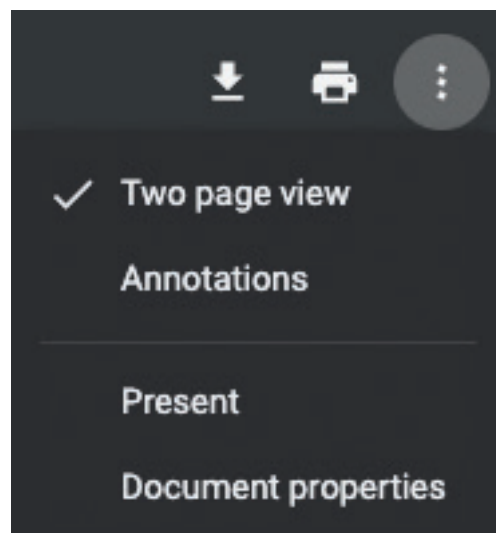


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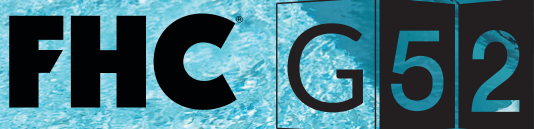
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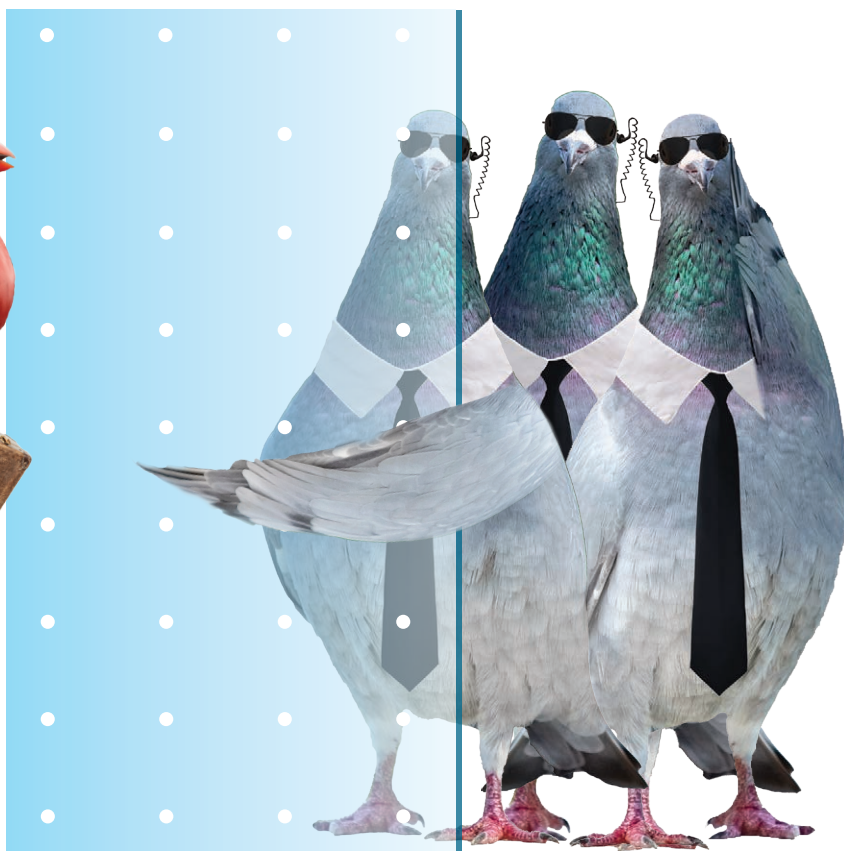
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PROJECT SHOWCASE



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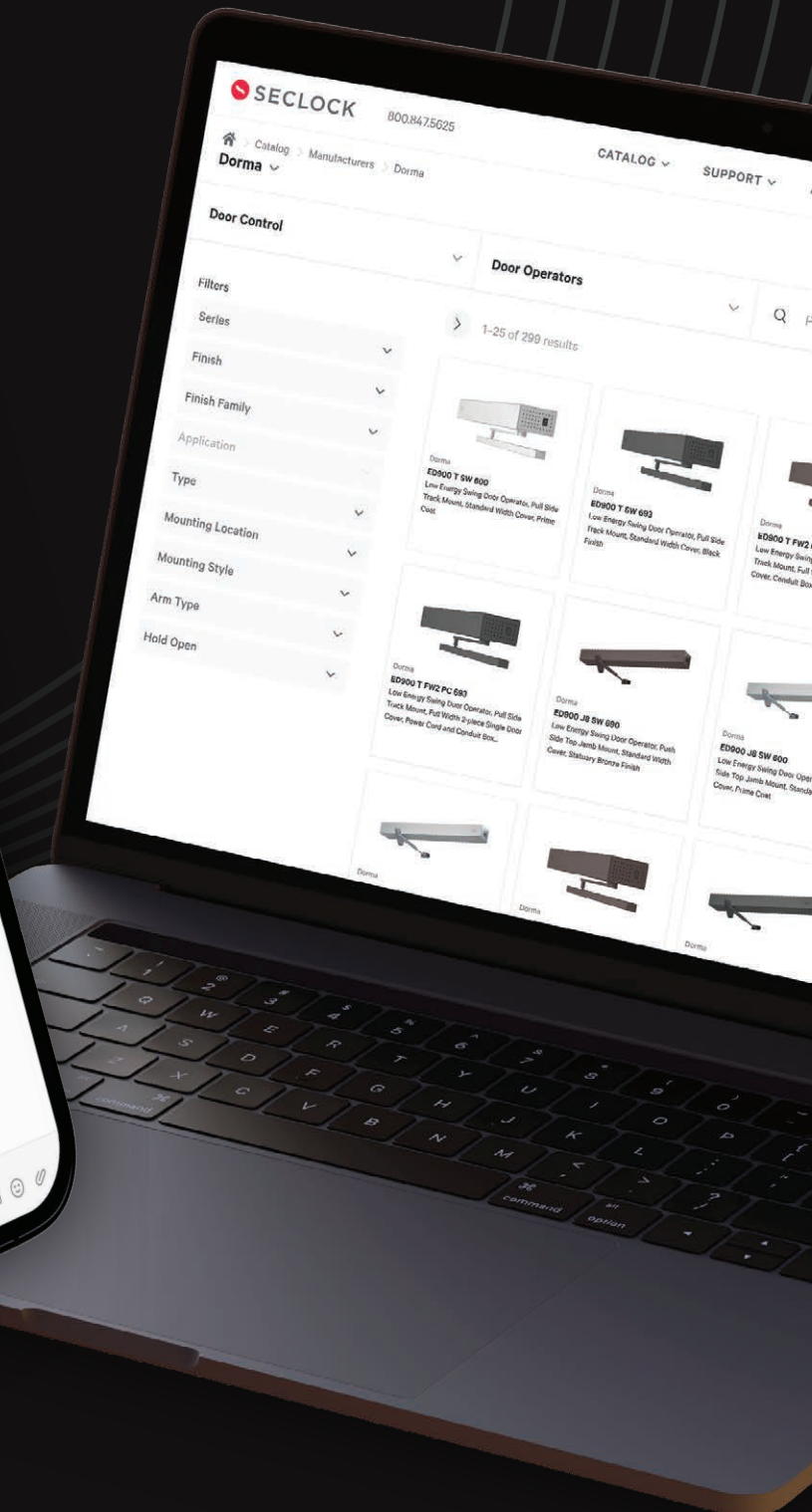
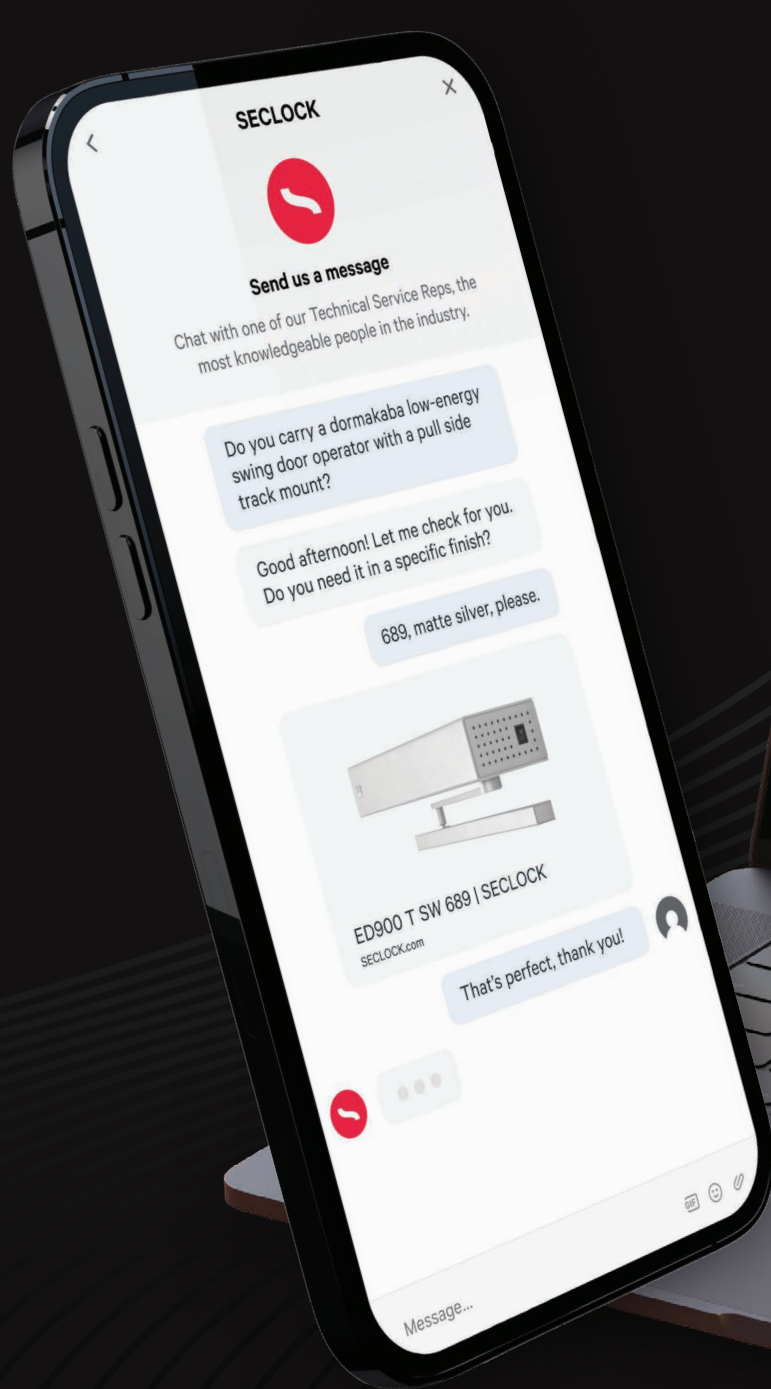
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Building the Next Generation at GlassBuild



KATY DEVLIN
Content Director
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Labor, labor, labor. While high-interest-rate pressures, demand fluctuations, supply chain struggles and more have hit companies hard in recent years, it is labor that is the industry's most persistent and painful challenge. In response, we at the National Glass Association (the publisher of Glass Magazine) are bringing the topic of labor center stage at GlassBuild America: The Glass, Window & Door Expo, Sept. 30-Oct. 2 at the Kay Bailey Hutchison Convention Center in Dallas.

Of course, addressing the ongoing labor shortage has been a key goal of GlassBuild education and programming in recent years. However, the 2024 event brings the topic even more into the spotlight, with a range of events and presentations designed to deliver immediately actionable strategies for attendees to bring back to their companies, focusing on reaching, recruiting and training the next generation of glass industry workers.

Three highlights:

1. Workforce Development Day at the Main Stage

The Main Stage theater is back at the GlassBuild show floor, with day two (Oct. 1) programming focused on labor. Leading the day's program is a keynote on "Building the Next Generation" from Emily Pilloton-Lam, who is a designer, builder, educator, TED-talk veteran and driver for recruiting young people to jobs in construction.

Workforce Development Day also includes sessions on developing internal training programs, fostering opportunities through mentorship, building recovery-safe workplaces and leveraging your network for professional development. Sessions are open to all GlassBuild attendees.

2. Student groups at GlassBuild

GlassBuild 2024 will welcome groups of high school and trade school students, introducing young people to the glass industry directly. To quote my colleague Jenni Chase, NGA's vice president of workforce development, "The labor shortage is not a problem that's going to solve itself. It's up to us,

as an industry, to take action. To tell our story. To let people who've never heard the word 'glazier' or 'fabricator' know about the careers available to them." Bringing students to the industry's largest North American event provides a key opportunity to demonstrate the incredible career potential in glass, from the field to the plant.

Groups include a field trip of 40 to 50 STEM students from a local high school, and a group of students from a nearby trade school, who will tour the show floor and participate in applicable Main Stage sessions.

3. Recruiting in high schools at the Glazing Executives Forum

The Glazing Executives Forum, held Sept. 30 in conjunction with GlassBuild, will include an Effective Recruitment Strategies workshop. Attendees to the workshop—one of three concurrent tracks at the forum—will leave with immediately actionable take-home strategies and tools for recruiting new employees and building up the next generation of glaziers.

The session will be led by NGA's Jenni Chase, and Dan and Jodi Martinez, president and vice president of AllStar Glass. Attendees will learn how to recruit at technical schools and high schools, and via social media. Participants will come away with a recruitment tool kit, including stickers, postcards and a copy of NGA's new resource, A Guide to Recruiting at High School Career Fairs.

