ■



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YKK AP Set to Open New Branch in Houston in April 2008

YKK AP America Inc. in Austell, Ga., is opening a new branch in Houston to serve its commercial building industry customers in south Texas, Louisiana and Mississippi. The company's ninth branch is expected to open by April 2008 and will ultimately have 15 to 20 employees involved in sales, estimating, customer service, production and warehousing functions. The company is evaluating several sites in Houston's northwestern suburbs.

Branches are supplied from YKK AP's Dublin, Ga., manufacturing facility,

which is being doubled in size and capacity. The Dublin plant's third extrusion press and second paint line should be operational when the Houston branch opens.

According to Oliver Stepe, senior vice president, the Texas market for nonresidential construction is one of the largest in the United States. "We currently have a branch in Dallas but found that, in order to increase our ability to serve the state and increase our revenue in the region, we would need to establish a location in the southern part of

the state, namely Houston. Secondly, based on our market research, both customers and non-customers wanted us to open a location in the area. Further, the state of Texas is an emerging market for impact-resistant products and we will use Houston as a platform to launch our highly successful ProTek product line in to the coastal areas of Texas and also New Orleans and the Gulf Coast."

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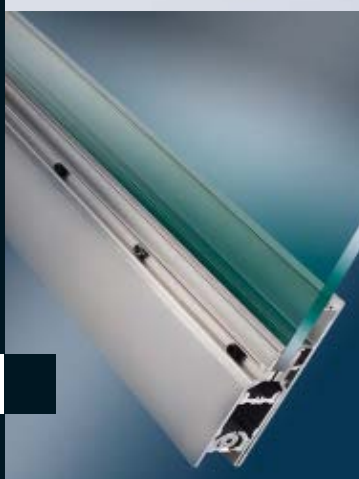
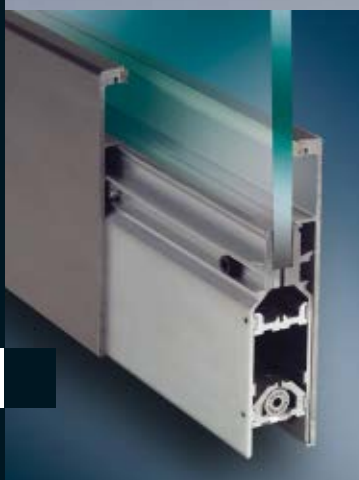
DRS Rails are received with all DORMA hardware installed, so no hardware has to be removed and remounted—simply clamp it on and it is ready for installation. The DRS Clamp-on system allows for job-site door height adjustment to compensate for irregularities in the door opening. Also, the snap-on rail covers need not be installed until job inspection, keeping construction site damage to a minimum.

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New Laminated Glass Company Begins Production

Northeast Laminated Glass Corp. began operations in early October. The new company, based in Jessup, Pa., is owned by two former long-time AFG employees: Larry Tumminia and Tom Zaccone.

Northeast will meet the needs of customers in both the residential and commercial markets and will target a variety of groups including door and window manufacturers, distributors and fabricators, and will offer products for the security, impact and flat automotive markets.

According to Tumminia, he and Zaccone saw an opportunity in this market for several reasons including the increasing amount of building codes in the impact market.

"Our mission is to be the most reliable supplier of flat laminated glass in North America," he says. He adds that there is a definite need for an independent company offering all flat laminated products.

The company currently has 30 employees.

Stork Twin City Testing Now Tests for Detention Glazing

Stork Twin City Testing (TCT) in Des Moines, Iowa, has expanded its capabilities to include testing for window glazing in correctional facilities and detention facilities to the standard ASTM F1915-05, "Standard Test Methods for Glazing for Detention Facilities." "It sounds like there are not a whole lot of people who do the testing, but that's why we took it on," says Brian Escherich, product evaluation de-



Stork TCT now offers impact testing for detention facility windows.

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partment manager. When one large customer requested detention facility testing, the company created, designed and built a special fixture to carry out the test methods.

ASTM F1915-05 determines the ability of detention glazing to perform at or

above minimum acceptable levels to restrict inmate passage to unauthorized areas, to confine inmates, to delay and frustrate escape attempts and to resist vandalism.

Escherich explains that the pass/fail criteria for the test is the ability to pass

a 5- by 8- by 8-inch rectangle through an opening in the glass. "It's fairly large," he says. "Basically, if an inmate could get his hand and arm through there they would be able to manipulate a lock or something like that."

The test involves impacting the products with an 80-pound impactor that simulates blunt force, as well as a sharp point to simulate a tool such as a fireman's axe.

"The samples are also subjected to extremes of temperature to simulate possible scenarios," Escherich says. The glass products must be able to withstand fires in addition to cold temperatures, which could potentially be lowered by discharging a fire extinguisher.

► www.storksmmt.com

web watch Arch Relaunches Green Website

Arch Aluminum & Glass in Tamarac, Fla. has re-launched its www.Arch-Green.com website. The updated site features in-depth information on green building for the glass and glazing community. In addition, Arch also updated its LEED™ matrix to show possible program users all of the areas they may be able to gain LEED credit.



"Arch was the first to have a published piece on green building in our industry and we feel this newest version of the website takes that effort to a whole new level," says Steve Perilstein, vice president of sales. "Customers are being asked about this more than ever and we feel our site gives them a great resource."

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shower enclosures

Glass Industry Featured on the Small Screen

Today's new and remodeled bathrooms often feature showers filled with fine tile and fixtures that are showcased

behind clear shower enclosures made of high-quality glass. In a recent episode of the remodeling show "Designing Spaces," Scott Thomsen, chief technology officer of Guardian Industries in Auburn Hills, Mich., explained how the

company has developed the technology to ensure that such glass stays beautiful over time with minimal effort.

"The ordinary glass most often used in showers today is prone to damage and aging," says Thomsen. "Shower-Guard™ glass is the result of our new technology that allows for the glass to be protected during manufacturing with a patented ion beam process. I know 'ion beam' is not something we all understand, but I show viewers how it can help protect their shower glass for years longer than normal glass, and talk about the latest advances in glass technology."

Tim Whitaker, president of Mr. Shower Door, was also featured in the segment. "There is an added benefit of being on TV and educating consumers about the advantages of low maintenance glass," he says. "It gives us credibility, makes us more recognizable and helps consumers know that clear glass can showcase their beautiful tile, marble and fine fixtures."

BEMA Announces 2006-2007 Design Award Winners

The Bath Enclosure Manufacturers Association (BEMA) has announced the winners of its 11th Annual Design Awards Competition. Dave Cerne of Advanced Shower Doors in Baptistown, N.J., and Bill Daubmann of Mr. Shower Door in Naples, Fla., received the honors this year.

Cerne is this year's winner in the "Glass Under 3/8-inch" category.

"The door was originally designed for 1/2-inch glass but stretched into the budget of the homeowners so 5/16-inch clear glass was selected," Cerne says. "The customer did not want a traditional header system to keep the shower stable, so we clamped a fixed transom over the door and UV-welded the three stationary panels together to perform just like a header while providing excellent stability."

Daubmann won the award in the

continued on page 34

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"Glass $\frac{3}{8}$ -inch and Over" category. He says, "The owners of this beachfront condominium wanted to achieve a feeling of openness, as well as the convenience of his and her entryways. To accomplish this, we enclosed almost the entire shower area in $\frac{1}{2}$ -inch clear glass, with the exception of



Daubmann won BEMA's design awards in the category "Glass $\frac{3}{8}$ -inch and over."

one small area that housed the shower fixtures. To maintain a clean look, we used the CHMI mini-clip system, as well as the Pivot 1 hinge system. These were key elements in honoring the customer's wishes."

► www.bathenclosures.org ■



Cerne won BEMA's design award in the "Glass Under $\frac{3}{8}$ -inch" category.

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European Commission Fines Four Glass Manufacturers for Price-Fixing

The European Commission (EC) announced its decision to fine four glass manufacturing companies a total of EUR 486.9 million (approximately USD \$719.2 million) for price-fixing.

According to a statement issued by Neelie Kroes, the European Commissioner for Competition Policy, at a press conference held in Brussels on November 28, Japan-based Asahi Glass Co.'s subsidiary AGC Flat Glass Europe in Belgium has been fined EUR 65 million (USD \$96 million); Auburn Hills, Mich.-based Guardian Industries will be fined EUR 148 million (USD \$218.6 million); Pilkington, a member of NSG Group headquartered in the United Kingdom, is fined EUR 140 million (USD \$206.8 million); and Saint-Gobain in France is fined EUR 133.9 million (USD \$197.7 million).

"The Commission has established that in 2004 and 2005 representatives of these companies met covertly at hotels and restaurants around Europe. At these meetings they conspired to increase prices for flat glass, discussing both the amount and the timing of price increases," Kroes said in his statement. "The companies profited from selling flat glass at artificially inflated prices."

Peter Walters, Group vice president, notes that the company has not yet received the full report of the EC's findings.

"We were shocked by the Commission's decision and we feel rather strongly that the facts don't justify the outcome, at least as it pertains to Guardian," Walters says. "When we get the findings we're going to take some time and examine what our options are, including legal options."

According to a statement issued by AGC Flat Glass Europe, neither that

The Commission has established that in 2004 and 2005 representatives of these companies met covertly at hotels and restaurants around Europe. At these meetings they conspired to increase prices for flat glass, discussing both the amount and the timing of price increases.

—Neelie Kroes, European Commissioner for Competition Policy

company nor its parent company has yet received the full text of the EC decision either. Upon receipt, the companies will examine the decision and determine accordingly their future course of action.

The company was aware of the decision prior to the announcement.

"The European Commission conducted onsite inspections at the premises of AGC Flat Glass Europe on February 22 and 23, 2005, and issued a Statement of Objections to AGC Flat Glass Europe and Asahi Glass early March, 2007. Both companies have cooperated with the Commission during the investigation," said the statement released by the company.

The announcement in November was not a surprise to Sophie Chevallon, exterior communications director of Saint Gobain, either.

"We knew that we would have a fine," she says. "We recognize the facts in the case."

According to Kroes, "The fine is based on a variety of factors set out in the Commission's 2006 Notice on Fines. The factors include the turnover of the companies on the affected market, as well as the duration and gravity of the infringements."

Guardian received the highest of the fines issued. Walters explains that the EC does a "complex mathematical analysis" to determine the amounts of the fines. "We're the smallest of the companies in Europe, but we're the largest supplier of independent customers," he says. Walters says he expects that is the reason the calculation ended up the way it did.

According to the statement from the EC, Asahi's fine was most lenient due to "substantial cooperation under the Leniency Notice."

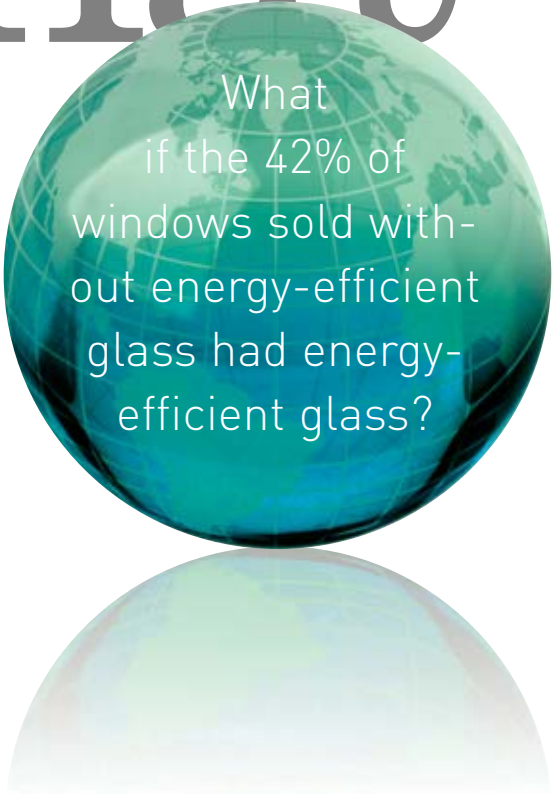
Chevallon notes that Saint Gobain expects another fine from the EC either at the end of the first quarter or beginning of second quarter 2008 regarding its auto glass division.

"The sanction could be a lot higher than this one," Chevallon says, explaining that the period of time being investigated is longer for the automotive glass case than it was for flat glass.

According to Walters, Guardian will not be a part of the auto glass sanction.

Pilkington representatives declined to comment on the case, in view of the facts that they had not yet seen the full text of the ruling and that they are involved in the case outstanding related to the automotive glass sector. ■

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Guardian Industries Closes Its Fullerton, Calif., Manufacturing Plant

Guardian Industries in Auburn Hills, Mich., has announced that it will close its patterned glass manufacturing plant in Fullerton, Calif. Guardian has operated this facility since it was acquired in the early 1980's and has produced glass for use in the shower door, patio furniture and solar energy markets. The plant currently is in need of significant refurbishments, but the company has decided that business conditions do not justify additional capital expenditures at the plant.

"The South Coast Air Quality Management District has insisted that the facility install extremely costly pollution control equipment at the next furnace rebuild rather than allow us to purchase emission credits to offset emissions from the new furnace," explained Peter Walters, Group vice president. "The Fullerton plant could not recover this substantial additional cost, and would have to operate at a continuing loss. No business can operate in this fashion. We regret that we have not been able to persuade the district to allow

us to continue to operate through this commonly accepted market-based approach to environmental issues."

Guardian has additional patterned glass manufacturing capacity on the East Coast and will continue to serve all of Fullerton's customers with product shipped from this alternative manufacturing site. The Fullerton plant employs 41 people and over the coming weeks, Guardian will be working with its employees to minimize the impact. It is expected that the plant will close this month. Product production had been scheduled to end in November.

On October 15, Guardian Fiberglass broke ground on a new manufacturing plant in Moses Lake, Wash. The 500,000-square-foot facility will manufacture Guardian's full line of fiberglass insulation products for residential and commercial applications.

► www.guardian.com

Craftsman Fabricated Glass Licensed to Offer SPD-Smart Laminated Glass

Craftsman Fabricated Glass Ltd. in Houston, Texas, has acquired a license from Research Frontiers Inc. to make SPD-Smart™ laminated glass and plastic products using Research Frontiers' patented SPD light-control film. When integrated with glass or plastic panels, SPD-Smart film gives users the ability to rapidly, precisely and uniformly control the amount of light passing through glass or plastic.

Craftsman also recently completed the installation of a new lamination line at its 230,000-square-foot facility in Houston (See *October 2007 USGlass*, page 14). The line features advanced robotics and automation to reduce the handling of glass, thus ensuring high quality. Additionally, the line is equipped with a digital PVB/PU (polyvinyl butyral/polyurethane) optimizer and upper level PVB/PU selector and storage system.

"I've been watching Research Frontiers' SmartGlass announcements for a few years and knew that this could be an extraordinary product to complement our new laminated line products," says Bob Lawrence, president of Craftsman. He explains, "SmartGlass gives your customer the ability to dim the amount of transparency in their windows. For example, they can control the amount of shade they need, or even get total privacy. Think of all the lake houses that have a great view, but there are hours during the day when the sun and reflections will run you out of that room. From simple light control, to having a private meeting in a conference room ... here is the solution. This laminated product even has sound control qualities by default. So yes, this was on our minds long before we purchased the laminated line," he says.

► www.gwiweb.com

Doralco Hosts Open House in New Facility

Doralco hosted an open house on October 17 to celebrate its brand new 80,000-square-foot facility in Alsip, Ill. The new plant is fully operational and houses the company's four divisions: composite panels, sunshades, entrance metal and the machine shop.

Doralco showcased its expanded manufacturing capabilities with demonstrations of its composite panel machine, sunshades, polishing equipment and water jet. The company's custom work, which includes stainless corner guards, flat decorative panels, slim line door rails, top-hung sliders, entrance cladding and sunshades, were available to view throughout the corporate offices.

► www.doralco.com ■

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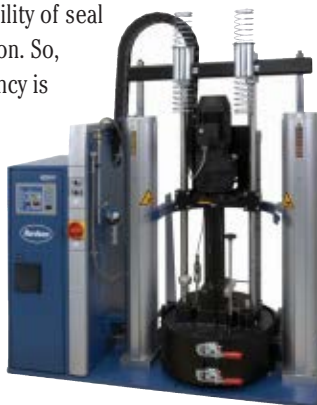
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Inaugural Energy Efficiency Global Forum Focused on Change

Changing building designs, changing legislation and changing the world were the goals of the array of speakers at the Energy Efficiency Global Forum & Exposition (EE Global), November 11-14 in Washington, D.C. More than 800 delegates, exhibitors and media from 32 countries attended the Alliance to Save Energy's inaugural event focused on energy efficiency.

RK Stewart, president of the American Institute of Architects, spoke to changing

building design during a session focused on "Energy Efficiency: The Cornerstone for Creating Carbon Neutral Buildings." His presentation, "What Kind of Ancestors Will We Be?" asked how future generations will look at the buildings we leave behind. As he noted, building design, construction and materials leave a far larger carbon footprint than cars and trucks, despite popular opinion.

According to Stewart, architects can begin to reduce consumption right now

at no cost by using the systems available smartly. "It's how we use daylighting," he noted, for example. Reconsidering window size and orientation and making the most of those systems are one way architects can begin to design more efficiently.

Stewart also noted that government mandates and incentive programs may need to play a stronger role on making buildings more energy-efficient. A graph he showed his audience comparing California energy efficiency to that of the United States as a whole showed that the state's total energy use "has basically flat-lined" since the government has taken a strong stand in requiring energy efficiency.

Stewart also mentioned that the various green rating systems available can play a part in bringing buildings in the United States close to the net-zero energy requirement proposed by the Renewable Energy and Energy Conservation Tax Act of 2007 (see "Energy Efficiency Bill Could Impact Commercial Glass Usage" at left). Stewart said AIA is currently in the process of evaluating the various rating systems in use. The goal of the evaluation is to help the rating systems learn where they could strengthen their programs, and to guide the design community when it comes to choosing a rating system.

Scot Horst, chairperson of the U.S. Green Building Council's LEED Steering Committee, examined what efficiency really means. Efficiency, Horst explained, means "doing more with less." More, for Horst, means, in part, looking at buildings holistically. Optimizing just one part of the building isn't enough, since every component impacts the whole.

Horst looked at a school in New Jersey in particular. His graphs demon-

Energy Efficiency Bill Could Impact Commercial Glass Usage

The United States House of Representatives passed House Bill (HB) 3221, Renewable Energy and Energy Conservation Tax Act of 2007 on August 4. Some of the bill's proposals aimed at modernizing the country's energy infrastructure could eventually have an impact on the use of glass in commercial buildings. Among the bill's provisions are:

- A 30-percent reduction in energy use from the 2006 International Energy Conservation Code (IECC) for residential buildings and from the 2004 American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) standard 90.1 for commercial buildings by 2010;
- A 50-percent reduction of the same by 2020; and
- That 100-percent of all commercial building be zero-net energy by 2050.

Part 4, section 9044 establishes the zero-energy commercial buildings initiative. The goal of the initiatives is to "periodically study and refine a national goal to reduce commercial building energy use and achieve zero-net-energy commercial buildings."

Part 4 also establishes that a high-performance green building is a building that "improves indoor environmental quality, including reducing indoor pollution, improving thermal comfort, and improving lighting and acoustic environments that affect occupant health and productivity ..."

Among several high-performance green building practices, the bill recommends further research into the relationships between health and occupant productivity and natural daylighting, among other things.

The bill also lists incentives to improve commercial building energy efficiency. Among the incentives suggested are trade-in programs for the early retirement of low-efficiency commercial building system components, including windows.

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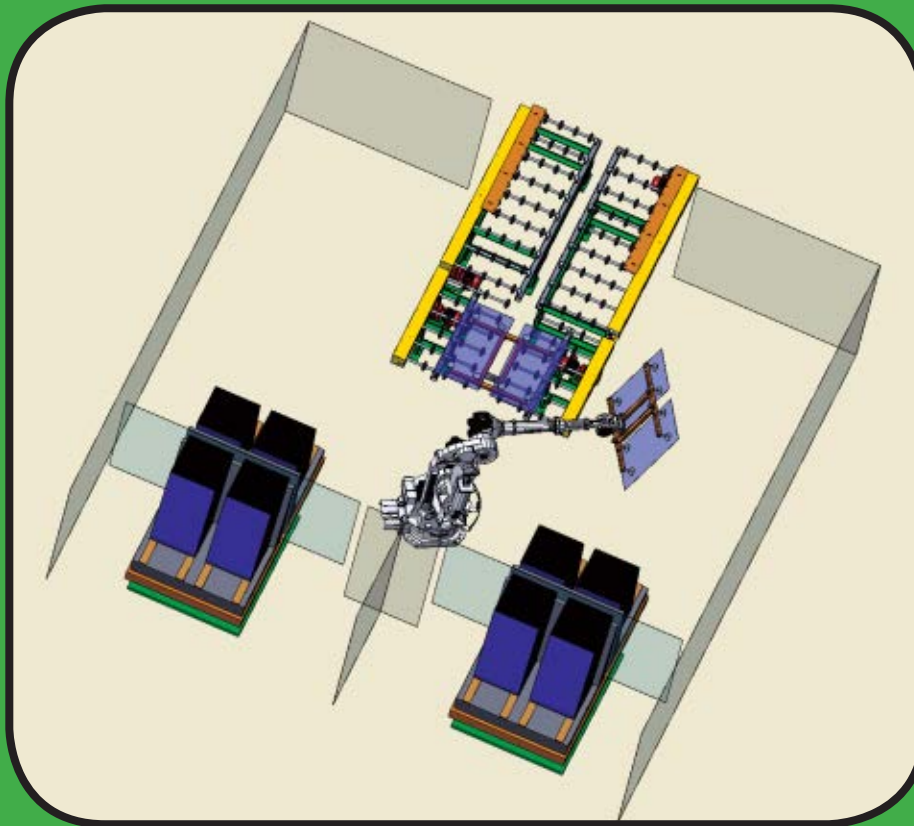
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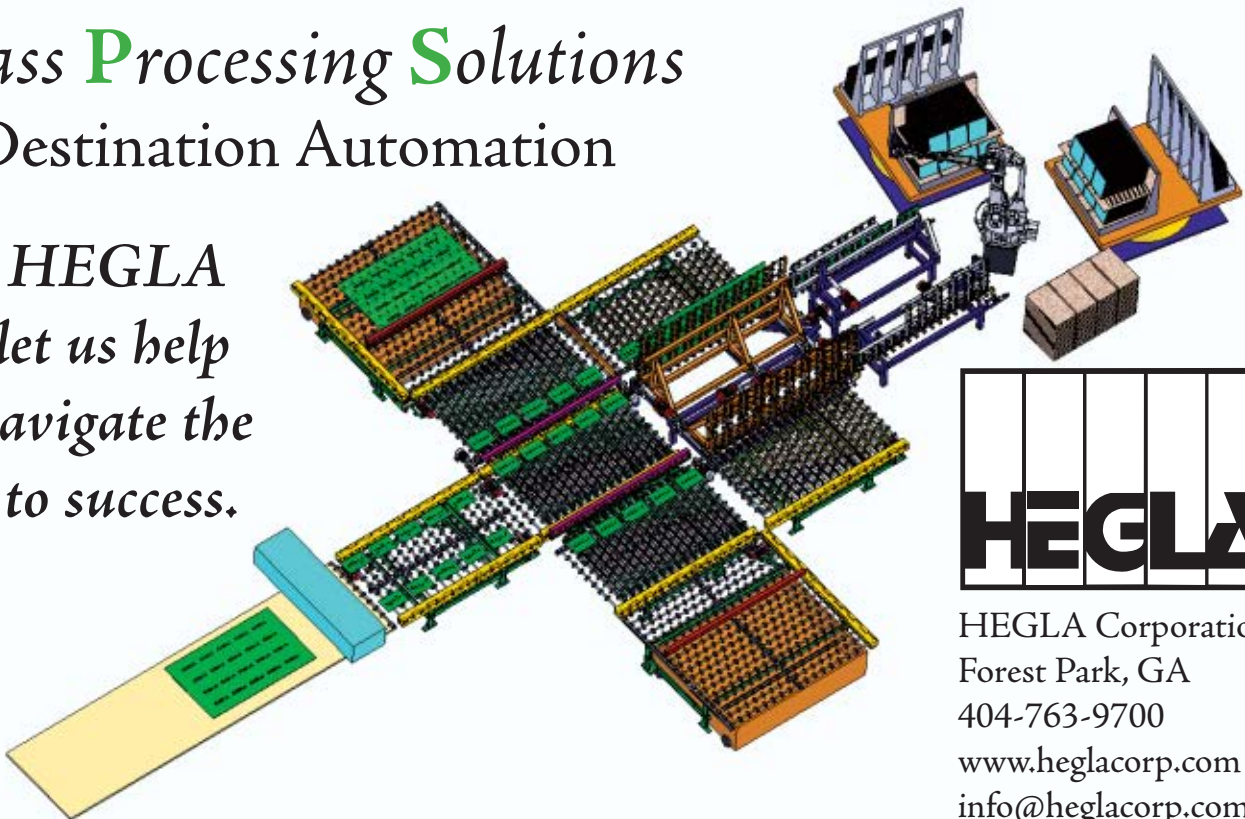
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Energy efficiency is the path to reducing carbon emissions, said former Senator Timothy Wirth during a luncheon held during EE Global.

strated that investments in daylighting and wood triple-pane windows, among other factors, each resulted in long-term savings and rapid paybacks. However,

when he showed how these investments impacted other systems—specifically, fewer heat pumps were needed once these insulating accommodations were made—the savings grew dramatically.

“Until you look at how the whole system is working together, you really don’t understand how it is working,” he said.

People also play an important—although occasionally overlooked—role in this discussion, Horst said. He mentioned one company that renovated its

buildings—and found that the 2-percent drop in absenteeism, resulting from the fact that people wanted to be in the building longer, was enough to cover the cost of the renovation.

Dr. Wolfgang Feist, director of the Passive House Institute, spoke on “Improving Energy Efficiency by a Factor 10 - The Passive House Standard.” According to Feist, a few simple changes to existing systems can go a long way. One example he focused on was adding “Super Windows” to buildings.

“I have seen a lot of single-pane windows in Washington,” he joked, “and it’s very cold here.”

Feist stressed that adding just one additional lite helps improve energy efficiency and thermal comfort dramatically. While this may seem like an obvious fact for the glazing commu-

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nity, the policymakers, designers and even building owners in the room listened carefully.

But are these changes cost-effective? Brenna Walraven, chair of the Building Owners and Managers Association said that, at least with respect to commercial buildings, it is a much-believed myth that the only way to become green is with a major capital investment. Colin Dyer, president and chief executive officer of Jones Lang LaSalle, noted that 50 percent of people surveyed by his company perceived green buildings as more than 5 percent more expensive than conventional buildings. "More clarity is needed on the economics," Dyer said.

In many cases, the speaker said, small adjustments could be made with little or no cost. The discussion drove home the point that cost must play a part in the discussion of energy efficiency.

To actually create this change, the building codes must come into discussion. Chris Mathis, president of MC Squared and a founding member of the National Fenestration Rating Council (NFRC), focused on efforts for energy efficiency beyond those required by current building codes during a presentation on "Best Building Energy Efficiency Performance: Moving Beyond Codes." He began by offering a loose definition of building codes: "The least safe, least strong, least energy-efficient building allowed by law."

As with other speakers at the event, Mathis advocated a change toward more energy-efficient buildings through the codes as well as through incentive programs.

"The primary 'friction' in the system is resistance to change," Mathis said of the code process.

Often, change comes as the result of a disaster, Mathis said. He pointed out examples running from the burning of Rome during Nero's time, which he noted led to early sanitation and fire codes, to Hurricane Katrina, which has

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provoked Louisiana to look at building codes. Mathis then asked his audience what might constitute an energy disaster. What type of energy disaster might provoke the United States to write energy efficiency into the building codes?

As one example Mathis looked at windows in existing homes. Of 110 million existing homes, Mathis said, 64 percent have single-lite windows. Fifty-six percent of residential windows now feature low-E, while 37 percent of commercial buildings feature low-E coatings. According to Mathis, replacing windows

with the current minimum energy codes would save one ton of air conditioning per house, or 12,000 btu/hr.

"Are we doing enough?" Mathis asked. "If we embrace the idea of sustainability, what can we do to get there?"

He encouraged his audience to look at the building codes as the minimum required, and strive for attaining higher certifications in new construction and renovations. "What minimum are we willing to embrace?" he asked.

continued on page 44

Bill Nesmith, the assistant director for conservation with the Oregon Department of Energy, noted that some states have worked to make sure their codes offer something more stringent than at the federal level. Oregon has worked for several years to create stringent codes

for improving energy efficiency.

One listener noted that no matter how well-designed the code, it won't work without enforcement.

Nesmith agreed. "You can have the greatest code in the world on paper; if it's not enforced it can't get you where

you want to go." He added, "People have to want it, and want the green features."

However, federal mandates are in the works. During a session on "New Approaches to Environmentally Conscious Building Envelope Design and Technologies," David Rodgers, the Deputy Assistant Secretary for Energy Efficiency with the United States Department of Energy (DOE), addressed the energy bills in Congress. He explained that net-zero energy buildings—the goal for commercial buildings by 2050, as outlined by House Bill 3221—use 70 percent less energy than conventional buildings and are able to produce enough electricity on-site or through storage to power the building through the rest of the day. According to Rodgers, integrating systems and looking at buildings as wholes is critical in reaching this net-zero energy goal. He pointed out that changes to windows are among provisions being examined by architects.

"Windows annually are responsible for 3.8 quads of energy in the U.S. in the form of heating and air conditioning loads at a cost of more than \$30 million," Rodgers said.

He told his audience that electrochromic windows and "highly insulating" units will play a role in making more energy-efficient buildings.

Becoming more energy-efficient will be the key to reducing carbon emissions around the world, according to former Senator Timothy Wirth from Colorado, president of the United Nations Foundation. "Energy efficiency has to be the path," Wirth said during the plenary luncheon on this topic. "There is no other."

Wirth noted that finding solutions for becoming a more energy-efficient country is challenging, but instigating change is far more difficult. "How do you get these large government [bodies] designed for a previous world to change?" he asked.

The next EE Global Forum will be held December 2008 in Brussels, Belgium.

—MH ■

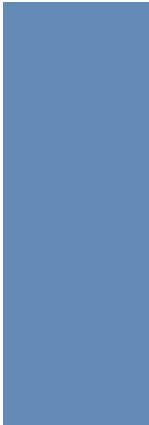


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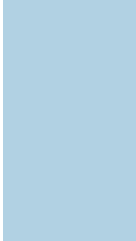
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adhesive

Frank Lowe Double-Coats Its New Adhesive



Frank Lowe Rubber & Gasket Co. in Farmingdale, N.Y., has improved its cross-linked polyethylene glazing tape by adding a double-coated acrylic adhesive. Series GLZ 3500 is available in 1/16- and 1/8-inch thicknesses, while Series GLZ 5500 is 1/32 inch thick. Both lines incorporate the new adhesive, which the company says provides strong initial tack and a release liner for easy application. The tape is designed to block water, moisture, light and dust, and is resistant to UV, weathering, oxidation and temperature variation.

In addition, Frank Lowe has been appointed 3M's sole custom converter of its new window tape.

