

GSA shows less interest in protective glazing: Opportunity lies in products that combine energy-efficiency and impact-resistance

Source: McGraw Hill Construction | Compiled by Sabely Mukerji

Protective glazing usage has slowed down since the beginning of 2007. The government is the biggest user of protective glazing, but in recent times its focus has shifted to energy savings and green glass, says Brian Pittman, director of marketing and communication, Protective Glazing Council International, Topeka, Kan. "In a way, it's more like a fad because green is in," he says.

"The DOD [Department of Defense] has remained focused on protective design," says Joseph Smith, vice president/division manager and director, Security Consulting Services, Applied Research Associates, Vicksburg, Miss., and a PGC International board member. "However, we have seen a marked reduction in the interest shown by the GSA [U.S. General Services Administration] in security-related matters over the past couple of years. Especially since gasoline spiked over \$4 per gallon and crude was selling at \$140 per barrel, there has been a significant shift in priorities

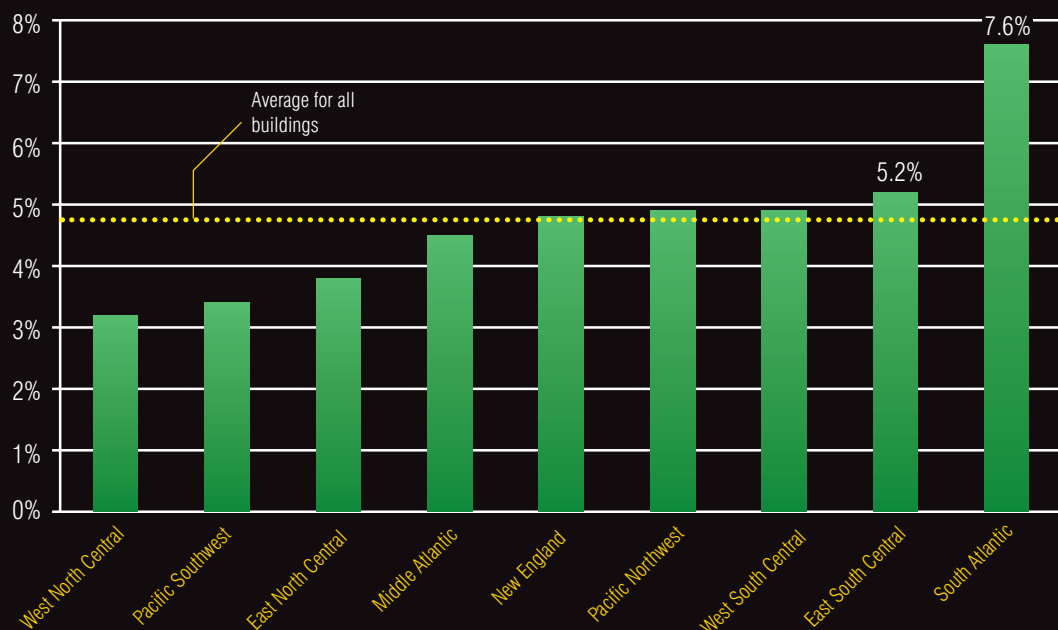
for much of the federal government. This shift mirrors the focus of the current administration. Anything energy related is getting attention. The opportunity lies in providing dual-use applications. There will be serious interest in any product or technology that can combine energy savings with protective design."

Scott Haddock, president, GlassLock, Easton, Md., and vice president, PGC International, concurs. "GSA is showing a lower interest in security, especially physical security. It would be important for our industry to accentuate the fact that protective glazing can, and in many instances, has been designed for energy efficiency as well. GSA should not forget they do have mandated security requirements for a vast majority of their building inventory, and that our industry can and has bridged the two technologies."

See the following graphs for a breakdown of usage by region and sector, and expected usage change over the next five years.