4. Labor-saving product and equipment solutions

GlassBuild exhibitors are also keenly focused on helping customers address their ongoing labor challenges with new product and equipment offerings, on display on the trade show floor. See pages 54-144 for Glass Magazine's extensive GlassBuild Product Preview, which includes everything from lifting devices that cut down on the number of required installers to automated equipment that allows for more efficient fabrication with fewer plant personnel. Visit glassbuild.com to learn more and register. ■



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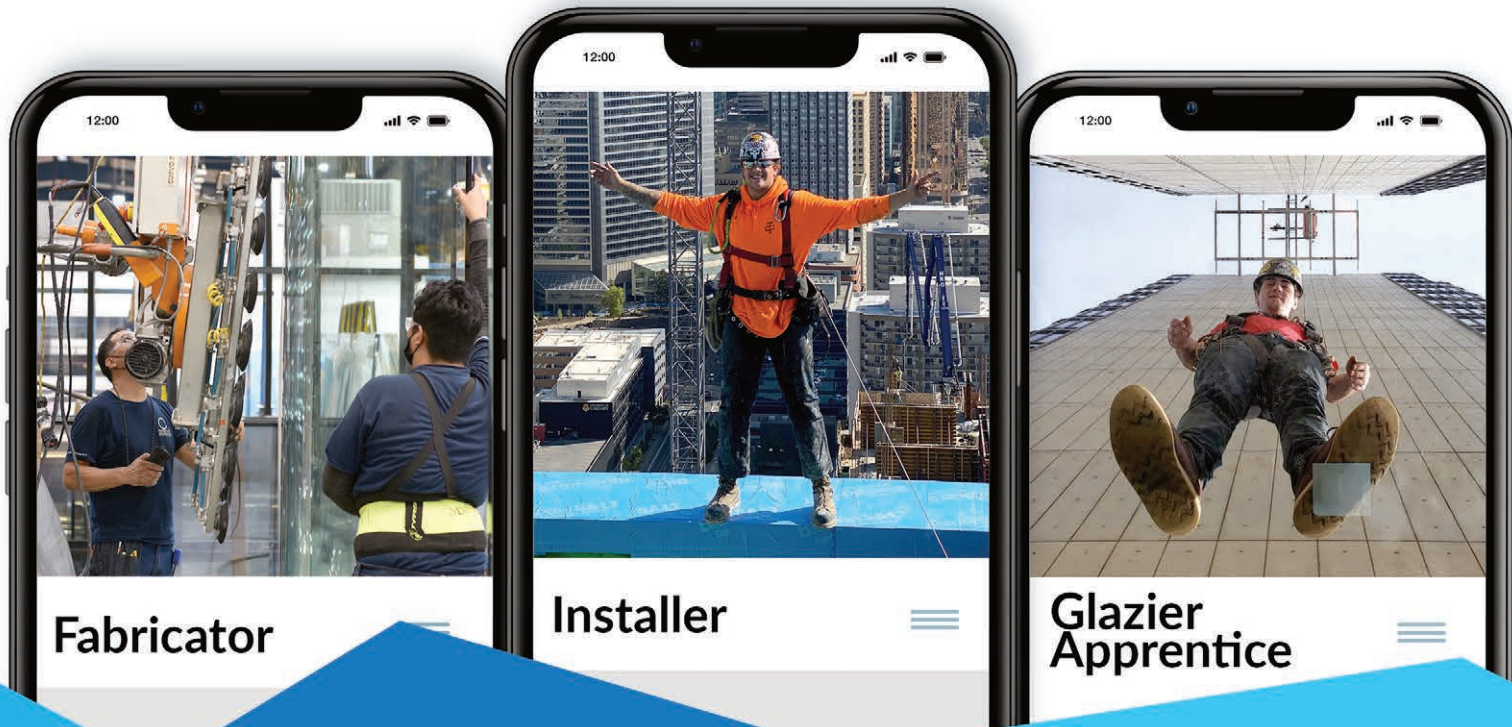
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GLASS ADVOCATE

NEW MYGLASSCLASS OFFERS FABRICATOR TRAINING, ENHANCED USER EXPERIENCE

THE ONLINE PLATFORM IS NOW FREE TO NGA MEMBERS

The National Glass Association has relaunched its popular MyGlassClass.com online learning platform as part of the association's workforce development initiatives. The glass and glazing industry points to the skilled labor shortage as one of its greatest challenges, increasing the need for accessible, high-quality education and training. MyGlassClass.com currently offers more than 100 courses designed to complement—and shorten—industry companies' hands-on training.

What is MyGlassClass?

MyGlassClass.com offers online training for new hires that can be accessed on a laptop, smart phone or tablet. The self-paced, on-demand courses allow new glaziers, fabrication personnel and apprentices to complete safety, product, installation and glass fabrication training.

"Online education allows for the flexibility of training employees at your, and their, convenience, in any location," says Jenni Chase, NGA vice president of workforce development. "While it certainly doesn't replace hands-on training, it can enhance it. New hires can go into the field or the onto the factory floor armed with product knowledge and best practices that will make their hands-on training faster and more effective."

Designed to meet the needs of the entire industry, MyGlassClass.com offers three training paths:

- Glazier training: Nearly 100 courses provide product and installation

training for commercial and full-service glass company personnel, with courses available in English and Spanish.

- Glazier apprenticeship curriculum: The NGA Glazier Apprentice Curriculum is designed for organizations that want to establish a glazier apprenticeship program approved by the U.S. Department of Labor. Students who complete the curriculum earn a jointly endorsed NGA/NCCER credential indicating a journeyman-level minimum competency.
- MyGlassFAB: The newest addition to the NGA suite of training, MyGlassFAB offers core training for production personnel at glass fabrication facilities on safety, products and basic skills.

MyGlassFAB

Targeting entry-level production personnel who are new to the industry, MyGlassFAB training covers industry basics, while allowing for specific company procedures to be taught through on-the-job training. It consists of elearning courses, quizzes and skills tests covering initial topics like:

- Glass quality & defect inspection
- Safe glass handling
- Safety essentials, including PPE, determining glass weight and moving glass
- How to take measurements using rulers and tape measures
- Measurement math

Free to NGA members

At its August 2024 meeting, the NGA Board of Directors voted to offer MyGlassClass courses free to NGA members. Free courses will include those in the Glazier Training and MyGlassFAB paths.

Updates to content and functionality

In addition, the relaunched MyGlassClass addresses two key areas: content updates and site functionality.

"We want to make sure that MyGlassClass remains current and user-friendly," Chase says. "The content must be up to date in terms of topic, functionality, look and feel."

Courses have been updated to address changes in the market, such as new product types, new installation techniques, new information from NGA technical manuals and more. "The NGA recently published the Frameless Shower Enclosure Design & Installation Manual. It's a great new resource for all of our full-service glass businesses, and we have created four new courses based on that manual," says Chase.

The relaunched platform also features numerous changes to improve user experience and overall site functionality. "We got feedback from users about what they like and don't like about online training, and we went back to all the courses to update their functionality and design," says Chase. "We want to make it as easy to understand and use as possible. We updated navigation and made it easier to take classes on your phone."

The redesigned courses address the needs of all learners. "Not everyone learns the same way," says Chase. "We're putting less text on the screen and ensuring everything has a voice-over. Users can see things visually demonstrated with text they can read and audio they can hear."

The relaunch also includes publication of additional courses in Spanish, based on industry demand. ■

YOUR ASSOCIATION AT WORK

NEED-TO-KNOW INFORMATION FROM THE NGA

NGA SELECTED FOR \$2.1 MILLION EPA GRANT

The U.S. Environmental Protection Agency selected 38 grant recipients nationwide, totaling nearly \$160 million in funds from the Inflation Reduction Act. The National Glass Association was selected for a \$2.1 million grant to help advance the availability and quality of Environmental Product Declarations for architectural glass, facilitate improved environmental transparency and support efforts to reduce embodied greenhouse gas emissions in the construction industry.

“The grant will enable NGA to collect regionalized life-cycle inventory data for primary flat glass, develop a tool to generate EPDs to streamline processed glass EPD creation, and provide technical and financial assistance to glass fabricators for processed glass EPDs,” says Urmilla Sowell, NGA’s VP of Advocacy and Technical Services. “It will gather end-of-life life-cycle assessment data to enhance understanding of glass recycling and its environmental impacts.”

“Having our grant application selected by the EPA presents a great opportunity for NGA member companies, giving needed resources for our members to provide high-quality information to their customers to support sustainable building,” says NGA President and CEO Nicole Harris. “This will help NGA advance its goal to elevate the image of glass as a safe, healthy, sustainable and inspiring building product.” ■



Read more on this opportunity

NGA RELAUNCHES GLOBAL GLASS MANUFACTURING AND FABRICATION MAP

A newly updated, more accessible version of the World of Glass Map on glass.org was relaunched by the NGA during its Glass Conference: Milwaukee in August. The interactive map provides information about global float glass manufacturing locations and North American glass fabrication facilities, allowing visitors to view locations and capabilities, as well as search and sort companies by name and location.

As interest in architectural glass recycling grows, actual information on companies that offer recycling services can be difficult to find. New recycling locations data will be available on the World of Glass Map in October as part of NGA’s many other resources—created in collaboration with the industry—that detail the infinite possibilities and recyclability of architectural glass. ■



View updated map

AGMT CERTIFICATION TESTING AT GLASSBUILD AMERICA IN DALLAS

The Architectural Glass and Metal Certification Council will host its hands-on certification testing program for experienced glazing supervisors and technicians, live on the show floor at GlassBuild America 2024, Sept. 30-Oct. 2, in Dallas, Texas. The trade show, hosted by NGA, marks the first time Architectural Glass & Metal Technician testing will occur in a public forum, with the opportunity for the glazing community to witness the testing process.

“Advancing the glass industry as a viable, thriving and exciting career path is one of NGA’s core goals, and AGMT certification is an important step along that path,” says Jenni Chase, NGA vice president of workforce development. “With more than 9,000 attendees, GlassBuild America provides a great forum to raise awareness of glass and metal technician certification and educate glaziers and installing company owners about the testing process.” ■

WEBINAR PROMOTES MENTAL HEALTH AWARENESS

Emotional safety in the construction industry is vital to the physical safety of our workforce. Mental health activist Kevin Hines and Cal Beyer, senior director, SAFE Workplaces, tackled the challenging subject of mental health awareness during the August 15 Thirsty Thursday webinar.

Reflections of Hope: Suicide Prevention in the Construction Industry discussed workplace mental health, and substance abuse and suicide prevention, and how glass and fenestration industry leaders can help protect their workplaces, families and friends and share strategies that promote recovery. The webinar is available at glass.org/webinars. ■



GLASS INFORMATIONAL BULLETIN

FLAT GLASS RECYCLING AND SUSTAINABILITY

Demand for recycled glass material is high, giving scrap glass generators an opportunity to find a better environmental and economic alternative to discarding glass in a landfill. A wide variety of architectural soda-lime glass products can be recycled. Annealed, tempered and low-emissivity glass can be recycled with virtually no restrictions. Technology has evolved so that historically harder-to-recycle glass products—such as laminated glass, back-painted glass, mixed tints and mirror—have also become routinely recycled.

Recycled glass supply chain

The glass recycling supply chain begins with a glass fabricator shipping its glass scrap to a recycling facility. The recycler mechanically cleans, crushes and screens the glass to create a uniform material. This material is generally sold in bulk to an end user or manufacturer where it is melted for use in a derivative product, such as glass containers (jars and bottles), road grade, fiberglass, reflective highway paint, landscaping products, countertops and coastal restoration materials. Occasionally, a glass recycler grinds the material



to a fine powder to sell for use as a filler or an abrasive. Quality specifications and the value of the recycled glass scrap can vary based on the market, end customers and fabricators.

Working with a local glass recycler

The first step in building a successful recycling program is finding and communicating with a local, knowledgeable glass recycling company. Due to the weight of glass, the proximity between the glass fabricator, the recycler and the end user is important. Glass fabricators can establish a working relationship with the nearest glass recycling company. This can help to lower freight costs and drive the highest value for the recycled material. Recyclers typically accept glass from a spectrum of suppliers and

industries beyond architectural glass fabricators. They work with automotive, solar, appliance, electronic and other industries and therefore are knowledgeable of how to leverage value across many different end markets.

Contaminants

Most glass scrap generated by an architectural glass fabricator can be recycled if attention is given to avoiding cross contamination. Prior to shipment, fabricators can work with their recycler to define the best way to segregate their scrap to ensure positive value and acceptability.

Glass recyclers can process most contaminants, such as small amounts of metal, aluminum or plastic frames; plastic films; temporary protective



GLASS INFORMATIONAL BULLETIN — FLAT GLASS RECYCLING AND SUSTAINABILITY

film; refractory or rocks; caulk; rubber gaskets; etc. Potentially unacceptable contaminants that could be rejected are lead-based paints, desiccants, and hazardous or heavy metal material. Mixed glass compositions like borosilicate and glass ceramic must be segregated out from soda lime glass. It is important to communicate with the glass recycler to understand what types of glass and what levels of contamination are acceptable for recycling.

Returning recycled glass to the float process

Ideally, recycled glass, or cullet, would be re-melted in the float glass process. Using cullet in the float glass furnace has multiple benefits:

- Reduces the amount of virgin material mined from the ground.
- Reduces the exhaust gas and carbon dioxide from material conversion. Typically, it takes 1,170 tons of batch to make 1,000 tons of glass. Approximately 17% of the weight of the batch is lost through the conversion of oxide batch materials into the glass phase. The loss creates carbon dioxide, nitrogen oxide, sulfur oxide and other gases.
- Cullet is easier to melt, so the amount of energy used to melt one ton of usable glass is reduced.

Unfortunately using cullet from outside the float glass facility introduces risk to the process and the resulting product. Contaminants in recycled glass cullet could compromise the float bath equipment and negatively impact the quality of new glass, leading to downtime and equipment repair if extreme care is not taken. Aluminum and nickel are two of

Additional resources at glass.org/store



Reusability and Recyclability of Mirror Products (FB38-21)



Recyclability of Architectural Glass Products (FB40-21)



NGA's GANA Glazing Manual - IYOG Edition

the most concerning elements, but all types of contamination could cause serious damage to a glass furnace and the architectural glass products produced.