► www.franklowe.com

machinery & equipment

PURBlue™ EC Melters Now Available

The PURBlue EC melter from Nordson Corp. in Westlake, Ohio, was designed to simplify the use of reactive polyurethane (PUR) adhesives. According to information from the company, the new system features a unique "easy-to-clean" design for efficient cleanup and maintenance.

In addition, PURBlue EC melters feature pump shutoff valves and quick-disconnect heater and sensor cables. The tank accommodates nearly 40 pounds of adhesive slugs measuring 1.1 inches in diameter. An inert gas blanket protects adhesive from moisture to prevent premature curing.

► www.nordson.com



decorative glass

IDC Goes Digital

High-resolution digital imaging in glass is the latest addition to the range of services available from IDC Colour-

field in Australia. The digital image is printed onto the interlayer between two lites of laminated Class 1 safety glass.

continued on page 48

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IDC says the product meets AS/NZ 2208 Grade A safety glass standards and is suitable for just about any application, including splashbacks, balustrades, shower screens and building facades, according to information from the company.

▶ www.idccolourfield.com

glass Dlubak Products Receive UL Approval

Dlubak Corp. in Natrona Heights, Pa., has received UL approval for its level 5 and level 8 ballistics glass-clad polycarbonate make-ups. The products join the company's previously tested and passed

products, which include a UL level 1 all glass make-up and UL level 3 and 4 glass-clad polycarbonate make-ups.

▶ www.dlubakglass.com

hardware CRL Introduces Atlas Series of All-Glass Door Hinges



The Atlas series of all-glass door hinges for large interior glass doors has been introduced by Los Angeles-based C.R. Laurence Co. Inc. (CRL). Two of the double-acting Atlas Hinges can support an all-glass door weighing up to 140 pounds with a maximum width of 39 inches.

The automatic closing function with adjustable spring strength eliminates the need for any closer mechanism, and will close the door from any position. When fully opened, the hinge will hold open at 90 degrees. Hinges are available in chrome, brass, oil-rubbed bronze and brushed nickel finishes, and accommodate 5/16- to 1/2-inch tempered glass.

▶ www.crlaurence.com

Mayflower Increases LCN Door Closer Inventory

With the addition of numerous new LCN products, as well as an expansion of existing series stocked, Mayflower in Brooklyn, N.Y., now provides customers with hundreds of LCN closers and accessories in a wide array of finishes and functions. Included are increased inventory of all LCN standard models,



continued on page 50

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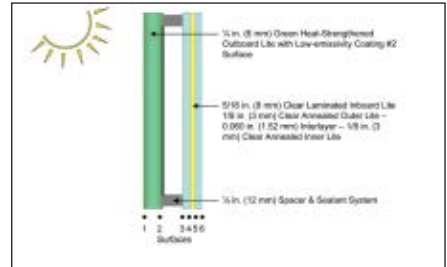
new SEM electromagnetic door holders and the new heavy-duty 4040XP closer.

► www.mfsales.com

resources

ANA's Releases 15th Glass Informational Bulletin

The Glass Association of North America (GANA) released its 15th glass informational bulletin (GIB), part of a series of educational documents available to the industry as free downloads on its website. Titled "Describing Architectural Glass Constructions," the GIB gives a visual representation of many common glazing configurations in the industry.



continued on page 52

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The Insulating Glass Manufacturers Alliance (IGMA) brings together insulating glass manufacturers, suppliers and other industry-related professionals dedicated to improving product performance by promoting awareness of the latest technological developments.

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"Our newest informational bulletin is focused on providing architects and glazing contractors a best practice method of describing architectural glass constructions in project specifications and construction documents," says Greg Carney, GANA's technical director. "Text descrip-

tions are supported by illustrations to help visualize the product descriptions."

► www.glasswebsite.com

New PPG Brochure Focuses on SUNGATE 500

Pittsburgh-based PPG Industries has

released a new brochure on the advantages of Sungate 500 low-E glass.

Introduced in 1984, Sungate 500 glass by PPG was one of the industry's first commercial low-E glasses, so-named for its ability to transmit high levels of natural light while blocking the sun's heat energy in the summer and trapping interior heat in the winter. The energy-efficient glass transmits 76 percent of the sun's natural light while blocking 30 percent of its solar heat energy.

► www.ppgglass.com

skylights

Naturalite 'N Compliance

The N Series unit skylights from Naturalite Skylite Systems in Terrell, Texas, have been tested to be compliant with Section 2405.5 of the International Building Code (IBC), requiring all unit skylights to be air, water and structurally tested to the AAMA/WDMA/CSA/101/I.S.2/A440 fenestration performance standard.

The skylights are extruded from recycled aluminum and are available as self-flashing or curb mount skylights. They are available in custom sizes up to 97 by 104 inches and in single-, double- or triple-glazed units. Thermal-break frames are optional, and according to the company, the triple-glazed units are ENERGY STAR®-certified.

► www.naturalite.com

doors and windows

Besam Launches Manual Revolving Door

Besam Entrance Solutions in Monroe, N.C., has added the RD4M manual revolver to its revolving door product line. The manual door features expansive glass



continued on page 54

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rent ANSI and building codes.

▶ www.besam.com

mirrors **Jockimo Offers Specialty Mirrors**

Combining a centuries-old technique of antiquing mirrors with current tech-

nologies, Jockimo Inc. in Newport Beach, Calif., has introduced its new MirrorUnique™ specialty glass. All MirrorUnique products are handmade in North America by local artisans to create one-of-a-kind products.

The company is able to supply custom colors, safety glass (either tempered or laminated), leaded and insulating panels, custom fabrication (holes, notches, etc.). The MirrorUnique glass products can be provided in any thickness and large sheet sizes.

▶ www.jockimo.com

sunshades **Quality Metalcrafts Expands Production to Exterior Sunshades**



Quality Metalcrafts LLC in Ramsey, Minn., has expanded its capabilities to produce exterior sunshades. The product offers aesthetic appeal as well as functionality by filtering the sun's heat and glare and reducing wintertime radiant heat loss. The product is suitable for both new construction and retrofits, according to information from the company. The product is custom designed to meet the most stringent design criteria and is 100 percent recyclable.

▶ www.qmcrafter.com

briefly ...

Armor Concepts LLC in South Hackensack, N.J., has introduced a new line of door jamb Armor® products to prevent vandalism and theft in residences, apartments and vacant properties.

▶ www.djarmor.com



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People define a good leader in different ways. Communication skills, commitment to an organization and employees, vision for future growth and the ability to see outside of the box are just a few qualities often used to describe a good leader. So when **USGlass** magazine decided to recognize glass industry leaders, we were looking for certain qualities and key elements from those nominated for the First Annual **USGlass** CEO of the Year Award.

Here's the information we considered when reviewing the nominees:

- Specific examples of how this person leads his/her company toward excellence;
- Specific examples of the nominee's abilities to service his/her company; and
- A detailed description of how the nominee has taken his/her leadership to the community as well.

Those selected for this year's award overwhelmingly displayed these qualities and many more. Our first winners in the categories of large and small companies are recognized here over the next 10 pages.

For information on how you can nominate a glass industry CEO, president or top-level leader for the 2008 awards, please e-mail Megan Headley at mheadley@glass.com.

Building Leadership

**Winners of the USGlass magazine
First Annual CEO of the Year Awards**

By Megan Headley

Don Pyatt,

Viracon, Owatonna, Minn. – Large Company CEO

Don Pyatt assessed being named CEO of the Year as a nice honor, but not one that he could accept on his own. “I think it’s very hard for a CEO to be performing at a high level if, in fact, the company is not experiencing success. I guess what I’m trying to say is, it’s difficult to separate the leader’s performance from the performance of the company. They become really entwined, and in many ways are one and the same thing.”

Pyatt’s boss, Russ Huffer, chair and chief executive officer of Viracon parent company Apogee Enterprises Inc., agrees in part, but notes that it takes a leader to help the many individuals in the company to stand out. “The company certainly has greater strengths than any one individual, and Don’s responsibility is to ensure that those strengths come through for the company from all parts of the organization,” Huffer says.

While Pyatt places the credit for his award in Viracon’s employees, he also says that having capable people in place is a quality that marks a strong leader.

“I would say one of the things I try to do, that I have no doubt stolen from someone somewhere along the way, I very much think you need to have capable people working for you. And if you have capable people, you need to let them run their area of responsibility and give them full authority to run their area. A really critical task is to make sure you have the right people. That implies that if you don’t have the right people then you have to make adjustments. One thing that’s been totally unique in my experience coming to Viracon is that how little of that we’ve had to do.”

Coincidentally, this is a quality the management at Viracon has taken notice of and appreciates in their boss.

“We were looking for an approachable leader that wasn’t dictatorial or didn’t get involved in the daily activities and certain things were pretty much left up to us,” says Larry Kunkel, senior vice president of operations. Kunkel was one of several Viracon managers on the interview board when Pyatt applied to the company seven years ago. “I’d say with Don, in doing the job, that was probably what we got. He [gives you] a broad spectrum of objectives and how you get there or how you get the job done is pretty much up to you.”

On the other hand, Pyatt notes that the qualities that make the Viracon management team so talented—their many

years of glass fabrication experience—also needed some refreshing from his outside perspective.

“We have people who are highly experienced in what they’re doing,” Pyatt says. “That also means we have people who are very much into their own habits and don’t necessarily like outside thinking. So what we’ve tried to do is bring some outside thinking in without stepping on toes. Just trying to encourage change rather than to require it.”

In his own experience, Pyatt says the great bosses he has had have been those who put faith in him and his abilities.

“One of the things I’ve appreciated—and you try to do the same for others—is when I was much younger, maybe the first 15, 16 years of work, I had equal parts of engineering and some marketing and sales and then a chance to run a manufacturing plant. So I had a broad base of experience and the only reason that was able to happen was people took a chance on me and gave me an opportunity.”

Pyatt says he endeavors to place that same faith, and similar opportunities, in the employees of Viracon.

An Open Door

Kunkel adds that while it’s important to have space to work, it’s beneficial to know, “If I need something I can go and ask for it.”

Approachability was a characteristic Jim Wendorff, vice president of human resources, was looking for when interviewing individuals for the position of president. “[Someone] who listened to concerns of the customers and the workforce, was flexible, who was open and approachable—and he’s proven to do a pretty good job in those factors.”

Among the few changes he has worked upon taking the helm at Viracon, Pyatt has worked to provide the production department with a forum. “What we tried to do initially was just to make sure [we were] giving production a chance to be successful.”

To that end, Pyatt says he has aimed to let the production department know “that if they need something all they need to do is ask.” That also meant cost-related changes, product decisions and better discipline on the front end of the business, Pyatt explains. “For example, we have a very strong leader in sales and a strong sales department and they tend to do things their way. Sometimes we just need to haul them back a little bit and give the manufacturing people a chance to be successful,” he says.

Huffer adds that many of the processes were in place before Pyatt came into the picture, but he helped in supporting, essentially, the support areas.

“He really worked with the people and the information tech-

At a Glance

Company: Viracon, glass fabrication company

Location: Owatonna, Minn.

Number of employees: 2,600

Revenue: Approximately \$250 million this year

 www.viracon.com

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“Don has a style where his door is always open,” says Jim Wendorff, vice president of human resources.

nology (IT) department—the support areas—more so than anywhere else—to really make a difference,” Huffer says. “He really brought those kinds of things together to live up to the reputation the company had and support the sales-marketing efforts that this company has ...”

In addition to providing a voice to the various departments, under Pyatt’s tenure Viracon has provided a voice to employees who might not otherwise have had the opportunity to rise through the ranks.

“One of the things we’ve experienced in much of Don’s tenure is our workforce has changed quite dramatically,” Wendorff explains. “As we’ve grown here in Southern Minnesota, we’ve had to tap into an immigrant population that has come into the area, primarily Hispanic and Somalian. And that’s come with a lot of opportunities and challenges in how we deal with that new immigrant worker.”

Among the changes was the addition of a training program for the company’s minority workforce. Its “Employer of Opportunity” training program, developed in conjunction with Riverland Community College, was created to give minority employees the language, academic and technical skills necessary to elevate them into higher wage-earning positions at Viracon.

“Short-term that’s very difficult for us to do, given our level of business—to take people off the line, to dedicate time to train and so on—but long-term I think he recognizes that this is going to pay dividends for Viracon,” Wendorff says. “And, more importantly, what I’ve heard him say is that it’s good for the individual. It’s going to empower people to do better in their career. It’s good for the community, good for their families and good for Viracon.”

Huffer notes that, in today’s marketplace, it’s difficult to find employees much less highly skilled ones and the training provided at Viracon has helped to add to the skill level of the workforce.

“... In our business it’s custom manufacturing, it takes a

highly motivated workforce to deliver to that promise,” Huffer says. “And I think [Pyatt’s] done a great job providing education, training, accommodating the different things that different groups need and really promoting a lot of diversity in the workforce.”

Growing Up

Growth was also among the foremost goals for Viracon when Pyatt was brought on board.

“We were looking for someone who was a strong leader who could help us grow,” Wendorff says. “We could see that our business was growing, there were great opportunities. We had done the expansion, in Statesboro, Ga., we were already talking about possibly expanding further, so [we were seeking] somebody to put together a framework to help us do that.”

And the company has certainly done that. For several years Viracon has focused on growth, with investments in new capacity and increases in revenue and profitability, according to Pyatt. But with the industry preparing for the slowdown in residential to move over to the commercial side of things, holding steady is now the name of the game.

“We’ll be watching the economic climate and really thinking about what we can do to minimize the impact of the downturn on our business,” Pyatt says. “Really the thrust of the activity today is whether we have a year or a year and a half or two more years to get more out of what we’ve got.”

As Huffer notes, “[At the time of] the downturn in the economy the last time—in 2001, 2002, 2003—we had lots of capacity as we brought on our Statesboro facility and then the markets shrank a great deal. So they had to change a lot of their service levels in order to broaden ... the market.”

Keeping pace with growing demand for new products, while adjusting product offerings in anticipation of an upcoming slowdown, means striking a fine balance. Still, being unable to fulfill demand is among the big long-term challenges Pyatt is anticipating.

“We have demand on our manufacturing facilities that far exceeds our capacities,” he says. “And so the big challenge we face is how do we get as much product through and out the door as possible.”

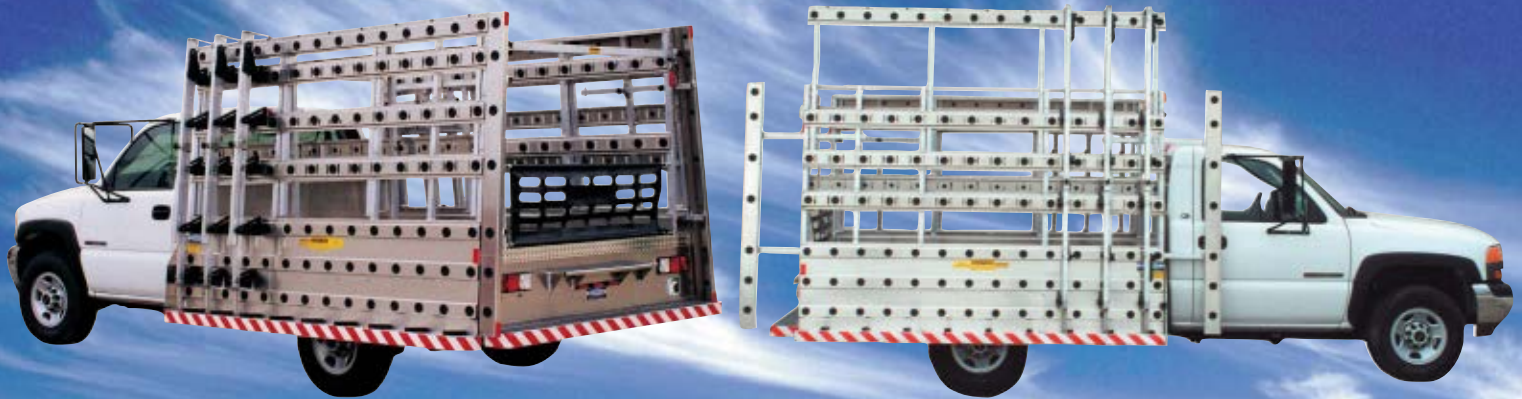
Meeting Strengths and Changing Weaknesses

When the technically-minded Pyatt considers the company’s strengths, he jumps straight to the company’s extensive product and capabilities offerings, the ability to manage a large project and the process the company uses to fabricate its products.

“We temper first and coat second,” Pyatt elaborates. “Others in the marketplace today are doing just the opposite ... We believe we have a process that gives us less distortion in the glass just because of the way we process. I think we end up with the preferred position in buildings where there is in fact a large expanse of glass.”

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Building Leadership

continued from page 58

High demand only makes it that much more challenging to remain true to one of the company's signature strengths.

"Our goal is 100 percent complete and on-time and we work very hard everyday accomplish this," says Wendorff.

"We do the largest, most complex jobs in the world," Kunkel adds. "The quality is just expected to be there. To be a notch above everybody else. That's the expectation."

That's part of what made the situation challenging, Pyatt says, when a coater went down this fall. "People don't expect that out of Viracon. And that's part of what made it especially difficult."

Understandably, "in the glass business, as well as other businesses, equipment goes down," Pyatt says. Although the equipment is back up and running today, Pyatt admits, "We were unable to do the volumes of coated glass that we needed to meet the commitments we had made to customers, that's a true statement. ... We had six coaters at the time and we had five and a half of them running, but there was no talk about five and a half running, there was talk about the half that was down."

With such high demand, explaining this to customers is the big challenge. And the concern was that, for some customers, it wasn't explained. Part of that, Pyatt says, was because the company didn't know how great the concern would be. However, he adds, "I think the real concern ... is that when we didn't have the solution it was impossible—we didn't know how to make commitments to when things would be right again."

Not having an answer for customers as to when operations would be back to normal turned "just another problem" into a big concern for customers looking for deliveries.

Pyatt notes that the company was very diligent in communicating with customers once it had answers. "Now it's also remarkable how it was once there were answers, people didn't like the answers ... and we didn't like the answers either." The problem did lead to backlogs in orders and larger-than-usual amounts of product on the facility floor.

"So where people don't like any of it, they know [what the problem is] now," Pyatt says. And now that the company knows the concern that this problem created, the goal of keeping pace with the ever-growing demand for new products has only been reinforced.

Once An Engineer

Wendorff says that Pyatt was "a seasoned veteran" before he reached Viracon. His background as group vice president of Internet Corp., his position prior to coming to Viracon, provided him with plenty of experience. The son of a "lifelong foundryman," Pyatt was the first person in his family to go away to school. He left Easton, Pa., to graduate from Princeton with a degree in electrical engineering; he later earned his MBA from Syracuse.

Pyatt admits that he "lasted as a pure engineer for about a



Pyatt stands in the corporate office next to a small selection of photos of the major projects to which Viracon has contributed.

year and a half." However that engineering background has proven useful.

"I would say all the jobs I've had over a lot of years have either had an engineering requirement or it was a highly engineered product and if it wasn't an absolute requirement it was a major benefit if you had it," Pyatt says.

Viracon wasn't looking for an expert in glass when founder Jim Martineau retired, an unusual factor in this industry, Pyatt says. But his technical background has helped him in working with such highly engineered products. In fact, he regrets that there aren't more "technical-types" at the glass fabrication company in Owatonna, Minn. "We need a bunch more," he says. "My boss, who is the CEO of Apogee, and I are the only engineers in the top management ranks, and even among the board."

Employees at Viracon appreciate that technical background.

"He comes out of an engineering vehicle so as we started Six Sigma here, that's one of the areas that he really grasps onto and took off with. And we've done a lot with Six Sigma since its inception," Kunkel says. "Six Sigma has gone from a beginning to a very mature problem-solving unit."

Kunkel adds that Pyatt has also supported and pushed research and development.

Wendorff says that despite Pyatt's technical background, he keeps a good grasp on how to work with people. "He understands how great organizations work and the importance of taking care of the customer; he certainly understands employee relations and the importance of having an engaged workforce."

And while Pyatt gives credit to his employees for the company's success, his leadership has certainly not slowed them down.

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“ I think we give
ourselves more credit
during good times
than we should and I
think we beat
ourselves up too much
in the bad times. ”

John Wheaton,

Wheaton & Sprague, Cuyahoga Falls, Ohio – Small Company CEO

It was a tough time for WSE, a curtainwall and glazing industry design and engineering company in Cuyahoga Falls, Ohio. But that tough time best displayed chief executive officer (CEO) John Wheaton's leadership abilities. So says Dan Adams, president of Advanced Industrial Marketing and a member of Wheaton & Sprague Engineering's (WSE) board of directors.

"John is to be credited with [the] rebuilding of WSE, post 9/11," Adams explains in his nomination of Wheaton. "John admits that he tried too hard to hold onto employees, and waited too long to minimize the size of the firm after the huge fall of business in 2002. He went from a high of 27 employees in the middle of 2002, to 11 employees by the end of 2003."

According to Adams, it was a renewed commitment toward strategic planning, operations and profitability that allowed the company to increase its number of employees to 20 today—and growing. The firm is currently looking for another curtainwall engineer, and expects to do \$2 million in revenues this year.

It was a hard lesson, but one from which Wheaton says he has gained valuable insight about what it takes to be a leader. "The first thing I learned is that while we have influence over what we do, there are many forces beyond our control. I think we give ourselves more credit during good times than we should and I think we beat ourselves up too much in the bad times. Secondly, I realized that we really didn't have sufficient metrics and systems in place to accurately predict what was coming."

To prepare for the future, Wheaton led a restructuring of the company.

"We built better accounting and financial systems, better technology systems; basically rebuilt the foundation . . . it's a totally different company," he says. "It's built on a base that allows us to leverage; it's built on a base that gives us very good financial metrics so we can see what's going on now and predict what's going on in the future. And I think we're doing a lot better job at hiring people. We've got better performance standards, better core competencies that we've outlined."

As for future company growth, Wheaton points specifically to a seemingly paradoxical goal of "getting smaller as we get bigger" through market segmentation. He explains that the company has divisions that focus on very specific market segments and clients within those segments.

"We want to keep breaking down into client market driven teams, so we have segmented. For instance, in the building envelope realm, [we have] different areas—the curtainwall world, the panel world, the stone world, railing and accessory-type things—to focus on specific market segments and clients within those segments, and trying to build project management people and base, to be able to work uniquely within those realms."

Adams explains by way of example how Wheaton has worked to grow the building envelope division during this process of rebuilding. "John strategically targeted existing clients and prospective clients, examining which would be the best fit for his firm. He evaluated them based on need for services, corporate philosophy fit and payment history. He minted into the companies with multiple offices and pursued companies where buyouts of former clients had occurred. He watched the industry closely and began to develop relationships, building confidence in his firm. The quality of work resulted in more trust, more projects, more satisfied customers and more referrals. As a result of his efforts, the firm has grown 66 percent in revenues since 2003 and is on track to reach its best year in its history in 2007."

While each of the market divisions are kept separate, Wheaton says the company's various departments are tightly linked. "Our approach is to simultaneously do marketing and operations and growth to where those are linked together. In other words, we don't do marketing as, 'Well we're the marketing department.' 'We're the operations group.' Everything is integrated into our business pattern. Financial, marketing, operations and growth, all are moving in the same direction."

"So we're trying to grow. From the marketing point of view, we're growing by continuing to define our segments and putting project managers in place, and we're growing by continuing to add financial measurements and client satisfaction reports, different types of reporting that can give us good information so we know in what direction to head."

While entirely rebuilding a company might seem daunting, WSE office manager Debra Parker, says that Wheaton has never been afraid of change.

"In the eight years I have been at WSE, I have seen us go

At a Glance

Company: Wheaton & Sprague Engineering, curtainwall and glazing industry design and engineering company

Location: Cuyahoga Falls, Ohio

Number of employees: 20

Revenue: \$2 million this year

► www.wheatonsprague.com

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Building Leadership

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Photo courtesy of Endos Corp.

The 165 Charles Street apartment complex in New York offers one example of WSE's work since its post-September 11 rebuilding.

through several different types of situations, all of which could have been the devastating blow to a smaller company," Parker says. "[Wheaton] is not afraid of change and does not use the comment '...but we've always done it that way ...' John is constantly reviewing and analyzing our procedures and processes to see if we are moving forward—if the plan is working, if it is not, he is ready and willing to make the necessary changes to see that we get the final results we desire."

After 24 years in the glass industry and 14 years as CEO of WSE, Wheaton has faced his share of challenges, and they have formed his ideas about what makes a strong leader.

"I think the 'servant leadership' phrase can be trite and overused, but certainly a leader needs to be there to serve and support the people that he has working with him," Wheaton says. "However I think a leader needs to be very strategic in making sure the direction of the firm is clearly established."

While working to support his employees, Wheaton also

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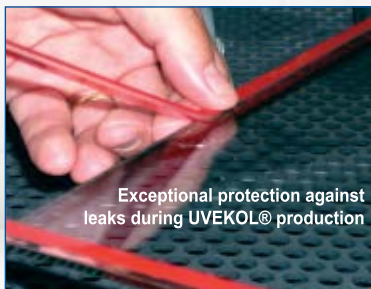


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Building Leadership

continued from page 64

ensures that he is not working alone. Adams says that Wheaton has made sure his actions are accountable by appointing a board of directors. "To be a principal of a firm, and to appoint a board of directors to hold you accountable and challenge you, tells all those who work for him that he recognizes that he doesn't have all the answers, and that this company is not all about him. He seeks to be held accountable for moving toward excellence; he seeks to be challenged; and he seeks to continually improve his company by allowing the objective perspective of other leaders who are successful in business," Adams says.

In addition, Jim Trenta, P.E., vice president of WSE's building structures division, says that Wheaton remains open about the direction of the company with the people with whom he works.

"He is very candid with everyone about the firm's situations, whether good or bad, and this helps build our confidence in his leadership and in the direction that the company is moving," Trenta says.

Richard Sprague, vice president of design and detailing, chief accounting officer, says that Wheaton's integrity provides him no other option than to deal openly with his employees.

"It is unmistakable that he would rather operate honestly and fairly with clients and employees than to experience financial gain. I can think of many times when John followed his convictions and made a sacrifice when it would have been easy to do otherwise," Sprague says.

In addition to his involvement with the company, Wheaton has shared his leadership ability with his community. Most recently, he was part of a mission trip to Haiti through his church, Northampton United Methodist Church.

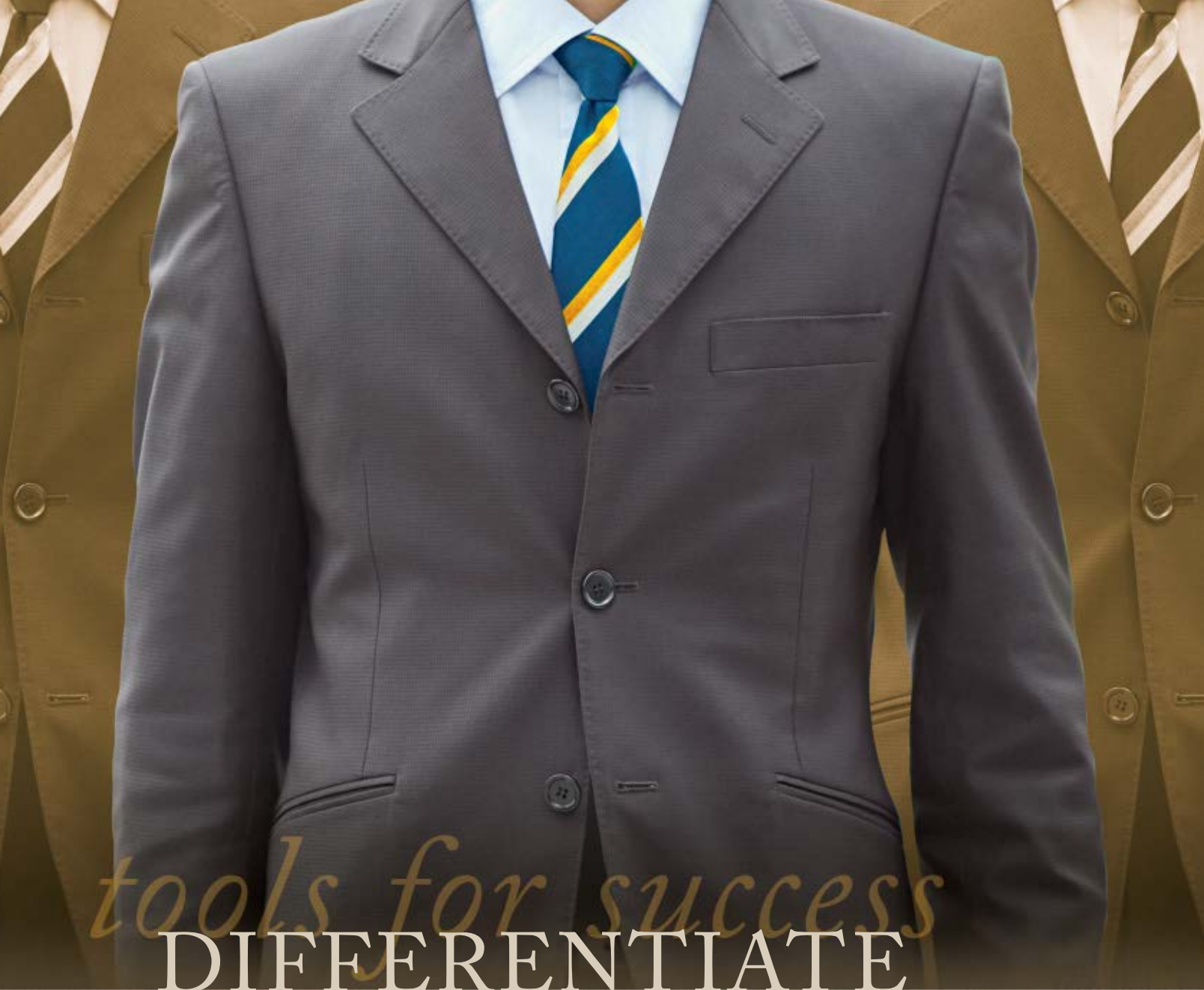
"There's a school in the midst of a town called Ouaminthe, which is on the border between Dominican and Haiti, that has about 1,500 kids and it's trying to break the poverty cycle," Wheaton says.

To help the school in its goal of providing a solid education for the children, Wheaton helped to teach English during the school's summer program.

"My role in terms of encouraging the kids and working with the Haitians was actually teaching them English through music," says Wheaton, who is also a singer and guitarist. He adds, "Then we hung out and played soccer and had relationships and really just tried to encourage the kids. It's quite a significant work that these people are doing."

Adams says that whether it's in his personal life or in his role as CEO, Wheaton shows a commitment that deserves recognition.

"An extraordinary man of passion, John doesn't do anything half-heartedly," Adam says. "His energy, drive and passion are infectious. The people who work for him understand clearly that they are here to work for the clients who keep this company in business. They do so with a similar fervor and passion because they see it modeled by John." ■



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The Elephant in the Room

Someone Needs to Say It: Consumers Are Buying the Wrong Windows

By Serge Martin, Vice President of Marketing, AGC Flat Glass North America

The glass industry has achieved amazing technical advances in recent years, which enable us to provide customized products that meet the changing seasonal needs of every region of North America. Depending on annualized regional energy needs, we can help to provide superior thermal insulation, as well as control the amount of passive solar heat that is blocked or gained through the window. Our products, specified and installed properly, can deliver significant energy savings over the life of the window.