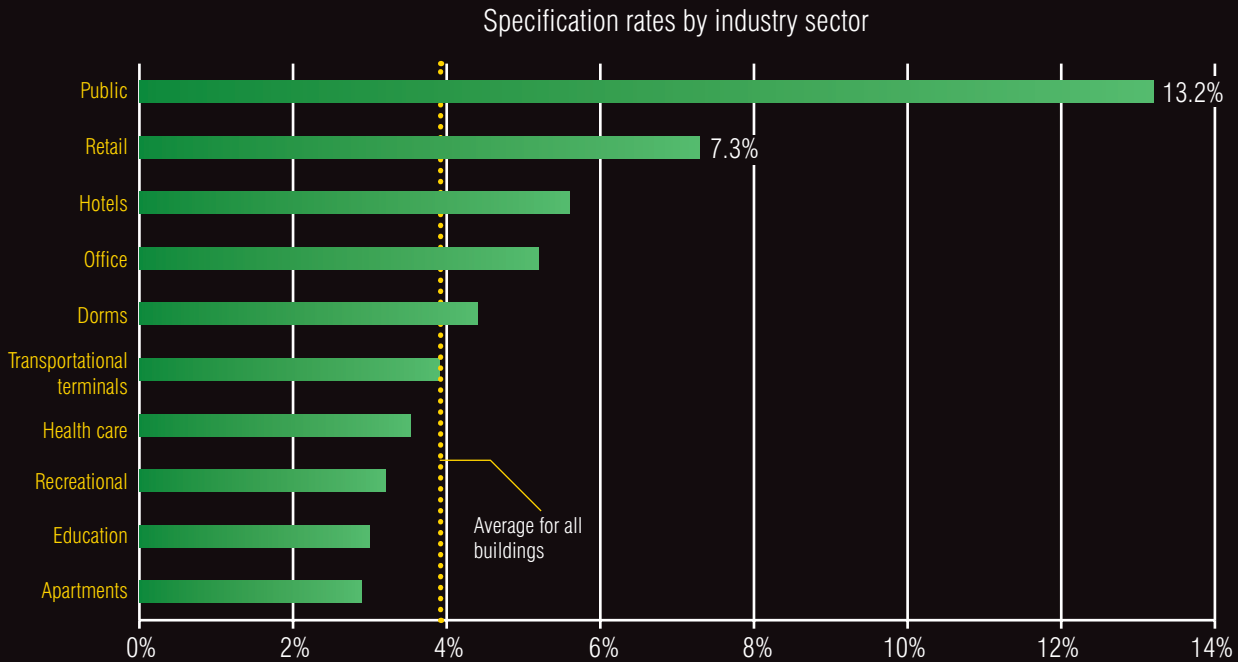
Two regions above average

Specification rates by region



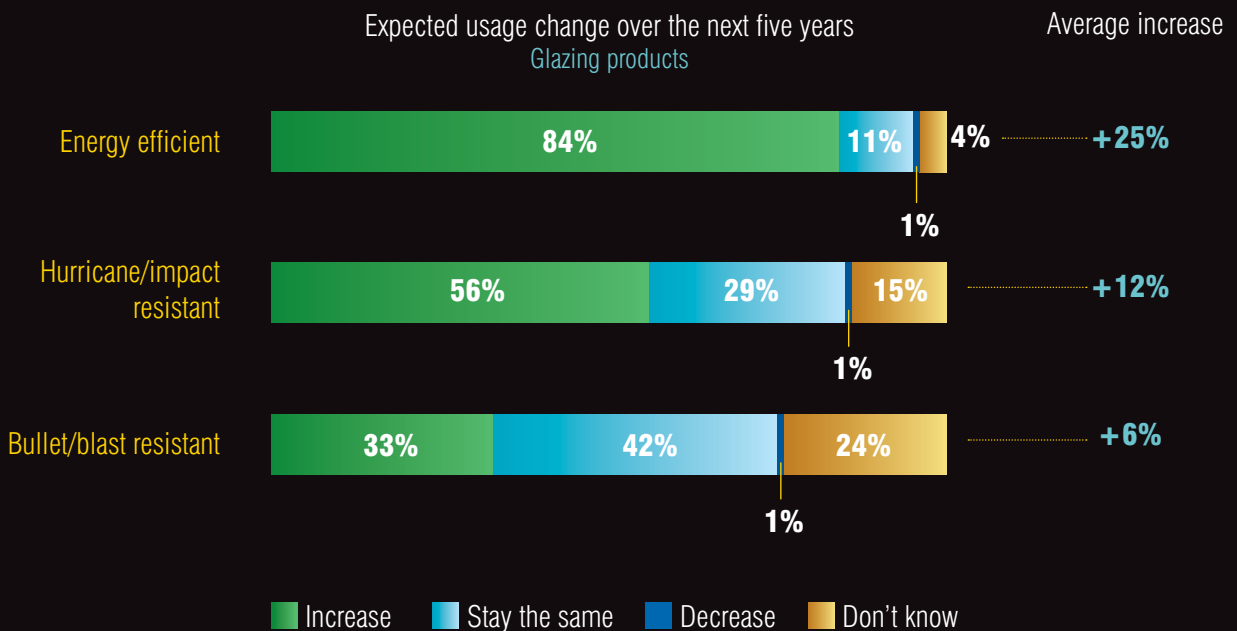
Source: McGraw Hill Construction 2008

Public and retail sectors dominate



Source: McGraw Hill Construction 2008

Expected increase in impact-resistant glass specifications



Source: McGraw Hill Construction 2008