Aluminum and nickel

Aluminum contamination doesn't fully melt and absorb into the glass melt. Aluminum stays volatile and floats on the surface of the molten glass, rapidly volatilizing and causing millions of bubbles. The only way to eliminate this contaminant is to physically remove the volatile material floating on the surface, which is extremely complicated.

Nickel is a serious contaminant as it can combine with sulfur in the furnace fuel or the batch materials to form nickel sulfide inclusions. In annealed glass, these are harmless, but during the processing of fully tempered glass, the nickel sulfide inclusions may transform into a state wherein they will expand irreversibly with time and temperature. The expansion may produce sufficient stress to cause spontaneous glass breakage

later. The only way to avoid nickel oxide is to eliminate the use of any nickel or nickel-containing materials in all portions of the supply chain. This not only means eliminating nickel as a raw material, but avoiding all nickel containing materials, such as certain types of stainless steel in the transportation, conveyance, weighing and melting operations.

Next steps

Glass is infinitely recyclable and the need for recycling architectural glass will continue to grow. New recycling technologies and facilities will open in different markets as demand for architectural glass recyclers increases. This growth will be spurred in part to reduce energy consumption and carbon dioxide emissions and in response to the continued demand for recycled products by consumers.

The National Glass Association's Sustainability and Recycling Task Group is prioritizing comprehensive recycling of architectural glass materials. By presenting a compelling case for the environmental, economic and societal benefits of recycling architectural glass, this task group aims to advocate for a shift within the industry by dissecting the current challenges, risks and obstacles hindering the efficient recycling of glass. With an in-depth analysis of waste supply chains, the task group will identify key areas of improvement and strategic interventions to effectively facilitate the upward movement of cullet within the supply chain, ultimately fostering a more sustainable and circular approach to architectural glass production and use.

To learn more and get involved, visit glass.org/advocacy/get-involved/committees. ■

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Quanex Building Products Closes on Tyman Acquisition

Quanex Building Products Corp. closed on its acquisition of Tyman. The company intends to complete approximately 50% of the integration within the first 12 months and expects the acquisition to be meaningfully accretive to earnings within the first full year after closing.

“We are excited to welcome the Tyman team. This transaction accelerates our growth and value creation by delivering best-in-class building products solutions to OEMs in the building products industry,” says George Wilson, chairman, president and CEO of Quanex.

Glass Center of Excellence Planned in Northwest Ohio

A Glass Center of Excellence is expected in Northwest Ohio following an Innovation Hub Announcement. The Governor of Ohio announced the Northwest Ohio Innovation Consortium will receive a \$31.3 million grant from the Ohio Department of Development’s Innovation Hubs program to establish a Northwest Ohio Glass Innovation Hub.

Pilkington North America is a member of NOIC, a non-profit aiming to make Northwest Ohio a national leader in innovation, creating new jobs and business opportunities.

The innovation hub will establish a Glass Center of Excellence in Northwest Ohio as a shared space for a collaborative effort between the University of Toledo, Bowling Green State University and local private-sector companies to expand glass research for the solar panel, container, automotive, architectural and fiber glass products.

The center will be at O-I in Perrysburg, Ohio.

PurOptima Adds Three Project Delivery Partners

PurOptima added three new project delivery partners, bringing the total number of partners across the United States to 10. These new partners will be working with Clover Architectural Products, its Midwest project delivery management partner, and the PurOptima team to deliver glass wall and door systems in the Midwest.

The new partners include Klein-Dickert Glass in Wisconsin, Architectural Glass & Metals Inc. in Grand Rapids, Michigan, and United Glass and Panel Systems in Cleveland, Ohio.

Saflex and Vanceva Unveil Joint Website

Eastman, a provider of Saflex and Vanceva polyvinyl butyral interlayers in the automotive and architecture industries, launched a new website that features both brands. The site combines the strengths of the Saflex and Vanceva brands, providing a unified platform for customers to explore the complete range of Eastman’s PVB products.

Key features of the new website include a refreshed design, a user-friendly interface and intuitive navigation, advanced color selector, a project gallery showcase, an innovation section and multilingual support.

Vitro, OldCastle BuildingEnvelope Product Chosen for GSA Evaluation

The U.S. General Services Administration announced that its Green Proving Ground program, in

collaboration with the U.S. Department of Energy, has selected 17 emerging and sustainable technologies for real-world evaluation. GSA plans to invest \$9.6 million to install and evaluate these technologies, thanks in part to a \$30 million investment in the Inflation Reduction Act that has enabled GSA to expand the program’s scope in 2024.

One of those will be a building-integrated photovoltaic sunshade from Vitro Architectural Glass and Oldcastle BuildingEnvelope. The GSA previously selected Vitro’s low embodied carbon glass for several renovation projects: the Lewis F. Powell Jr. U.S. Courthouse and Annex buildings in Richmond, Virginia; the Whittaker Courthouse in Kansas City, Missouri; and a test project at the Cohen Federal Building in Washington, D.C.

Study Reports Increased Birds Deaths from Building Collisions

A research study conducted by scientists at the American Bird Conservancy, Fordham University, NYC Bird Alliance and Stony Brook University uncovered new evidence that building collisions are killing significantly more birds than previously estimated—well over one billion annually in the U.S. alone.

Previous research estimated between 365 million and 988 million birds die annually from building collisions in the U.S. However, the new research suggests that this estimate falls short of the true impact. By factoring in the high mortality rate of birds that initially survive collision but later die from their injuries, this new study pushes the estimated death toll well beyond one billion.



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United Plate Glass Adds Osprey 10 Complete to Facility

United Plate Glass installed a new Osprey 10 Complete glass inspection system from LiteSentry-Softsolution at its North Carolina facility. This installation marks the third such Osprey system for UPG.

The Osprey 10 Complete brings precision and efficiency to glass production, ensuring consistent, high-quality output. This addition aims to boost production efficiency, ensure top-tier quality, and meet the evolving demands of UPG's clientele.

Sheet Metal Supply Facility Now Fully Solar Powered

Following the move into a new and energy-efficient facility and investing in new equipment, Sheet Metal Supply switched to operating fully on solar power.

Verde Solutions, a full-service energy

company serving the U.S., designed and installed a roof-mounted solar array for Sheet Metal Supply that has a power rating of 159.81 kilowatts direct current. Throughout its 30-year lifespan, the system is estimated to produce 5,780,505 kilowatt hours, which is the equivalent to carbon dioxide emissions from 459,865 gallons of gasoline consumed, greenhouse gases from 883 passenger vehicles driven for one year, or carbon sequestered from 68,113 tree seedlings grown for 10 years.

GSA Releases Updated 2024 Standards for Federal Buildings

The United States General Services Administration released updated standards for federal buildings. The 2024 P100 Facilities Standards for the Public Buildings Service establish mandatory design and construction standards and performance criteria for 300,000 federal buildings nationwide.

The updated standards will help advance the adoption of cleaner, more efficient technologies for buildings; lead the way towards realizing the goals of the Federal Sustainability Plan to achieve net-zero emissions from all federal buildings by 2045; and promote the use of U.S.-made, low-carbon construction materials.

The document covers fall protection through window glass, seismic glass breakage and damage, glass fragmentation protection, thermal performance of double- and triple-pane glass, insulated glass installed in historic sashes, glass design for sloped glazing and skylights, fire-rated glass assemblies, heat-treated flat glass in entrances, bird-safe glass, and more.

The National Glass Association's Best Practices for Bird-Friendly Glazing Design is referenced under the section on bird-safe building design.

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Specialty Fenestration Group Announces Agency Partnership with LTS Inc.

Specialty Fenestration Group announced a new agency partnership with Englewood, Colorado's LTS Inc. This collaboration will enable LTS to support an expanded range of security solutions to its customers across Colorado, Utah, Wyoming, and Montana.

With the addition of US Bullet Proofing and Quikserv products, LTS is poised to provide security solutions that meet the highest standards of safety and reliability. LTS's representation of US Bullet Proofing and Quikserv brings several key benefits to glazing contractors, architects and security professionals including expert guidance with security solutions, product selection, detail development and shop drawing packages. LTS will also provide local and on-ground support for customers

with offices in Englewood, CO, Salt Lake City, Las Vegas, and Arizona.]

Quaker Windows & Doors Breaks Ground on New Facility

Quaker Windows & Doors has broken ground for its Eldon phase III construction project. The new Eldon phase III facility expansion includes the addition of a vertical paint line and the expansion of Quaker's insulating glass production capabilities. These advancements hope to enhance the company's ability to meet the growing demand for high-quality commercial, residential, and luxury windows and doors.

"We are thrilled to embark on this new construction project in Eldon, which will create an estimated 200 jobs," says Quaker CEO Kevin Blansett. "This expansion reflects our commitment to growth and our dedication to providing high-quality products to our customers. We are proud to continue investing in the

Eldon community and look forward to what the future holds."

PEOPLE



Laaksonen

Toni Laaksonen was named CEO and president of **Glaston Corp.** He joins Glaston from Metso Corp., where he has worked since 2019 as senior vice president of materials processing products.



Kowalewski

C.R. Laurence appointed **Eric Kowalewski** as president. He will be responsible for driving continued market leadership in architectural hardware and glazing supplies with a focus on operational excellence and building long-term customer engagement.

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NEWS TO KNOW

Kowalewski previously held senior leadership positions with PGT Innovations and Cornerstone Building Brands.



Schwartz

Permasteelisa appointed *Melissa Schwartz* as vice president of finance for North America.

Starting her career as a construction risk analyst with Tishman Construction, she then served as vice president of finance at AECOM. She spent the last five years as a chief operating officer/chief financial officer of a start-up scaffolding company and interim CFO of the largest union electrical contractor in New York City.



Sim

Q-railing North America named *Syndi Sim* director of sales and business development, where she will foster the internal sales organiza-

tion while driving Q-railing's strategic business development in the U.S., Canada and Mexico.

Sim has over 20 years of experience in sales, marketing and business development and comes to Q-railing from Diamon-Fusion International, where as vice president of marketing and business development she built a network of partner suppliers through B2B program incentives. She is also a board member of the National Glass Association.



Chestnut

Bobby Chestnut joined the North American sales team of **Walker Glass Co.** as an architectural and sales manager, where he will

be responsible for covering the Central U.S. Prior to joining the team at Walker Glass, he managed the performance products and solutions portfolio at McGroary Glass.

Chestnut is a standing member of the National Glass Association and has been the vice chair of its Fabricating Committee since 2018. ■

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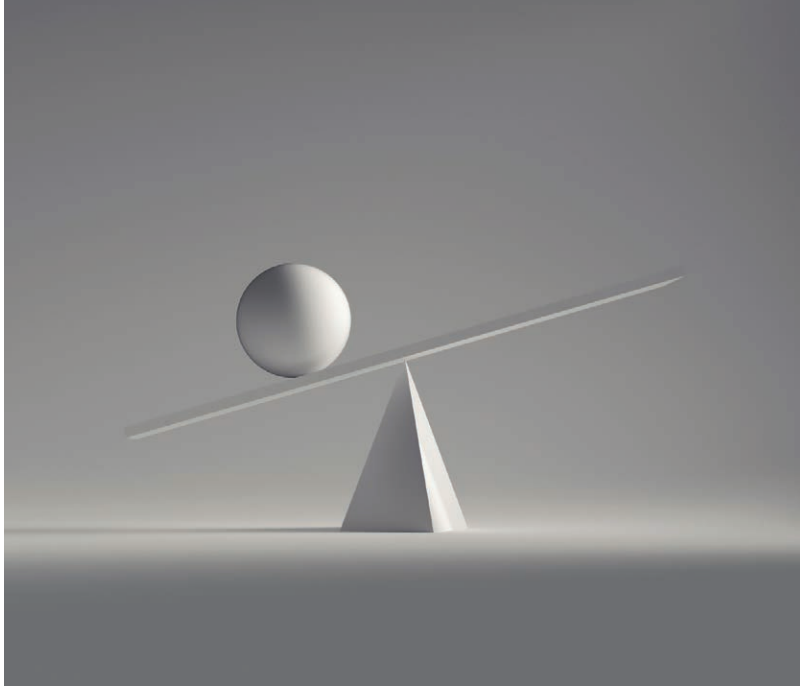
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STRIKING THE BALANCE

BALANCING GROWTH, SAFETY AND FINANCIAL HEALTH FOR YOUR COMPANY WHILE SAFELY TAKING ON DEBT **BY MARCO TERRY**



THE BOTTOM LINE: While obtaining business financing is easier than ever, companies must carefully evaluate the amount of debt they can safely manage to avoid the risks of excessive leverage and ensure long-term stability.

Getting business financing is much easier than it ever has been. As a business owner, you have several ways to get as much debt as your company can handle.

While getting financing is easier now, we all know that just because your company qualifies for financing doesn't mean that it's a good idea to take it. Actually, it could be a terrible idea.

Deciding how much financing you can safely take is very difficult. This problem affects both large and small companies. Just look at the number of professionally managed companies that go bankrupt due to excess leverage. Here are some considerations for getting business financing.

Is there a magic debt number?

No magic number or formula applies to every company and circumstance. In fact, most estimates of "optimal debt" don't consider that conditions can worsen quickly. This oversight makes these estimates suspect.

Let's look at this situation from a different perspective. Small and midsize construction company owners have two competing objectives. They want to stay in business for a long time. However, they also want to make as much profit as possible.

Growing aggressively while also staying in business for a long time is nearly impossible. Look around at your fellow construction business owners. You will likely find that there are "old" CEOs and there are "bold" CEOs. There are few, if any, "bold and old" CEOs. There is a reason for that.

Debt is a double-edged sword

When used correctly, debt can increase potential profit or returns, but the growth and returns come at the expense of safety. This is why debt is always a double-edged sword. Higher levels of debt reduce your ability to manage unexpected problems.

This is also why companies with the most debt are the first to fail when things go wrong. Burdened with so much leverage, they have few options except insolvency.