Despite these impressive advances, all of us are aware of an unfortunate shortcoming in our approach to the marketplace.

At AGC Flat Glass North America, we think it's time to finally say it: Consumers often buy the wrong windows, featuring a glass that does not maximize their energy efficiency — because the glass was not designed and specified with their true regional energy needs in mind.

For Northern regions, the existing standards focus too much attention on a single measure, U-Factor, while ignoring the importance of passive solar heat gain, an important source of free heat in cooler climates.

The real losers are the consumers, especially those in Northern regions, who have been purchasing and installing windows that are advertised as “high-performance” when, in

fact, these products do not perform better on an annual basis than generic clear glass.

Common Sense Should Prevail in Every Region

The current ENERGY STAR® program is well-intentioned, based on the prevailing data and constraints of its time. But, the challenge we face today is that a number of manufacturers advocate a “one size fits all” product approach that is made possible by the current rating systems. For example, the ENERGY STAR program is extremely specific about performance requirements for U-Factor in every region of the country,

and also mandates a specific solar heat gain coefficient (SHGC) for three out of four U.S. regions. However, in the Northern region, “any” solar heat gain coefficient is acceptable — in the very region where solar heat can be used most beneficially, to reduce annual heating costs. While there is no question that thermal insulation is important in every region, it cannot be logically seen as the only factor in conserving energy in the Northern region.

A recent report by Enermodal Engineering confirms what many of us would agree is a logical conclusion: the double- and triple-silver coated glass products that maximize

ENERGY COST REDUCTION:

The Positive Effect of a High SHGC Coated Glass, Compared to Generic Clear Glass

ENERGY STAR Region	Glass Type	Center-of-Glass SHGC	Energy Costs (per house, annual)
Northern	Low SHGC	< 0.30	+\$24
	Medium SHGC	< 0.40	-\$3
	High SHGC	> 0.60	-\$55
North/Central	Low SHGC	< 0.30	+\$14
	Medium SHGC	< 0.40	-\$6
	High SHGC	> 0.60	-\$42

Typical 2129 ft² house, with 319.4 ft² of window area

Source: Enermodal Engineering

In the Northern and North/Central ENERGY STAR zones, the use of low SHGC coatings results in higher annual energy bills than clear glazing. In both regions, high SHGC coatings are the best year-round performers.

U.S. ENERGY STAR REQUIREMENTS WINDOWS AND DOORS

Zone	U-Factor	SHGC
Northern	≤ 0.35	ANY
North/Central	≤ 0.40	≤ 0.55
South/Central	≤ 0.40	≤ 0.40
Southern	≤ 0.65	≤ 0.40

While the current ENERGY STAR program makes specific recommendations for window performance in most areas, it ignores the passive solar heat gains that would reduce annual heating costs for Northern homeowners.



annual energy performance in the South, by minimizing solar heat gain, perform abysmally in the North — where passive solar heat is a benefit during many months of the year.

Enermodal's exacting models — which study whole-house energy consumption — have proven that, in the Northern and North/Central regions of the ENERGY STAR map, generic clear glass actually performs better on an annual basis than triple-silver coated glasses. In terms of annual heating energy used, overall energy costs and

TWO LOGICAL ALTERNATIVES

If double- and triple-silver coated glasses are not well suited for Northern regions, what glasses should consumers be buying and installing? Far more effective are pyrolytic low-e glasses such as **AGC's Comfort E2™**, or sputter-coated low-e glasses like **AGC's Comfort Ti-PS™**. Both products are specifically designed for the needs of Northern regions. **Comfort E2** offers a higher SHGC and many advantages in terms of processing, while **Comfort Ti-PS** allows for a lower U-factor. Both products can have an equally significant impact on annual heating usage, and associated energy costs.

greenhouse gas emissions, only those glass products designed for high solar heat gain show a significant advantage over clear glass in the heating-dominated Northern regions.

For these regions — and any location where annual heating costs outweigh annual cooling costs — glass products that capitalize on passive solar heat are proven to be much more energy-efficient than the low U-Factor sputter coatings, with their lower SHGC, that are gaining in popularity and acceptance.

The Enermodal study also looked at the cumulative 20-year impact of using various types of coated glass, as well as generic clear glass, on greenhouse gas emissions — one of the most serious environmental threats today. While the use of low SHGC glass in every U.S. region (the “one size fits all” approach) would decrease overall

USING THE WRONG GLASS:

Greater Emissions and a Serious Long-Term Impact

Cumulative 20-Year Emissions of CO₂ in Megatonnes

ENERGY STAR Region	Clear Glass	Low SHGC	Product Matched to Regional Needs
Northern	1551	1547	1467 (with AGC Comfort E2)
North/Central	649	622	611 (with AGC Comfort E2)
South/Central	915	878	863 (with AGC Comfort Ti-AC 36™)
Southern	574	475	470 (with AGC Comfort Ti-AC 23™)
TOTAL CO ₂ EMISSIONS	3755	3522	3411
REDUCTION OVER CLEAR	--	165	276 megatonnes of CO ₂ over 20 years

Source: Enermodal Engineering

Specifying the right glass for regional energy needs — high SHGC glass in the Northern and North/Central regions, medium SHGC glass in the South/Central zone, and low SHGC in the Southern zone — can eliminate 276 megatonnes of CO₂ emissions over the next two decades.

greenhouse gas emissions by about 165 million tonnes of CO₂, this reduction is primarily attributable to reduced annual energy consumption in the Southern and South/Central regions. However, matching glass type to annual energy consumption patterns — i.e., using high SHGC glass in the Northern and North/Central regions, medium SHGC glass in the South/Central zone, and low SHGC glass in the Southern zone — would reduce overall greenhouse gas emissions by an impressive 276 million tonnes of CO₂. That improvement corresponds to eliminating the annual emissions of 42 million cars!

Let's Focus on Logic, Not Lobbying

In light of the significant benefits that can be realized by installing the most energy-efficient windows and doors, our industry needs to rethink the aggressive lobbying efforts that have helped to support “one size fits all” solutions — while overlooking not only regional energy consumption studies, but also common sense. Instead of convincing consumers to purchase less-than-optimal products in the interest of short-term sales gains, we need to focus on our long-term credibility — and recommend only those glass products that are backed by solid regional energy consumption data.

AGC Flat Glass North America offers the broadest

The ENERGY STAR program, and associated energy codes, will be reviewed soon — and that represents a unique opportunity for the Department of Energy and the entire industry to go a step further in ensuring more accurate window specifications for every region of the country.

Based on scientific evidence, it is our opinion that a minimum SHGC should be defined for both the Northern and North/Central ENERGY STAR zones. In today's new world of advanced glass technologies, no group of homeowners should have to settle for just “any” glass — and certainly not so-called “high-performance” coatings that actually perform worse than clear glass.

product line of float glass, solar and patterned glass, and coating technologies in the flat-glass industry. For more information on AGC glass products and services, call 1-800-251-0441 or visit na.agc-flatglass.com.

AGC
AGC Flat Glass North America

Want to Learn More?

For a summary of Enermodal's new report, contact AGC Flat Glass North America by calling 1-800-251-0441 or sending an e-mail to info@na.agc-flatglass.com.

Top Picks

USGlass 2007 Product of the Year Winners

In a recent survey, USGlass asked which products introduced in the past year have stood out to readers as extraordinarily important or helpful. Of course, the real winners are the glazing contractors, the architects, the building owners and occupants and even the passersby who benefit from the job well done. But we thought you'd like to know what your colleagues, and your customers, are looking for in new products.

Each of the products listed in our Product of the Year survey appeared in an USGlass Showcase department over the last year. Readers chose their favorite picks and the winners—and ties—for each category are listed below, in no particular order. Product submissions are welcome throughout the year. Please send them to mheadley@glass.com.

Tools and Equipment

Gforce From GlasWeld

GlasWeld in Bend, Ore., offers its portable, field-friendly Gforce Scratch Removal System™ to quickly and easily remove damage from glass—keeping it in the supply chain and out of the landfill.



The system can help reduce scrap ratios, product defects and customer returns; eliminate costly reworks; and improve efficiencies throughout the production process, according to information from the company.

► www.glasweld.com/greener

Glazing Systems

Narrow Steel Curtainwall by TGP

The steel curtainwall system from Technical Glass



Decorative Glass

Arch Deco Glass Introduces Visual™

VISUAL is the latest proprietary product advancement available from Tamarac, Fla.-based Arch Aluminum & Glass' Arch Deco Glass operations. The high-end laminated product allows virtually any image to be reproduced onto the interlayer.

VISUAL is fabricated completely in-house, so the company has control from the initial design stage, through the lamination and shipping. It can be made with highly saturated colors, but also has the ability to be virtually opaque. In addition, pure white, black and sepia tones can be created through this process. As a laminated product, VISUAL also has the multi-function properties that allow it be used in safety, security, solar, structural and sound reduction applications.

► www.archaluminum.net





Products (TGP) in Kirkland, Wash., is strong and slim, allowing larger spans of glazing than traditional aluminum framing. According to the company, the steel framing members have lower deflection than aluminum, yet provide three times the wind load capacity. In addition, the lower thermal expansion of steel allows design flexibility with few or no extension profiles. The steel curtainwall system uses a "plug and screw" connection system for the framing components, for crisp corner joints without a visible weld bead. The system is watertight and the low heat transfer coefficient of steel prevents interior condensation on frames.

► www.tgpamerica.com

Machinery New Tools From CRL

The Diamond notch and saw machine crafted by Los Angeles-based C.R. Laurence Co. Inc. (CRL) creates notches and allows for free-style pattern edge cuts. The



tool was developed for the glazing industry to reduce labor time. The machine can be used freehand, or can reduce time on patterns. The adjustable jig tool can also be used

Commercial Door or Window Crystal Swings In New Terrace Door

Crystal Window & Door Systems in Flushing, N.Y., introduced an "in-swing" option for its heavy-commercial rated Series 1400 aluminum swing terrace door. The door features a heavy-duty 3 1/4-inch frame depth and 1-inch insulating tempered glass unit. A 3-point lock system, as well as solid European hardware and handles, are standard on the door. The door's aluminum extruded frame and sash are thermally broken using a polyamide Insul-Bar system for energy efficiency, strength and accommodation of two-tone color specifications. The in-swing Series 1400 was tested by an independent national laboratory and achieved an AAMA test rating of ATD-HC50.

► www.crystalwindows.com



to eliminate drilling, which reduces labor time by more than 50 percent, according to the company.

► www.crlaurence.com

Value-Added Glass Guardian's SunGuard®

Guardian Industries Corp. in Auburn Hills, Mich., is introducing SunGuard® SuperNeutral 54 (SN 54), a low-E coating for commercial glass that features a neutral appearance, solar control and significant energy savings. The company says the coating also reduces the interior glare that can occur with other high-performance products. SN 54 also transmits an adequate amount of natural light to the interior of a building while blocking 72 percent of solar energy.

► www.guardian.com

continued on page 72

PPG Offers Solarban 70XL

Pittsburgh-based PPG Residential Glass is offering its Solarban 70XL solar control low-E glass. Solarban 70XL glass offers a combination of visible light transmittance and solar control performance, together with a highly transparent, clear glass appearance. It transmits 65 percent of the sun's natural light in a standard insulating glass unit, while blocking more than 70 percent of its solar energy.

► www.ppgglass.com

Screens

Euro Window Screens by CRL

Los Angeles-based C.R. Laurence Co. Inc. (CRL) has introduced its Euro retractable window screens. With these screen systems, installers can measure, cut and install, all in one visit.



The screens are available in four maximum opening widths from 31 to 55 inches, in three colors. They provide

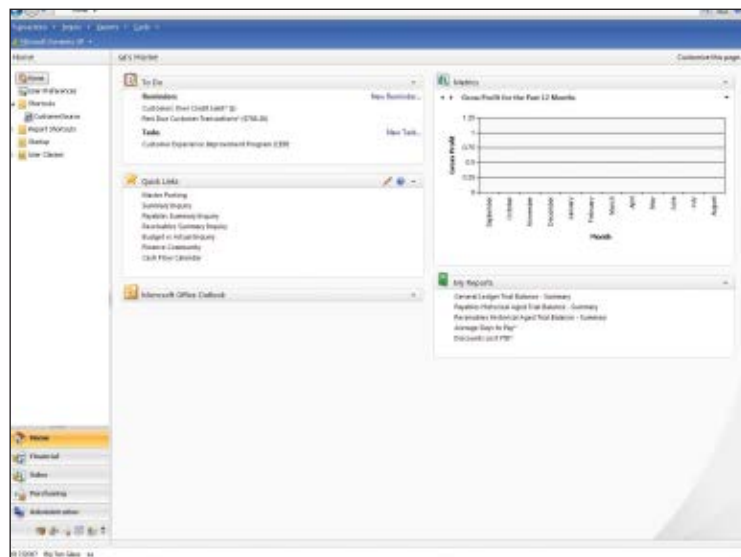
a maximum inside window height of 66 inches. Each kit includes powder-coated extruded aluminum lineals, durable 18 by 16 fiberglass screen wire and quality mounting hardware. These interior screens can be inside jamb-mounted without drilling into the window frame.

► www.crlaurence.com

Software

GTS Software's Services

GTS Services LLC in Portland, Ore., has released the first complete suite of services specifically for glass shops to



help enhance the effectiveness of their Internet marketing. A search engine optimization (SEO) service assists glass shops with website building or modification. SEO helps increase site visits by providing optimal compatibility with search engines for better positioning of free list-



Residential Door or Window

Silver Line Offers Shelter from the Storm

Silver Line of North Brunswick, N.J., says its new line of Weather Stopper™ impact-resistant windows and patio doors are built to endure the most demanding weather conditions. All Weather Stopper™ sizes and styles meet ASTM testing standards for impact and wind pressure cycling along with Miami/Dade County codes.

Weather Stopper features DuPont's patented Sentry-Glas® and Sentry Glas Plus, as well as a series of steel and aluminum reinforcements. A newly engineered tilt latch secures the sash to the window frame when the sashes are in the closed and locked position. It interlocks with the window frame when closed, providing additional strength during a storm.

► www.silverlinewindow.com

ings. A search engine advertising service provides strategic placement and management of paid advertisements on popular search engine sites to increase website visits by qualified customers.

▶ www.gtsservices.com

Shower Enclosures

CRL Makes Shower Kits Available

C.R. Laurence (CRL) Co. Inc. in Los Angeles is introducing the Hydroslide frameless sliding shower door kit designed for full-standing showers or above bathtubs. The shower door kit is suitable for compact areas and allows consumers who have small spaces to achieve the popular



“all-glass” look. Hydroslide kits accommodate shower designs with fixed glass panels on either end or both sides at 90 or 180 degrees. They can also be used in floor-to-near-ceiling glass panels with a sliding door.

▶ www.crlaurence.com

Skylights

Solar Innovations Skylights are Low Maintenance

Solar Innovations in Myerstown, Pa., is offering low-maintenance skylights. The skylight systems combine a low-maintenance aluminum exterior with decorative wood options. They are available in a double-pitch, flat, segmented barrel vault or true-radius dome skylight styles. The standard wood

continued on page 74

Window Film

3M Introduces Rear-Projection Window Film

3M of St. Paul, Minn., offers a rear-projection window film for digital signage applications. The Vikuiti™ window rear projection film turns any clear surface into a rear-projection screen. The adhesive-backed film provides a vi-



brant, wide-viewing, ambient light-rejecting surface. The new product offers easy installation—no brackets, hanging wires or framing are required—and it may be cut to any shape or size.

▶ www.3M.com/Vikuiti

options include solid mahogany and Southern yellow pine laminate. Other laminates of Western red cedar, Spanish cedar and Douglas fir are also available. Solar Innovations' advanced aluminum weep control system was designed to carry water and condensation away from the wood to ensure safety for interior wood applications.

► www.solarinnovations.com

Unit Component or Hardware

DORMA Doors Nearly Disappear

Reamstown, Pa.-based DORMA's Deubl Alpha doorframes for glass assemblies are designed to almost disappear to offer architects and designers an exquisite, clean look. Available with single- and double-acting doorframes, the frames fea-



ture concealed fixings, and can be outfitted with a floor-concealed door closer.

Maximum door weight ranges from 100 to 143 pounds for a single-acting doorframe, and up to 176 pounds for a double-acting doorframe. All Deubl Alpha frames come with a standard satin silver anodized finish.

► www.dorma-usa.com

Roto's i-Lock Offers Automatic Locking

The Roto-i-Lock,™ a new sliding window sash lock, is offering improved flexibility and balance over standard window locks, according to its creator, Roto Frank of North America in



Chester, Conn. The i-Lock's internal mechanism has two retention clips and two springs, and its latch is positioned in the center to provide maximum balance. The lock has been proven to achieve forced entry-resistance requirements, and has passed required industry performance and hurricane impact testing, according to information from the company. Roto i-Lock is available in six standard and many custom colors.

The main lock is available with various exposed attachment screw locations that provide flexibility with installation and aesthetics. For additional versatility, a removable plastic snap-on cover that will conceal the attachment screws is available.

► www.rotohardware.com

Sealant or Adhesive

Dow Corning's InstantGlaze Offers Softer Feel, Improves Productivity

Dow Corning® in Midland, Mich., has developed a sealant that the company estimates will improve glazing productivity by 33 percent over tape glazing. InstantGlaze II sealant is made for easy application. According to Dow Corning, InstantGlaze II has lower viscosity while offering the same green strength, reduced hold time and improved efficiency of InstantGlaze I. The softer texture of InstantGlaze II also has increased elastic recovery performance than the earlier product, which enabled it to pass tests to meet Dade County, Fla., hurricane standards.

► www.dowcorning.com



PeopleNews

Franchising Systems Give Glass Shop Owner Fuel to Race to the Top

Tom Ashley, Owner

Glass Doctor® of Okaloosa and Walton Counties, Florida
Est. 2001

In 2001 Tom Ashley was in charge of a shop for a major glass services company, but he wasn't satisfied. He wanted to own his own business so that he, his family and his employees would reap the rewards of their success. Tom looked at the Glass Doctor® franchise system and saw what he was missing professionally. Now Tom's business is growing, and he even has time to race his pro-modified race car. Tom credits his personal and professional achievements to the support he gets from the Glass Doctor® business systems.



What made the start-up of your Glass Doctor franchise successful?

We started with four full-time employees and one part-time employee. We had to hit the ground running. I couldn't afford to wait for the phone to ring. The Glass Doctor system gave me a framework so that I knew our customers would be taken care of. I could focus on working on the business, not in the business.

What challenges did you face when you started your business?

I was fortunate to have experience in both auto glass and flat glass. My weakness was in sales and marketing. I didn't know how to capture new business. Glass Doctor showed me ways to go get the business and keep it. Another weakness was recruiting and retaining quality employees. With the Glass Doctor system I learned ways to make my shop the best place to work.

"The Glass Doctor system gave me a framework so that I knew our customers would be taken care of."

What other benefits have you seen as a Glass Doctor franchise owner?

After two-and-a-half years we relocated to a new shop. That investment helped a

lot to expand our capability. I would not have taken that risk without the confidence I had in the Glass Doctor marketing and sales system.

"Leaders have to go out and get the business. You find the competition's weakness and try to stay a step ahead."

You've been a leader among Glass Doctor franchise owners. What does it take to be a leader in the glass industry?

Leaders have to go out and get the business. You find the competition's weakness and try to stay a step ahead. I also try to live by a set of values. I think leaders are honest and take care of the customer. People use us because they have confidence in Glass Doctor and our service system; they don't have to worry. I just try to handle things as I would expect them to be handled for me. Think, "How would you want to be treated?" We can tell people, but they have to see it.

What advice do you have for business owners in our industry?

I've done well and received some awards, but I don't feel better than the person sitting

next to me. I think anyone can do it if they are willing to change, put in the effort and to take advantage of the opportunities Glass Doctor offers. Don't reinvent the wheel. Just keep moving forward and take care of your team.

GLASSDOCTOR®
HOME • AUTO • BUSINESS
We fix your panes!

IS FRANCHISING RIGHT FOR YOU?

Find out today at 800-280-9858 or visit www.glassdoctorfranchise.com where you can explore our franchise system, listen to an interview with Entrepreneur magazine and download video clips of Glass Doctor franchise owners.

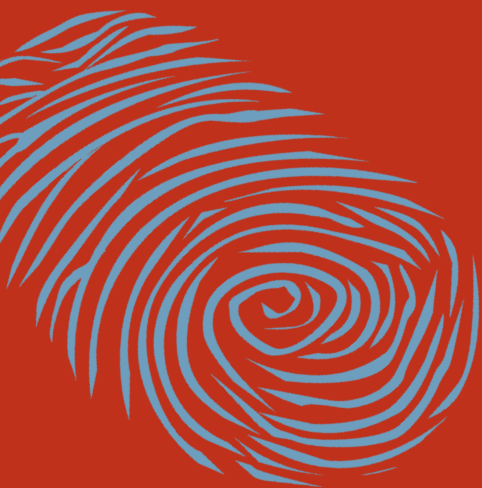
Discover how the established systems and on-going support of Glass Doctor can help you start or grow your glass service business. Exclusive territories are available nationwide and in Canada.



Are you ready to take your business to the next level? Call today and find out what Glass Doctor® can do for you.

AT YOUR FINGERTIPS

2008 Industry Buyer's Guide



The USGlass 2008 Industry Buyer's Guide is a comprehensive listing sure to serve you throughout the year. Here you can find all the **information** you need to track down the products that you want and the companies with which you want to work.

An **alphabetical listing** of companies includes each company's phone number, fax number and website, if available. Or you can turn directly to page 84 for a breakdown of the **industry's products** and the companies that supply them.

To be included in next year's Buyer's Guide, please e-mail eharris@glass.com.



A/

A.W.T. World Trade Inc.
P: 773/777-7100; F: 773/777-0909
www.awt-gpi.com

Abundant Energy Inc.
P: 845/258-4022; F: 845/258-4023
www.abundantenergyinc.com



**ACCESS
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SUPPLY**

Access Hardware Supply
14359 Catalina Street
San Leandro, CA 94577
P: 510/483-5000
F: 510/483-4500
www.accesshardware.com
See our ad on page 44.

Accura Systems Inc.
P: 972/226-0195; F: 972/226-9937
www.accurasystems.com



ACH - Glass Operations
P.O. Box 555
Tulsa, OK 74134
P: 918/254-4565
F: 918/254-5244
www.versaluxglass.com
See our ad on page 28.



ACI Distribution
(Subsidiary of Vitro America)
965 Ridge Lake Boulevard,
Suite 300
Memphis, TN 38120
P: 800/238-6057
F: 901/682-3062
www.acidistribution.com
See our ad on page 11.

Action Bullet Resistant
P: 631/422-0888; F: 631/422-4498



**Acurlite Structural
Skylights Inc.**
1017 N. Vine Street
Berwick, PA 18603
P: 570/759-6882
F: 570/759-9552
www.acurlite.com
See our ad on page 108.



Adams Rite
260 Santa Fe Street
Pomona, CA 91767

P: 800/872-3267
F: 909/632-2370
www.adamsrite.com
See our ad on page 19.

Adchem Corp.
P: 631/727-6000; F: 631/727-6010
www.adchem.com

ADCO Products Inc.
P: 517/764-0334; F: 517/764-2550
www.adcocorp.com

Advanced Glazings Ltd.
P: 902/794-2899; F: 902/794-1869
www.advancedglazings.com

Advanced Photonics Inc.
P: 631/471-3693; F: 631/471-3750
www.advancedphotonicsusa.com

AEGIS Tools International
P: 888/247-6000; F: 608/274-9395
www.aegistools.com



**AGC Flat Glass
North America**
P.O. Box 929
Kingsport, TN 37660
P: 423/229-7252
F: 423/229-7110
www.na.agc-flatglass.com
See our ad on pages 68-69.

**AGC Interedge
Technologies LLC**
P: 415/331-6379; F: 415/289-0326
www.firesafe-glass.com



**AGM Glass Machinery (Now
known as Intermac America Inc.)**
4110 Meadow Oak Drive
Charlotte, NC 28208
P: 704/357-3131
F: 704/367-3130
www.intermacamerica.com
See our ad on page 53.



Albany Hardware Inc.
6740 Belt Circle Drive
Bedford Park, IL 60638
P: 708/594-2132
F: 708/563-2182
www.albanyhardware.com
See our ad on page 50.

**Albat & Wirsam
North America**
P: 425/467-0996; F: 425/467-0998
www.albat-wirsam.com

Allmetal Inc.
P: 630/250-8090; F: 630/250-8387
www.allmetalinc.com

Alpack Associates Inc.
P: 973/244-4414; F: 973/244-4483
www.alpack-pic.com

Aluflam
P: 714/899-3990; F: 714/899-3993
www.aluflam-usa.com

AlumaFab Metal Sales LLC
P: 952/895-5700; F: 952/895-1500
www.alumafab.com

Alumicor Ltd.
P: 416/745-4222; F: 416/745-7759
www.alumicor.com

Aluminum Extruders Council
P: 847/526-2010; F: 847/526-3993
www.aec.org

**American Architectural
Manufacturers Association
(AAMA)**
P: 847/303-5664; F: 847/303-5774
www.aamanet.org

American Shower Door
P: 800/421-2333; F: 323/726-7469
www.americanshowerdoor.com



Americas Glass Association
P.O. Box 2550
Placerville, CA 95667-2550

P: 877/275-2421
F: 530/642-0993
www.americasglassassn.org
See our ad on page 81.

Amerope Enterprises Inc.
P: 800/327-3320; F: 561/737-3721
www.Amerope.com

AMETEK Land Inc.
P: 412/826-4444; F: 412/826-4460
www.landinstruments.com

Andscot Co.
P: 800/832-5800; F: 773/625-1242
www.andscot.com

Anver Corp.
P: 978/568-0221; F: 978/568-1570
www.anver.com



Arch Aluminum & Glass
10200 NW 67th Street
Tamarac, FL 33321
P: 800/432-8132
F: 586/591-5920
www.archaluminum.net
See our ad on page 122.

Architectural Communication & Design
P: 801/582-9430; F: 801/582-2770

Architectural Specialty Products
P: 708/563-8510; F: 708/563-1860
www.a-s-p-inc.com

Arizona Shower Door Co.
P: 602/447-0000; F: 602/447-8208
www.arizonashowerdoor.com



Artus Corp.
P.O. Box 511
Englewood, NJ 07631
P: 201/568-1000
F: 201/568-8865
www.artuscorp.com
See our ad on page 30.

Ashton Industrial
P: 01144 1279 624810;
F: 01144 1279 621566
www.ashton-industrial.com

ATech Machine Inc.
P: 301/556-9788; F: 301/542-0140
www.atechmachine.com

Azon USA Inc.
P: 269/385-5942; F: 269/373-9295
www.warmedge.com

B/

B & B Aluminum
P: 317/920-3754; F: 317/920-3749
www.bbaluminumproducts.com

Barber Glass Industries Inc.
P: 800/461-4527 or 519/824-2399
F: 519/824-8718
www.barberglass.com



Barkow Trucks
3830 N. Fraternity Street
Milwaukee, WI 53212
P: 800/558-5580
F: 414/332-8217
www.barkow.com
See our ad on page 59.

Basco
P: 513/573-1900; F: 513/573-1919
www.bascoshowcrdoor.com

Bekaert Advanced Coatings NV
P: 32 9 381 6161; F: 32 1 380 06 67
www.bekaert.com/bac

Bent Glass Design Inc.
P: 215/441-9101; F: 215/441-9190

Besam Entrance Solutions Inc.
P: 704/290-5520; F: 704/290-5544
www.Besam.com

Besana-Lovati Inc.
P: 336/768-5504; F: 336/768-7549
www.besanalovati.com



Billco Manufacturing
100 Halstead Boulevard
Zelienople, PA 16063-9799
P: 724/452-7390
F: 724/452-0217
www.billco-mfg.com
See our ad on page 45.

Bottero Flat Glass Inc.
P: 914/364-9291; F: 914/362-1856
www.botterofgi.com



Boyle & Chase Inc.
P.O. Box 74
Accord, MA 02018-0074
P: 781/337-3904
F: 781/335-5342
www.boyleandchase.com
See our ad on page 85.

Brecoflex Co. LLC
P: 732/460-9500; F: 732/542-6725
www.brecoflex.com

Brighton Glass Co.
P: 724/846-4414; F: 724/846-4814
www.brightonglass.com



Bromer Inc.
1865 Jean Monnet
Terrebonne, QC J6X 4L7
P: 450/477-6682
F: 450/477-9679
www.bromerinc.com
See our ads on pages 16 & 93.

Builders Products Intl.
P: 562/806-5737; F: 562/806-5730

Bullet Guard Corp.
P: 916/373-0402; F: 916/373-0208
www.bulletguard.com

Bystronic Glass Inc.
P: 631/231-1212
F: 631/231-1040
www.bystronic-glass.com

C/



C.R. Laurence Co. Inc.
2503 East Vernon Avenue
Los Angeles, CA 90058-1897
P: 800/421-6144
F: 800/262-3299
www.crlaurence.com
See our ad on page 31.

Caff Co.
P: 412/787-1761; F: 412/788-2233
www.caffcompany.com



California Glass Bending
320 E. Harry Bridges Boulevard
Wilmington, CA 90744-6604
P: 310/549-5255
F: 310/549-5398
www.calglassbending.com
See our ad on page 108.

Campus Crafts Inc.
P: 800/733-6780; F: 585/328-0898
www.campuscrafts.com



Capital Tape Co.
4920 Commerce Parkway, #11
Cleveland, OH 44128
P: 888/888-8273
F: 877/893-3337
www.capitaltape.com
See our ad on page 105.



Cardinal IG - HQ
775 Prairie Center Drive,
Suite 200
Eden Prairie, MN 55344
P: 952/229-2604
F: 952/935-4781
www.cardinalcorp.com
See our ad on page 37.

Carl Stahl Decor Cable
P: 800/444-6271; F: 312/474-1789
www.decorable.com



Casso-Solar Corp.
P.O. Box 163
Pomona, NY 10970
P: 800/988-4455
F: 845/362-1856
www.cassosolar.com
See our ad on page 97.



Cefla Finishing America
729 Gallimore Road
High Point, NC 27265
P: 336/662-9813
F: 336/662-0318
www.ceflaamerica.com
See our ad on page 43.

Century Bathworks Inc.
P: 973/785-4290; F: 973/785-0777
www.centurybathworks.com

Classic Glass Inc.
P: 703/823-3100; F: 703/823-8230
www.classicglassinc.com

Clear Shield of North America
P: 708/615-8180; F: 708/615-1999
www.clearshieldonline.com

Cline Aluminum Doors Inc.
P: 941/746-4104; F: 941/746-5153
www.clinedoors.com

CMS Industries
P: 631/231-3339; F: 631/231-4466
www.cmsindustries.net

CMS North America Inc.
P: 800/225-5267; F: 616/698-9730
www.cmsna.com

Coastal Glass Distributors
P: 800/868-4527; F: 800/314-4436
www.coastalglassdist.com

Coastal Industries
P: 800/874-8601; F: 904/642-5015
www.coastalind.com

Colonial Glass Solutions
P: 718/388-7667; F: 718/388-2560
www.colonialglass.com



Columbia Commercial Building Products
1200 E. Washington St.
Rockwall, Texas 75087
P: 972/771-7100
F: 972/722-6033
www.ccbpwin.com
See our ad on page 6.