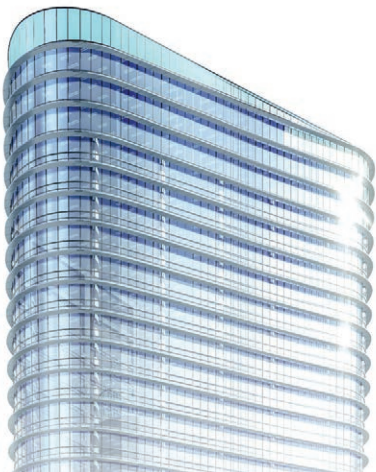
The purpose of debt

The simplest way to evaluate debt is to look at its purpose. Debt can serve two purposes. It can be used to help your company stay in business or help you grow the business. In some cases, debt can accomplish both objectives, though this is seldom the case.

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01. Stay in business

This type of debt is needed to remain in business. Here is an example: glass fabricators frequently use financing to replace obsolete machinery. Machinery is a large-ticket item that few companies can afford without financing. Consequently, you have little choice; your company needs the machine, and financing is your only way to get it.

02. Grow the business

Debt used to grow the business is deployed to increase your return on equity, market share or revenues. This debt is not essential, though it is used for growth. Examples include financing a new product line or a corporate acquisition.

In the 2024 Top Glass Fabricators Report, 16% of respondents are considering acquisitions as part of their

growth strategy. Acquisitions typically carry a high level of debt and risk. This level of debt leaves them susceptible to problems if things don't go as planned.

Strategy for longevity

Implementing a strategy for longevity is simple. It's a matter of being conservative and deliberate in your approach.

01. Consider "good enough"

Most company managers want to grow as much as possible; ideally, as quickly as possible.

Instead, set "good enough" growth as your objective. Contrary to popular belief, there is nothing wrong with well-executed but good enough business growth. It allows you to plan carefully and be selective about the growth opportunities you pursue. Consequently, you can avoid risky opportunities.

02. Minimize debt

Use the least amount of debt you can safely get away with. Some debt may be necessary to remain in business. Everything that goes above and beyond the need to stay in business is optional. Consequently, you can be selective.

03. Use high-quality financing

Always get high-quality financing that matches your objective. If you have questions about this approach, work with your finance team, a consultant or a CPA.

Read your loan documents carefully. Consider working with an attorney if you are not comfortable reading loan documents.

04. Finance safe growth

Use debt to finance only those growth opportunities with a high safety margin. These opportunities usually have a substantial upside but only a small downside. Consequently, your odds of success are good. Lastly, never use debt to the point it could jeopardize your whole company if the opportunity fails. ■

Marco Terry is managing director of Commercial Capital LLC.



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Educate the industry

When fabricators plan their capital investments and new product offerings, it's crucial to set clear, concise and strategic goals. These goals should not only aim to capture new customers or create new revenue streams but also educate the market. By showing how the new product solves real problems and addresses pain points, you can ensure a successful product launch.

It's all too common to see fabricators stumble in their product launches due to inadequate market research or ineffective sales and marketing strategies. This can be a costly mistake, considering the time, money and energy invested in new capital equipment or product development. By being aware of these risks, you can take steps to avoid them and ensure a successful product launch.

Find a strategic partner

It's important to underscore the value of finding the right strategic partner. This is not just about finding a supplier, but about finding a partner who can help you overcome your biggest challenges and provide comprehensive support throughout your journey. A strategic partner is a company that consistently works with your team, ensuring your success.

When fabricators begin searching for a new product, machinery or ERP, they should also look for a strategic partner who will ask targeted questions and learn about their business while working directly with their team to create tailored solutions. Whether these goals are to increase production, create new revenue streams or differentiate product offerings, the strategic partner should provide efficient solutions to the fabricator's needs and wants.

Three steps to a successful product launch

Now that you have developed your goals and conducted extensive market research—customer feedback, plant visits, performance comparisons, sales team conversations—let's examine

MARKETING

HOW TO ENSURE A SUCCESSFUL PRODUCT LAUNCH

CAPTIVATE YOUR AUDIENCE AND FIND THE RIGHT STRATEGIC PARTNER FOR LONG-TERM SUCCESS
BY SYNDI SIM



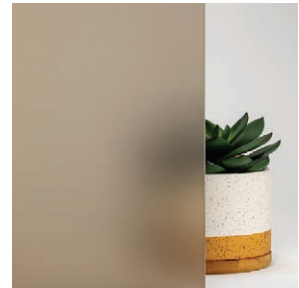
THE BOTTOM LINE: Strategic planning is essential for a successful product launch, requiring thorough market research, goal setting and collaboration with a strategic partner to ensure effective pre-launch preparation, launch execution and post-launch evaluation.

Strategic planning is the cornerstone of a successful product launch. It paves the way for actionable sales training, multichannel marketing and effective execution. This article will guide you through the process, ensuring you launch your new product or machine with a comprehensive roadmap.

Don't let your latest offering be a missed opportunity. Learn to captivate your audience and find the right strategic partner to set the stage for long-term success. A good strategic partner should provide a full-service program: sales and marketing support, educational training, a product implementation plan, and, ultimately, an ongoing partnership.

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the three steps to successfully launch your new product, and how having the right strategic partner can make all the difference.

01. Pre-launch

This step sets the stage to ensure your new product launch is as compelling as it is confident. This is where the bulk of the work is done. It is now that the strategic partner has begun to work hand in hand with the fabricator to understand their market research, i.e., discovering customer needs and pain points while also confirming the target audience. During this step, a strategic launch plan is developed by both parties, ensuring substantial training while educating CSRs and the sales team, developing targeted marketing collateral, ensuring operational readiness, and finally, outlining clear communication and coordination across the teams.

During the pre-launch phase, training

and educating your sales staff cannot be overstated. For a product launch to be successful, you need to train them on the features and benefits of the new product or machinery and help them understand and believe in its advantages. The strategic partner should outline a plan that includes education on crucial value propositions, product differentiators, product usage and product demos.

The plan should also include training on which key product features to demonstrate, required sales materials and a review of the regional distribution area, competing products and competitors. Lastly, review common questions the fabricator and their glass shop customers may encounter and how to resolve them.

02. Launch

While this day is an exciting time for your company, it is also the day that everyone—from the CEO to the sales

reps to the CSRs—should be promoting this new offering. It is also the day of mass coordinated communication across all channels to your customers and prospects. The strategic partner should have put together a marketing plan collaborating with the fabricator to ensure a press release was sent to all industry publications, industry advertisements were published, and social media was promoted and shared by the fabricator and its sales reps.

It is essential to figure out in advance where and how your customers and prospects receive news and updates, and send them the information as appropriate, i.e., email, social media, phone calls, personal meetings, etc. During the entire process, from pre-launch to launch, aligning your marketing and sales teams to ensure a cohesive message and seamless customer experience is crucial. Now that we've explored the exciting launch


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phase let's pivot to why what happens after the launch is just as crucial to the success of your product.

03. Post-launch

It's essential to give the product adequate time for new marketing opportunities. We recommend reviewing the status of the new product offering 120 to 180 days post-launch. It is time

to work with your strategic partner to review the goals, examine them from the beginning, and strategize what, how and where to improve to make a significant difference. For instance, did you exceed your sales projections or fall short? Did the product/machinery generate new market share?

Getting insight from the sales team and customers is also imperative, which

helps with necessary adjustments to improve your overall strategy. Ask customers how they're using the product. Where are they seeing success? Do they understand the product's features and benefits? Are there any technical or warranty questions?

At this stage, the strategic partner should speak with the executive team, listen to their feedback, and make recommendations to help the fabricator reach its goals. Whether through new sales promotions or re-targeting different markets, a good solutions partner should have actionable insights on how to assist. Most significantly, listening, embracing and implementing feedback is crucial to your product's long-term success. Gathering vital insight is as good as gold and will help make the necessary adjustments to improve your overall strategy.

Keep the momentum going

One of the most valuable aspects of a new product launch is to keep the momentum going. After the launch date, the excitement and promotion do not have to end. There are still opportunities to use special offers and showcase customer testimonials, product implementation(s) or success stories.

The strategic partner can also create new and exciting marketing materials or videos; feature the product/machinery through webinars, trade shows, lunch-and-learns and open houses; and, most importantly, continue training new employees. I also suggest having a recurring training session to continue the energy and reinvigorate the sales teams. Your strategic partner should be coming up with new ideas, collateral and visuals to help promote and advertise the product or machine launch. We know that most fabricators are busy and don't have the time or resources. Therefore, a strategic partner will help initiate and implement these marketing ideas. ■

Syndi Sim is the director of sales and business development for Q-railing North America.

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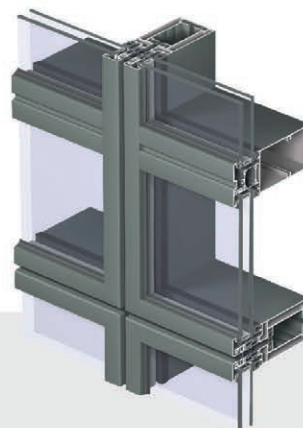


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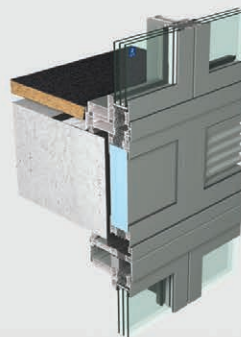
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KEEPING UP WITH THE MARCH OF PROGRESS

AS TRADESHOW SEASON APPROACHES, IT'S A GOOD TIME TO EVALUATE YOUR STRATEGIES TO ENSURE ONGOING SUCCESS
BY JOE ERB



THE BOTTOM LINE: Despite economic uncertainties, the glass and glazing industry is progressing, with fabricators focusing on larger glass formats, energy efficiency and strategic automation to meet new demands and enhance productivity.

Earlier this month, I was revisiting the 2024 Top Glass Fabricators Report, which always proves a rich resource in keeping up with the trends that shape the commercial glass and glazing industry.

My biggest takeaway from the report is this: progress. Even among the clouds of uncertainty that have developed in relation to inflation, project delays and cost increases, our industry continues to march forward, delivering on new demands with the kind of ingenuity that makes me feel proud to be a part of the industry.

And for fabricators, keeping up with such progress requires the right investments, both in your product technology and your manufacturing processes. The fall season—with major

tradeshows taking place throughout North America and Europe—is always an opportune time to evaluate your strategies. As you do this, here are a few things worth considering.

Size and performance: Striking the balance

Larger glass formats are on the upswing and don't appear to be slowing down. In the 2024 Top Glass Fabricators Report, 86% of respondents expect sizes to continue to grow in 2024, up seven points from last year. Elsewhere, respondents reported several other high-priority technology trends, including bird-friendly glazing, security and impact performance, and energy efficiency.

The demand for larger glass in commercial settings is easy to understand; studies have shown that natural light can enhance workplace productivity, as well as occupant comfort and health. A good view, combined with natural lighting, connects humans within the building to nature outside. Simultaneously, we know that building codes the world over are demanding more energy efficiency from glass and glazing. Fabricators looking to capitalize on these demands must strike a careful balance—and it can be a challenge.

One solution is to fully evaluate your spacer technology and vet your available options for such applications. Metal spacers might seem like a logical choice, offering the strength to support a larger format. But metallic spacers more readily transmit heat and cold than nonmetallic and can leave you wanting for optimal thermal efficiency numbers. Warm-edge spacer technology, by contrast, has demonstrated high levels of energy performance and should be considered. Just make sure you're evaluating options that are properly rated for demanding commercial applications and provide the



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necessary levels of structural support required, along with the energy benefits.

Strategically applying automation

The 2024 Top Glass Fabricators Report further shows that investment in manufacturing equipment continues, as fabricators seek to optimize their outputs with the right equipment and strategies. I touched on these figures in my column “Leveraging Available Technologies for Today’s Challenges” for the August issue, but it’s worth revisiting. While more than half of respondents said they planned to automate in the coming year, those reports are down year over year.

For fabricators on the fence about automation, I think it’s worth continued examination of the technology’s benefits, especially with the opportunity to see some of these machines in action at this season’s tradeshow. A decade ago, the primary reason to automate was to amplify production figures. But for



2024 TOP GLASS FABRICATORS REPORT

fabricators whose business might not rely on high-volume production, the benefits may not have been so apparent.

Today, though, automated equipment has demonstrated its capacity to deliver benefits beyond volume. Automation can help you realize improved quality and elevated consistency in your production. It can help ease the labor squeeze, requiring less manpower to carry out critical production tasks. It can even elevate safety by reducing human touchpoints.

A good strategy for any manufacturer is to automate where it makes sense. You can make the biggest impact by analyzing the specifics of your operation, your teams’ skills and your most pressing needs.

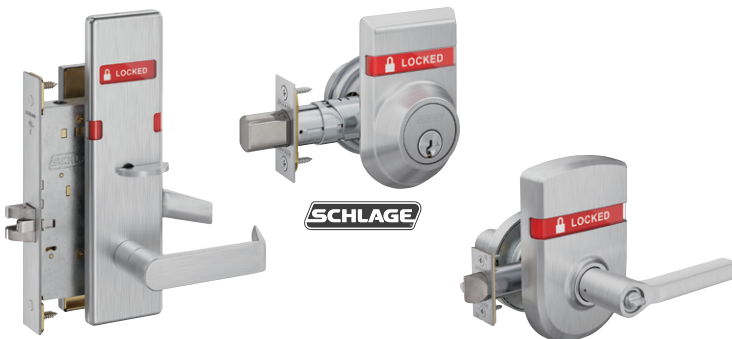
For example, if your teams have no problems cutting glass manually while keeping up with your target production volume, it may not necessarily benefit you to automate that process. Other parts of production may represent a better opportunity. Consider spacer application for insulating glass units, which require high levels of precision to avoid potential quality errors. Precision is key here, and it’s where automation shines—many IGU quality concerns stem from improper manual spacer application.

How are you approaching the march of progress in our industry? How are you keeping up with changing demands in the commercial space? And how are you going to deliver? I look forward to discussing these issues with customers, partners and stakeholders at this season’s tradeshow. ■

Joe Erb is national account manager for Quanex Building Products.



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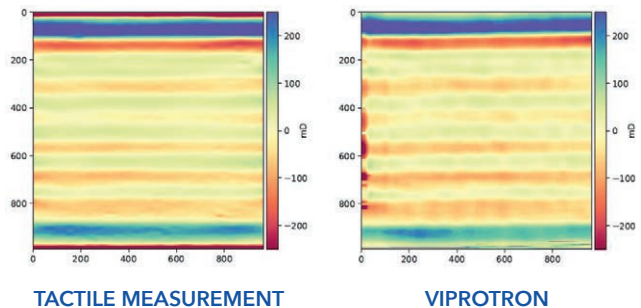


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CRL 695 sliding door. Photo courtesy of CRL.

REVOLUTIONIZING WORKPLACE DESIGN

HOW GLASS PARTITIONS CAN MEET THE NEEDS OF MODERN OFFICE DESIGNS **BY MARK SUEHIRO**



THE BOTTOM LINE: Post-pandemic, businesses are striving to create modern office spaces that are safe, engaging and collaborative by using versatile glass partition systems that maximize natural light, enhance aesthetics and provide necessary sound privacy, encouraging employees to return to the office.

The pandemic has ended, yet many businesses are still struggling to attract their employees back to the office. Whether it's a full week return or a hybrid model, creating a workspace that accommodates the needs of today's employees is a key consideration.

Modern office spaces must be more than energy efficient and aesthetically pleasing, they also need to provide safe and engaging environments that promote collaboration and boost morale. One sure way of accomplishing this is by the careful selection and installation of glass partition systems.

The need for versatile solutions

The modern office has changed since the pandemic. Although the basic components of the office remain the same—conference rooms, executive offices and reception areas—

the relationship among rooms, and between rooms and their occupants, has evolved. Today's office designs promote transparency and open spaces. Through extensive use of glass, employees are able to see and connect with one another throughout the office space, encouraging collaboration and teamwork.

Framed and frameless demountable wall partition systems are frequently incorporated into today's office spaces. Demountable systems are in demand because of the flexibility they offer, as well as the extensive amount of natural light they allow to permeate a space. They can be knocked down and repurposed as needed.

Movable wall systems are also becoming increasingly popular. They offer large-scale solutions that can transform interiors into multifunctional spaces. They include bi-folding doors and sliding doors, which can reach heights of 12 feet.

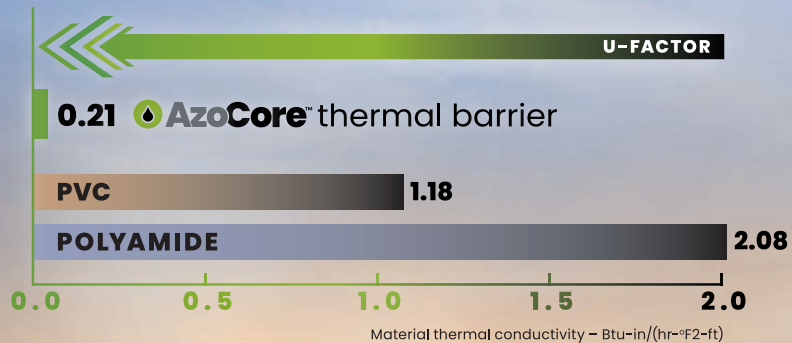
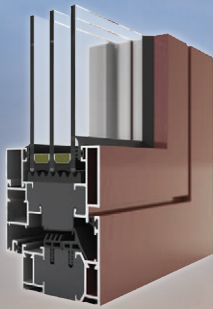
Maximizing daylighting

Allowing an ample amount of natural light to enter and reach spaces deep within the office environment continues to be important. Energy savings is a clear benefit of daylighting since there's less reliance on artificial lighting. But an equally important benefit is the improved well-being of employees as a result of vibrant spaces with unobstructed views.

New glass partition systems expertly installed by glaziers can allow daylight to penetrate deeper into office spaces, creating positive responses among office workers. Supplementing daylighting with biophilic design—which incorporates plants and vegetation—can further improve employee morale and comfort while in the office.

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Enhancing aesthetics

With the meticulous efforts of architects, designers and glaziers, a diverse array of glass partition options is being utilized in today's office environments to improve visuals. Framed and frameless partitions, designed with low-profile hardware, seamlessly divide spaces while promoting transparency and daylighting. The same goes for movable wall systems that feature large glass spans.

There have been several advancements in sliding glass door systems that are further enhancing aesthetics. For example, there are new barn door systems that elevate the look of traditional barn doors by using concealed hardware and minimalist profiles. Several door weight capacities are available, some reaching up to 550 pounds. Also available are sliding doors with grid systems that can be placed vertically and horizontally on the glass.

With this wide selection of interior glass partitions systems, it's easier to find tailored solutions that meet the needs of each business and its employees.

Delivering privacy

While glass partitions can inherently achieve transparency and daylighting goals, there is also the consideration of sound privacy. Over years of remote work, employees have come to appreciate the benefits of private, quiet spaces to focus or conduct virtual meetings. As a result, such access to private spaces has become essential. To meet this need for privacy, while still satisfying daylighting and transparency goals, glass partition products have been designed with dual glazing to mitigate sound.

Framed glass partition systems with two glass lites are the best privacy solution because they provide an effective buffer for incoming and outgoing speech. In most office environments, a

Sound Transmission Class rating of 36 to 40 is adequate to achieve the desired sound mitigation.

The role of glaziers

Glaziers are at the heart of successful installations of interior glass partitions. Dual-glazed systems, new barn door products that feature minimal hardware, as well as large-format movable walls are all frequently featured in modern office designs and require experience and expertise for optimized installations. The glazing community's familiarity with this broad range of solutions is helping architects, designers and the companies they serve meet their objectives for transparent and collaborative workspaces. ■

Mark Suehiro is director of architectural hardware and entrances for C.R. Laurence Co.

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REVOLUTIONIZING GLASS QUALITY

FABRICATION TECHNOLOGY IS EVER-EVOLVING, AND GAME-CHANGING ADVANCES OFFER UP NEW WAYS OF ADDRESSING INSPECTION AND QUALITY CONTROL **BY TARA LUKASIK**

Quality control remains a crucial step in the manufacturing of architectural flat glass. The complex production of float glass can introduce structural defects in every sheet. And architects using increasingly larger lites of glass in commercial construction require tempering for durability and safety.

To ensure high-quality products, glass manufacturers employ various methods to inspect and test their products, including visual inspection and chemical analysis. As automation continues to be embraced by manufacturers, advanced technologies that streamline the process of quality control and checkpoints are gaining attention, and traction.

Glass Magazine sat down with Viprotron North America President Ric Schmidt and Customer Experience Director Jakub Kowalczyk to discuss why advanced scanning technology is needed industry-wide, the specific technology of tempering scanners and its impact on the demand for quality, the increasing use of AI in the quality control process, and why glass manufacturers should invest in advanced scanning technology.

Glass Magazine: Why is advanced scanning technology needed industry-wide in the glass industry?

Ric Schmidt: Glass quality expectations

keep growing every year. Glass that has minimal defects and distortion keeps customers satisfied, protects their reputation and minimizes financial losses. Our goal is to help customers maintain quality—from the initial piece of jumbo glass to the finished product—ensuring no value is added to flawed or damaged pieces. Ultimately, we aim to save customers money and time and improve their products.

GM: How do you see the glass industry evolving in terms of automation and data-driven quality control?

RS: In today's world, manufacturing is data-driven in basically every aspect. From raw materials coming in, to finished products shipping out, data allows for better analysis and for instant reaction to what is happening on the shop floor. The companies that collect the right data and then put it to use will make more money and increase their quality in any industry.

GM: With the current labor challenges in the glass industry, how does advanced scanning technology impact the demand for quality?

RS: There's a problem with hiring enough people, and a lack of adequate talent, to do the right work. Many years ago, people were processing glass by hand, like making IGs and visually inspecting glass for flaws, and we didn't have machines doing it. There are still a few shops doing things by hand, but they're hard to find. So, the talent you have on the floor needs to be doing value-added things to make good products for your customers. A relatively inexpensive but high-value scanner allows you to be in the quality game, relieving someone so they can go do something else. It's not a job killer. It helps keep your talent where it needs to be, instead of doing things that we can do for you. And it helps you make a better product.

GM: What specific technology in Viprotron's tempering scanner sets it apart from others in the market?

RS: Viprotron uses digital line scanning technology that analyzes glass one pixel line at a time, from edge to edge, for the entire length/width of the glass. We use a patented light pattern to precisely measure the distortion caused by the tempering process, which produces exceptional data. We also offer five different detection channels on our tempering scanner; it's the only piece of equipment in the marketplace that can do that after a furnace. The five channels highlight most of what we do when we scan glass. We check distortion, anisotropy or haze and streaks on the tempering side, and the glass quality itself, including the coatings for any scratches, pinholes, etc.

Jakub Kowalczyk: We're about the excellence of the data. Whoever can get and use the best data is going to end up better off than the company that doesn't. Today, furnace operators use our data to adjust the settings to reduce the flaws inherent in the tempering process. The vision for tomorrow is that our scanner talks directly to the furnace, and maybe nobody's involved. And the only way that can happen is if the scanner is providing consistently accurate data. It's about providing precise data that the operator can use to produce high-quality tempered glass. Excellent data leads to excellent results.

GM: What role does AI play in your scanning technology, and how do you see it evolving in the future?

JK: Industries change, and if you have the most accurate data, then you can perhaps use that data to do better than your competitor. With five channels on the tempering line, we collect the most accurate data and much more of it. But you need a mechanism to analyze it and apply it correctly.

GM: What challenges do smaller, family-owned glass companies face when investing in high-tech scanners?

RS: It's a big commitment from an investment standpoint. Individually owned businesses are not going away anytime soon. It remains one of the few industries where individual, family-owned businesses continue to thrive. But the focus on quality is not only affecting the larger corporations, good quality is going to trickle down to everybody. So, they do need to consider it.

We offer a very inexpensive solution for people to get started with our ECO scanner. It's one channel, easy to set up and the customer can do it himself. We designed it specifically to be DIY—send them the box with the instructions, they set it up and can begin checking for ASTM standard defects.

GM: What advice would you give to a glass company considering its first investment in a scanner?

RS: Everybody wants a scanner, but you've got to do something with it. Don't just buy it, place it somewhere and walk away. Make sure you do something with the information you're getting so that you're actually analyzing when flaws are happening, what flaws keep happening and what needs to be fixed upstream. That's using a scanner to benefit your customer and your bottom line. You should be using it to the best of its ability to help make better glass and better decisions. That's the point. ■

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“At Ergo Lifting Technologies (ELT), we’re driven by a simple philosophy: we design and manufacture the world’s best machines to solve the toughest challenges in glass installation.” **DON KNOTTS**

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For over two decades, the founders of Ergo Lifting Technologies (ELT) have set the benchmark in the glass installation industry, creating best-in-class machines renowned for their superior design, reliability, and unmatched performance. It all started in the mid-2000s, when Bart Knotts was presented with a high-stakes challenge: installing massive glass panels at the Freedom Tower, an iconic project of national significance, with the eyes of the world watching. To meet that challenge, Bart designed a revolutionary machine that transformed glass handling—making the process safer, more efficient, and reliable. This breakthrough led to the creation of Ergo Robotic Solutions, where Bart and his son, Don Knotts—a certified underwater nuclear welder—channeled their joint expertise to engineer machines that redefined industry standards. Machines designed and built by the Knotts family have been trusted on iconic projects worldwide where stakes are high and flawless execution is crucial. From the Freedom Tower in NYC, to projects across the USA, Canada, Mexico, the Middle East, and the Caribbean, countless contractors and installers have turned to the Knotts family when no one else can deliver a workable solution. Building on decades of expertise, Don Knotts founded Ergo Lifting Technologies (ELT), leading every aspect of engineering and manufacturing, from CAD designs to final fabrication, ensuring that each machine meets the highest standards under his watchful supervision.

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BY NORAH DICK, LAURIE COWIN, TARA LUKASIK AND RACHEL VITELLO

GlassBuild America: The Glass, Window & Door Expo, will return Sept. 30 - Oct. 2 in its biggest edition yet. And that big size is appropriate to the new locale: Dallas, Texas. The 500-plus exhibitors to the show will enjoy 207,400 square feet of space at the Kay Bailey Hutchison Convention Center, as well as the new market and networking opportunities this new location promises. The size of the show, and the fact that its square footage has more than doubled throughout the past 12 years, is a testament to the glass and fenestration industries' ability to grow amid the difficult economic landscape of the past few years.

EXCITEMENT BUILDS FOR DALLAS

The show's new location in Dallas offers new opportunities for both exhibitors and attendees. "I'm excited about GlassBuild being held in Dallas this year after many years of rotation between Las Vegas and Atlanta," says Ron Crowl, NGA board chair and senior advisor, windows, doors and glass at Cyncly. "It's a gentle reminder that all of us should be open to new ideas and changes. Not only do we collectively have an opportunity to see what's new in the industry and catch up with industry peers and friends, but we can also explore a new city."

"Choosing a new venue, and specifically Dallas, is a direct response to feedback from our exhibitors and attendees, and we're planning an event that is invaluable to everyone," says Nicole Harris, president and CEO, National Glass Association.

Many exhibitors already see value in the new location ahead of the 2024 show. "Dallas is a vibrant city with a growing market for our industry, which we believe will attract a diverse and enthusiastic audience," says Ed Robles, vice president of sales, HHH Equipment Resources and Salem Fabrication Supplies. "The city's central location and excellent transport links also make it convenient for attendees from all over the country. Moreover, Dallas offers a wealth of networking and business development possibilities due to its dynamic economy and large concentration of related industries."