Comeq Inc.
P: 410/933-8500; F: 410/933-1600
www.comeq.com



COMMONWEALTH LAMINATING & COATING, INC.
Commonwealth Laminating & Coating
P.O. Box 4668
Martinsville, VA 24115
P: 276/632-4991
F: 276/632-0173
www.suntekfilms.com
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Contractors Wardrobe
P: 661/257-1177; F: 661/257-4907
www.cwdoor.com



CPFilms Inc.
P.O. Box 5068
Martinsville, VA 24115
P: 276/627-3241

F: 276/627-3032
www.cpfilms.com
See our ad on page 61.

Crane Revolving Door Co. Inc.
P: 847/295-2700; F: 847/295-5288
www.cranedoor.com



Crystal Clear Window Works
15 Capella Court, Unit 116
Ottawa ON K2E 7X1 Canada
P: 800/436-4688
F: 613/727-6909
www.ccwwi.com
See our ad on page 95.

Crystal Window & Door Systems
P: 718/961-7300; F: 718/460-4594
www.crystalwindows.com

Curtainwall Design & Consulting Inc.
P: 972/437-4200; F: 972/437-4562
www.cdc-usa.com

Custom Glass Products
P: 715/359-2252; F: 715/359-0948
www.cpgglass.com

Custom Hardware Manufacturing Inc. (CHMI)
P: 800/262-2464 or 319-524-7119
F: 319/524-7827
www.chmi.com

Cytec Surface Specialties
P: 866/861-7400; F: 770/5679-3345
www.cytec.com

D/

Deck Images
P: 651/437-5356; F: 651/437-8745
www.deckimages.com

Decotherm
P: 866/535-3439; F: 716/691-3395
www.decotherm.net

Dedicated Distribution Systems
P: 724/349-7816; F: 724/463.2717
www.ddsfleet.com

DeGorter Inc.
P: 704/282-2055; F: 704/225-8290
www.degorter.com

Delchem Inc.
P: 302/426-1800; F: 302/426-1464
www.info@delchem.com

Demountable Concepts
P: 800/254-3643; F: 856/863-6704
www.demount.com



Dependable Glassworks Inc.
509 E. Gibson Street
Covington, LA 70433
P: 985/892-0999
F: 985/892-0986
www.dependableglass.com
See our ad on page 99.

continued on page 78



Design Tool Inc.
P: 800/948-1038; F: 828/328-4127
www.designtoolinc.com

Deslauriers Inc.
P: 800/743-4106; F: 708/746-4106
www.deslinc.com

**Diamon-Fusion
International Inc.**
P: 949/388-8000; F: 949/388-3299
www.DFINanotechnology.com

Dlubak Corp.
P: 954/467-2990; F: 954/467-2990
www.dlubakglass.com

Dodson's Curved Glass
P: 301/662-0020; F: 301/662-1457

Donisi Mirror Co.
P: 513/683-3110; F: 513/683-3225
www.donismirror.com

**Door Hardware
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P: 800/829-8905; F: 414/291-5685
www.doorhardware.net

Doralco Inc.
P: 708/388-9324; F: 708/388-9392
www.doralco.com



DORMA Glas Inc.
1520 Jabez Run
Millersville, MD 21108
P: 301/390-1000
F: 301/390-0011
www.dorma-usa.com
See our ad on page 27.

**DORMA Group
North America**
DORMA Drive, Drawer AC
Reamstown, PA 17567
P: 800/523-8483
F: 717/336-2106
www.dorma-usa.com
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Dow Corning Corp.
P: 973/691-1414; F: 973/691-1659
www.dowcorning.com

Doyle Tinting
P: 215/657-1000; F: 215/657-7326
www.doylewindowtinting.com

Duo-Gard Industries Inc.
P: 800/872-4404; F: 734/207-7995
www.duo-gard.com

Dupont Building Innovations
P: 302/999-5399; F: 302/999-5721

Dynamic Glass & Door Ltd.
P: 306/651-1553; F: 306/651-1557

E/

Eagle Leasing Corp.
P: 973/227-3322; F: 973/227-4377

Easy Life Solutions
P: 877/792-9788; F: 941/798-9808
www.dsr5.com

Edgetech

Edgetech I.G. Inc.
800 Cochran Avenue
Cambridge, OH 43725
P: 330/339-3373
F: 740/439-0121
www.superspacer.com
See our ad on page 65.



EFCO Corp.
1000 County Rd
Monett, MO 65708
P: 417/235-3193
F: 416/581-0700
www.efcocrp.com
See our ad on page C2.

**Electronic Design
To Market (EDTM)**
P: 419/861-1030; F: 419/861-1031
www.edtm.com

Elliot Equipment Co.
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www.elliottequip.com

elumatec USA Inc.
P: 574/273-1790; F: 574/273-1890
www.elumatecusa.com

Enclos Corp.
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EPCO USA INC.
P: 626/961-6827; F: 626/961-3525
www.epcocrp.com

**Erie Architectural
Products Inc.**
P: 519/676-2199; F: 519/676-8944
www.erieap.com

E-skylight.com
P: 207/247-6747; F: 207/247-6754
www.e-skylight.com

Excelsior Co.
P: 817/385-3500; F: 817/649-7816
www.americanexcelsior.com

Express Hardware
P: 800/323-7447; F: 847/381-7199

**EXTECH/Exterior
Technologies Inc.**
P: 412/781-0940; F: 412/781-7876

F/

FDR Design Inc.
P: 763/682-6096; F: 763/682-6197
www.fdrdesign.com



Fenzi North America
11 Dansk Court
Toronto, ON M9W 5N6
P: 416/674-3831
F: 416/674-9323
www.fenzi-na.com
See our ad on page 64.

**Film Technologies
International Inc.**
P: 727/327-2544; F: 727/327-7132
www.filmtechnologies.com

Firestone Metal Products
P: 800/426-7737; F: 763/576-9596
www.UNACLAD.com

**Fleischle/Casso-Solar
Glass Machinery Group**
P: 800/988-4455; F: 845/362-1856
www.cassosolar.com



Fletcher-Terry Co.
65 Spring Lane
Farmington, CT 06032-3139
P: 860/677-7331
F: 860/676-8858
www.fletcher-terry.com
See our ad on page 34.

Fluent Inc.
P: 603/643-2600; F: 603/643-3967
www.fluent.com

Follansbee Steel
P: 800/624-6906; F: 304/527-1269
www.Follansbeeroofing.com

FOR.EL. S.P.A.
P: +39 0422 840507;
F: +39 0422 840900
www.forelspa.com

**Frank Lowe
Rubber & Gasket Co. Inc.**
P: 800/777-2707 or 631/777-2707
F: 631/777-2560
www.franklowe.com

Friedman Corp.
P: 847/948-7180; F: 847/572-6524
www.friedmancorp.com

G/

Gang Gwo Industrial Co. Ltd.
P: 886/778-12139;
F: 886/778-21182
www.gangwo.com.tw

Garibaldi Glass Ind. Inc.
P: 604/420-4527; F: 604/421-7678
www.garibaldiglass.com

Gaska Tape
P: 574/294-5431; F: 574/293-4504
www.gaska.com

General Glass International
P: 201/553-1850; F: 201/553-1851
www.generalglass.com



**Glass Association
of North America**
2945 SW Wanamaker Drive,
Suite A
Topeka, KS 66614-5321
P: 785/271-0208
F: 785/271-0166
www.glasswebsite.org
See our ads on pages 33, 46 & 95.



Glass Doctor
P.O. Box 3146
317 Bosque
Waco, TX 76707
P: 254/745-5053
F: 254/745-5098
www.dwyergroup.com
See our ad on page 75.

Glass Group Inc.
P: 877/342-7823; F: 303/642-7920
www.glassgroup.com

Glass Technology
P: 970/247-9374; F: 970/247-9375
www.gtglass.com

GlassKote USA LLC
P: 866/664-5683; F: 203/330-9293
www.glasskoteusa.com

Glasslam N.G.I. Inc.
P: 954/975-3233; F: 954/975-3225
www.glasslam.com

Glassline/Simco
P: 419/666-5942; F: 419/666-1549
www.glasslinecompanies.com

GlasSource
P: 616/842-3235; F: 616/842-2157
www.glasssource.net

Glassrobots Oy
P: +358 3 3132 3000;
F: +358 3 3132 3350
www.glassrobots.fi

**glasstec/Messe
Dusseldorf North America**
P: 312/781-5180; F: 312/781-5188
www.mdna.com

Glasstech Inc.
P: 419/661-9500; F: 419/661-9616
www.glasstech.com



Glasswerks L.A.
8764 Crocker Street
Los Angeles, CA 90003
P: 323/789-7800
F: 323/789-7820
www.glasswerks.com
See our ad on page 87.

Glaster Corp.
P: 818/341-0301; F: 818/998-2078
www.glaster.com



Glaston Corp.
Vehmaistenkatu 5
P.O. Box 25
Tampere, FIN-33730
P: +358 10 500 500
F: +358 10 500 6190
www.glaston.net
See our ad on page 15.

GlasWeld
Reflecting Excellence in Glass Repair

GlasWeld Systems
20578 Empire Boulevard
Bend, OR 97701
P: 800/321-2597
or 541/388-1156
F: 541/388-1157
www.glasweld.com
See our ad on page 99.

Glazlock Shims
P: 815/935-5396; F: 815/936-9314
www.glazlockshims.com

GLAZERS CHOICE

Glazers Choice Inc.
4920 Commerce Parkway, #11
Cleveland, OH 44128
P: 888/655-3430
F: 216/292-3435
www.glazerschoice.com
See our ad on page 101.

Goldray Industries
P: 403/236-1333; F: 403/236-1373
www.goldrayindustries.com

Gordon Aluminum Industries
P: 715/359-6101; F: 715/355-4983
www.gordonaluminum.com

Great Lakes Bending Inc.
P: 313/584-4944; F: 313/584-4984

Grenzbach Corp.
P: 770/253-4980; F: 770/253-2422
www.grenzbach.com

GROVE STRUCTURAL SHIMS

Grove Products Inc.
17 Marguerite Avenue
Leominster, MA 01453
P: 978/534-5188
F: 978/840-4130
www.groveproductsinc.com
See our ads on pages 83 & 107.

Groves Inc.
P: 815/385-9780; F: 815/385-8640
www.groves.com



GTS Services
11481 SW Hall Boulevard,
Suite 100
Portland, OR 97223
P: 800/209-2369
F: 503/624-0433
www.gtservices.com
See our ad on page 23.

G-U Hardware Inc.
P: 757/877-9020; F: 757/877-9720
www.g-u.com

Guardian Industries Corp.
P: 248/340-2109; F: 248/340-2111
www.guardian.com

Gunther Mirror Mastics
P: 800/227-6181; F: 574/246-5416
www.gunthermirrormastics.com

Gyrottron Technology Inc.
P: 215/826-8415; F: 215/826-8416
www.gyrottrontech.com

H/

Hafele America Co.
P: 336/434-2322; F: 336/434-8180
www.hafele.com/us

Halfen Anchoring Systems
P: 210/658-4671; F: 210/658-7908
www.halfenusa.com



Hardware Suppliers of America Inc.
P.O. Box 2208
Winterville, NC 28590
P: 252/355-9400
F: 252/355-9460
www.hardware-suppliers.com
See our ad on page 121.

Harmon Inc.
P: 952/944-5700; F: 952/944-5727
www.harmoninc.com

Hartung Glass
P: 800/552-2227



Hegla Corp.
277 Southfield Parkway,
Suite #170
Forest Park, GA 30297
P: 404/763-9700
F: 404/763-0901
www.heglacorp.com
See our ad on page 41.

Helima Helvetion
P: 800/346-6628; F: 803/364-0015

Hiawatha Inc.
P: 952/838-1940; F: 952/835-2218
www.hiawathainc.com

Homasote Co.
P: 609/883-3300; F: 609/883-3497
www.homasote.com

Hong Kong Kinlong Construction Hardware (Group) Co. Ltd.
P: 867/697943133; F: 867/697943188
www.kinlong.com

HOPPE North America Inc.
P: 920/563-2626; F: 920/563-4408
www.us.hoppe.com

HP3 Software Inc.
P: 724/933-9330; F: 724/933-9377
www.hp3software.com

HyRadix
P: 847/391-2596;
www.hyradix.com

I/
IGE Solutions Inc.
P: 561/741-7300; F: 561/741-3071
www.IGESolutions.com



IGMA
1500 Bank Street, Suite 300
Ottawa, ON K1H 1B8
P: 613/233-1510
F: 613/482-9436
www.igmaonline.org
See our ad on page 51.

IGT Glass
P: 480/767-8220; F: 480/767-8267

Insulating Glass Certification Council
P: 315/646-2234; F: 315/646-2297

Intercontinental Glass Tech.
P: 480/767-8220; F: 480/767-8267

International Door Closers Inc.
P: 714/666-0390; F: 714/666-2215
www.intldoorclosers.com

Intertek
P: 800/967-5352; F: 800/813-9442
www.intertek-etlsemko.com

J/

J & S Machine Inc.
P: 715/273-3376; F: 715/273-5241
www.jsmachine.com

J. SUSSMAN, INC.

J. Sussman Inc.
109-10 180th St
Jamaica, NY 11433-2622
P: 718/297-0228
F: 718/297-3090
www.jsussmaninc.com
See our ad on page 104.

J.E. Berkowitz LP
P: 856/456-7800; F: 856/456-1032
www.jeberkowitz.com

Jersey Tempered Glass Inc.
P: 856/273-8700; F: 856/273-1999
www.jerseytemperedglass.com

Jet Edge
P: 800/JET-EDGE
www.jetedge.com



Jiangsu Xiuqiang Glasswork Co. Ltd.
No. 102 Zhujiang Road
East Economic Developing District
Suqian, Jiangsu, China 223801
P: 86-527-4459086
F: 86-527-4459085
www.jsxq.com
See our ad on page 103.



JLM Wholesale
3095 Mullins Court
Oxford, MI 48371
P: 800/522-2940
F: 800/782-1160
www.jlmwholesale.com
See our ad on page 26.

Joel Berman Glass Studios Ltd.
P: 888/505-4527; F: 604/684-8373
www.jbermanglass.com

Johnson Brothers Metal Forming
P: 708/449-7050; F: 708/449-0042
www.johnsonrollforming.com

THE JORDON GLASS CORP.
Jordon Glass Co.
6320 NW 99 Avenue
Miami, FL 33178
P: 305/482-0116
F: 305/482-0119
www.jordonglass.com
See our ad on page 110.

Joseph Machine Co.
P: 717/432-3442; F: 717/502-1712
www.josephmachineco.com



Julius Blum & Co.
P.O. Box 816
Carlstadt, NJ 07072
P: 201/438-4600
F: 201/438-6003
www.juliusblum.com
See our ad on page 106.

K/

K-10 Enterprizes Inc.
P: 956/584-0114; F: 956/584-0120
www.k-10.com

Kaba Access Control
P: 336/725-1331; F: 800/346-9640

Kaneka Texas Corp.
P: 281/291-3129; F: 281/474-9263
www.kanekatexas.com

Kawneer Co. Inc.
P: 770/449-5555; F: 770/734-1560
www.kawneer.com

Kear Fabrication Inc.
P: 905/760-0841; F: 905/760-0842
www.kearfab.com

Kimzey Software Solutions
P: 435/652-8330; F: 435/652-8365
www.kssco.com

Kitsilano Glass Ltd.
P: 888/594-5277; F: 604/231-0807
www.kitsglass.ca



Klimer Manufacturing Inc.
7449 Trafalgar Road
Hornby, ON L0P 1E0 Canada
P: 905/876-4063
F: 905/876-3791
www.klimer.com
See our ad on page 47.

KMT Robotic Solutions Inc.
P: 248/829-2800; F: 248/829-2750
www.rpt.net

KMT WATERJET SYSTEMS
P: 620/856-6239; F: 620/856-5050
www.kmtwaterjet.com

L/

Laminations
P: 800/925-2626; F: 920/831-0612
www.laminationonline.com

Laminators Inc.
P: 215/723-8107; F: 215/721-4669
www.laminatorsinc.com



Lapcraft Inc.
195 W. Olentangy Street
Powell, OH 43065-8720
P: 614/764-8993
F: 614/764-1860
www.Lapcraft.com
See our ad on page 111.

Liberty Glass & Metal Industries
P: 800/843-2031; F: 860/923-9662
www.libertywindowssystems.com

Linetec
P: 715/483-4100; F: 800/236-2589
www.linetec.com

Liquid Control Corp.
P: 330/494-1313; F: 330/494-5383
www.liquidcontrol.com



Lisec America
3225 Neil Armstrong Highway,
Suite 800
Eagan, MN 55121
P: 651/686-9080
F: 651/686-9033
www.lisec.com
See our ad on page 91.

LiteSentry Corp.
P: 507/645-2600; F: 612/573-6541
www.litesentry.com

Lockheed Window Corp.
P: 401/568-3061; F: 401/568-2273
www.lockheedwindow.com

Louisville Plate Glass
P: 502/584-6145; F: 502/584-2825

M/

Mac Metals Inc.
P: 800/631-9510; F: 201/997-7457
www.macmetals.com

Magnolia Metal & Plastic Products
P: 601/638-6912; F: 601/636-2552
www.magnoliametal.com



Mainstreet Computers Inc.
330 Charles Street
Belleville, MI 48111
P: 800/698-6246
F: 734/697-8228
www.mainstreetcomp.com
See our ad on page 66.

Major Industries
P: 888/759-2678; F: 715/848-3336
www.majorskylights.com

Mapes Industries
P: 800/228-2391; F: 800/737-6756
www.mapes.com

Marks U.S.A.
P: 631/225-5400; F: 631/225-6136
www.Marksusa.com



Mayflower Sales Co. Inc.
614 Bergen St
Brooklyn, NY 11238
P: 718/622-8785
F: 718/789-8346
www.mfsales.com
See our ad on page 13.

McGill AirPressure LLC
P: 614/829-1200; F: 614/445-8759
www.mcgillairpressure.com

McGrory Glass Inc.
P: 610/364-1061; F: 610/364-1071
www.mcgrory-glass.com

McKeegan Equipment & Supply
P: 734/459-5870; F: 734/459-9837
www.mckeeaganequip.com

Medieval Glass Industries Inc.
P: 712/362-2027; F: 712/362-4269

Menasha Corp.
P: 800/558-7078; F: 804/836-3621
www.menasha.com

Mid-Ohio Tempering
P: 614/878-1133; F: 614/878-1549

Midwest Marketing
P: 800/638-4332; F: 309/688-8894
www.midwestmarketinginc.com

Midwest Wholesale Hardware
P: 800/821-8527; F: 800/621-6581
www.midwestwholesale.com

Miller Engineering & Mfg. Co.
P: 503/657-7320; F: 503/657-8420
www.millerem.com

Mini Die Casting Inc.
P: 856/778-7036; F: 856/778-7046

Mirart Inc.
P: 800/327-8944; F: 954/974-8442
www.mirart.com

Mito Corp.
P: 574/295-2441; F: 574/522-5480
www.mitocorp.com

Momentive Performance Materials (formerly GE Silicones)
P: 704/992-4131; F: 704/992-4100
www.ge-silicones.com

Morse Industries
P: 800/325-7513; F: 253/520-9942
www.morseindustries.com

MPM Inc.
P: 514/640-4040; F: 514/640-5454

N/

Nana Wall Systems Inc.
P: 800/873-5673; F: 415/383-0312
www.nanawall.com

New England Door Closers
P: 800/628-1071; F: 413/731-8368
www.nedoorcloser.com

New World Aluminum Corp.
P: 516/767-3011; F: 516/767-3012
www.newworldal.com

Newcomer Architectural Products Inc.
P: 937/492-4931; F: 937/498-9469
www.napglass.com

Niles Aluminum Products
P: 269/683-1191; F: 269/683-8664



Nordson Corp.
11475 Lakefield Drive
Duluth, GA 30097-1511
P: 770/497-3425
F: 866/667-3329
www.nordson.com
See our ad on page 39.

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Norshield Security Products
P: 800/633-1968; F: 334/286-4399
www.norshield.net

**North American
Glass Equipment**
P: 800/461-8998; F: 416/798-9242
www.americaglass.com

Novum Structures LLC
P: 262/255-5561; F: 262/255-6932
www.novumstructures.com

NU-MIRROR
P: 800/634-2617; F: 716/684-0190

O/

Oben USA Inc.
P: 877/401-4750; F: 877/401-4755
www.obenus.com

ODL Inc.
P: 800/253-3900; F: 616/748-5472
www.odl.com

**Olbricht/Casso-Solar
Glass Machinery Group**
P: 800/988-4455; F: 845/362-1856
glass.cassosolar.com

Oldcastle Glass
P: 301/264-4700; F: 301/264-4703
www.oldcastleglass.com

Omaha Wholesale Hardware
P: 800/238-4566 or 402/444-1679
F: 402/444-1659
www.omahawh.com

Omnia Industries Inc.
P: 800/310-7960; F: 973/239-5960
www.omniaindustries.com

Optimum Window Mfg. Co.
P: 845/647-1900; F: 845/647-1494
www.optimumwindow.com

Outwater LLC
P: 800/835-4400; F: 800/835-4403
www.outwater.com

P/

P.C. Miller Associates Inc.
P: 847/549-8810; F: 847/549-1667



**Painters & Allied
Trades Labor (LMCI)**
1750 New York Avenue NW
Washington, D.C. 20006
P: 301/654-5461
F: 301/654-2025
www.LMCOnline.org
See our ad on page 67.



Palmer Mirro-Mastics
P.O. Box 7155
Louisville, KY 40257
P: 800/431-6151
F: 502/893-9253
www.mirro-mastic.com
See our ad on page 52.

**Paragon Architectural
Products LLC**
P: 480/767-8266; F: 480/767-8267
www.glassengineer.com

**Patio Enclosures Inc.
Commercial Division**
P: 330/468-0700; F: 330/467-4297

PDC Glass of Michigan Inc.
P: 800/752-3522; F: 734/354-0310
www.pdcglass.com

PDC Glass and Metal Service
P: 800/232-9050; F: 724/274-4129

Pecora Corp.
P: 800/355-8817; F: 215/721-0286
www.pecora.com

Pemko Manufacturing Co.
P: 805/642-2600; F: 805/676-3919
www.pemko.com

Phantom Screens
P: 604/855-3654; F: 604/855-7834
www.phantomscreens.com



PILKINGTON
Pilkington North America Inc.
946 Kane St, Suite A
Toledo, OH 43612
P: 419/478-0165
F: 419/478-0191
www.pilkington.com
See our ad on page 35.

Pinpoint Laser Systems
P: 978/462-8056; F: 978/462-3561
www.pinlaser.com

Pistorius Machine Co. Inc.
P: 631/582-6000; F: 631/582-6278
www.pistorius.com

Pittco Architectural Metals
P: 847/593-3131; F: 847/593-9946
www.pittcometals.com

Pittsburgh Corning Corp.
P: 800/624-2120; F: 724/387-3807
www.pittsburghcorning.com

PMC Software Inc.
P: 908/806-7824; F: 908/806-3951
www.pmcsoftware.com

Polygal Inc.
P: 704/588-3800; F: 704/588-7400
www.polygal.com

Polymeric Systems Inc.
P: 610/286-2500; F: 610/286-2510
www.polymericsystems.com



Polytronix Inc.
805 Alpha Drive
Richardson, TX 75081
P: 972/238-7045
F: 972/644-0805
www.polytronix.com
See our ad on page 50.

PPG Industries Inc.
P: 412/820-8789; F: 412/826-2299
www.ppgideas.com

PRC-Desoto International Inc.
P: 818/240-2060; F: 818/549-7798
www.prcglasssealants.com



Precision Glass Bending

Precision Glass Bending
P.O. Box 1970
Greenwood, AR 72936-1970
P: 479/996-8065
F: 479/996-8962
www.e-bentglass.com
See our ad on page 42.



Prelco
94 Boulevard Cartier
Riviere-du-Loup, QC G5R 2M9
P: 418/862-2274
F: 418/862-8181
www.prelco.ca
See our ad on page 32.

Pres-On Tape & Gasket Corp.
P: 800/323-7467; F: 630/628-8025
www.pres-on.com

PRL Glass Systems
P: 800/433-7044; F: 626/968-9256

PTG Industries
P: 407/804-1000; F: 407/804-1002
www.ptgindustries.com



Pulp Studio
3211 So. La Cienega Boulevard
Los Angeles, CA 90016
P: 310/815-4999
F: 310/815-4990
www.pulpstudio.com
See our ad on page 110.

Q/

Quaker Windows & Doors
P: 800/347-0438; F: 573/744-5586
www.quakerwindows.com

Quattrolifts
P: 800/983-5841; F: 702/566-2729
www.quattrolifts.com

**Quickway Metal
Fabricators Inc.**
P: 845/794-1900; F: 845/794-1903

R/

Ready Access
P: 800/621-5045; F: 630/876-7766
www.ready-access.com

Reel Screens
P: 888/780-8818; F: 877/677-7276
www.reelscreens.com

Rehau Inc.
P: 703/777-5255; F: 703/777-3053
www.rehau-na.com

Reichhold Machinery
P: 731/554-2247; F: 815/461-4504
www.reichholdmachinery.com

Renko Rubber
P: 514/342-6640; F: 514/342-1140
www.renkocanada.com

Richter Enterprises
P: 404/642-6610; F: 770/502-0875
www.richterenterprises.com

Rimac Metal Curving
P: 905/669-6963; F: 905/669-4744

Ritescreen
P: 800/949-4174; F: 888/432-8036
www.ritescreen.com

Rockwood Manufacturing Co.
P: 814/926-2026; F: 814/926-2182

Rolltech Systems Inc.
P: 905/669-0005; F: 905/669-3755
www.rolltechsystems.com

Roto Frank of America Inc.
P: 800/243-0893; F: 860/526-8390
www.rotohardware.com

Royal Mouldings Limited
P: 770/395-4556
www.royalmouldings.com

Royalite Mfg.
P: 800/875-9548; F: 650/637-1440
www.royalite-info.com

Rudy Art Glass Studio
P: 717/843-3345; F: 717/846-1011
www.rudyglass.com

S/

S. Parker Hardware Mfg. Corp.
P: 201/569-1600; F: 201/569-1082



**Safety Glazing
Certification Council**
P.O. Box 9
Henderson Harbor, NY 13651
P: 315/646-2234
F: 315/646-2297
www.sgcc.org
See our ad on page 100.



**SAFTI First Fire-Rated
Glazing Solutions**
325 Newhall Street
San Francisco, CA 94124-1432
P: 415/824-4900
F: 415/824-5900
www.safti.com
See our ads on pages 5 & 33a.

SAGE Electrochromics Inc.
P: 507/333-0078
www.sage-ec.com

**Saint-Gobain
Technical Fabrics**
P: 866/407-8006; F: 416/239-4524
www.bayform.com

Salem Distributors
P: 800/234-1982; F: 336/766-1119
www.salem-dist.com



Sapa Fabricated Products
1617 N. Washington
Magnolia, AR 71753
P: 870/234-4260
F: 800/643-1514
www.alumaxbath.com
See our ad on page 17.

Scapa North America
P: 860/688-8000; F: 860/688-7000
www.scapa.com

Schlegel Systems Inc.
P: 585/427-7200; F: 585/427-7234
www.schlegel.com

Schnee-Moorehead Inc.
P: 562/698-9735; F: 562/698-9730
www.schneemoorehead.com

**Schodorf Truck Body
& Equipment Co.**
P: 800/288-0992
www.schodorftruck.com

**Schott Corp./
Technical Glass Division**
P: 914/831-2200; F: 914/831-2201
www.us.schott.com

SEAL CRAFT Corp.
P: 800/844-4486; F: 318/221-7685
www.seal-craft.com

**Sealant Equipment
& Engineering Inc.**
P: 734/459-8600; F: 734/459-8686
www.SealantEquipment.com

**SEKISUI S-LEC
AMERICA LLC**
P: 614/527-5250; F: 614/527-5257
www.s-lecfilm.com

SELECT Products Limited
P: 800/423-1174; F: 800/423-7107
www.select-hinges.com

Shat R Proof Corp.
P: 800/728-1817 or 952/946-0468
F: 952/946-0435
www.shatproof.com

Sheffield Plastics Inc.
P: 800/254-1707; F: 800/457-3553
www.sheffieldplastics.com

SIKA Corp.
P: 248/577-1032; F: 248/577-0810
www.sikaindustries.com

Skyline Design
P: 773/278-4660; F: 773/278-3548
www.skydesign.com

Skywall Translucent Systems
P: 972/551-6470; F: 214/665-1099
www.skywall.com



Soft Tech America
1040 Bayview Drive, Suite 330
Fort Lauderdale, FL 33304
P: 954/568-3198
F: 954/563-6116
www.softtechnz.com
See our ad on page 109.

SoftSolution-USK
P: 352/567-7711
www.Softsolution-usk.com

Solar Innovations Inc.
P: 800/618-0669; F: 717/933-1393
www.solarinnovations.com

Solutia Inc.
P: 413/730-3413; F: 508/861-0127
www.solutia.com

Solvay Chemicals Inc.
P: 800/765-8292
www.solvaychemicals.us

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Sommer & Maca Industries Inc.
5501 W. Ogden Avenue
Cicero, IL 60804-3507
P: 800/323-9200
F: 708/863-5462
www.sommaca.com
See our ad on page 89.



Southeastern Aluminum Products Inc.
P.O. Box 6427
Jacksonville, FL 32236-6427
P: 904/638-4290
F: 904/236-4571
www.southeasternaluminum.com
See our ad on page 54.

Southern Aluminum Finishing
P: 404/355-1560; F: 770/942-4173

Southern Stretch Forming
P: 888/308-0900; F: 888/406-6248
www.southernstretch.com

Spadix Technologies Inc.
P: 732/356-6906; F: 732/356-6907
www.spadixtechnologies.com

Spancraft
P: 516/295-0055; F: 516/569-3333
www.spancraft.com

Special-Lite Inc.
P: 800/821-6531; F: 800/423-7610
www.special-lite.com

Spectra Gases
P: 908/252-9300; F: 908/252-0811
www.spectragases.com

Splendor Shower Door Co.
P: 419/866-5667; F: 419/866-9012
www.splendorshowerdoor.com

Sprayway Inc.
P: 630/628-3000; F: 630/543-7797
www.spraywayinc.com

Standards Design Group Inc.
P: 800/366-5585; F: 800/792-7069
www.standardsdesign.com

Steve Brown Machinery Solutions
P: 450/477-6707; F: 450/477-6937

Strainoptics Inc.
P: 215/661-0100; F: 215/699-7028
www.strainoptics.com

Structures Unlimited
P: 800/225-3895; F: 603/625-0798
www.skylightinfo.com



Strybuc Industries
P.O. Box 1067
2006 Elmwood Avenue
Sharon Hill, PA 19079
P: 800/352-0800
F: 610/534-3201
www.strybuc.com
See our ad on page 102.

Summit Shower Door
P: 303/762-9768; F: 303/762-9815
www.summitshowerdoors.com

Sunbilt Solar Products
P: 718/297-6040; F: 718/297-3090
www.sunbilt.com

T/



Taco Metals Inc.
98 N.E. 179th St
Miami, FL 33162
P: 305/770-2373
F: 305/770-2386
www.tacometales.com
See our ad on page 20.

Tangent Industries Inc.
P: 860/738-7449; F: 860/738-2961
www.tangentindinc.com



Technical Glass Products
600 - 6th Street South
Kirkland, WA 98033
P: 800/426-0279
F: 800/451-9857
www.tgpmamerica.com
See our ad on page 1.

TECHNOFORM

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Technoform
1755 Enterprise Parkway, #300
Twinsburg, OH 44087
P: 330/487-6600
F: 330/487-6682
www.Technoform.us
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Tec-N-Tec Inc.
P: 514/325-7777; F: 514/325-0282
www.tec-n-tec.com

Tekna USA Corp.
P: 815/477-4840; F: 815/477-4870
www.teknausa.com

Tem-Pace Inc.
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www.vistawall.com

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3" x 4"

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$\frac{1}{16}$ " — **Blue**

$\frac{1}{8}$ " — **Red**

$\frac{1}{4}$ " — **Black**

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SIKA Corp.
Tremco Commercial
Glazing Systems
TruSeal Technologies
Valley Industrial Products
Window City Industries Inc.

Caulking

ACI Distribution
ADCO Products Inc.
C.R. Laurence Co. Inc.
Deal International Inc.
Dow Corning Corp.
Easy Life Solutions
Momentive Performance Materials
Pecora Corp.
Polymeric Systems Inc.
Sommer & Maca Industries Inc.
Tremco Inc. Industrial
Products Div.

Compounds, Glazing

ADCO Products Inc.
Deal International Inc.
Dow Corning Corp.
Easy Life Solutions
Momentive Performance Materials
Polymeric Systems Inc.
Renko Rubber
Sommer & Maca Industries Inc.

Dispensing Equipment Sealant

Delchem Inc.
Fenzi North America
H&G Industries International Inc.
Liquid Control Corp.
Momentive Performance Materials
Nordson Corp.
PRC-Desoto International Inc.
Sealant Equipment & Engineering
Inc. (Sealant E & E)
Tangent Industries Inc.

Mastics

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Easy Life Solutions
Gunther Mirror Mastic
Momentive Performance Materials
Palmer Mirro-Mastics
Polymeric Systems Inc.

Mirror Adhesives

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ADCO Products Inc.
C.R. Laurence Co. Inc.
Dow Corning Corp.
Glazers Choice Inc.
Gunther Mirror Mastic
Kaneka Texas Corp.
Momentive Performance Materials
Palmer Mirro-Mastics
Pecora Corp.
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Johnson Brothers Metal Forming
Momentive Performance Materials

Sealant, Insulating Glass

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Momentive Performance Materials
North American Glass Equipment
Pecora Corp.
PPG Industries Inc.
PRC-Desoto International Inc.
Renko Rubber
SIKA Corp.
Sommer & Maca Industries Inc.
Tangent Industries Inc.
TruSeal Technologies

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Momentive Performance Materials
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PPG Industries Inc.
Renko Rubber
Scapa North America
Schnee-Moorehead Inc.
SIKA Corp.
Steve Brown Machinery Solutions
Tremco Inc. Industrial Products Div.
TruSeal Technologies

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Easy Life Solutions
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
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Renko Rubber
SIKA Corp.

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Doralco Inc.
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Easy Life Solutions
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Hafele America Co.
Kaneka Texas Corp.
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Pecora Corp.
Polymeric Systems Inc.
Renko Rubber
Schnee-Moorehead Inc.
SIKA Corp.

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Tangent Industries Inc.
Tremco Inc. Industrial Products Div.

Sealants, Silicone

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Dow Corning Corp.
Easy Life Solutions
Momentive Performance Materials
Pecora Corp.
Polymeric Systems Inc.
PPG Industries Inc.
PRC-Desoto International Inc.
Renko Rubber
Schnee-Moorehead Inc.
SIKA Corp.
Tangent Industries Inc.
Tremco Inc. Industrial Products Div.
TruSeal Technologies

Tape, Glass Setting

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Easy Life Solutions
Frank Lowe Rubber
& Gasket Co. Inc.
Gaska Tape Inc.
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Scapa North America
Valley Industrial Products
Venture Tape Corp.

Tapes, Glazing

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Capital Tape Co. Inc.
Easy Life Solutions
Frank Lowe Rubber
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Gaska Tape Inc.
McKeegan Equipment & Supply
Momentive Performance Materials
Pres-On Tape & Gasket Corp.
Scapa North America
Tremco Inc. Industrial
Products Div.
Valley Industrial Products
Venture Tape Corp.

Tapes, Mirror-Mounting

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Capital Tape Co. Inc.
Easy Life Solutions
Frank Lowe Rubber
& Gasket Co. Inc.
Gaska Tape Inc.
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McGrory Glass Inc.
Newcomer Architectural
Products Inc. (Newcomer AP)

Paragon Architectural
Products LLC
PRL Glass Systems
Pulp Studio
Solvay Chemicals
Walker Glass

Architectural Glass, General

Action Bullet Resistant
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Brighton Glass Co.
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Dynamic Glass & Door Ltd.
Edgetech I.G. Inc.
GlassKote USA LLC
Hartung Glass Industries
J. Sussman Inc.
Liberty Glass & Metal Industries
Oldcastle Glass
Rudy Art Glass Studio
Schott Corp./Technical Glass Division
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Taco Metals Inc.
Virginia Glass Products
Window City Industries Inc.

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California Glass Bending
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Tem-Pace Inc.
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Distributors

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Hiawatha Inc.
IGT Glass
Interedge Technologies LLC
McGrory Glass Inc.
Oldcastle Glass
Pilkington North America Inc.
Prelco
SAFTI First Fire-Rated
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General Glass International
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Flat

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Goldray Industries
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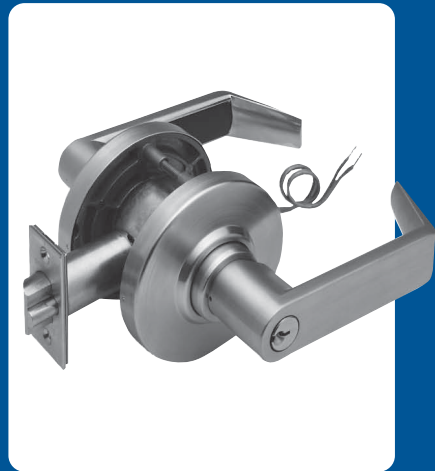
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United Glass Corp.

Viracon

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Zircon Corp.

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Dlubak Corp.

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Prelco

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- | | |
|---|--|
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| 2000 ☐ Contract Glazier/
Glazing Subcontractor | 3000 ☐ Distributor/Dealer |
| 5000 ☐ Services to the field | 3100 ☐ Architect/Specifier |
| 6000 ☐ Other (please specify): _____ | 4000 ☐ Retailer/Dealer |

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GLASS, METAL AND/OR GLASS-METAL
PRODUCTS AND SERVICES FIELD.**

☐ YES ☐ NO

2. Please check **ALL** the products or services your company buys/sells:

- | | |
|--|--|
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| D ☐ Windows/Window Hardware | E ☐ Doors/Door Hardware |
| G ☐ Bent, Etched, Beveled Glass | H ☐ Machinery & Equipment |
| I ☐ Insulating Glass | J ☐ Plastic/Glazing Alternatives |
| K ☐ Storefronts/Curtainwall | L ☐ Sealants/Adhesives |
| M ☐ Glaziers' Hardware, Tools | N ☐ Shower Door/Tub Enclosures |
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| Q ☐ Other (please describe): _____ | |

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3. Please check **ALL** the types of work your company performs:

- | | |
|--|---|
| C ☐ Commercial | R ☐ Residential |
| A ☐ Automotive | ☐ Other |

4. Number of employees at this location:

- | | | |
|---|---|---|
| A ☐ 1-4 | B ☐ 5-9 | C ☐ 10-19 |
| D ☐ 20-49 | E ☐ 50-99 | F ☐ 100+ |

5. What other publications do you receive:

- | | | |
|--|--|---|
| B ☐ Glass Digest | A ☐ Glass Magazine | C ☐ Neither |
|--|--|---|

6. Please check all the organizations that you are a member of:

- | | | | |
|--|--|---------------------------------------|---------------------------------------|
| A ☐ AAMA | B ☐ GANA | C ☐ NGA | D ☐ AGA |
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Arch Aluminum & Glass
 Barber Glass Industries Inc.
 Dlubak Corp.
GlasWeld Systems
 Goldray Industries
 Guardian Industries Corp.
Prelco
 Ultraglas Inc.
Viracon
 W & W Glass LLC

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Dependable Glassworks Inc.
 Guardian Industries Corp.
Prelco
Pulp Studio

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Dependable Glassworks Inc.
 Guardian Industries Corp.
Viracon

Laminated, Tinted
 Barber Glass Industries Inc.
 Coastal Glass Distributors
 Colonial Glass Solutions
Dependable Glassworks Inc.
 Guardian Industries Corp.
 Ready Access
 Sheffield Plastics Inc.
Viracon
 Zircon Corp.

Laminated, Wired
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Dependable Glassworks Inc.
 General Glass International
 McGrory Glass Inc.
SAFTI First Fire-Rated Glazing Solutions
Technical Glass Products

Low-Emissivity Glass
AGC Flat Glass North America
 Atwood Mobile Products
 Barber Glass Industries Inc.
 Coastal Glass Distributors
 Colonial Glass Solutions
 Custom Glass Products
 Garibaldi Glass Ind. Inc.
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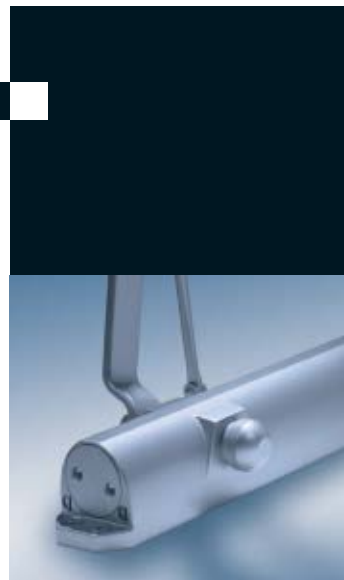
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 Los Angeles, CA 90003
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 323-789-7800
 Fax: 888-789-7820
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 Reamtown, PA 17567 • Tel: 800-523-8483
 Fax: 800-274-9724 • www.dorma-usa.com





2008 Industry Buyer's Guide

continued from page 87

Prelco

Ready Access
SAGE Electrochromics Inc.
Tem-Pace Inc.
United Glass Corp.
Viracon
W & W Glass LLC

Low-Iron

AGC Flat Glass North America
Barber Glass Industries Inc.
Colonial Glass Solutions
Crane Revolving Door Co.
Dependable Glassworks Inc.
Garibaldi Glass Ind. Inc.
General Glass International
Glasswerks LA Inc.
Goldray Industries
Guardian Industries Corp.
IGT Glass
Intercontinental Glass Tech.
J.E. Berkowitz LP
McGrory Glass Inc.
PPG Industries Inc.
Pulp Studio
Schott Corp./Technical Glass Division
United Glass Corp.
W & W Glass LLC

Non-Reflective (Clear)

Dependable Glassworks Inc.
General Glass International
IGT Glass
Intercontinental Glass Tech.
McGrory Glass Inc.
PPG Industries Inc.
Pulp Studio
Schott Corp./
Technical Glass Division

Pattern Glass

AGC Flat Glass North America
Classic Glass Inc.
Coastal Glass Distributors
Colonial Glass Solutions
General Glass International
GlasSource
Goldray Industries
Guardian Industries Corp.
Joel Berman Glass Studios Ltd.
Kitsilano Glass Ltd.
McGrory Glass Inc.
Paragon Architectural
Products LLC
Pittsburgh Corning Corp.
Pulp Studio
Skyline Design
Tem-Pace Inc.
United Glass Corp.
Verre Select Inc.

PVB Plastic Interlayer

Dupont Building Innovations
SEKISUI S-LEC AMERICA LLC
Solutia Inc.

Radiation Shielding

Amerope Enterprises Inc.
McGrory Glass Inc.
Schott Corp./Technical
Glass Division
Technical Glass Products

Rails

Johnson Brothers Metal Forming
Precision Glass Bending
Taco Metals Inc.
The Wagner Companies

Restoration-Type Glass

Diamon-Fusion Int'l Inc.
Jersey Tempered Glass Inc.
Kitsilano Glass Ltd.
McGrory Glass Inc.
Tekon Universal Sciences Inc.
Uroboros Glass Studio

Safety, General

Cytec Surface Specialties
Dupont
Hiawatha Inc.
Oldcastle Glass
Polytronix Inc.
Quattrolifts USA
**SAFTI First Fire-Rated
Glazing Solutions**
Sheffield Plastics Inc.
Tem-Pace Inc.
Zircon Corp.

Screenprinted Glass

A. W.T. World Trade Inc.
Atwood Mobile Products
Barber Glass Industries Inc.
Dlubak Corp.
Garibaldi Glass Ind. Inc.
Goldray Industries
Guardian Industries Corp.
Jersey Tempered Glass Inc.
Prelco
Skyline Design
Tem-Pace Inc.
W & W Glass LLC

Self-Cleaning Glass

Dependable Glassworks Inc.
Diamon-Fusion Int'l Inc.
GlasSource
Pilkington North America Inc.
PPG Industries Inc.
Tekon Universal Sciences Inc.
United Glass Corp.

Sheet Glass

General Glass International
Polytronix Inc.
PPG Industries Inc.
Uroboros Glass Studio
Virginia Glass Products

Small Cut Shape

Colonial Glass Solutions
Donisi Mirror Co.

Sound Transmission Cont.

Mapes Industries
**SAFTI First Fire-Rated
Glazing Solutions**

Spandrel

Arch Aluminum & Glass
Coastal Industries Inc.
Colonial Glass Solutions
Custom Glass Products
Dlubak Corp.
Hartung Glass Industries
J.E. Berkowitz LP
Mapes Industries
Oldcastle Glass
Prelco
Pulp Studio
United Glass Corp.
Viracon
Virginia Glass Products

Thick Glass, General

ACH - Glass Operations
AGC Flat Glass North America
Barber Glass Industries Inc.
Colonial Glass Solutions
Garibaldi Glass Ind. Inc.
Glasswerks LA Inc.
Goldray Industries
Guardian Industries Corp.
PPG Industries Inc.
PRL Glass Systems
Tekon Universal Sciences Inc.
Uroboros Glass Studio
Virginia Glass Products

Thin Glass, General

ACH - Glass Operations
General Glass International
Goldray Industries

Guardian Industries Corp.
Gyrottron Technology Inc.
PPG Industries Inc.
Tekon Universal Sciences Inc.
Uroboros Glass Studio

Variable Transmittance

SAGE Electrochromics Inc.

Wired

General Glass International
Hiawatha Inc.
J.E. Berkowitz LP

**SAFTI First Fire-Rated
Glazing Solutions
Technical Glass Products**

X-Ray Fluoroscopic

Amerope Enterprises Inc.
McGrory Glass Inc.

X-Ray Protective

Amerope Enterprises Inc.
McGrory Glass Inc.

Architectural Glass/Tempered

Bent

Atwood Mobile Products
California Glass Bending
Crane Revolving Door Co.
DORMA Glas Inc.
Precision Glass Bending
Prelco
Sunbilt Solar Products
Tekon Universal Sciences Inc.
Tem-Pace Inc.
Zircon Corp.

Large-Sized

Colonial Glass Solutions
DORMA Glas Inc.
Garibaldi Glass Ind. Inc.
PPG Industries Inc.
United Glass Corp.

Security Glass

Bullet Guard Corp.
Colonial Glass Solutions
Dlubak Corp.
Glasslam N.G.I. Inc.
Hiawatha Inc.
Newcomer AP
Norshield Security Products
Polytronix Inc.
Ready Access
Tekon Universal Sciences Inc.

Tempered

AGC Flat Glass North America
Atwood Mobile Products
Coastal Glass Distributors
Colonial Glass Solutions
Custom Glass Products
Dlubak Corp.
Donisi Mirror Co.
DORMA Glas Inc.
Garibaldi Glass Ind. Inc.
General Glass International
GlasSource
Goldray Industries
Gyrottron Technology Inc.
Hartung Glass Industries
Hiawatha Inc.
J.E. Berkowitz LP
Jersey Tempered Glass Inc.
Kitsilano Glass Ltd.
Oldcastle Glass
PPG Industries Inc.
PRL Glass Systems
Quaker Windows & Doors
Ready Access
Schott Corp./Technical Glass Division
Skyline Design

Solvay Chemicals
Tekon Universal Sciences Inc.
Tem-Pace Inc.
TRACO
United Glass Corp.
Viracon
Virginia Glass Products
W & W Glass LLC

Architectural Metals

Arch. Metals, General

Action Bullet Resistant
Aluminum Extruders Council
Architectural Specialty Products
B & B Aluminum
Caff Co.
Cambridge Architectural
Firestone Metal Products
Follansbee Steel
Gordon Aluminum Industries
Liberty Glass & Metal Industries
New World Aluminum Corp.
Optimum Window Mfg. Co.
Taco Metals Inc.
TRACO

Bullet-Resistant

Action Bullet Resistant
Bullet Guard Corp.
C.R. Laurence Co. Inc.
Crane Revolving Door Co.
Dlubak Corp.
Mac Metals Inc.
Norshield Security Products
Oldcastle Glass
Ready Access
**SAFTI First Fire-Rated
Glazing Solutions**
Sheffield Plastics Inc.

Dies, Custom Metal

Aluminum Extruders Council
Crystal Window & Door Systems
Mac Metals Inc.
Morse Industries
Pittco Architectural Metals
PRL Glass Systems

Extrusions

Advanced Global Technologies
Aluminum Extruders Council
Arch Aluminum & Glass
C.R. Laurence Co. Inc.
Crystal Window & Door Systems
Doralco Inc.
Firestone Metal Products
Julius Blum & Co.
Laminators Inc.
Mac Metals Inc.
Morse Industries
New World Aluminum Corp.
Outwater LLC
P.C. Miller Associates Inc.
Pittco Architectural Metals
Ready Access
Rehau Inc.
Royal Mouldings Limited
**SAFTI First Fire-Rated
Glazing Solutions**
Southern Aluminum Finishing
Southern Stretch Forming
The Wagner Companies
United Glass Corp.

Metal Coatings

Aluminum Extruders Council
Diamon-Fusion Int'l Inc.
Follansbee Steel
Linetec
Morse Industries
Southern Aluminum Finishing
Tekon Universal Sciences Inc.
Valspar
Wrisco Industries Inc.

Bathroom Specialties

Bathroom Specialties, General

Aluminum Extruders Council
LCS Precision Molding
Rudy Art Glass Studio
Solvay Chemicals
Splendor Shower Door Co.
Taco Metals Inc.
Tubular Specialties Mfg Inc.
Virginia Glass Products

Frameless Shower Doors

American Shower Door
Arch Aluminum & Glass
Arizona Shower Door Co.
Basco
Builders Products International
C.R. Laurence Co. Inc.
Century Bathworks Inc.
Coastal Industries
Contractors Wardrobe
DORMA Glas Inc.
Garibaldi Glass Ind. Inc.
GlasSource
Glasswerks LA Inc.
Hartung Glass Industries
Hiawatha Inc.
Morse Industries
Precision Glass Bending
PRL Glass Systems
Sapa Fabricated Products
**Southeastern Aluminum
Products Inc.**
Tekon Universal Sciences Inc.
Ultraglas Inc.
United Glass Corp.
Virginia Glass Products

Medicine Cabinets

Builders Products International
Tekon Universal Sciences Inc.

Mirrors, Bathroom

Arch Aluminum & Glass
Arizona Shower Door Co.
Builders Products International
C.R. Laurence Co. Inc.
Campus Crafts Inc.
Contractors Wardrobe
Dependable Glassworks Inc.
Donisi Mirror Co.
Glass Doctor
GlasSource
Glasswerks LA Inc.
GlasWeld Systems
Omaha Wholesale Hardware
PRL Glass Systems
Spancraft
Tekon Universal Sciences Inc.
Verre Select Inc.
Virginia Glass Products

Shower Door Hardware

American Shower Door
Arizona Shower Door Co.
C.R. Laurence Co. Inc.
Coastal Industries
Contractors Wardrobe
Custom Hardware
Manufacturing Inc.
DORMA Glas Inc.
EPCO USA Inc.
GlasSource
Hiawatha Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
LCS Precision Molding
Mac Metals Inc.
Newcomer AP
Sommer & Maca Industries Inc.
**Southeastern Aluminum
Products Inc.**
Steve Brown Machinery Solutions
Strybuc Industries
Tekon Universal Sciences Inc.
U.S. Horizon Manufacturing

Shower Doors

Aluminum Extruders Council
American Shower Door

Arch Aluminum & Glass

Arizona Shower Door Co.
Basco
Builders Products International
Century Bathworks Inc.
Clear Shield of North America
Coastal Industries
Contractors Wardrobe
GlasSource
Hartung Glass Industries
Hiawatha Inc.
Mac Metals Inc.

Sapa Fabricated Products

Southeastern Aluminum
Products Inc.
Splendor Shower Door Co.
Summit Shower Door
Taco Metals Inc.
Tekon Universal Sciences Inc.
Ultraglas Inc.
Verre Select Inc.

Tapes, Clear Mounting

Capital Tape Co. Inc.
Frank Lowe Rubber
& Gasket Co. Inc.
Gaska Tape Inc.
Scapa North America
Valley Industrial Products

Tub Enclosures

American Shower Door

Arizona Shower Door Co.
Basco
Builders Products International
Century Bathworks Inc.
Clear Shield of North America
Coastal Industries
Contractors Wardrobe
GlasSource
Pittsburgh Corning Corp.
PRL Glass Systems
Southeastern Aluminum
Products Inc.
Summit Shower Door
Tekon Universal Sciences Inc.
Ultraglas Inc.

Consultants

Curtainwall

Action Bullet Resistant
Acurlite Structural Skylights Inc.
Alumicor Ltd.
B & B Aluminum
Caff Co.
Curtainwall Design & Consulting Inc.
Dow Corning Corp.
Dynamic Glass & Door Ltd.
EFCO Corp.
Harmon Inc.
Kawneer Co. Inc.
Novum Structures LLC
Oldcastle Glass
Optimum Window Mfg. Co.

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TRACO
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U.S. Bulletproofing
YKK/AP America

Curtainwall

Curtainwall, General
Accura Systems Inc.
ACH – Glass Operations
Action Bullet Resistant
AGC Intertech Technologies LLC
Arch Aluminum & Glass
Cambridge Architectural
Columbia Commercial
Building Products
Curtainwall Design & Consulting Inc.
Duo-Gard Industries Inc.
Enclos Corp.
Erie Architectural Products Inc.
EXTTECH/Exterior Technologies Inc.
GlasWeld Systems
Gordon Aluminum Industries
Harmon Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
Johnson Brothers Metal Forming
Lockheed Window Corp.
Mac Metals Inc.
Major Industries
Momentive Performance Materials
Novum Structures LLC
Pittco Architectural Metals
Polygal Inc.
Quickway Metal Fabricators Inc.
Renko Rubber
**SAFTI First Fire-Rated
Glazing Solutions**
Solar Innovations Inc.
Technical Glass Products
Tekon Universal Sciences Inc.
Tubelite Inc.
United States Aluminum Corp.
U.S. Bulletproofing
Vistawall Group
W & W Glass LLC
Wausau Window and Wall Systems
Wrisco Industries Inc.

Engineering

Curtainwall Design & Consulting Inc.
Harmon Inc.
Momentive Performance Materials
Novum Structures LLC
Pittco Architectural Metals
W & W Glass LLC

Extrusions, Aluminum

Advanced Global Technologies
Aluminum Extruders Council
Julius Blum & Co.
Momentive Performance Materials
Morse Industries
New World Aluminum Corp.
Novum Structures LLC
Pittco Architectural Metals
Renko Rubber
Southern Stretch Forming
Tubelite Inc.
U.S. Horizon Manufacturing
YKK/AP America

Testing Facilities

Momentive Performance Materials

Decorative Glass

Decorative Glass, General
Arch Aluminum & Glass
Atwood Mobile Products
Barber Glass Industries Inc.
Brighton Glass Co.
Classic Glass Inc.
Clear Shield of North America
Coastal Glass Distributors
Decotherm
Dependable Glassworks Inc.

Diamon-Fusion Int'l Inc.
Dupont
General Glass International
GlassKote USA LLC
Goldray Industries
Intercontinental Glass Tech.
Kitsilano Glass Ltd.
McGrory Glass Inc.
Medieval Glass Industries Inc.
Oldcastle Glass
Paragon Architectural
Products LLC
Pilkington North America Inc.
Pulp Studio
Rudy Art Glass Studio
Schott Corp./Technical Glass Division
Skyline Design
Tekon Universal Sciences Inc.
Tem-Pace Inc.
Ultrafab Inc.
Ultraglas Inc.
Uroboros Glass Studio
Verre Select Inc.
Viracon
Zircon Corp.

Etched Glass

Classic Glass Inc.
Clear Shield of North America
Colonial Glass Solutions
Donisi Mirror Co.
Kitsilano Glass Ltd.
McGrory Glass Inc.
Skyline Design
Walker Glass

Fused

Tem-Pace Inc.
Ultraglas Inc.
Uroboros Glass Studio

Glue Chip

Kitsilano Glass Ltd.
Medieval Glass Industries Inc.

Hand-Beveled Glass

Kitsilano Glass Ltd.
Medieval Glass Industries Inc.

Leaded Glass

Classic Glass Inc.
Crystal Window & Door Systems
Kitsilano Glass Ltd.
Medieval Glass Industries Inc.
Verre Select Inc.

Painted

Classic Glass Inc.
Colonial Glass Solutions
Glasslam N.G.I. Inc.
Goldray Industries
Kitsilano Glass Ltd.
McGrory Glass Inc.
Ready Access
Tem-Pace Inc.
Ultraglas Inc.

Safety Decorative

Arch Aluminum & Glass
Atwood Mobile Products
Colonial Glass Solutions
Dupont Building Innovations
Glasslam N.G.I. Inc.
Goldray Industries
Kitsilano Glass Ltd.
McGrory Glass Inc.
Medieval Glass Industries Inc.
Polytronix Inc.
Tem-Pace Inc.
Ultraglas Inc.

Sandblasted

Classic Glass Inc.
Clear Shield of North America
Colonial Glass Solutions
Crystal Window & Door Systems

Dependable Glassworks Inc.
Glasswerks LA Inc.
Jersey Tempered Glass Inc.
Kitsilano Glass Ltd.
PRL Glass Systems
Skyline Design
Tem-Pace Inc.

Screenprinted

A.W.T. World Trade Inc.
Garibaldi Glass Ind. Inc.
Goldray Industries

Silkscreened

A.W.T. World Trade Inc.
Arch Aluminum & Glass
Atwood Mobile Products
Garibaldi Glass Ind. Inc.
Goldray Industries
J.E. Berkowitz LP
Kitsilano Glass Ltd.
Oldcastle Glass
Prelco
Skyline Design
Tem-Pace Inc.

Stained Glass

Classic Glass Inc.
Clear Shield of North America
Kitsilano Glass Ltd.
Schott Corp./
Technical Glass Division
Skyline Design
Uroboros Glass Studio
Verre Select Inc.

Door Components

Door Bottoms
Pittco Architectural Metals
Schlegel Corp.
Strybuc Industries

Door Components, General

Allmetal Inc.
B & B Aluminum
Brighton Glass Co.
Classic Glass Inc.
EFCO Corp.
Kawneer Co. Inc.
LCS Precision Molding
Mac Metals Inc.
Polygal Inc.
Ritescreen
Rudy Art Glass Studio
Tubular Specialties Mfg Inc.
Virginia Glass Products

Door Entrances

Alumicor Ltd.
Columbia Commercial
Building Products
Crane Revolving Door Co.
Crystal Window & Door Systems
Doralco Inc.
EPCO USA Inc.
Lockheed Window Corp.
New World Aluminum Corp.
Pittco Architectural Metals
PRL Glass Systems
Special-Lite Inc.
United Glass Corp.
United States Aluminum Corp.
Virginia Glass Products
YKK/AP America

Door Frames, Metal

Columbia Commercial
Building Products
Crane Revolving Door Co.
Doralco Inc.
Johnson Brothers Metal Forming
New England Door Closers
New World Aluminum Corp.
Pittco Architectural Metals
PRL Glass Systems
Royal Mouldings Limited

Solar Innovations Inc.
Special-Lite Inc.
Technical Glass Products
United States Aluminum Corp.

Door Frames, Pocket

Hafele America Co.

Door Frames, Wood

Crane Revolving Door Co.
Technical Glass Products

Door Lite Inserts

Adams-Rite
Classic Glass Inc.
Crystal Window & Door Systems
Glasslam N.G.I. Inc.
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
Medieval Glass Industries Inc.
ODL Inc.
Polygal Inc.
Special-Lite Inc.
Ultraglas Inc.
Verre Select Inc.

Door Screens

Medieval Glass Industries Inc.
Phantom Screens
Reel Screens
Solar Innovations Inc.
Sommer & Maca Industries Inc.
Strybuc Industries

Door Skins/Cladding

Crystal Window & Door Systems
Doralco Inc.

Door Transoms

Crystal Window & Door Systems
Medieval Glass Industries Inc.
ODL Inc.
Pittco Architectural Metals
Quaker Windows & Doors
Solar Innovations Inc.
Special-Lite Inc.
Ultraglas Inc.

Entry Systems

Besam Entrance Solutions Inc.
C.R. Laurence Co. Inc.
Crystal Window & Door Systems
Doralco Inc.
Glasswerks LA Inc.
Lockheed Window Corp.
New World Aluminum Corp.
Oldcastle Glass
Pittco Architectural Metals
Royal Mouldings Limited
Special-Lite Inc.
Ultraglas Inc.

Jambs

Johnson Brothers Metal Forming
Oldcastle Glass
Pemko Manufacturing Co.
Pittco Architectural Metals
Royal Mouldings Limited

Patio Door Screens

Crystal Window & Door Systems
Magnolia Metal & Plastics Products
Medieval Glass Industries Inc.
Quaker Windows & Doors
Reel Screens
Ritescreen

Sidelites

Crystal Window & Door Systems
Doralco Inc.
Garibaldi Glass Ind. Inc.
Medieval Glass Industries Inc.
Pittco Architectural Metals
Quaker Windows & Doors
Royal Mouldings Limited

Special-Lite Inc.
Technical Glass Products
Ultraglas Inc.

Sill Pan Flashing

AlumaFab Metal Sales LLC
Johnson Brothers Metal Forming
Pemko Manufacturing Co.

Sill Pans

AlumaFab Metal Sales LLC

Sills, Door

Mac Metals Inc.

Stiles & Rails

Johnson Brothers Metal Forming
Mac Metals Inc.
Pittco Architectural Metals

Thresholds

**Access Hardware Supply
Hardware Suppliers
of America Inc.**
Mac Metals Inc.
New England Door Closers
New World Aluminum Corp.
Pemko Manufacturing Co.
Pittco Architectural Metals
Royal Mouldings Limited
Schlegel Corp.
United States Aluminum Corp.

Door Hardware and Related Products

Bumpers

Albany Hardware Inc.
Door Hardware Distributors Inc.
Express Hardware
Frank Lowe Rubber
& Gasket Co. Inc.
Hafele America Co.
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
JLM Wholesale
LCS Precision Molding
New England Door Closers
Omaha Wholesale Hardware
Pres-On Tape & Gasket Corp.
Rockwood Manufacturing Co.
Roto Frank of America Inc.
Top Notch Distributors Inc.