"The city's strong economic growth and investment in construction and infrastructure projects provide a promising backdrop for discussions on the future of the glass, window and door industry," says Chris Kammer, sales and marketing coordinator, A+W Software. "It's important for our industry to be present in different regions throughout the country so that we're exposed to new ideas, as well as challenges that help us improve our products and services," says Crista Tekstra, vice president of brand and product marketing at C.R. Laurence.

2024 GlassBuild exhibitors also commented about the continued importance of face-to-face networking for staying up to date with the latest trends in glass and fenestration. "The most important aspect of GlassBuild, and what keeps us coming back year after year, is the incredible engagement and networking opportunities with our customers and industry partners," says Alan Kinder, director, commercial segment and technical services, Guardian Glass North America.

"We are eager to explore new industry trends in sustainability, energy efficiency and digital integration that could shape the future of building materials and construction," says Greg Koch, vice president of sales and marketing, Deceuninck North America. "GlassBuild provides an excellent opportunity to stay on the leading edge of industry developments, collaborate with industry leaders and drive innovation forward."

In-person shows also continue to have unique benefits for sales. "With the complexity and price of machinery increasing, the need to see the machinery running and performing in the 'show' environment is a huge benefit to engage potential customers," says Brian Ludwig, sales manager, Erdman Automation. "It also showcases the ability of our service and install teams to potential customers when they see a fully functioning line up and running in short order for the show."

FIND EDUCATION AND SOLUTIONS

In addition to catching up with customers, booth visitors and potential leads, attendees and exhibitors can also find industry insights, education and more on the GlassBuild show floor.

Tailored solutions at the Industry Pavilion

The Industry Pavilion, Booth #17009, is where you'll find the association sponsors of GlassBuild, the National Glass Association, and the Fenestration & Glazing Industry Alliance, offering up the solutions their members need.

Beyond its impressive advocacy and technical knowledge on all things glass, NGA provides education opportunities for the current and future workforce through MyGlassClass.com—a collection of three different training paths for glass installers, fabricator personnel and glazier apprentices. NGA will feature the MyGlassClass.com Learning Lab in the Industry Pavilion during GlassBuild to give interactive demos on its course offerings.

FGIA is dedicated to improving home and building performance through better glass, window, door and skylight technology and standards to help their members excel. FGIA is an inclusive community offering the glass and fenestration industry solutions through research, consensus-based standards, product certification, advocacy, and education and professional development.

Education, expertise and networking

Industry members will also find insights and solutions for their most pressing problems in the slate of programming of this year's GlassBuild.

Glazing Executives Forum

The NGA's Glazing Executives Forum is back at GlassBuild for the 18th year. The one-day conference is the premier event for glazing contractors of all sizes to learn, network and tackle industry challenges. The Glazing Executives Forum will be held Monday, Sept. 30. Separate registration is required, at glassbuild-america.com/registration.

Highlights for this year's events include:

- **Business Management for Glaziers.** This year's Glazing Executives Forum offers general sessions on risk management, estimating best practices, and using technology for better marketing and recruitment.
- **Exclusive Construction Forecast.** Glazing Executives Forum attendees will have exclusive access to the full construction forecast from keynote speaker Connor Lokar, senior forecaster for ITR Economics.
- **New Workshop Tracks.** For the first time, the Glazing Executives Forum will offer workshop tracks that allow attendees to split into smaller groups

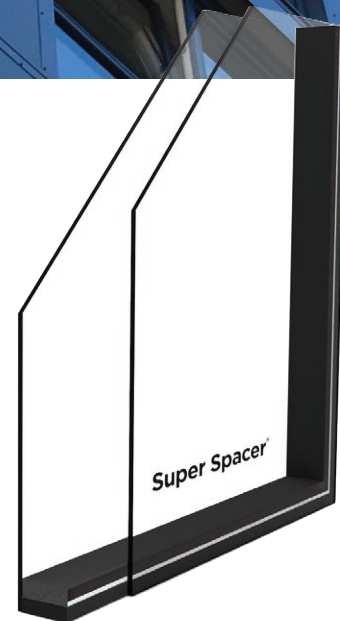
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SCHEDULE AT-A-GLANCE

SEE THE FULL SCHEDULE:



Sunday, Sept. 29

9:00 a.m. – 5:00 p.m.
Exhibitor registration open

1:00 p.m. – 5:00 p.m.
Attendee registration open

Monday, Sept. 30

7:00 a.m. – 5:00 p.m.
Attendee and exhibitor registration open

8:00 a.m. – 9:00 a.m.
NGA Installing Committee Meeting

9:30 a.m. – 5:00 p.m.
Glazing Executives Forum

10:00 a.m. – 5:00 p.m.
Exhibit hall open

10:30 a.m. – 5:00 p.m.
Main Stage programming

11:45 a.m. – 1:15 p.m.
Main Stage Keynote: Blueprint for Collaboration Lunch & Learn

3:00 p.m. – 4:00 p.m.
Main Stage Keynote: Forecast Outlook with Connor Lokar and Chris Beard

Tuesday, Oct. 1

9:00 a.m. – 5:00 p.m.
Attendee and exhibitor registration open

10:00 a.m. – 5:00 p.m.
Exhibit hall open

10:30 a.m. – 4:15 p.m.
Main Stage Programming

12:30 p.m. – 1:30 p.m.
Main Stage Keynote: Building the Next Generation with Emily Pilloton-Lam

3:00 p.m. – 3:45 p.m.
Best in Show Awards

3:45 p.m. – 4:15 p.m.
Glass Magazine Awards

Wednesday, Oct. 2

9:00 a.m. – 1:00 p.m.
Attendee and exhibitor registration open

9:00 a.m. – 1:00 p.m.
Exhibit hall open

9:30 a.m. – 11:00 a.m.
Women in Glass + Fenestration Keynote and Brunch

1:00 p.m. – 2:30 p.m.
Magic of Glass After-Party

to meet and converse directly with experts in the field about specific industry topics: AI at Your Glazing Company, Shower Enclosures Solutions Share, and Effective Recruitment Strategies.

Main Stage

Another can't-miss at GlassBuild America 2024 is the GlassBuild Main Stage, centrally located on the trade show floor in Booth #19009. Main Stage sessions are open to all GlassBuild America attendees. Programming is presented by NGA and sponsored by NGA's MyGlass-Class.com, Glass Magazine and Window + Door. Highlights from the Main Stage:

- **Blueprint for Collaboration.** The NGA's successful initiative to bring glass and glazing education directly to architects comes to GlassBuild on Sept. 30. Architects are invited to the show floor for a day of AIA-accredited programming, including a keynote Lunch and Learn.
- **Workforce Development Day.** Oct. 1 at the Main Stage addresses companies' biggest challenge: labor—specifically finding, training, keeping and

protecting employees. Main Stage content will provide business owners with take-home strategies to address the ongoing workforce hurdles.

- **Gathering place.** Once again, the Main Stage will be a place for industry to come together to network and connect. Opportunities include the third annual Women in Glass + Fenestration Keynote and Networking Breakfast taking place on Oct. 2, and the Glass Magazine Awards reception.
- **Notable keynotes.** The Main Stage will host must-attend talks, including the annual construction forecast from Connor Lokar, senior forecaster for ITR Economics, and a session on building the next generation from Emily Pilloton-Lam, designer, builder, educator and author, and founder and executive director of the nonprofit Girls Garage.

Adjacent to the Main Stage will be the first-ever GlassBuild Podcast Studio, where episodes of NGA's Glass Cast and Window Cast podcasts will be recorded throughout the show.

Live certification testing

In addition to all the Main Stage education, live certification testing will take place on the show floor at this year's GlassBuild. For the first time, the Architectural Glass and Metal Certification Council will host its hands-on certification testing program for experienced glazing supervisors and technicians at GlassBuild. The event underscores the association's ongoing commitment to producing a trained and skilled workforce for the glass industry.

Stay for the "magical" after-party

Next year's GlassBuild America will be hosted at another new location—Orlando. To capture the excitement of this new location and market, NGA will host The Magic of Glass After-Party at the end of this year's show, featuring golf simulation and a virtual reality plank walk, along with Southern-inspired food and beverages. ■



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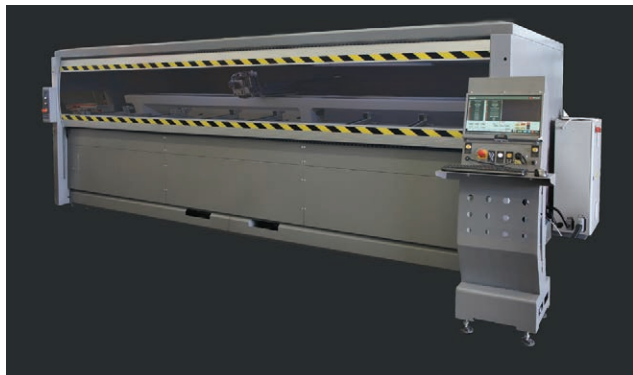
- Reduces the revolving door of employees that often are your largest risk of quality, performance and safety. For example: work loss incidents and training time consumption.
 - Reduces some of the most dangerous work stations that can cause injury and trap skilled workers.
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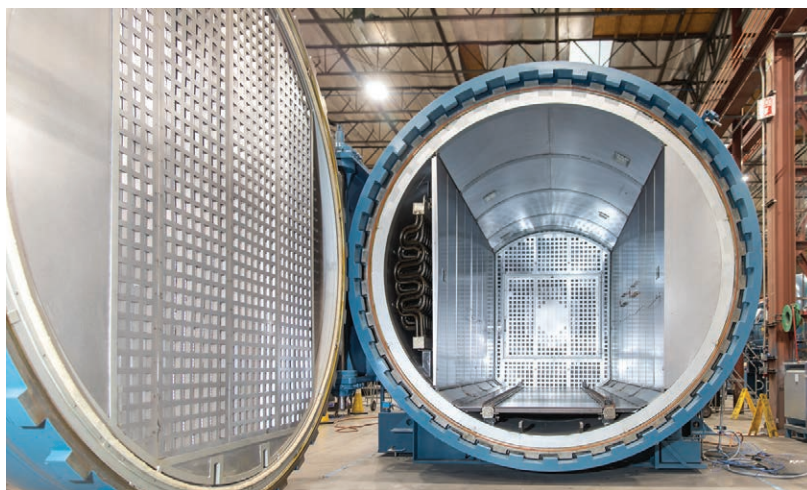
01



01. ACM Machinery Ltd.

The C4 CNC machining center is a numerically controlled, vertical router for aluminum, PVC, fiberglass and steel, capable of working on three sides of the profile. A pneumatic tilting working table with +90-, 0- and -90-degree intermediate angles are obtained by mechanical stops; optional CNC controlled electronic rotation is available. A frequency inverter controls spindle speed adjustment from 2,800 to 18,000 revolutions per minute. Booth #35045 905/565-5760, acm-machinery.com

02



03

02. Akarmak

The Glass Lamination Autoclave by Akarmak is suitable for use in various industries, including aviation, defense, glass, construction, rubber and sterilization. Akarmak's turnkey glass lamination autoclave systems include optional vacuum system, glass loading trolley and cooling tower features. Autoclaves are offered in jumbo glass sizes up to 3.3 meters, and super jumbo autoclaves in 3.3 by 9 meters and 3.3 by 12 meters. Booth #49076 +(90) 2222-3617-00, akarmak.com

03. ASC Process Systems

ASC Econoclave systems are designed to provide lamination capabilities while reducing companies' operating expenses. The technology is powered by ASC's CPC Control system, which ensures precise temperature and pressure regulation, resulting in consistent and high-quality lamination outcomes. With its user-friendly interface and comprehensive monitoring capabilities, the CPC Control system empowers operators to achieve optimal process control. Booth #23052 818/419-6642, aschome.com

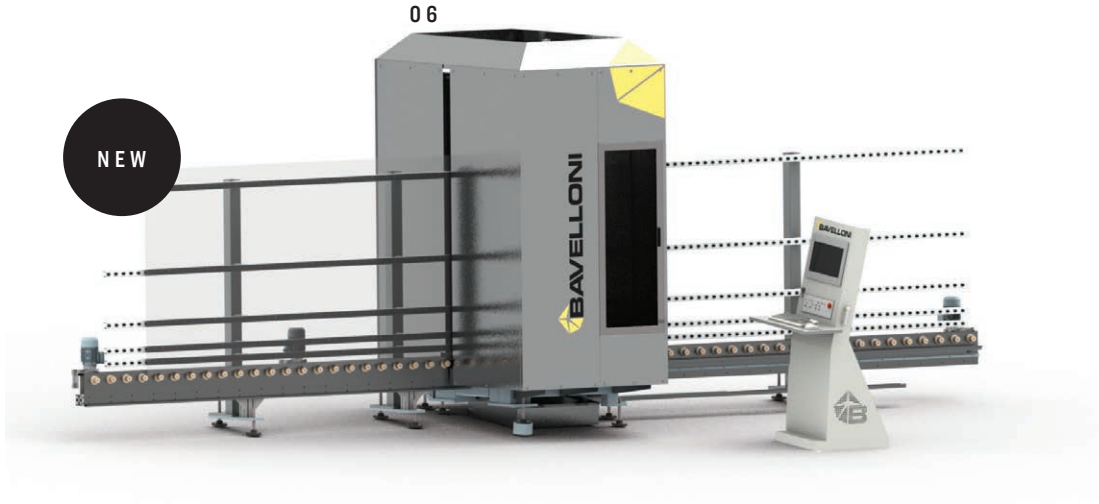
04



05



06



04. AutoMak Assembly Inc.

The Glass Boy GBL by AutoMak Assembly Inc. is a compact vacuum lifter designed to easily install a variety of flat glass. This compact-sized glass lifter can be used for both small and large glass elements, and can install glass panels up to 550 pounds. By adding additional extensions with pads, the lifting capacity can be expanded to 1,100 pounds. An optional short lifting arm and radio remote control makes lifting in small spaces possible. Booth #14021
219/310-8458, automakassembly.com