Closers

Access Hardware Supply
Albany Hardware Inc.
Boyle & Chase Inc.
C.R. Laurence Co. Inc.
Columbia Commercial
Building Products
Door Hardware Distributors Inc.
DORMA Glas Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
**Hardware Suppliers
of America Inc.**
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
International Door Closers Inc.
JLM Wholesale
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
New England Door Closers
Newcomer AP
Omaha Wholesale Hardware
Pittco Architectural Metals
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Cylindrical Locksets
Access Hardware Supply

continued on page 92



High Tech Applicator



Compact Applicator



Universal Spacer Bender



Desiccant Filler

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Albany Hardware Inc.
Boyle & Chase Inc.
Door Hardware Distributors Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
**Hardware Suppliers
of America Inc.**
HOPPE North America Inc.
JLM Wholesale
Kaba Access Control
Marks U.S.A.
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
New England Door Closers
Omaha Wholesale Hardware
Pittco Architectural Metals
Roto Frank of America Inc.
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Deadbolts

Adams Rite
Albany Hardware Inc.
Door Hardware Distributors Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
**Hardware Suppliers
of America Inc.**
HOPPE North America Inc.
JLM Wholesale
Kaba Access Control
Marks U.S.A.
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
Omaha Wholesale Hardware
Omnia Industries Inc.
Outwater LLC
Pittco Architectural Metals
S. Parker Hardware Mfg. Corp.

Door Cart Product

Express Hardware
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
Rockwood Manufacturing Co.

Door Hardware and Related Products, General

Aluminum Extruders Council
B & B Aluminum
Boyle & Chase Inc.
Brighton Glass Co.
Kaba Access Control
Kawneer Co. Inc.
LCS Precision Molding
Mac Metals Inc.
P.C. Miller Associates Inc.
Pemko Manufacturing Co.
Ritescreen
Roto Frank of America Inc.
Taco Metals Inc.
Top Notch Distributors Inc.
Tubular Specialties Mfg Inc.
United States Aluminum Corp.

Door Pulls

Adams Rite
Albany Hardware Inc.
C.R. Laurence Co. Inc.
Colonial Bronze Co.
Columbia Commercial Building
Products
Crystal Window & Door Systems
Door Hardware Distributors Inc.
DORMA Glas Inc.
DORMA Group North America
EPCO USA Inc.
Express Hardware
G-U Hardware Inc.
Hafele America Co.
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
JLM Wholesale

Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
New England Door Closers
Omnia Industries Inc.
Pittco Architectural Metals
Rockwood Manufacturing Co.
S. Parker Hardware Mfg. Corp.
Special-Lite Inc.
Top Notch Distributors Inc.

Door Seals

Albany Hardware Inc.
Door Hardware Distributors Inc.
EPCO USA Inc.
G-U Hardware Inc.
**Hardware Suppliers
of America Inc.**
JLM Wholesale
Mayflower Sales Co. Inc.
New England Door Closers
Omaha Wholesale Hardware
Pemko Manufacturing Co.

Exit Devices

Access Hardware Supply
Adams Rite
Albany Hardware Inc.
Aluminum Extruders Council
Boyle & Chase Inc.
C.R. Laurence Co. Inc.
Door Hardware Distributors Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
**Hardware Suppliers
of America Inc.**
International Door Closers Inc.
JLM Wholesale
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
New England Door Closers
Omaha Wholesale Hardware
Pittco Architectural Metals
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Gaskets, Window & Door

Adchem Corp.
Door Hardware Distributors Inc.
Frank Lowe Rubber & Gasket Co. Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
Nordson Corp.
Omaha Wholesale Hardware
Pemko Manufacturing Co.
Pres-On Tape & Gasket Corp.
Renko Rubber
Tremco Inc. Industrial Products Div.

Glass Pads

Adchem Corp.
Frank Lowe Rubber & Gasket Co. Inc.
Gaska Tape Inc.

Handles

Adams Rite
C.R. Laurence Co. Inc.
Colonial Bronze Co.
Crystal Window & Door Systems
Door Hardware Distributors Inc.
DORMA Group North America
EPCO USA Inc.
Express Hardware
Gang Gwo Industrial Co. Ltd.
G-U Hardware Inc.
Hafele America Co.
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
HOPPE North America Inc.
Mayflower Sales Co. Inc.
Mirart Inc.
Omnia Industries Inc.
Outwater LLC
Pittco Architectural Metals

Rockwood Manufacturing Co.
Roto Frank of America Inc.
S. Parker Hardware Mfg. Corp.
Schlegel Corp.
Top Notch Distributors Inc.

Hardware, Cabinet

Albany Hardware Inc.
Colonial Bronze Co.
Door Hardware Distributors Inc.
Express Hardware
Kaba Access Control
Magnolia Metal & Plastics Products
Mirart Inc.
Omnia Industries Inc.
Outwater LLC
Top Notch Distributors Inc.

Hardware, Millwork

Albany Hardware Inc.
G-U Hardware Inc.
Mirart Inc.
Outwater LLC

Hinges

Access Hardware Supply
Adams Rite
Albany Hardware Inc.
C.R. Laurence Co. Inc.
Door Hardware Distributors Inc.
DORMA Glas Inc.
Express Hardware
Gang Gwo Industrial Co. Ltd.
G-U Hardware Inc.
Hafele America Co.
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
HOPPE North America Inc.
JLM Wholesale
Mac Metals Inc.
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
New England Door Closers
Omnia Industries Inc.
Outwater LLC
Pemko Manufacturing Co.
S. Parker Hardware Mfg. Corp.
SELECT Products Limited
Top Notch Distributors Inc.

Kick Plates

Access Hardware Supply
Albany Hardware Inc.
Door Hardware Distributors Inc.
Express Hardware
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
JLM Wholesale
Mayflower Sales Co. Inc.
New England Door Closers
Rockwood Manufacturing Co.
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.
Wrisco Industries Inc.

Knobs

Albany Hardware Inc.
Boyle & Chase Inc.
Colonial Bronze Co.
Door Hardware Distributors Inc.
DORMA Glas Inc.
DORMA Group North America
Express Hardware
Gang Gwo Industrial Co. Ltd.
G-U Hardware Inc.
Hafele America Co.
**Hardware Suppliers
of America Inc.**
Marks U.S.A.
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
Mirart Inc.

Omnia Industries Inc.
Outwater LLC
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Latches

Adams Rite
Albany Hardware Inc.
Deal International Inc.
Door Hardware Distributors Inc.
DORMA Glas Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
**Hardware Suppliers
of America Inc.**
Hiawatha Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
JLM Wholesale
Marks U.S.A.
Mayflower Sales Co. Inc.
Omnia Industries Inc.
Roto Frank of America Inc.
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Lever Sets

Adams-Rite
Albany Hardware Inc.
Door Hardware Distributors Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
Hafele America Co.
HOPPE North America Inc.
International Door Closers Inc.
JLM Wholesale
Marks U.S.A.
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
Omnia Industries Inc.
Outwater LLC
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Locksets

Access Hardware Supply
Albany Hardware Inc.
Boyle & Chase Inc.
C.R. Laurence Co. Inc.
Door Hardware Distributors Inc.
DORMA Group North America
Express Hardware
Gang Gwo Industrial Co. Ltd.
G-U Hardware Inc.
Hafele America Co.
HOPPE North America Inc.
International Door Closers Inc.
JLM Wholesale
Kaba Access Control
Marks U.S.A.
Mayflower Sales Co. Inc.
New England Door Closers
Omnia Industries Inc.
Outwater LLC
Roto Frank of America Inc.
Schlegel Corp.

Louvers

Express Hardware
Hiawatha Inc.
Johnson Brothers Metal Forming
Midwest Wholesale Hardware
Roto Frank of America Inc.

Multipoint Locks

Door Hardware Distributors Inc.
G-U Hardware Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
HOPPE North America Inc.
International Door Closers Inc.
Mayflower Sales Co. Inc.
Roto Frank of America Inc.
Schlegel Corp.

Muntin Tapes

Adchem Corp.
Capital Tape Co. Inc.
Frank Lowe Rubber & Gasket Co. Inc.
Gaska Tape Inc.
P.C. Miller Associates Inc.
Pres-On Tape & Gasket Corp.
Scapa North America
Valley Industrial Products

Patio Door Handles

Advanced Global Technologies
Door Hardware Distributors Inc.
G-U Hardware Inc.
HOPPE North America Inc.
LCS Precision Molding
Magnolia Metal & Plastics Products
Mini Die Casting Inc.
Roto Frank of America Inc.
Schlegel Corp.
Top Notch Distributors Inc.

Patio Door Screens

Medieval Glass Industries Inc.
Phantom Screens
Reel Screens
Ritescreen

Pivots

Albany Hardware Inc.
Colonial Bronze Co.
Columbia Commercial
Building Products
Door Hardware Distributors Inc.
DORMA Glas Inc.
DORMA Group North America
Express Hardware
International Door Closers Inc.
JLM Wholesale
LCS Precision Molding
Midwest Wholesale Hardware
Mini Die Casting Inc.
New England Door Closers
S. Parker Hardware Mfg. Corp.
Strybuc Industries
Top Notch Distributors Inc.

Pulls

Access Hardware Supply
Albany Hardware Inc.
Colonial Bronze Co.
Door Hardware Distributors Inc.
DORMA Glas Inc.
DORMA Group North America
Express Hardware
G-U Hardware Inc.
Hafele America Co.
Hiawatha Inc.
International Door Closers Inc.
JLM Wholesale
Mayflower Sales Co. Inc.
Midwest Wholesale Hardware
Omnia Industries Inc.
Outwater LLC
Rockwood Manufacturing Co.
S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Push/Pull Bars

Adams-Rite
Albany Hardware Inc.
Aluminum Extruders Council
Colonial Bronze Co.
Columbia Commercial
Building Products
DORMA Glas Inc.
Express Hardware
Hiawatha Inc.
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
International Door Closers Inc.
JLM Wholesale
New England Door Closers
Rockwood Manufacturing Co.

S. Parker Hardware Mfg. Corp.
Top Notch Distributors Inc.

Roller Channels

Albany Hardware Inc.
Johnson Brothers Metal Forming
LCS Precision Molding
Pemko Manufacturing Co.

Rollers

Advanced Global Technologies
Albany Hardware Inc.
New England Door Closers
Pemko Manufacturing Co.
Rockwood Manufacturing Co.

Sensors for Auto Door Control

DORMA Group North America
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
New England Door Closers
Ready Access

Setting Blocks

Frank Lowe Rubber & Gasket Co. Inc.
Pres-On Tape & Gasket Corp.

Stiffeners

Johnson Brothers Metal Forming

Tapes, Foam Mounting

Adchem Corp.
Capital Tape Co. Inc.
Easy Life Solutions
Frank Lowe Rubber & Gasket Co. Inc.
Gaska Tape Inc.
P.C. Miller Associates Inc.
Pemko Manufacturing Co.

Scapa North America
Valley Industrial Products

Tilt/Slide Mechanisms

Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.
Roto Frank of America Inc.

Track Covers

Johnson Brothers Metal Forming

Vent Locks

G-U Hardware Inc.

Vision Panel Frames

Express Hardware
Hiawatha Inc.
Johnson Brothers Metal Forming
Midwest Wholesale Hardware
Pemko Manufacturing Co.

Weatherseals – Pile, Fin, Bulb

New England Door Closers
Pemko Manufacturing Co.
Renko Rubber
Schlegel Corp.
Ultrafab Inc.

Weatherstripping

Access Hardware Supply
Adchem Corp.
Express Hardware
Frank Lowe Rubber & Gasket Co. Inc.
New England Door Closers
Pemko Manufacturing Co.
Pres-On Tape & Gasket Corp.
Renko Rubber
Schlegel Corp.

Top Notch Distributors Inc.
Ultrafab Inc.

Doors

Bullet-Resistant

Action Bullet Resistant
Bullet Guard Corp.
C.R. Laurence Co. Inc.
Crane Revolving Door Co.
Dependable Glassworks Inc.
Nana Wall Systems Inc.
Norshield Security Products
Ready Access
Sheffield Plastics Inc.
U.S. Bulletproofing

Doors, General

Brighton Glass Co.
Dynamic Glass & Door Ltd.
EFCO Corp.
Kawneer Co. Inc.
New World Aluminum Corp.
Optimum Window Mfg. Co.
Tubelite Inc.
Tubular Specialties Mfg Inc.
Ventana USA
Vistawall Group
Woodfold-Marco Mfg Inc.

Fire-Rated Doors

Adams-Rite
AGC Interedge Technologies LLC
Aluflam North America
Besam Entrance Solutions Inc
Crystal Window & Door Systems
New England Door Closers
**SAFTI First Fire-Rated
Glazing Solutions**

Special-Lite Inc.
Technical Glass Products
Vetrotech-Saint Gobain
Woodfold-Marco Mfg Inc.

Fire-Rated Framing Systems

AGC Interedge Technologies LLC
Aluflam North America
**SAFTI First Fire-Rated
Glazing Solutions**
Technical Glass Products
Vetrotech-Saint Gobain

Folding Glass Walls/Doors

Besam Entrance Solutions Inc
Doralco Inc.
DORMA Glas Inc.
DORMA Group North America
Hafele America Co.
Nana Wall Systems Inc.
Solar Innovations Inc.
Woodfold-Marco Mfg Inc.

Metal Clad Glass

Cline Aluminum Doors Inc.
Doralco Inc.

Sliding Doors

Besam Entrance Solutions Inc
C.R. Laurence Co. Inc.
Crystal Window & Door Systems
Doralco Inc.
DORMA Glas Inc.
Hafele America Co.
Lockheed Window Corp.
Medieval Glass Industries Inc.
Nana Wall Systems Inc.
New World Aluminum Corp.
Quaker Windows & Doors
Ready Access

Rehau Inc.
Solar Innovations Inc.
Thermal Windows
Tubelite Inc.
Ventana USA
Virginia Glass Products
Wausau Window and Wall Systems
Woodfold-Marco Mfg Inc.

Franchises

Glass Doctor

Glass Furniture

Antique Glass (Seedy)
GlasSource
McGrory Glass Inc.
Precision Glass Bending
Schott Corp./Technical Glass Division

Appliance Glass

AGC Flat Glass North America
Jiangsu Xiuqiang
Glasswork Co. Ltd.
PPG Industries Inc.

Precision Glass Bending
Schott Corp./Technical Glass Division
Tem-Pace Inc.

Curved Furniture Glass

Dodson's Curved Glass
Precision Glass Bending
Spancraft

Fireplace Glass

McGrory Glass Inc.
Schott Corp./Technical Glass Division

continued on page 94

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Rudy Art Glass Studio

Glass Furniture, Ready-made

Spancraft

Patio Table Tops

Glass Doctor
PPG Industries Inc.

Table Bases

Hafele America Co.
Outwater LLC
Spancraft
Ultraglas Inc.

Table Tops

Dependable Glassworks Inc.
Donisi Mirror Co.
GlassSource
Glasswerks LA Inc.
GlasWeld Systems
PPG Industries Inc.
PRL Glass Systems
Outwater LLC
Spancraft
Ultraglas Inc.

Glass Handling and Transportation

Conveyors

Anver Corp.
Ashton Industrial
Billco Manufacturing
Bottero Flat Glass Inc.
Brecoflex Co. LLC
Bromer Inc.
Casso-Solar Corp.
Cefla Finishing America
DeGorter Inc.
FOR.EL. S.p.A.
Glassline/Simco
Grenzbach Corp.
Kear Fabrication Inc.
Olbricht/Casso-Solar
Glass Machinery Group
Rolltech Systems Inc.
Toledo Automated Concepts Inc.
UV Process Supply
Vesuvius
Wakefield Equipment

General

Anver Corp.
Ashton Industrial
Brecoflex Co. LLC
Brighton Glass Co.
Casso-Solar Corp.
Dedicated Distribution Systems
DeGorter Inc.
Grenzbach Corp.
LCS Precision Molding
Quattrolifts USA
Rolltech Systems Inc.
Toledo Automated Concepts Inc.
Wakefield Equipment

Glass Hauler Bodies

Demountable Concepts
Rolltech Systems Inc.
Unruh Fab Inc.
Westport Tool & Die Ltd.

Handling Equipment

AEGIS Tools International
Anver Corp.
Ashton Industrial
Atech Machine Inc.
Azon Systems Inc.
Barkow Trucks
Besana-Lovati Inc.
Billco Manufacturing
Brecoflex Co. LLC
Bromer Inc.

Bystronic Inc.
FOR.EL. S.p.A.
GED Integrated Solutions
Grenzbach Corp.
Groves Inc.
Hegla Corp.
KMT Robotic Solutions Inc.
LCS Precision Molding
Quattrolifts USA
Richter Enterprises
Rolltech Systems Inc.
Salem Distributors
Sommer & Maca Industries Inc.
Unruh Fab Inc.
Westport Tool & Die Ltd.
Wood's Powr-Grip Co. Inc.

Material Handling Racks

Barkow Trucks
Bromer Inc.
Ziemer Inc.

Material Handling Systems

Anver Corp.
Billco Manufacturing
Brecoflex Co. LLC
Bromer Inc.
CMS North America Inc.
Elliot Equipment Co.
Klimer Manufacturing
Pinpoint Laser Systems
Ziemer Inc.

Packaging

Brecoflex Co. LLC
Excelsior Co.
Frank Lowe Rubber & Gasket Co. Inc.
Glassline/Simco
Homasote Co.
Laminations
Rolltech Systems Inc.

Rack Pads

Frank Lowe Rubber & Gasket Co. Inc.
Rolltech Systems Inc.
Unruh Fab Inc.

Rack Trucks

Barkow Trucks
Bromer Inc.
Demountable Concepts
Rolltech Systems Inc.
Schodorf Truck Body
& Equipment Co.
Unruh Fab Inc.

Racks

AEGIS Tools International
Barkow Trucks
Billco Manufacturing
Bromer Inc.
Demountable Concepts
GED Integrated Solutions
Groves Inc.
Hegla Corp.
Kear Fabrication Inc.
Rolltech Systems Inc.
Sommer & Maca Industries Inc.
Unruh Fab Inc.
Westport Tool & Die Ltd.

Storage

Billco Manufacturing
Bromer Inc.
Bystronic Inc.
Groves Inc.
Kear Fabrication Inc.
Rolltech Systems Inc.
Unruh Fab Inc.
Wakefield Equipment

Trucks

Barkow Trucks
Bromer Inc.
Demountable Concepts
Rolltech Systems Inc.

Unruh Fab Inc.

Unloaders

Anver Corp.
Ashton Industrial
Billco Manufacturing
Casso-Solar Corp.
Glassline/Simco
Grenzbach Corp.
Olbricht/Casso-Solar
Glass Machinery Group
Quattrolifts USA
Rolltech Systems Inc.

Vacuum Cups

AEGIS Tools International
Anver Corp.
C.R. Laurence Co. Inc.
Grenzbach Corp.
Rolltech Systems Inc.
Sommer & Maca Industries Inc.
Wood's Powr-Grip Co. Inc.

Vacuum Lifting Devices

AEGIS Tools International
Anver Corp.
Besana-Lovati Inc.
Bottero Flat Glass Inc.
Casso-Solar Corp.
Grenzbach Corp.
Hegla Corp.
Quattrolifts USA
Richter Enterprises
Rolltech Systems Inc.
Sommer & Maca Industries Inc.
Wood's Powr-Grip Co. Inc.

Hardware, Glaziers

Anchors

Carl Stahl Décor Cable
Halfen Anchoring Systems
Hong Kong Kinlong Construction
Hardware (Group) Co. Ltd.

Embeds

Halfen Anchoring Systems

Glaziers' Points

Fletcher-Terry Co.

General, Hardware, Glaziers

Pemko Manufacturing Co.
Tremco Commercial
Glazing Systems

Pads

Frank Lowe Rubber & Gasket Co. Inc.

Replacement Hardware

Johnson Brothers Metal Forming
Sommer & Maca Industries Inc.

Setting Blocks

Frank Lowe Rubber & Gasket Co. Inc.
Homasote Co.

Shims

Artus Corp.
Deslauriers Inc.
Frank Lowe Rubber & Gasket Co. Inc.
Glazlock Shims
Grove Products Inc.

Sliding Door

Adams-Rite
HOPPE North America Inc.
Johnson Brothers Metal Forming
Roto Frank of America Inc.
YKK/AP America

Information & Organizations

Associations

Aluminum Extruders Council

AAMA

Americas Glass Association
GIMAV

Glass Association of North America

IGMA
Insulating Glass
Certification Council
Painters & Allied Trades Labor (LMCI)
Safety Glazing Certification Council

Exhibitions

glasstec/Messe
Dusseldorf North America
Win-Door North America

Info Resources

IGMA
USGlass magazine

Research

IGMA
Ziemer Inc.

Training

Adams-Rite
IGMA
Phantom Screens
Vesuvius

Insulating Glass and Related Products

Airspacers

Allmetal Inc.
Azon Systems Inc.
Fenzi North America
Helima Helvetion
Steve Brown Machinery Solutions
TruSeal Technologies

Corner Keys

Allmetal Inc.
Fenzi North America
Helima Helvetion
LCS Precision Molding
Magnolia Metal & Plastics Products
Steve Brown Machinery Solutions

Desiccants

ADCO Products Inc.
Ashton Industrial
C.R. Laurence Co. Inc.
Fenzi North America
PRC-Desoto International Inc.
Steve Brown Machinery Solutions
TruSeal Technologies

Gas-Filled, Argon

AGC Flat Glass North America
Jersey Tempered Glass Inc.
Spectra Gases
Thermal Express Systems
Viracon

Gas-Filled, Krypton

Spectra Gases
Thermal Express Systems

Gas-Filled, Other

Spectra Gases

Glazing Compounds

ADCO Products Inc.
Oldcastle Glass

Insulating Glass and Related Products, General

Brighton Glass Co.
DeGorter Inc.
Delchem Inc.
Dynamic Glass & Door Ltd.
Edgetech I.G. Inc.
LCS Precision Molding
Oldcastle Glass

Pilkington North America Inc.

PRC-Desoto International Inc.
Ritescreen
Tremco Commercial Glazing Systems
TruSeal Technologies
W & W Glass LLC

Laminated, Insulating

DeGorter Inc.
Dlubak Corp.
J.E. Berkowitz LP
Jersey Tempered Glass Inc.
Oldcastle Glass
Prelco
Viracon

Muntin Bars

Allmetal Inc.
Custom Glass Products
Helima Helvetion
Jersey Tempered Glass Inc.
Magnolia Metal & Plastics Products
Ritescreen
Steve Brown Machinery Solutions
TPC Metals
TruSeal Technologies

Sealants

ADCO Products Inc.
Delchem Inc.
Dow Corning Corp.
Fenzi North America
PRC-Desoto International Inc.
Sommer & Maca Industries Inc.
Steve Brown Machinery Solutions
TruSeal Technologies

Spacers

Azon Systems Inc.
Edgetech I.G. Inc.
Fenzi North America
Gaska Tape Inc.
Pres-On Tape & Gasket Corp.
Steve Brown Machinery Solutions
TPC Metals
TruSeal Technologies

Stainless Strip

Johnson Brothers Metal Forming
Steve Brown Machinery Solutions
TPC Metals

Units, Bent-Curved

California Glass Bending
Dlubak Corp.
Precision Glass Bending
Tem-Pace Inc.

Units, Double

AGC Flat Glass North America
Arch Aluminum & Glass
Garibaldi Glass Ind. Inc.
Glasswerks LA Inc.
Patio Enclosures Inc.
Prelco
United Glass Corp.
Virginia Glass Products
W & W Glass LLC

Units, Electrically Conductive

Prelco

Units, Gas Filled

AGC Flat Glass North America
Dlubak Corp.
United Glass Corp.
Virginia Glass Products

Units, Triple

Arch Aluminum & Glass
Jersey Tempered Glass Inc.

Units, Warm-Edge

Allmetal Inc.
Garibaldi Glass Ind. Inc.
Jersey Tempered Glass Inc.

Jersey Tempered Glass Inc.
Patio Enclosures Inc.
Tem-Pace Inc.
United Glass Corp.
Viracon
Virginia Glass Products

Insulating Glass Machinery and Equipment

Assembly Stations

Ashton Industrial
Billco Manufacturing
Design Tool Inc.
Edgetech I.G. Inc.
elumatec USA Inc.
McKeegan Equipment & Supply
North American Glass Equipment
Wakefield Equipment

Extruders, Butyl

AGM Glass Machinery
Ashton Industrial
Besana-Lovati Inc.
FOR.EL. S.p.A.
GED Integrated Solutions
Lisec America
Nordson Corp.
Spadix Technologies Inc.
Steve Brown Machinery Solutions

Filling Machines, Desiccants

Ashton Industrial
Besana-Lovati Inc.
FOR.EL. S.p.A.
Lisec America

McKeegan Equipment & Supply
Frame Mounting Stations
Ashton Industrial
Steve Brown Machinery Solutions

Gas-Filling Equipment

Advanced Photonics Inc.
AGM Glass Machinery
Besana-Lovati Inc.
FDR Design Inc.
Fenzi North America
FOR.EL. S.p.A.
Lisec America
McKeegan Equipment & Supply
Spectra Gases
Tec-N-Tec Inc.
Thermal Express Systems

Hot Melt Machine

Fenzi North America
FOR.EL. S.p.A.
GED Integrated Solutions
Lisec America
Nordson Corp.
Sommer & Maca Industries Inc.

Insulating Glass Machinery and Equipment, General

DeGorter Inc.
Delchem Inc.
Edgetech I.G. Inc.
LiteSentry Corp.
MPM Inc.

Loading Systems

continued on page 96

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Wood's Powr-Grip Co. Inc.

Loading Systems, Automatic

Ashton Industrial
Besana-Lovati Inc.
Casso-Solar Corp.
CMS North America Inc.
DeGorter Inc.
Design Tool Inc.
FOR.EL. S.p.A.
GED Integrated Solutions
Hegla Corp.
McKeegan Equipment & Supply
North American Glass Equipment
Olbricht/Casso-Solar
Glass Machinery Group

Muntin Fabricating Machinery

GED Integrated Solutions
Hegla Corp.
Helima Helvetion
McKeegan Equipment & Supply
Pistorius Machine Co. Inc.

Ovens

Billco Manufacturing
Casso-Solar Corp.
Cefla Finishing America
GED Integrated Solutions
Glasstech Inc.
Gyrotron Technology Inc.
Olbricht/Casso-Solar
Glass Machinery Group
Salem Distributors

Presses

AGM Glass Machinery
Ashton Industrial
Billco Manufacturing
Casso-Solar Corp.
FOR.EL. S.p.A.
GED Integrated Solutions
Lisec America
Olbricht/Casso-Solar
Glass Machinery Group
Salem Distributors

Production Lines

AGM Glass Machinery
Ashton Industrial
Billco Manufacturing
Edgetech I.G. Inc.
FOR.EL. S.p.A.
GED Integrated Solutions
Joseph Machine Co.
Lisec America
Olbricht/Casso-Solar
Glass Machinery Group
Sommer & Maca Industries Inc.
Steve Brown Machinery Solutions

Sealing Equipment, Double, Gun

Fenzi North America
FOR.EL. S.p.A.
H&G Industries International Inc.
Nordson Corp.
Sealant E & E
Spadix Technologies Inc.

Sealing Equipment, Double, Machine

Fenzi North America
FOR.EL. S.p.A.
GED Integrated Solutions
H&G Industries International Inc.
Lisec America
Nordson Corp.
Sealant E & E

Spadix Technologies Inc.
Spacer Assembly Equipment
AGM Glass Machinery
Billco Manufacturing
Edgetech I.G. Inc.
FOR.EL. S.p.A.
GED Integrated Solutions
Lisec America
McKeegan Equipment & Supply
Steve Brown Machinery Solutions

Spacer Cutoff Machines

AGM Glass Machinery
FOR.EL. S.p.A.
Joseph Machine Co.
McKeegan Equipment & Supply
Pistorius Machine Co. Inc.
Wakefield Equipment

Washing Machine

AGM Glass Machinery
Ashton Industrial
Billco Manufacturing
Casso-Solar Corp.
DeGorter Inc.
Edgetech I.G. Inc.
FOR.EL. S.p.A.
Lisec America
Olbricht/Casso-Solar
Glass Machinery Group
Sommer & Maca Industries Inc.
Steve Brown Machinery Solutions

Labs, Testing Labs

Energy Testing
Electronic Design to Market
Intertek

Laboratory Equipment

Electronic Design to Market
Strainoptics Inc.

Strength Testing

Intertek
Strainoptics Inc.

Weather Testing

Intertek
Klimer Manufacturing

Machinery/ Equipment

Abrasive Belt Machines
Ashton Industrial
Besana-Lovati Inc.
Brecoflex Co. LLC
Olbricht/Casso-Solar
Glass Machinery Group
Reichhold Machinery
Sommer & Maca Industries Inc.
Westport Tool & Die Ltd.
Ziemer Inc.

Abrasive Belts

Ashton Industrial
Brecoflex Co. LLC
DeGorter Inc.
Ziemer Inc.

Accessories, Machine Tool

Atech Machine Inc.
Brecoflex Co. LLC
elumatec USA Inc.
Glastar Corp.
Reichhold Machinery
Universal Photonics Inc.
Ziemer Inc.

Aluminum

Fabrication Equipment
Atech Machine Inc.
Brecoflex Co. LLC
CMS North America Inc.
elumatec USA Inc.
Joseph Machine Co.
Pistorius Machine Co. Inc.

Reichhold Machinery
Tekna USA Corp.
United States Aluminum Corp.

Auto Spray Equipment

Cefla Finishing America
Richter Enterprises
Sealant E & E

Autoclaves

Casso-Solar Corp.
DeGorter Inc.
Glassrobots Oy
Glaston Corp.
Ianua Inc.
McGill Air Pressure LLC

Batching Equipment

Casso-Solar Corp.

Bedding Machine

Atech Machine Inc.
Spadix Technologies Inc.

Bending Equipment

Atech Machine Inc.
Casso-Solar Corp.
Comeq Inc.
Doralco Inc.
elumatec USA Inc.
Glassrobots Oy
Glasstech Inc.
Glaston Corp.
Gyrotron Technology Inc.
Ianua Inc.
J & S Machine Inc.
Lisec America
McKeegan Equipment & Supply
North American Glass Equipment
Precision Glass Bending
Yuntong Glass/Casso-Solar
Glass Machinery Group

Bending Machine

Ashton Industrial
Atech Machine Inc.
Casso-Solar Corp.
Comeq Inc.
elumatec USA Inc.
Glasstech Inc.
J & S Machine Inc.
McKeegan Equipment & Supply
North American Glass Equipment
Precision Glass Bending
Reichhold Machinery
Yuntong Glass/Casso-Solar
Glass Machinery Group

Bevelers

CMS North America Inc.
DeGorter Inc.
Glastar Corp.
IGE Solutions Inc.
Jordon Glass Co.
Salem Distributors
Steve Brown Machinery Solutions
Universal Photonics Inc.

Beveling Machine

AGM Glass Machinery
Besana-Lovati Inc.
Bottero Flat Glass Inc.
CMS North America Inc.
FOR.EL. S.p.A.
Glastar Corp.
Jordon Glass Co.
Quattrolifts USA
Universal Photonics Inc.