05. Barberán SA

The Wrapmaster wrapping machine series has been specially designed for PVC/aluminum window manufacturers. The basic composition includes essential processes for overlaying this type of profile with thermoplastic foils, such as Finish Foil, fleece backed veneer and CPL, among others. Booth # 34045
+(34) 9363-5081-0, barberan.com

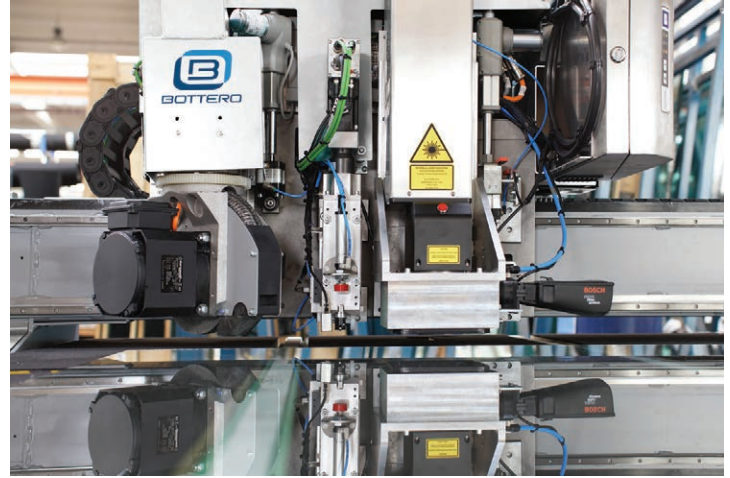
06. Bavelloni America

The VDM 1636 CN by Bavelloni America is a compact, versatile, vertical CNC work center designed for precise and fast drilling, counter-sinking, milling and notch grinding in a single automatic cycle. The base houses the inlet element, milling/drilling module and output element. The vertical structure with a single workstation minimizes space requirements, automates the work cycle and simplifies water collection. The central workstation features a double drilling head and rotating tool storage. Milling is executed with the glass stationary, secured by suction cups, ensuring grinding quality and speed. Booth #50037
336/299-8300, bavelloni.com

01



02



03



01. Billco Manufacturing Inc.

The Ultra Series wide belt glass cutting system by Billco Manufacturing is designed for the high-speed, high-volume glass-cutting requirements of large glass fabricators and window and door manufacturers. The Ultra Series cutting system has an improved cutting head and a larger drive system. Delivering a combination of performance and reliability, this cutter is designed to produce a high volume of cut glass. The linear motor drive system includes fewer mechanical parts, smooth and quiet movement, and improved cutting accuracy and tolerance.

Booth #20027

724/452-7390, billco-mfg.com

02. Bottero

The EVO cutting platform by Bottero caters to various production needs from small to high automation. Its modular design allows customization with options like low-emissivity grinding, laser cutting and labeling. The system supports automated, controlled production flows, enhancing efficiency and traceability from cutting to delivery. Other capabilities include low-e removal, TPF removal, automatic labeling and CO2 laser marking. Booth #52025

336/992-5623, bottero.com

03. Bovone North America

The Bovone Robotic System for automation of flat glass processing integrates dedicated warehouses for slab storage houses, two vertical edging machines, a vertical washing machine, and two or three multi-axis anthropomorphic robots that operate automatically. The slabs are handled by anthropomorphic robotic arms that position them inside the Bovone edging machines to carry out the various edge-processing stages. The robots can handle glass of different sizes and shapes. Booth #38037

336/637-8226, bovonenorthamerica.com



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RoboFlow™ Pass Through



CleanCut™ Series

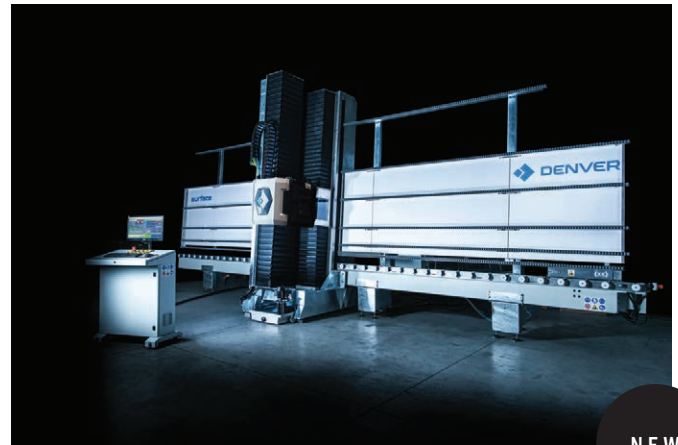




NEW



02



03

NEW

01. Casso-Solar Technologies LLC

The Nip Roller Lamination Line design offered by Casso-Solar Technologies is a proven equipment design that consists of the combination of infrared and convection heating. This combination allows users to benefit from both forms of heating. The infrared heaters are specified at a wavelength to allow a good portion of the energy to penetrate through the glass to heat the interlayer directly, which allows for faster processing times in comparison with convection only equipment. Booth #48021 845/354-2010, cassosolartechnologies.com

02. DeMichele Group

The RhinoFab 9600 combo center brings storefront and curtain wall stock length fabrication and door blank prep into one automated machining center. The RhinoFab 9600 performs precise cutting, drilling, countersinking, routing, beveling and mitering of architectural aluminum stock up to 31 feet long; features an automated infeed conveyor for continuous operation; fabricates pressure plates and cover caps without special setup or adjustments; and swiftly preps door blanks with precise operations for various hardware. Booth #36037 480/985-4926, demichelegroup.com

03. Denver USA Inc.

The Denver Surface vertical CNC machining center by Denver USA offers fast and accurate drilling, milling and countersinking on already edged glass. The standard version features double servo-ventilated electrospindles with an ISO 40 MAS-ARC connection, 7.8 kilowatts of power, 10,000 revolutions per minute, and a double linear automatic tool magazine with 22 total positions, with 12 front and 10 rear positions. The machine is equipped with a numerical control OSAI Open Smart Series for 6 axes management. Booth #20059 336/250-6590, denverusamachinery.com



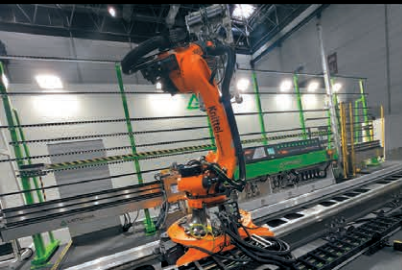
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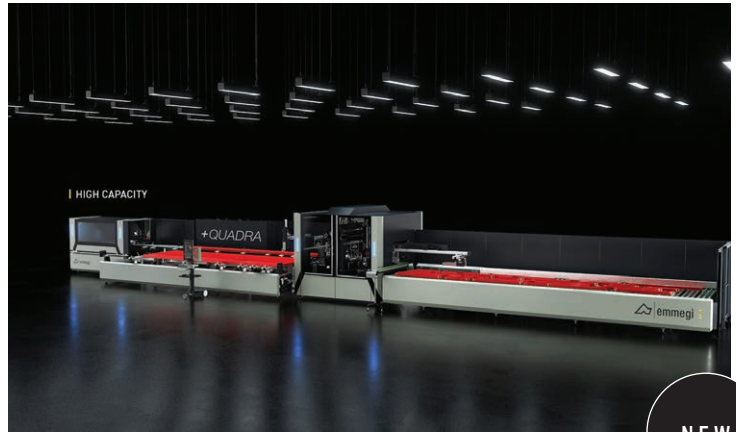


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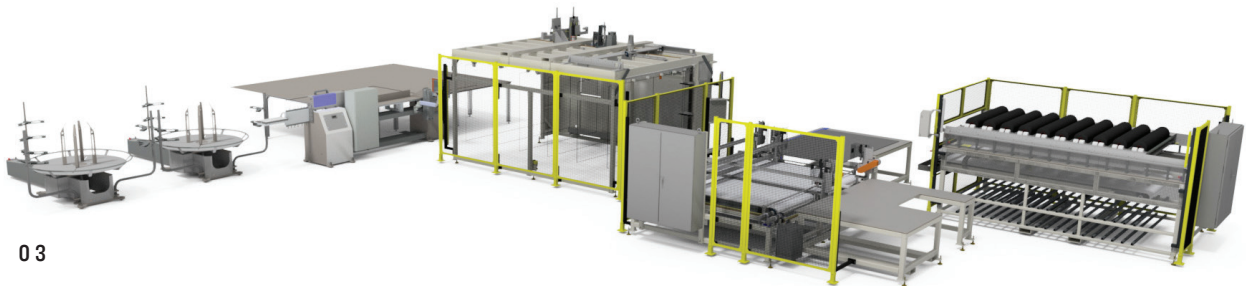
01



02



03



01. Diamon-Fusion International

The FuseCube Express coating machine by Diamon-Fusion International applies Diamon-Fusion protective coating onto both sides of the glass. The coating is applied through a chemical vapor deposition process, transforming ordinary glass into a high-performing, water-repellent surface. The FuseCube Express can treat one to five lites in under 10 minutes, and has a minimal 5- by 6-foot footprint that can meet the demands of both small and larger-sized fabricators. Booth #20037
949/529-3029, dfisolutions.com

02. Emmegi USA Inc.

The + Quadra machining center by Emmegi USA features up to 20 CNC axes, designed to perform cutting, milling and drilling operations, including head and tail, on aluminum and light alloy profiles. A configurable line with modular solutions and custom packages for common applications in window and doors, architecture and industry, the line includes an automatic feeding magazine from which the profile is picked up and transferred to the operating section. Booth #25037
201/935-0200, emmegi.com

03. Erdman Automation Corp. / FlexScreen

Erdman Automation Corp. has partnered with FlexScreen to create an automated, high-efficiency line that allows window manufacturers to produce FlexScreen for less than they can make standard aluminum window screens. Booth #43037
763/389-9475, erdmanautomation.com



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- **CHRIS NITSCHKE**, Glazier for 30+years



"[I've] been using your suction cups for over 30 years and my father used them before that, too. Glaziers' best friend!"

- **JIM CATAZANO**, Union Glazier



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01



03



02

01. Filtraglass

Filtraglass' water filtering system for the glass industry collects water from processing machines in a tank, pumps it to a pressure cylinder and filters out dust. The cleaned water is ready to be reused, while the dust is retained in a filter mesh. When dust buildup is detected, it is dried, compressed and discharged as recyclable residue. This automatic process requires no staff and doesn't interrupt production. Booth #46083

+(34) 9725-0581-5, filtraglass.com/en

02. Forel SpA / Forel North America

Forel's High-Speed Flexible Spacer IG line offers both speed and accuracy to produce high-quality insulating glass units. The line can produce insulating glass units up to 78 inches by 98 inches in size, with a maximum weight load of up to 135 pounds per foot, while minimizing the overall factory footprint. With multiple solutions that optimize existing technology, the high-speed IG line is a strategic choice for manufacturers looking to prioritize production output while still requiring high accuracy and a quality finished product. Booth #38047

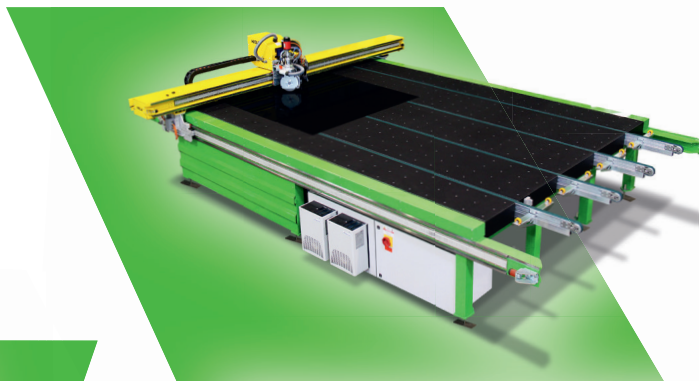
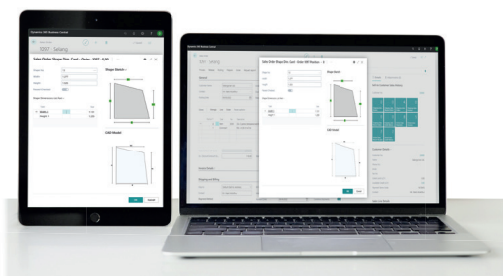
651/357-8762, forelspa.com

03. Fratelli Pezza Srl

The Mistral EV+ is a versatile, efficient sandblasting machine ideal for various applications, including LED mirrors and bird safety glass. Popular among LED mirror manufacturers, it features custom software with zonal blasting for effective silvering removal and MirrorProtection to prevent sparks. The no-mask Amacor system ensures bird-friendly designs. Mistral EV+ offers multiple sandblasting types, customizable patterns and remote programming via MistralApp. Compliant with Industry 4.0, it boasts high productivity, low consumption and a clean working environment. Booth #51014

+(39) 0346-2784-1, fratellipezza.com/en

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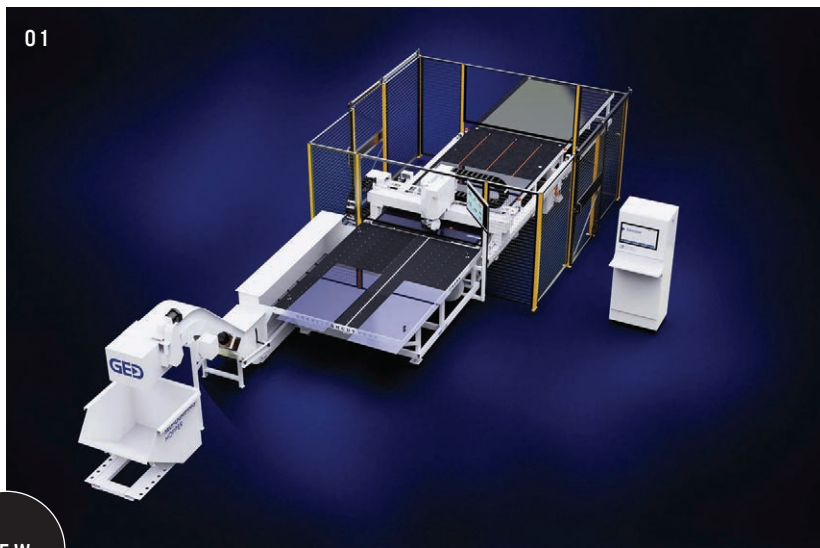
22 – 25 Oct. 2024
Germany • Booth A60