Centrifuge Systems

Glassline/Simco
Universal Photonics Inc.

CNC Cutting Lines

AGM Glass Machinery
Atech Machine Inc.

Besana-Lovati Inc.
Billco Manufacturing
Bottero Flat Glass Inc.
Bystronic Inc.
Casso-Solar Corp.
CMS North America Inc.
Doralco Inc.
elumatec USA Inc.
GED Integrated Solutions
Glassline/Simco
Grenzsbach Corp.
Hegla Corp.
Ianua Inc.
IGE Solutions Inc.
Jet Edge
Lisec America
North American Glass Equipment
Olbricht/Casso-Solar
Glass Machinery Group
Reichhold Machinery
Steve Brown Machinery Solutions
Tekna USA Corp.

Coating Equipment

Casso-Solar Corp.
Cefla Finishing America
Desert Laminator
Hegla Corp.
Nordson Corp.
Ziemer Inc.

Combustion Equipment

Casso-Solar Corp.

Conveyors

A.W.T. World Trade Inc.
Anver Corp.
Ashton Industrial
Atech Machine Inc.
Brecoflex Co. LLC
Bromer Inc.
Casso-Solar Corp.
Cefla Finishing America
CMS North America Inc.
Glassline/Simco
Grenzsbach Corp.
Hegla Corp.
Olbricht/Casso-Solar
Glass Machinery Group
Toledo Automated Concepts Inc.
Vesuvius
Wakefield Equipment
Ziemer Inc.

Coolants

DeGorter Inc.
Glastar Corp.
Salem Distributors
Universal Photonics Inc.

Curing Ovens,

A.W.T. World Trade Inc.
Casso-Solar Corp.
Cefla Finishing America
Gyrotron Technology Inc.
UV Process Supply

Cutting Equipment

Atech Machine Inc.
Bekaert Advanced Coatings NV
Besana-Lovati Inc.
Billco Manufacturing
Bottero Flat Glass Inc.
Casso-Solar Corp.
CMS North America Inc.
DeGorter Inc.
elumatec USA Inc.
Fletcher-Terry Co.
FOR.EL. S.p.A.
GED Integrated Solutions
Glassline/Simco
Glaston Corp.
Grenzsbach Corp.
Gyrotron Technology Inc.
Hegla Corp.
Ianua Inc.

Jet Edge
KMT Robotic Solutions Inc.
McKeegan Equipment & Supply
North American Glass Equipment
Olbricht/Casso-Solar
Glass Machinery Group
Pistorius Machine Co. Inc.
PTG Industries
Tekna USA Corp.
UV Process Supply
Wakefield Equipment
Yuntong Glass/Casso-Solar
Glass Machinery Group

Cutting Machine

AGM Glass Machinery
Atech Machine Inc.
Besana-Lovati Inc.
Bottero Flat Glass Inc.
Casso-Solar Corp.
CMS North America Inc.
Comeq Inc.
elumatec USA Inc.
FOR.EL. S.p.A.
Glaston Corp.
Grenzsbach Corp.
Hegla Corp.
IGE Solutions Inc.
Jet Edge
McKeegan Equipment & Supply
North American Glass Equipment
Olbricht/Casso-Solar
Glass Machinery Group
Pistorius Machine Co. Inc.
PTG Industries
Tekna USA Corp.
Winpro Formtek
Yuntong Glass/Casso-Solar
Glass Machinery Group

Cutting Water-Jet

Bystronic Inc.
CMS North America Inc.
IGE Solutions Inc.
Jet Edge
Jordon Glass Co.
KMT Robotic Solutions Inc.
KMT Waterjet Systems
Lisec America
Reichhold Machinery

Diamond Grinding

Bottero Flat Glass Inc.
Glassline/Simco
Glastar Corp.
Ianua Inc.
IGE Solutions Inc.
Lapcraft Inc.
Olbricht/Casso-Solar
Glass Machinery Group
Salem Distributors
Universal Photonics Inc.

Diamond Wheels

AGM Glass Machinery
Besana-Lovati Inc.
Bottero Flat Glass Inc.
DeGorter Inc.
Glassline/Simco
Glastar Corp.
Lapcraft Inc.
Salem Distributors
Universal Photonics Inc.

Drill Bits

Besana-Lovati Inc.
DeGorter Inc.
elumatec USA Inc.
Glassline/Simco
Glastar Corp.
IGE Solutions Inc.
Lapcraft Inc.
Mirart Inc.
Salem Distributors

Drilling Machines

A.W.T. World Trade Inc.
AGM Glass Machinery
 Besana-Lovati Inc.
 Bottero Flat Glass Inc.
Casso-Solar Corp.
 CMS North America Inc.
 DeGorter Inc.
 Design Tool Inc.
 Doralco Inc.
 elumatec USA Inc.
 Glassline/Simco
 Glastar Corp.
 IGE Solutions Inc.
Jordon Glass Co.
 KMT Robotic Solutions Inc.
Lapcraft Inc.
 McKeegan Equipment & Supply
 Mirart Inc.
 North American Glass Equipment
Olbricht/Casso-Solar
Glass Machinery Group
 Pistorius Machine Co. Inc.
 Reichhold Machinery
 Salem Distributors
Sommer & Maca Industries Inc.
 Steve Brown Machinery Solutions
 Tekna USA Corp.
 Toledo Automated Concepts Inc.

Drying Machine

Besana-Lovati Inc.
Casso-Solar Corp.
Cefla Finishing America

Edgers

AGM Glass Machinery
 Besana-Lovati Inc.
 Bottero Flat Glass Inc.
Casso-Solar Corp.
 CMS North America Inc.
 FOR.EL. S.p.A.
 Glassline/Simco
 IGE Solutions Inc.
Jordon Glass Co.
 Salem Distributors
Sommer & Maca Industries Inc.
 Steve Brown Machinery Solutions
 Toledo Automated Concepts Inc.
 Universal Photonics Inc.

Etching

Glstar Corp.
 PTG Industries

Feeders

Atech Machine Inc.
 Bottero Flat Glass Inc.
 CMS North America Inc.
 Design Tool Inc.
Olbricht/Casso-Solar
Glass Machinery Group
 Zierner Inc.

Filtration Systems

Billco Manufacturing
 Glassline/Simco
 Glstar Corp.
 Salem Distributors
 Universal Photonics Inc.

Float Glass Inspection Equip

AMETEK Land Inc.
 Bottero Flat Glass Inc.
 Grenzbach Corp.
 LiteSentry Corp.
 Strainoptics Inc.
 Zierner Inc.

Float Glass Machine

Bottero Flat Glass Inc.
 Brecoflex Co. LLC
 Grenzbach Corp.
Hegla Corp.
 Zierner Inc.

Fully-Automated L.G. Systems

Ashton Industrial
 Atech Machine Inc.
 Besana-Lovati Inc.
Billco Manufacturing
 Bystronic Inc.
 IGE Solutions Inc.
 North American Glass Equipment
 Spadix Technologies Inc.

Glass Washing Machinery- Vertical & Horizontal

Ashton Industrial
 Atech Machine Inc.
 Besana-Lovati Inc.
Billco Manufacturing
 Bottero Flat Glass Inc.
 Bystronic Inc.
Casso-Solar Corp.
 DeGorter Inc.
 FOREL S.p.A.
 GED Integrated Solutions
 Ianua Inc.
 IGE Solutions Inc.
Jordon Glass Co.
 Miller Engineering & Mfg. Co.
 Quattrolifts USA
 Richter Enterprises
 Salem Distributors
 Spadix Technologies Inc.
 Steve Brown Machinery Solutions

Glassworking Machine

AGM Glass Machinery
 Atech Machine Inc.
 Besana-Lovati Inc.
 Brecoflex Co. LLC
Casso-Solar Corp.
 CMS North America Inc.
 Glassline/Simco
 Glstar Corp.
Olbricht/Casso-Solar
Glass Machinery Group
 Quattrolifts USA

Grinders

Bottero Flat Glass Inc.
Casso-Solar Corp.
 CMS North America Inc.
 DeGorter Inc.
 Glassline/Simco
 Glstar Corp.
 Ianua Inc.
Lapcraft Inc.
 Mirart Inc.
Olbricht/Casso-Solar
Glass Machinery Group
 Reichhold Machinery
 Toledo Automated Concepts Inc.
 Universal Photonics Inc.

Handling & Assembly

Atech Machine Inc.
 Azon Systems Inc.
 Brecoflex Co. LLC
Casso-Solar Corp.
 CMS North America Inc.
 elumatec USA Inc.
 Grenzbach Corp.
 Kear Fabrication Inc.
Klimer Manufacturing
 KMT Robotic Solutions Inc.
 Quattrolifts USA
Olbricht/Casso-Solar
Glass Machinery Group
 Wakefield Equipment
Wood's Powr-Grip Co. Inc.

Handling Equipment

Anver Corp.
 Atech Machine Inc.
Billco Manufacturing
 Brecoflex Co. LLC
Bromer Inc.

Bystronic Inc.
Casso-Solar Corp.
 CMS North America Inc.
 DeGorter Inc.
 Demountable Concepts
 elumatec USA Inc.
 Glassline/Simco
 Grenzbach Corp.
Hegla Corp.
 Ianua Inc.
 KMT Robotic Solutions Inc.
 Menasha Corp.
 North American Glass Equipment
Olbricht/Casso-Solar
Glass Machinery Group
 Quattrolifts USA
 Reichhold Machinery
 Richter Enterprises
 Wakefield Equipment
Wood's Powr-Grip Co. Inc.
 Zierner Inc.

Hydrogen Generation Equipment

HyRadix

Infrared Temperance Measuring System

AMETEK Land Inc.

Laminated Lines

Besana-Lovati Inc.
Billco Manufacturing
 Bystronic Inc.
Casso-Solar Corp.
 Glasslam N.G.I. Inc.
 Glassline/Simco
 Glassrobots Oy
 Gyrotron Technology Inc.
 Ianua Inc.
 North American Glass Equipment

Laminating Machine

Casso-Solar Corp.
 Desert Laminator
 Glassrobots Oy
Glaston Corp.
 North American Glass Equipment

Leasing

Bottero Flat Glass Inc.
 Eagle Leasing Corp.

Lehrs

Casso-Solar Corp.
 Glasstech Inc.

Machinery/ Equipment, General

Casso-Solar Corp.
 DeGorter Inc.
 Doralco Inc.
 J & S Machine Inc.
 Pistorius Machine Co. Inc.
 Toledo Automated Concepts Inc.
Uniglass Engineering Oy

Screen Printing Machines

Casso-Solar Corp.

Mirror and Mirror- Related Products

Acid-Etched Mirror
 General Glass International
 GlasSource
 McGrory Glass Inc.
 Walker Glass

Concave Mirror

Campus Crafts Inc.
 Precision Glass Bending
 SEAL CRAFT Corp.

Casso-Solar
 glass laminating,
 decorating - spandrel,
 & bending



Fleischle
 large format glass
 screen printing
 machines



Yuntong
 tempering furnaces,
 bend/temper



Olbricht
 photovoltaic module
 manufacturing &
 glass preprocessing



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Convex Mirror
Campus Crafts Inc.
K-10 Enterprises Inc.
Precision Glass Bending

Decorative Mirror
C.R. Laurence Co. Inc.
Dependable Glassworks Inc.
General Glass International
Mirart Inc.
Skyline Design
Verre Select Inc.
Dome Mirror
Campus Crafts Inc.
K-10 Enterprises Inc.

Framed Mirror
Campus Crafts Inc.

Laminated Mirror
Glasswerks LA Inc.

Metal
Morse Industries

Mirror and Mirror-Related Products, General
Arizona Shower Door Co.
Brighton Glass Co.
Dynamic Glass & Door Ltd.
Fenzi North America
Gunther Mirror Mastic
Rudy Art Glass Studio
Tubular Specialties Mfg Inc.

Mirror-Backing Paints
Fenzi North America

Mirror Frames
Johnson Brothers Metal Forming
New World Aluminum Corp.
Outwater LLC

Mirror-Making Chemicals
Fenzi North America

Mirror Hardware
C.R. Laurence Co. Inc.
Outwater LLC

Restoration Mirror
Mito Corp.

Safety Mirror
Campus Crafts Inc.
Hiawatha Inc.
K-10 Enterprises Inc.
Mito Corp.

Sealer, Mirror Edge
Gunther Mirror Mastic

Security/Detection
Campus Crafts Inc.
K-10 Enterprises Inc.
Outwater LLC

Silvering
Arch Aluminum & Glass
Campus Crafts Inc.
Donisi Mirror Co.
Virginia Glass Products

Tempered Mirror
GlasSource
Virginia Glass Products

Transparent
McGrory Glass Inc.

Misc. Products and Services
Casing Mirror
Johnson Brothers Metal Forming

Royal Mouldings Limited
Ventana USA

Cut Stock Mirror
Laminators Inc.

Misc. Products and Services, General
Crystal Clear Window Works
Gordon Aluminum Industries
NU-MIRROR
Taco Metals Inc.
Tremco Commercial
Glazing Systems

Truck Bodies
Barkow Trucks
Bromer Inc.
Wrisco Industries Inc.

Services
Anodizing
Aluminum Extruders Council
Linetec
Morse Industries
Southern Aluminum Finishing
TRACO
Wrisco Industries Inc.

Bending, Metal
Acurlite Structural Skylights Inc.
Crane Revolving Door Co.
Dlubak Corp.
Great Lakes Bending Inc.
J. Sussman Inc.
Niles Aluminum Products
Quickway Metal Fabricators Inc.
Rimac Metal Curving Specialists
Southern Aluminum Finishing
Southern Stretch Forming
Sunbilt Solar Products
Technoform
The Wagner Companies
Wrisco Industries Inc.

Bending, Vinyl
Rimac Metal Curving Specialists
Ventana USA
Witte North America Ltd.

Leasing, Financing
Atech Machine Inc.
Eagle Leasing Corp.

Product Design & Consulting
Bromer Inc.
Curtainwall Design
& Consulting Inc.
Dow Corning Corp.
Fluent Inc.
North American
Glass Equipment
Ready Access

Screen Printers
A. W.T. World Trade Inc.
Fleischle/Casso-Solar
Glass Machinery Group
Pulp Studio

Services, General
Aluminum Extruders Council
Arch. Specialty Products
Caff Co.
Gordon Aluminum Industries
J. Sussman Inc.
Sunbilt Solar Products
Tubular Specialties Mfg Inc.

Shop Drawings
Architectural Communication & Design
North American Glass Equipment
Ready Access

Southern Aluminum Finishing
Ziemer Inc.

Scratch Removal
Glass Technology
GlasWeld Systems
Shat R Proof Corp.

Vinyl Extrusions Prototypes
Crystal Window & Door Systems
P.C. Miller Associates Inc.

Skylight and Overhead Glazing Systems
Skylight and Overhead Glazing Systems, General
Acurlite Structural Skylights Inc.
E-skylight.com
J. Sussman Inc.
Kawneer Co. Inc.
New World Aluminum Corp.
Schott Corp./Technical
Glass Division
Skywall Translucent Systems
TRACO
Tremco Commercial
Glazing Systems
W & W Glass LLC

Skylight Covers
Atech Machine Inc.
EXTECH/Exterior
Technologies Inc.
Polygal Inc.

Skylight, Laminated Glass
Acurlite Structural Skylights Inc.
Dlubak Corp.
EXTECH/Exterior
Technologies Inc.
Major Industries
Patio Enclosures Inc.
Royalite Mfg.
SAGE Electrochromics Inc.
Solar Innovations Inc.
Ultraglas Inc.
Viracon
W & W Glass LLC

Skylight, Plastic Forming
Major Industries
Royalite Mfg.

Skylights
Advanced Glazings Ltd.
Aluminum Extruders Council
Duo-Gard Industries Inc.
EXTECH/Exterior
Technologies Inc.
Novum Structures LLC
PPG Industries Inc.
Precision Glass Bending
Royalite Mfg.
SAFTI First Fire-Rated Glazing Solutions
Sheffield Plastics Inc.
Solar Innovations Inc.
Structures Unlimited
Ultraglas Inc.

Sloped Glazing System
Acurlite Structural Skylights Inc.
Advanced Glazings Ltd.
Duo-Gard Industries Inc.
Erie Architectural Products Inc.
E-skylight.com
EXTECH/Exterior
Technologies Inc.
J. Sussman Inc.

Major Industries
Novum Structures LLC
Patio Enclosures Inc.
Polygal Inc.
Royalite Mfg.
SAFTI First Fire-Rated Glazing Solutions
Solar Innovations Inc.
Structures Unlimited
Sunbilt Solar Products
United States Aluminum Corp.
W & W Glass LLC

Tapes, Foam Thermal Barrier
Capital Tape Co. Inc.
Easy Life Solutions
Gaska Tape Inc.
Pres-On Tape & Gasket Corp.
Scapa North America
Venture Tape Corp.

Translucent Wall Panels
Advanced Glazings Ltd.
Duo-Gard Industries Inc.
EXTECH/Exterior
Technologies Inc.
Lockheed Window Corp.
Major Industries
Novum Structures LLC
Skywall Translucent Systems
Structures Unlimited
Ultraglas Inc.

Software
Accounting
GTS Services
Kimzey Software Solutions
Mainstreet Computers Inc.
PMC Software Inc.

Electronic Catalogs
Billco Manufacturing
Glass Group Inc.
Kimzey Software Solutions
Rehau Inc.

Estimating
Albat & Wirsam North America
GTS Services
Kimzey Software Solutions
Oben USA Inc.
PMC Software Inc.
Soft Tech America
SoftSolution-USK
WWP Enterprises

General Business
Friedman Corp.
Glass Group Inc.
GTS Services
Kimzey Software Solutions
Mainstreet Computers Inc.
PMC Software Inc.
SoftSolution-USK

Glass Cutting
Albat & Wirsam North America
Billco Manufacturing
Bottero Flat Glass Inc.
FOR.EL. S.p.A.
GED Integrated Solutions
Hartung Glass Industries
HP3 Software Inc.
Kimzey Software Solutions
Lisec America
North American
Glass Equipment
PMC Software Inc.
SoftSolution-USK
Winpro Formtek

Glass Fabrication Related
Albat & Wirsam North America
GED Integrated Solutions

Glassline/Simco
Hartung Glass Industries
HP3 Software Inc.
Kimzey Software Solutions
North American
Glass Equipment
PMC Software Inc.
SoftSolution-USK
WWP Enterprises
Ziemer Inc.

Inventory Management
Albat & Wirsam North America
Friedman Corp.
GED Integrated Solutions
GTS Services
Kimzey Software Solutions
Mainstreet Computers Inc.
North American
Glass Equipment
PMC Software Inc.
SoftSolution-USK

Insulating Glass Software
Albat & Wirsam North America
Allmetal Inc.
Alpack Associates Inc.
GED Integrated Solutions
Hartung Glass Industries
J. Sussman Inc.
Lisec America
North American
Glass Equipment
PMC Software Inc.
PPG Industries Inc.
Rudy Art Glass Studio
SoftSolution-USK
Sunbilt Solar Products
TRACO
Virginia Glass Products

Jobber/Distribution Optimization
Billco Manufacturing
Glassline/Simco
HP3 Software Inc.
Kimzey Software Solutions
PMC Software Inc.
Soft Tech America
SoftSolution-USK

Marketing Software
GTS Services
Kimzey Software Solutions

Point-of-Sale Software
Albat & Wirsam North America
GTS Services
Kimzey Software Solutions
Mainstreet Computers Inc.

Pricing Software
Albat & Wirsam North America
Kimzey Software Solutions
Mainstreet Computers Inc.
Oben USA Inc.
PMC Software Inc.
Soft Tech America
SoftSolution-USK

Software, General
Data Tranz
SoftSolution-USK
Standards Design Group Inc.
Strainoptics Inc.

Specialty Software
Fluent Inc.
Glass Group Inc.
Kimzey Software Solutions
PMC Software Inc.
SoftSolution-USK
WWP Enterprises

Quality Control Software
AMETEK Land Inc.

Kimzey Software Solutions
Pinpoint Laser Systems
PMC Software Inc.
SoftSolution-USK

Storefront/ Entrances

Breakshapes, Aluminum

AlumaFab Metal Sales LLC
Atech Machine Inc.
Columbia Commercial
Building Products
Doralco Inc.
Firestone Metal Products
Newcomer AP
PRL Glass Systems
Solar Innovations Inc.
Southern Aluminum Finishing
Southern Stretch Forming
Wrisco Industries Inc.

Cladded Entrances

Besam Entrance Solutions Inc
Cline Aluminum Doors Inc.
Doralco Inc.
Newcomer AP
Novum Structures LLC
PRL Glass Systems
Quickway Metal Fabricators Inc.
Wrisco Industries Inc.

Custom

Basco
C.R. Laurence Co. Inc.
Doralco Inc.
Erie Architectural Products Inc.
Morse Industries
Novum Structures LLC
Solar Innovations Inc.
Technical Glass Products
United Glass Corp.
Vistawall Group

Extrusions, Aluminum

Advanced Global Technologies
Aluminum Extruders Council
Arch Aluminum & Glass
Firestone Metal Products
Laminators Inc.
Morse Industries
PRL Glass Systems
Ready Access
Southern Aluminum Finishing
Tubelite Inc.
Vistawall Group
Wrisco Industries Inc.

Extrusions, Bending, for Storefronts

J. Sussman Inc.
Newcomer AP
Niles Aluminum Products
Rimac Metal
Curving Specialists
Southern Stretch Forming
The Wagner Companies

Glass Walls for Storefronts

Abundant Energy Inc.
ACH - Glass Operations
AGC Interedge Technologies
LLC
Alufam North America
Crane Revolving Door Co.
Doralco Inc.
DORMA Group
North America
EPCO USA Inc.
Garibaldi Glass Ind. Inc.
Glass Doctor
Glasswerks LA Inc.
J.E. Berkowitz LP
Novum Structures LLC
Patio Enclosures Inc.
PPG Industries Inc.
Precision Glass Bending
Solar Innovations Inc.

Technical Glass Products

Ultraglas Inc.
United Glass Corp.
Virginia Glass Products
W & W Glass LLC

Sheet, Aluminum

AlumaFab Metal Sales LLC
Firestone Metal Products
Laminators Inc.
Newcomer AP
Southern Aluminum Finishing
Tubelite Inc.
Wrisco Industries Inc.
Sheet, Anodized
AlumaFab Metal Sales LLC
Firestone Metal Products
Linetec
Southern Aluminum Finishing
Wrisco Industries Inc.

Sloped Glazing System

Abundant Energy Inc.
Duo-Gard Industries Inc.
Erie Architectural Products Inc.
Solar Innovations Inc.
United States Aluminum Corp.
W & W Glass LLC

Standard

Arch Aluminum & Glass
United States Aluminum Corp.

Storefront/Entrances, General

Alumicor Ltd.
Arch. Specialty Products
Brighton Glass Co.
Dynamic Glass & Door Ltd.
EFCO Corp.
Gordon Aluminum Industries
Kawneer Co. Inc.
New World Aluminum Corp.
Oldcastle Glass
Optimum Window Mfg. Co.
Rudy Art Glass Studio
Special-Lite Inc.
TRACO
Vistawall Group
W & W Glass LLC

Storefront Material

AGC Flat Glass

North America
Arch Aluminum & Glass
C.R. Laurence Co. Inc.
Columbia Commercial
Building Products
Johnson Brothers
Metal Forming
Laminators Inc.
Lockheed Window Corp.
PRL Glass Systems
Technical Glass Products
Tubelite Inc.
United States Aluminum Corp.
Wrisco Industries Inc.
YKK/AP America

Sunrooms and Related Products

Bent Solarium Glass
Atech Machine Inc.
J. Sussman Inc.
Precision Glass Bending
Solar Innovations Inc.
Sunbilt Solar Products

KD Kits

J. Sussman Inc.
Magnolia Metal &
Plastics Products
Patio Enclosures Inc.
Solar Innovations Inc.

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A WORLD OF GLASS



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South Louisiana's largest stocking
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Custom Fabrication in Laminated Glass
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Does your high tech production process follow these steps?

- Step 1. Glass is produced.
- Step 2. Glass is tempered.
- Step 3. Glass is scratched.
- Step 4. Glass is rejected.
- Step 5. Go back to Step 1.



If your production process follows these steps, call GlasWeld. We provide complete solutions to reduce your scrap ratios, defects and customer returns. With over 100 combined years of experience in glass repair and our proprietary Gforce™ Scratch Removal System, we can solve your toughest glass damage issues.

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You'll find a list of the industry's leading fabricators. We're the largest organization that provides 3rd-party, independent certification and follow-up testing for safety glazing fabricators. Our licensees meet or exceed stringent ANSI Z97.1 and the Consumer Product Safety Commission's standard CPSC 16 CFR 1201.

Demand only the best!

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safety glazing certification council

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Looking
For Quality?
Look For
SGCC.



2008 Industry Buyer's Guide

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Screen Rooms

Magnolia Metal & Plastics Products
Patio Enclosures Inc.
Phantom Screens
Reel Screens
Solar Innovations Inc.
Wrisco Industries Inc.

Skylights for Sunrooms

Abundant Energy Inc.
Acurlite Structural Skylights Inc.
Alumicor Ltd.
E-skylight.com
J. Sussman Inc.
ODL Inc.
Patio Enclosures Inc.
Solar Innovations Inc.
Sunbilt Solar Products
Wrisco Industries Inc.

Sunrooms

Abundant Energy Inc.
Acurlite Structural Skylights Inc.
J. Sussman Inc.
Major Industries
Patio Enclosures Inc.
Reel Screens
Sheffield Plastics Inc.
Solar Innovations Inc.
Structures Unlimited
Sunbilt Solar Products
TRACO

Sunrooms and Related Products, General

Acurlite Structural Skylights Inc.
J. Sussman Inc.
Novum Structures LLC
Optimum Window Mfg. Co.

Sunroom Replacement Curves (Tempered)

Precision Glass Bending
Solar Innovations Inc.

Tools and Supplies for Sunrooms

Abrasives
Atech Machine Inc.
C.R. Laurence Co. Inc.
Glastar Corp.
Lapcraft Inc.
Mirart Inc.
Universal Photonics Inc.

Brushes

Glastar Corp.

Carbide Cutting Wheels

Pistorius Machine Co. Inc.

Carbide Router Bits

Atech Machine Inc.
elumatec USA Inc.

Carbide Tipped Saw Blades

Atech Machine Inc.
elumatec USA Inc.
Pistorius Machine Co. Inc.

Cleaner, Glass

ADCO Products Inc.
C.R. Laurence Co. Inc.
Diamond-Fusion Int'l Inc.
Easy Life Solutions
Fenzi North America
Mirart Inc.
Shat R Proof Corp.
SIKA Corp.
Sommer & Maca Industries Inc.
Sprayway Inc.

U.S. Horizon Manufacturing

Unelko Group LLC
Universal Photonics Inc.
UV Process Supply

Cleaning Towels

SIKA Corp.
Unelko Group LLC
UV Process Supply

Fasteners

Outwater LLC
Pistorius Machine Co. Inc.

Felt Polishing Wheels

Universal Photonics Inc.

Glass Connectors

Mirart Inc.

Gaskets

Frank Lowe Rubber & Gasket Co. Inc.
Mirart Inc.

Glass Cutters, Tools

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Fein Power Tools Inc.
Hegla Corp.
Mirart Inc.
North American
Glass Equipment

Glass Drills, Bits Pulverizing and/or Destroying

Glastar Corp.
Mirart Inc.

Glass Pliers

Glastar Corp.
Mirart Inc.

Glaziers Supplies

C.R. Laurence Co. Inc.
Electronic Design to Market
Glastar Corp.

Low-E Detectors

Electronic Design to Market

Lubricants

Dow Corning Corp.
Sprayway Inc.

Polishing Compounds

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GlasWeld Systems
Universal Photonics Inc.

Release Agents, Compounds

Easy Life Solutions
Fenzi North America
Sprayway Inc.

Solvents

Fenzi North America
Shat R Proof Corp.
Sprayway Inc.
Universal Photonics Inc.

Tapes, Foam Glazing

Adchem Corp.
Capital Tape Co. Inc.
Frank Lowe Rubber & Gasket Co. Inc.
Gaska Tape Inc.
Pres-On Tape & Gasket Corp.

Thermometers

Electronic Design to Market
Universal Photonics Inc.
UV Process Supply

continued on page 102

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RESULTS

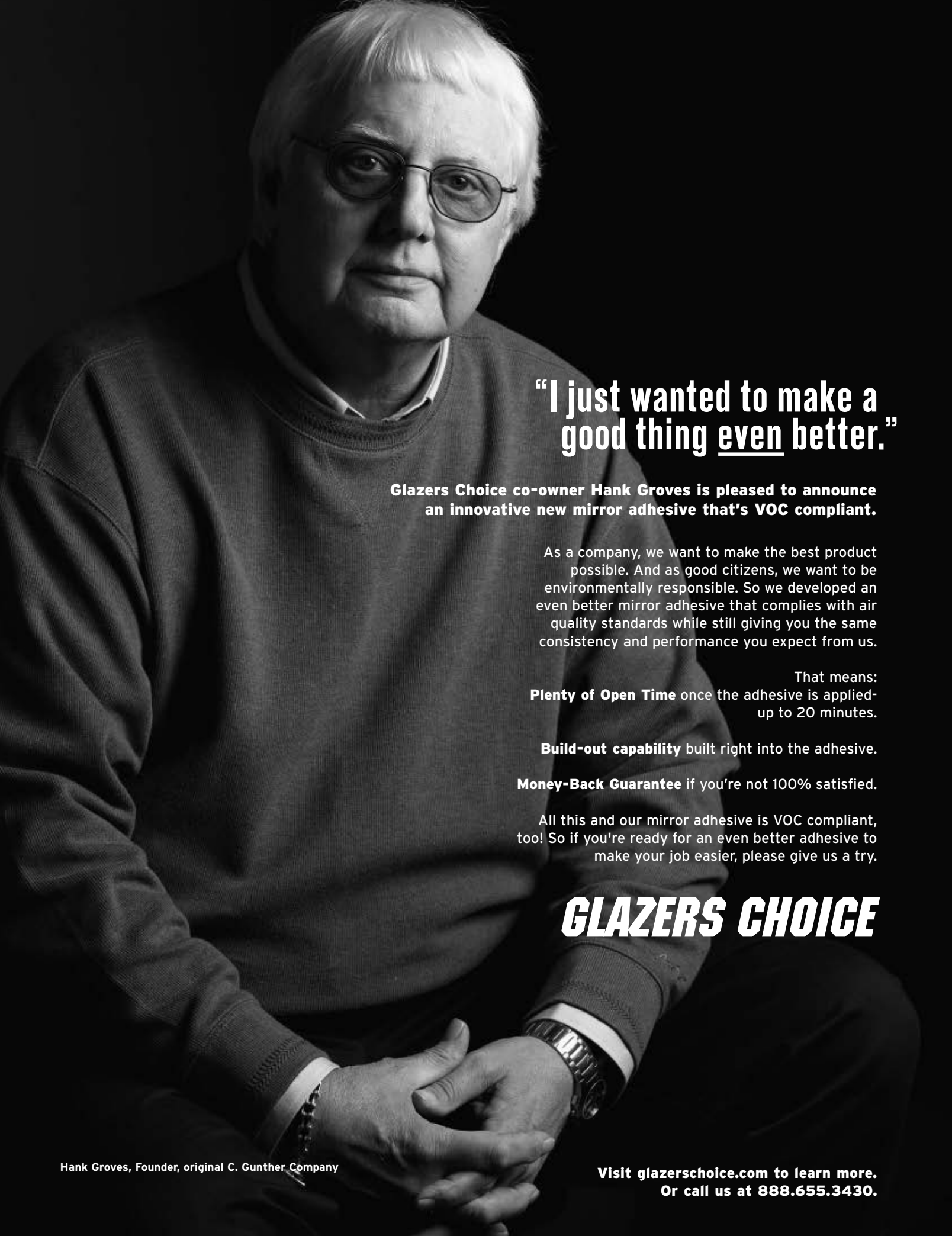
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Driven by the motivation and entrepreneurship of its owners, Strybuc Industries has matured from a local parts service company to a nationally-known wholesale distributor and manufacturer of window and door replacement hardware.

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About Strybuc Industries:

Founded in 1968 and acquired in 1982 by PGI, Strybuc Industries is a global supplier of window balances, window hardware such as casement operators and handles, window screens, door hardware, patio screen doors, closet door hardware, shower door hardware, toilet partition hardware and many other types of window and door replacement parts. The company is also the national stocking distributor for Truth Hardware, Hoppe North America Inc., Nobilus (Stone River Bronze), Caldwell, Genius, Ashland, Roto, Interlock, W&F, Ritescreen, Intek, Mighton, Hickory Hardware (Wright Products), Schlegel, All Amesbury Group Companies and many of today's leading window and door manufacturers.

To view our online catalog and for additional information regarding Strybuc Industries, visit www.strybuc.com

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2008 Industry Buyer's Guide

continued from page 100

Tools and Supplies, General

Midwest Marketing
MPM Inc.

Window Film and Coatings

Architectural Film

Bekaert Specialty Films LLC
Commonwealth Laminating
and Coating
CPFilms Inc.
Film Technologies
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Midwest Marketing
New World Aluminum Corp.
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Oben USA Inc.
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Commercial Tint

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Decorative Film

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GED Integrated Solutions
Midwest Marketing

Decorative Glass

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CPFilms Inc.
Outwater LLC

Security Film

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Commonwealth Laminating
and Coating
CPFilms Inc.
Film Technologies
International Inc.
Midwest Marketing
V-Kool Inc.

Window Film and Coatings, General

Brighton Glass Co.
CPFilms Inc.
Doyle Tinting
PMC Software Inc.

Not Listed?

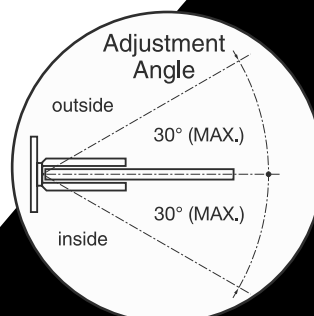
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appointments

NSG Makes Changes in Management Structure

Due to changes in integrating its glass businesses, Nippon Sheet Glass (NSG) in Japan has created new management positions. The senior management appointments took effect October 1.

Yozo Izuhara will continue in the role of chairperson of NSG Group, leading the board of NSG Group. **Katsuji Fujimoto** has been named chief executive officer, in addition to his former titles of representative director and president. **Stuart Chambers**, previously executive vice president and director, is now also a representative director and chief operations officer. **Clemens Miller** has been appointed senior executive officer, as well as senior executive officer and general manager of the building products business line in Europe. Miller was previously managing director of fire protection of



births

Johnsons Welcome Baby Girl

Erin and Larry Johnson of Edgetech I.G. Inc. in Cambridge, Ohio, welcomed **Ava Elizabeth** into the world on May 25, 2007. Ava weighed five pounds, 12 ounces, at birth and measured 18 inches long. She joined brother Alex, who is seven. Larry and Erin are executive vice president and marketing director, respectively, for Edgetech.



Ava Johnson

Pilkington plc. **Mark Lyons**, in addition to being senior executive officer, is now also head of the building products business line.

promotions

Bekaert Appoints Market Manager for North America

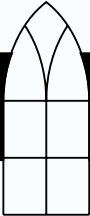
Bekaert has announced the appointment of **Peter Andries** as market manager in North America for the Bekaert Sputter Products division, effective immediately. In his new position, Andries



Peter Andries

will be responsible for all sales and marketing activities in North America. He will be the primary contact person for all existing customers of Bekaert's Rotatable Sputter solutions and will handle queries from prospective customers. Andries will be based at Bekaert's facilities in Spring Green, Wis.

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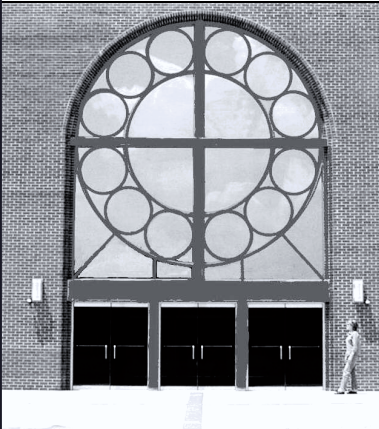


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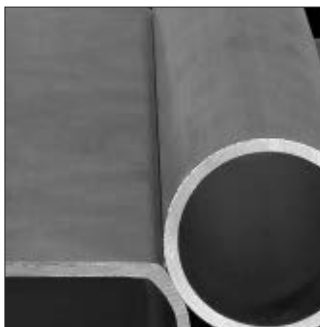
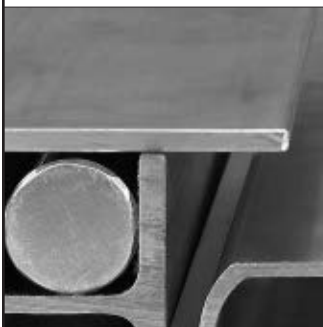
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News**makers**

continued

According to information from the company, Andries has played an active role over the past several years as the company's customer service technician in North America.

In addition, **Thomas Ray** will be joining the North American team as an internal sales reinforcement. According to information from the company, Ray brings a hands-on mentality, strong sales experience and a proactive attitude.

associations

NFRC Membership Elects Six New Board Members

Members of the National Fenestration Rating Council (NFRC) elected six members to serve on the board of directors. They are:

- **Stephen Selkowitz**, Lawrence Berkeley National Laboratory – general interest category;
- **Tony Rygg**, California Energy Commission – general interest category;
- **Steven Rosenstock**, Edison Electric Institute – general interest category;
- **Steve Strawn**, Jeld-Wen Inc. – fenestration industry – residential;
- **Stephen Farrar**, Guardian Industries Corp. – fenestration industry – glass; and
- **Joe Hayden**, Pella Corp. – fenestration industry – unspecified.

new hires

Quist Named Director of Marketing for CGI

Len Quist is filling the newly-created director of marketing position at CGI Windows and Doors in Miami. Quist will manage the company's brand and image, marketing communications and strategy, event planning and programs, dealer and installer training programs and sales support. Most recently, Quist was group marketing director for Jarden Consumer Products, a global durable products manufacturer and marketer of Oster, Sunbeam and Conair brands.

Frank Lowe Rubber & Gasket Hires New Marketing Coordinator



**Farah
Rothbeind**

Frank Lowe Rubber & Gasket Co. Inc. in Farmingdale, N.Y., has hired **Farah Rothbeind** to serve as marketing coordinator. Rothbeind, who brings ten years of experience to her new role, has a bachelor's degree in business administration/marketing from Hofstra University.

Prior to joining the company, Rothbeind worked in the marketing department for a publicly-held pharmaceutical company in New York. While

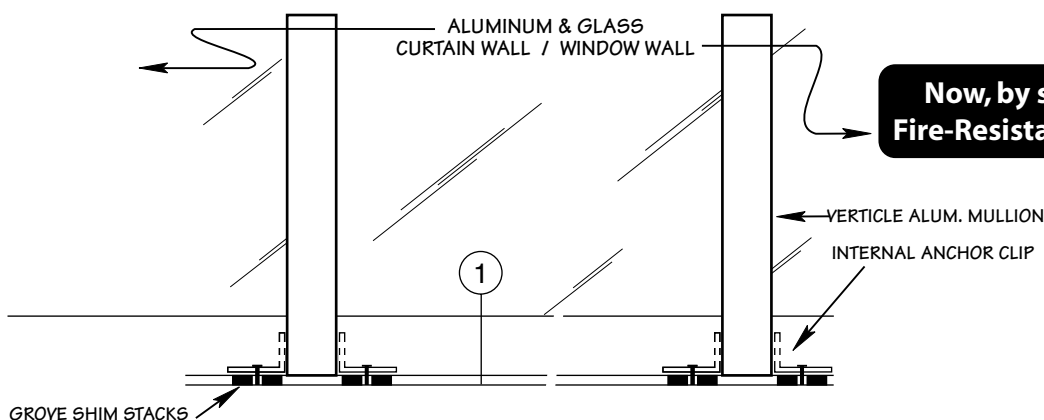
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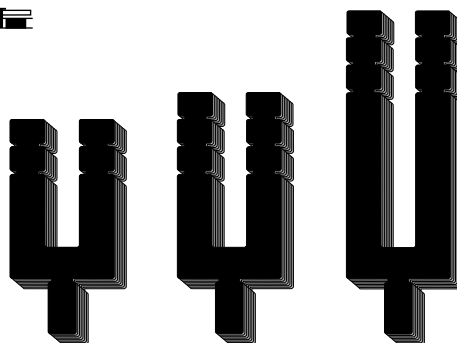
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Newsmakers

continued

there, she created, developed and managed the intranet marketing website and was also responsible for managing, coordinating and handling all logistics for industry trade shows. In addition, Rothbeind has experience managing direct mail programs, as well as developing and implementing creative promotional materials.

Edgetech Names Mathews National Sales Manager in the East



Rick Mathews

Edgetech I.G. Inc. in Cambridge, Ohio, has appointed **Rick Mathews** as its new national sales manager in the Eastern United States.

Mathews arrives to Edgetech with more than eight years' experience in the steel industry in sales and sales management. Mathews worked another eight years in the fenestration industry with assembly automation systems.

Mathews hails from Ohio State University where he earned a bachelor's of science degree. He resides in Cortland, Ohio, with his wife and two daughters.

retirements

Deyo Retires from Mid-Ohio Tempering



Jack Deyo

After nearly 30 years in the glass industry, **Jack Deyo**, president of Mid-Ohio Tempering, a United Glass Corp. company based in Columbus, Ohio, has announced his retirement.

Deyo began working in the glass industry in 1979 with Worthington Industries. The company acquired the high-performance coating manufacturer ACT in Nashville, Tenn., and Deyo was asked to start up that plant. In 1984 Deyo started his own company and was a manufacturers' rep for architectural glass products for Saint Gobain. He founded Mid-Ohio Tempering in 1989.

"Over the past 28 years I have been involved with thousands of projects, and a great number from design, development and delivery," Deyo says. "I've enjoyed participating in the unique and different areas, though they've all been fantastic. I've enjoyed working on the two-story project here in Columbus as much as the 40-story in Honolulu."

Deyo told **USGlass** that he feels that the people with whom he has worked have made these projects successful.

"[My] leadership style is you have to have a successor strategy and we have great people who are in solid positions to take this company to the next level," he says. "The people are the backbone of the company and everyone here is more than capable to take the company to the next level. So I would say the people side has also been most fulfilling."

Deyo says he is looking forward to spending more time with his wife and grandchildren. ■

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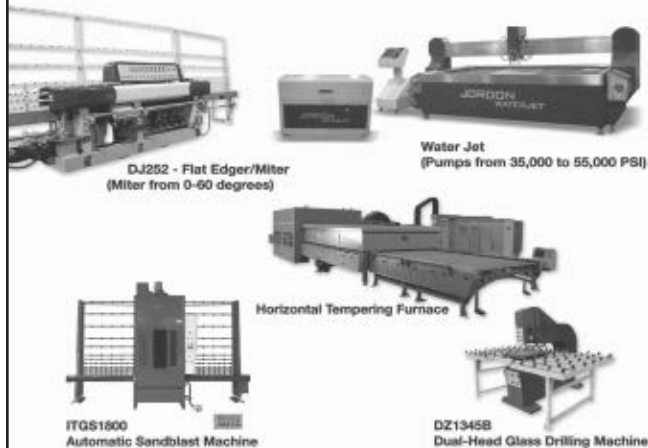
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Reviews & Previews

BEC Conference to be Held in February

The Glass Association of North America's (GANA) Building Envelope Contractors (BEC) Division technical committee has refocused its efforts under the leadership of Henry Taylor of the Kawneer Co., who reports that its agenda is filling quickly in advance of its next full meeting in February. The meeting, which officially kicks off the BEC Conference, will take place at 9 a.m., February 17, 2008, at the Rio All-Suites Resort and Casino in Las Vegas.

"We have assembled an excellent team of professional experts in the industry," says Taylor. "Our consensus approach on the Committee will enable us to study and solve some of the biggest issues facing glazing contractors on the job today."

Short-term objectives for the committee include:

- Creating a glass informational bulletin on boiler plate bid qualifications;
- Updating sections of the GANA Glazing Manual for the 2008 50th Anniversary edition;
- Authoring a new GANA manual on architectural fenestration framing systems; and
- Publishing a glass informational bulletin on key elements of fenestration elements in shop drawings.

► www.glasswebsite.com

glasstec 2008 to Feature Energy Efficiency Focus

"Glass and energy" will be high on the agenda at the forthcoming glasstec, to be held October 21-25, 2008, in Düsseldorf, Germany.

Worldwide reductions in CO2 emissions and careful use of oil and gas resources remain hot topics and have provoked demand for more energy-efficient glass products. As such, the biannual event will showcase solutions for energy-efficient products and production.

glasstec will once again host the Glass Technology Live "special show" and accompanying technical symposium, this time with the theme of "glass and energy." According to show organizers, both the special show and the symposium will look beyond products fit for mass production to innovations and visions for the future, both in technical and aesthetic terms. Show organizers note that traditional subjects, such as laser technology, functional coatings and nanotechnology will also be featured at the show.

► www.messe-duesseldorf.de

Up&Coming

NORTH AMERICAN EVENTS

January 8, 2008

Open Energy Forum
Sponsored by the Advanced Building Coalition (ABC).
TBD.
Dallas.
Contact: ABC at
abcoalition@mac.com.

January 9-10, 2008

Midwest Energy Solutions Conference
Sponsored by the Midwest Energy Efficiency Alliance (MEEA).
Drake Hotel.
Chicago.
Contact: MEEA at
312/587-8390.

January 28-February 1, 2008

IGMA 8th Annual Conference
Sponsored by the Insulating Glass Manufacturers Alliance (IGMA).
Sundial Beach Resort.
Sanibel Island, Fla.
Contact: IGMA at 613/233-1510.

February 13-17, 2008

Glass Week 2008
Sponsored by the Glass Association of North America (GANA).
Rio Las Vegas.
Las Vegas.
Contact: GANA at
785/271-0208.

February 17-19, 2008

BEC Conference 2008
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Rio Las Vegas.
Las Vegas.
Contact: GANA at
785/271-0208.

February 24-25, 2008

AAMA Executive Leadership Conference
Sponsored by the American Architectural Manufacturers Association (AAMA).
Renaissance Esmeralda Resort and Spa.
Indian Wells, Calif.
Contact: AAMA at
847/303-5664.

February 24-27, 2008

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Contact: AAMA at
847/303-5664.

April 10-12, 2008

Glass TEXpo™
Sponsored by the Texas Glass Association and USGlass magazine.
Henry B. Gonzalez Convention Center.
San Antonio, Texas.
Contact: USGlass magazine at 540/720-5584.

May 1-3, 2008

Americas' Glass Showcase™
Sponsored by the Americas Glass Association and the Independent Glass Association (IGA).
Cashman Convention Center.
Las Vegas.
Contact: USGlass magazine at 540/720-5584.

May 1-3, 2008

IGA Spring Auto Glass Conference and Independents Day Show
Sponsored by the IGA.
Cashman Center.
Las Vegas.
Contact: USGlass magazine at 540/720-5584.

May 2-3, 2008

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Las Vegas.
Contact: WINDOW FILM magazine at 540/720-5584.

INTERNATIONAL EVENTS

January 8-9, 2008

Glass World Expo
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Bandra Kurla Complex.
Mumbai, India.
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March 5-7, 2008

Second GLASSAC-08 Congress
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Aula Magna of Valencia University Historic Building.
Valencia, Spain.
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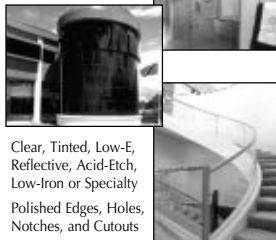
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Contact: Darrell Ery
Ph: 248/624-0300

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7 year old model, complete with manual & some support parts. Ajax Glass Co, Fort Worth, TX 817/732-3359 Arthur or Buddy. e-mail: glassmen@sbcglobal.net \$3400.00

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28	ACH	800/331-2607	918/254-5244	www.versaluxglass.com
11	ACI Distribution	800/221-8408	501/884-5338	www.acidistribution.com
108	Acurite Structural Skylights Inc.	570/759-6882	570/759-9552	www.acurlite.com
19	Adams Rite Manufacturing Co.	800/872-3267	909/632-2370	www.adamsrite.com
68-69	AGC Flat Glass North America	800/251-0441	423/229-7110	www.agc-group.com
50	Albany Hardware	888/680-9990	888/680-1998	www.albanyhardware.com
17	Alumax	800/643-1514	870/234-3181	www.alumaxbath.com
81	Americas Glass Association	877/275-2421	530/642-0993	www.americasglassassn.org
122	Arch Aluminum	866/629-2724	586/725-4627	www.archaluminum.net
30	Artus Corp.	201/568-1000	201/568-8865	www.artuscorp.com
45	Billco Manufacturing	724/452-7390	724/452-0217	www.billco-mfg.com
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16,93	Bromer Inc.	450/477-6682	450/477-9679	www.bromer.com
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61	CPFilms Inc.	800/255-8627	314/674-1950	www.cpfilms.com
31	C.R. Laurence Co. Inc.	800/421-6144	800/262-3299	www.crlaurence.com
95	Crystal Clear Window Works	800/436-4688	613/727-6909	www.getthefogout.com
99	Dependable Glassworks	800/338-2414	800/866-0986	www.dependableglass.com
87	DORMA Architectural Hardware	800/523-8483	800/274-9724	www.dorma-usa.com
27	DORMA Glas	800/451-0649	301/390-0011	www.dorma-usa.com
65	Edgetech IG Inc.	800/233-4383	740/439-0121	www.superspacer.com
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59	F. Barkow Inc.	800/558-5580	414/332-8217	www.barkow.com
64	Fenzi North America	416/674-3831	416/674-9323	www.fenzi-na.com
34	Fletcher-Terry Co.	800/843-3826	860/676-8858	www.fletcher-terry.com
33,46,95	Glass Association of North America	785/271-0208	785/271-0166	www.glasswebsite.com
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53	Intermac AGM	704/357-3131	704/357-3130	www.intermacamerica.com
104	J.Sussman Inc.	718/297-0228	718/297-3090	www.jsussmaninc.com
103	Jiangsu Xiuqiang Glasswork Co. Ltd.	86 527 8445906	86 527 84459085	www.jsxq.com
26	JLM Wholesale	800/522-2940	248/628-6733	www.jlmwholesale.com
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3	Joseph Machine Co.	800/457-7034	717/432-2712	www.josephmachineco.com
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66	Mainstreet Computers Inc.	800/698-6246	734/697-8228	www.mainstreetcomp.com
13	Mayflower Sales Co. Inc.	800/221-2052	718/789-8346	www.mfsales.com
39	Nordson Corp.	800/683-2314	770/497-3656	www.nordson.com
67	Painters & Allied Trades	888/934-6474	301/654-2025	www.lmcionline.org

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35	Pilkington North America	800/221-0444	419/247-3821	www.pilkington.com
50	Polytronix Inc.	972/238-7045	972/644-0805	www.polytronix.com
42	Precision Glass Bending	800/543-8796	800/543-8798	www.e-bentglass.com
32	Prelco Inc.	800/277-3526	418/862-8181	www.prelco.ca
110	Pulp Studio	310/815-4999	310/815-4990	www.pulpstudio.com
100	Safety Glazing Certification Council	877/668-3784	315/646-2297	www.sgcc.org
5,33a	SAFTI First Fire Rated Glazing Solutions™	888/653-3333	415/822-5222	www.safti.com
111	Sherer Studio Inc.	800/533-4292	386/454-3773	www.shererstudio.com
109	Soft Tech America Inc.	954/568-3198	954/563-6116	www.softtechnz.com
89	Sommer & Maca Industries Inc.	800/323-9200	708/863-5462	www.somaca.com
54	Southeastern Aluminum Products	904/781-8200	904/224-8068	www.southeasternaluminum.com
102	Strybuc Industries	800/352-0800	610/534-3202	www.strybuc.com
20	Taco Metals	800/743-3803	727/576-1053	www.tacometals.com
1	Technical Glass Products	800/426-0279	800/451-9857	www.tgpamerica.com
7	Technoform	423/926-0000	423/929-0002	www.technoform.us
89	U.S. Bulletproofing Inc.	800/363-8328	410/923-0998	www.usbulletproofing.com
102	U.S. Horizon	877/728-3874	661/775-1676	www.ushorizon.com
29	Uniglass Engineering Oy	412/835-2659	412/835-4165	www.uniglass.com
49	United Glass Corp.	800/232-9050	Not Available	www.pdcglass.com
24-25	Unruh Fab Inc.	888/772-8400	316/772-5852	www.unruhfab.com
48	Vetrotech Saint Gobain	888/803-9533	253/333-5188	www.vetrotechusa.com
21	Viracon	800/533-2080	507/444-3021	www.viracon.com
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'Twas The Morning After

by Lyle R. Hill

It doesn't stop, and because it doesn't stop, neither can you. It's been called all kinds of things ... a hungry animal ... a runaway freight train ... an unstoppable roller coaster ... a furnace in need of constant stoking. Accountants often simply refer to it as overhead or perhaps fixed costs. But regardless of what you or they call it, it has to be covered and if that means working late into the night or on weekends or even during holidays, you do it because it needs to be done. So with those happy thoughts in mind, the following was written. It should be read to the cadence of *'Twas The Night Before Christmas*.

*'Twas the morn after bid day and all through the place,
not a person was smiling ... not even a trace.
The drawings were awful and the specs even worse,
to have bid such a job ... seemed almost perverse!
But the backlog was low and no time for joking,
the rent was now due ... the furnace needed stoking.
If work didn't come soon, things would get brutal,
we'd soon have to close ... kit and caboodle!
We pondered aloud, what could be the matter?
we missed the shop's noise ... the clank and the clatter.
Then what to our wondering eyes did appear,
but another G.C. ... with a bid for next year!
Dropping plans on the desk, he said to our sorrow,
work all night if you must ... I need your price by tomorrow!
Wake Pete, get Mike, sharpen pencils for Jerry,
call Lou, page Tony ... order dinner in for Terry!
We rolled up our sleeves, started coffee abrewing,
and wondered aloud ... what the heck are we doing?
There'd be no sleeping tonight, though rest we were needing,
for the beast known as overhead ... was in want of a feeding!
And if by life's fate, this job goes to some other,
sure as reindeer do fly ... there's always another.
Thus let me exclaim to those far and those near,
Merry Christmas to all ... and to all a GOOD YEAR!*



And let me also take this time to thank you for all of the support and encouragement that I have received this past year from so many of you. I even appreciated the comments from those of you who disagree with something I've written because at least it means that you took the time to read an article. Your letters, calls and e-mails have been a real source of pleasure and I hope each and every one of you has a terrific 2008! ■

the author



Lyle Hill is president of MTH Industries of Chicago. Mr. Hill's opinions are solely his own and not necessarily those of this magazine.

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Glaston's President Says Profit Levels are "Unsatisfactory" This Period

Mika Seitovirta, president and chief executive officer of Glaston Corp. in Finland, noted in the company's January-September 2007 interim report that profit levels "remained unsatisfactory" in the third quarter. Seitovirta said that the Group's net sales for the third quarter were at the previous year's levels. Profit for the financial period was EUR 2.6 (USD \$3.8) million. However, Seitovirta added, "The forecast for the final quarter of the year is good, exceeding the level of the third quarter."

Consolidated net sales for the January-September period grew by 17 percent to EUR 181.0 (USD \$266.8) million. Third quarter net sales were EUR 57.3 (USD \$84.4) million. Operating profit for the nine months, excluding non-recurring items, was EUR 9.5 (USD \$14.0) million, or 5.2 percent of net sales, while the third quarter operating profit was EUR 4.0 (USD \$5.8) million, or 6.9 percent of net sales.

Net sales for the Pre-Processing segment in the third quarter were EUR 20.6 (USD \$30.3) million, Heat Treatment's net sales were EUR 30.2 (USD \$44.5) million and the Software Solution business's net sales were EUR 6.8 (USD \$10.0) million. The Pre-Processing business area accounted for EUR 0.3 (USD \$0.4) million of the third

quarter operating profit, Heat Treatment for EUR 3.2 (USD \$4.7) million and Software Solutions for EUR 1.6 (USD \$2.3) million.

According to the interim report, growth in the construction industry continued in all market areas, excluding North America where residential construction was subdued.

"A slowdown of private building and financial market instability in the USA had a weakening effect on the third quarter order book for the heat treatment business area," says Seitovirta.

In contrast with the general market situation, sales for the company's pre-processing business developed well in North America. In the third quarter, measures aimed at improving the efficiency of product delivery were initiated in the business area. The general North American market situation was not reflected in Glaston's software solutions business, however, as a number of large glass manufacturers invested in new software solutions.

The report notes that the Group has a number of programs underway to increase profitability by improving the quality of the delivery chain and enhancing operational efficiency. "The results of the efficiency measures will begin to be seen during 2008," Seitovirta says.

According to the report, the Glaston Group's 2007 net sales and operating profit are expected to grow.

The company also noted in its interim report that its glass processing unit, Tamglass Glass Processing, sold its balcony glass business to Lejo Network Oy on October 1. As part of the consideration, Tamglass Glass Processing acquired a 12 percent shareholding in Lejo Network Oy.

The deal included assets of the balcony glazing business, including balcony system product rights. The business operations sold account for approximately 5 percent of Glass Processing's turnover. The deal had no impact on personnel.

► www.glaston.net

PPG Reports High Third Quarter Net Income

Pittsburgh-based PPG Industries reports that its third quarter net income was \$191 million, or \$1.15 per share, compared to a third quarter 2006 net income of \$90 million. The 2007 numbers were comprised of net income from continuing operations of \$215 million, or \$1.29 per share, and a loss from discontinued operations, net of tax, of \$24 million, or 14 cents per share. Record sales for the third quarter reached \$2.8 billion, surpassing the

Glaston Segments Financial Highlights

(in million \$)

	Net Sales				Operating Profit			
	7-9/2007	7-9/2006	1-9/2007	1-9/2006	7-9/2007	7-9/2006	1-9/2007	1-9/2006
Pre-Processing	30.0	30.5	95.8	91.3	0.4	0.5	1.7	-0.1
Heat Treatment	44.1	51.8	159.9	135.4	4.6	5.8	17.3	12.4
Software Solutions	9.9	-	9.9	-	2.3	-	2.3	-
Parent company + elim.	-0.4	-0.1	-1.3	-0.4	-1.6	-1.3	-7.5	-4.3
Total	83.7	82.2	264.5	226.3	5.8	5.1	13.8	7.8

PPG Industries Glass Segment Financial Statement

(in million \$)

	Glass Net Sales	Glass Segment Income
3 Months Ended Sept. 30 '07	302	28
3 Months Ended Sept. 30 '06	292	25
9 Months Ended Sept. 30 '07	890	62
9 Months Ended Sept. 30 '06	886	79

prior year's third quarter results by 13 percent.

Glass segment sales increased \$10 million, or 3 percent, due to improved volumes and the positive impact of stronger foreign currencies. Segment earnings improved by \$3 million due primarily to improved sales volumes.

PPG reported in September 2007 the signing of agreements to sell its two automotive glass businesses and its fine chemicals business. Consequently, the results of operations for those businesses for the current and prior periods will be reported as discontinued operations in a separate component of PPG's earnings.

"We're accelerating the transformation of our business portfolio," notes Charles E. Bunch, PPG's chairperson and chief executive officer. "We recently announced the pending acquisition of SigmaKalon and the divestiture of our automotive glass and fine chemicals businesses. These pending transactions will dramatically enhance our focus on coatings and optical and specialty products and significantly shift our geographic presence. When these deals are completed, more than 50 percent of our sales will be outside the United States and Canada.

Vitro Reports Continued Sales Growth in Third Quarter

During the third quarter of 2007 Monterrey, Mexico-based Vitro's net income dropped from \$8 million to \$3 million, compared to the same period last year. The company reports that the drop was primarily the result of an increase in financing costs and high expenses associated with the acquisition

of the additional 50 percent stake in Vitro AFG (see October 2007 *USGlass*, page 21). These factors were partially offset by lower income taxes.

Consolidated net sales for the quarter increased 7.1 percent to \$665 million from \$621 million last year. Consolidated EBITDA for the quarter decreased 10.5 percent to \$94 million from \$105 million in the third quarter 2006.

Flat glass sales for the quarter increased 11.1 percent to \$318 million. Domestic sales increased 6 percent, mainly as a result of a higher sale volume to the automotive segment. Float glass sales remained relatively stable; the segment experienced a 1-percent

increase due to a better price mix, although the increase was offset by a 12-percent decline in volumes. Export sales increased 26.1 percent for this quarter, primarily due to higher volumes in the construction-related and automotive business lines. During the quarter, EBITDA of flat glass increased 6.1 percent to \$31 million from \$29 million last year.

Sales from foreign subsidiaries rose 9.2 percent from last year to \$175 million and maintained their upward trend. Sales at Vitro Cristalglass, the company's Spanish subsidiary, increased 32 percent, which, the company says, was the result of the stronger demand of more value-added products from the construction market. Sales at Vitro Colombia increased 39 percent compared with the same quarter last year due to higher volumes linked to the strong demand from the Venezuelan and Ecuadorian markets.

► www.vitro.com

Vitro's Third Quarter Financial Highlights

(in million \$)

	Third Quarter '07	Third Quarter '06	Percent Change
Consolidated Net Sales	665	621	7.1%
Glass Containers Net Sales	339	326	4.2%
Flat Glass Net Sales	318	286	11.1%
Cost of Sales	483	446	8.2%
Gross Income	182	175	4.4%
Gross Margins	27.4%	28.1%	-0.7pp
SG&A	129	118	10.0%
SG&A % of Sales	19.5%	19.0%	0.5pp
EBIT	53	57	-7.1%
EBIT Margins	7.9%	9.2%	-1.3pp
EBITDA	94	105	-10.5%
Glass Containers EBITDA	66	75	-12.2
Flat Glass EBITDA	31	29	6.1%
EBITDA Margins	14.1%	16.9%	-2.8pp
Net Income	(3)	8	-
Net Income Margins	-0.5%	1.3%	-2pp
Total Debt	1,382	1,209	14.3%
Short Term Debt	80	492	-83.7
Long Term Debt	1,302	717	81.6%
Average Life of Debt	7.1	3.5	81.6%
Cash & Cash Equivalents	173	77	125.8%
Total Net Debt	1,209	1,132	6.8%