WINDOOR
13 – 14 Nov. 2024
Montréal, Canada



HEG24

01



NEW

02



03

01. GED Integrated Solutions Inc.

The CleanCut 1700 and 1800 Series glass cullet system by GED Integrated Solutions offers enhanced speed, updated technical features and increased throughput while offering manufacturers versatile options for glass production. The glass cullet system—a high-speed glass fragmentation solution—can be integrated seamlessly with existing glass-cutting equipment like the CleanCut Series. Engineered to enhance productivity, minimize waste and optimize safety in glass and manufacturing environments, this combined system provides a comprehensive, efficient solution for modern glass production needs. Booth #12037 440/600-8605, gedusa.com

02. Glass Co.

The FireMek fire-resistant glass production line for SMEs consists of machinery, equipment, products and a chemical formula for a transparent silica-based intumescent mixture. The line can be manual, semi-automatic or fully automatic. The LaserMek line features lasers for engraving and ablation on glass surfaces, including silvering and low-emissivity coatings, and integrates with SoftMek for micro-cuts. The LaserMek Cut and Drill are laser technologies for cutting and drilling glass up to 15 millimeters thick with high precision. Also included is a portable polariscope for tempered glass quality control. Booth #51020 + (39) 0721-2835-19, glasscompany.com

03. Glaston America Inc.

The TPS thermo plastic spacer by Glaston enhances energy efficiency and longevity in insulating glass units. With over 170 installed TPS IG lines globally, this spacer system simplifies IG manufacturing by allowing direct application onto glass, automating spacer width adjustments and eliminating separate production steps. The Glaston Vario TPS line integrates all functions, including bending, connecting, desiccant filling and butyl-coating, into one process. The TPS also supports various IG functions, contributes to carbon dioxide reduction and improves living comfort. Booth #48069 856/476-6001, glaston.net

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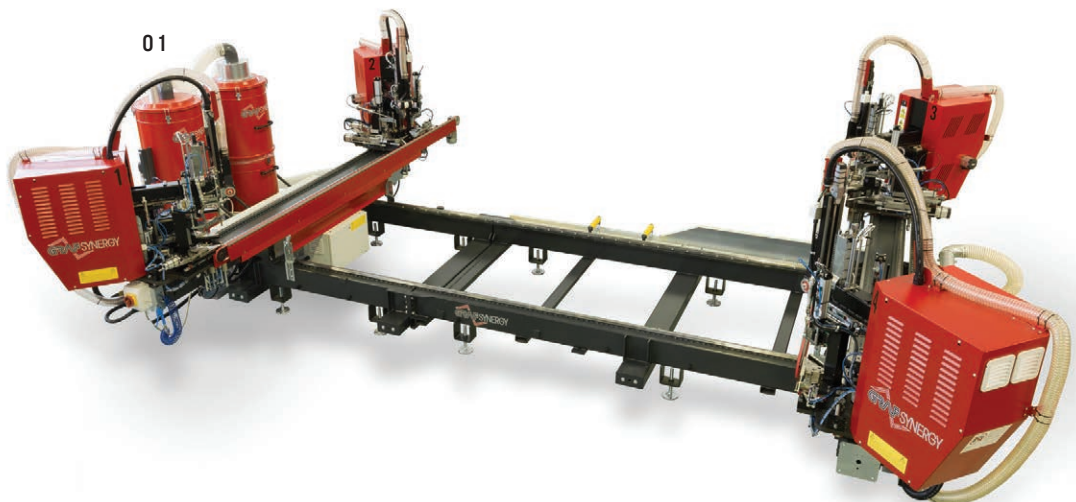
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01



NEW

02



03

01. Graf Industries Inc.

The SL4FF EVO seamless welder by Graf Industries features V-Perfect technology and eliminates the welding seam from the corner, providing PVC windows of uniform quality. It allows welding of profiles coated with any type of film or foil such as anodized aluminum, painted aluminum, painted PVC, or PVC covered with natural wood or acrylic. There is no cleaning or touch up needed after welding, and only one operator is required to load the profiles. Booth #34037
365/650-3131, grafindustriesinc.com

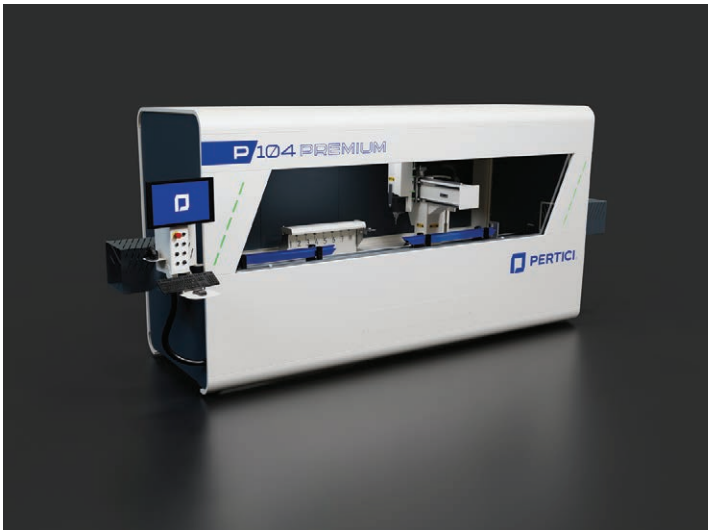
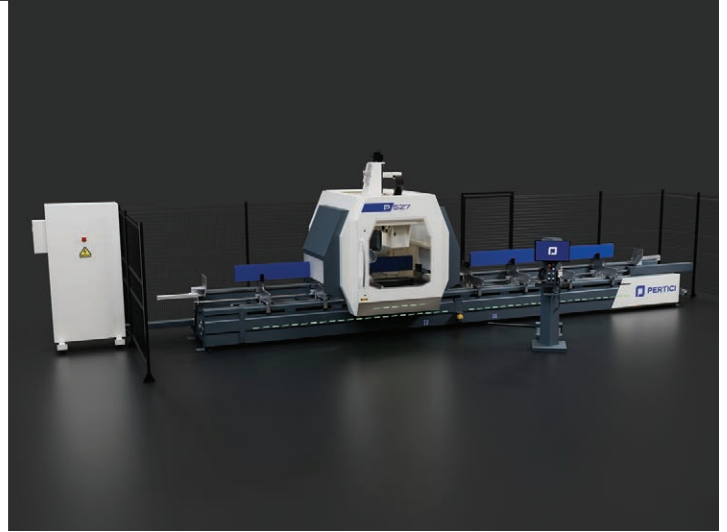
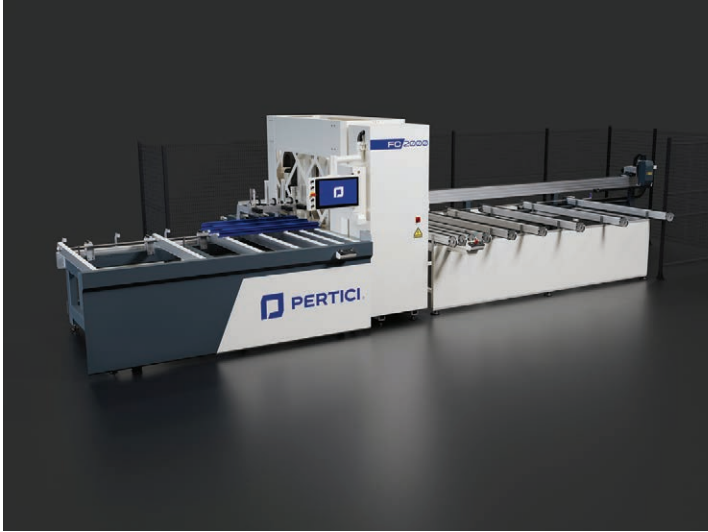
02. HAECO

The Pro-Assist 1000 hand-glazing table employs a high-performance servo flow technology, resulting in a quick sealant response and minimizing inadequate bead volume at starts/stops and bead tie-in connections due to varying operator skill levels. Other features include a sound feedback that trains operators to avoid over-aggressive movements and signals if there is a compromise in bead quality. Available in single component silicone or hot melt. Booth #19059
513/722-1030, Haeco.us

03. Haffner Machinery

The Autoscreen SAC-845/55 automatic screen mesh and spline insertion machine automates the application of screen mesh and spline to a pre-assembled screen frame. The estimated typical cycle time for an 18- by 18-inch window screen frame is approximately 35 seconds, including all handling. Patio doors measuring up to 48 by 96 inches are processed by the larger SAC-855 Autoscreen, taking approximately 1 minute and 20 seconds to complete, including handling. Booth #18037
514/826-3620, haffnerma.us

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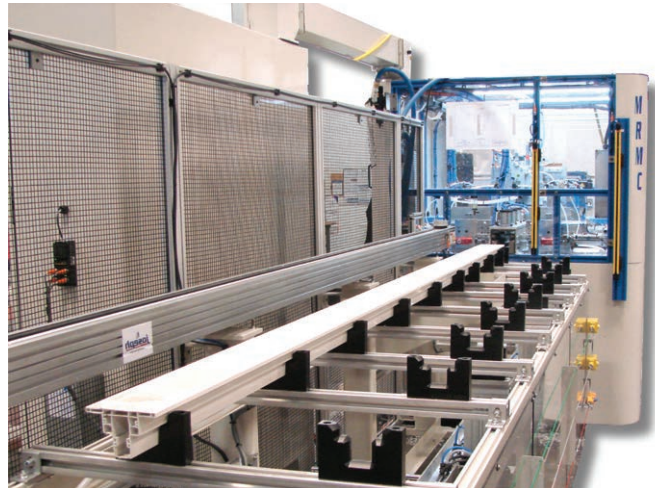
Or visit our website
www.pertici-usa.com

 **PERTICI®**

01



02



03

01. HHH Equipment Resources

The Kodiak 10-45 flat glass polishing and mitering machine is engineered for continuous use, featuring a variable angle of up to 45 degrees, making it ideal for polishing and mitering large glass lites. The Kodiak 10-45 has heavy-duty frame construction with 10 77-pound spindles and durable track elements, along with large, user-friendly display screens, automatic lubrication, and UL-certified components. The Kodiak 10-45's cast aluminum caterpillar track system consists of linking elements fitted on special bearings. Booth #27037
800/234-1982, saalemftg.com

02. Italcarelli SpA

The E4NL series side-loaders transport glass packs within float glass plants for flat glass production. Italcarelli designs and manufactures special machines and solutions for storage and handling of flat glass, including platform transporters, in-loader transporters, multi-directional side-loaders, special equipment for glass handling, and trucks for glass handling inside closed-top containers. Booth #52023
+(39) 0444-6233-93, italcarelli.eu

03. Joseph Machine Co.

The MPMC Machining Center can load and index material, fabricate lock dimples and holes, balance fabs, night latch routes, and more while also cutting to length and coping the ends of the profiles. With this product, companies can reduce scrap, improve part quality and ensure worker safety while increasing productivity. Booth #48037
717/432-3442, josephmachine.com



05



06



04. Keraglass SrL

The Vision 800 oscillating tempering furnace by Keraglass is based on a high-pressure blowing system inside the heating chamber, preheating air to 700 degrees Celsius.

The furnace is ideal for providing custom-made solutions for medium-to-large-size companies dealing in architectural glass. A graphical interface supervision system, with a large touch-screen monitor, allows total control of the furnace and continuously displays the heating cycle and all the control tools installed in the furnace. It includes a power consumption monitoring system.

Booth #40036

+(39) 0522-9930-27, keraglass.com

05. Landglass Technology Co.

LandGlass will be showcasing its digital, intelligent, interconnected glass processing solutions and integrated high-performance vacuum insulating glass solutions to achieve lean and efficient manufacturing as well as quality of life with a clean and green environment. LandGlass is making its contributions to the realization of the "Emission Peak and Carbon Neutrality" target. Booth #21053

+(86) 3796-5298-895, landglass.net

06. Lattuada North America

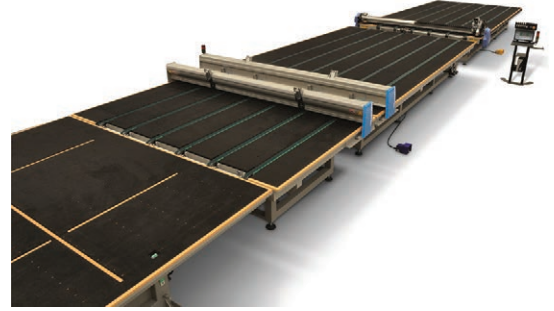
Lattuada's TLR 11 AV C PC H85 is a fully automatic, 11-wheel mitering machine equipped with the company's A-WR system that offers diamond and resin wheels, automatic pre-setting, polishing wheels, and automatic wear recovery. An i-AL system allows automatic adjustment of the machine's parameters based on the glass thickness. It is also equipped with a motorized adjustable infeed conveyor, digital ammeters, an automatic alert system for wear on the polishing wheels, and teleservice. Booth #29037

567/249-4486, lattuada-na.com

01



02



03

01. LiteSentry – Softsolution

The Osprey 10 advance glass quality inspection system features optical technology that measures all forms of distortion. The high-performing system meets and exceeds the growing requirements of architects and glass suppliers, including mandated distortion and anisotropy measurements. Innovative optical technology delivers real-time, online, complete, precise and accurate inspections guaranteeing quality while saving time and costs.

Booth #47019

507/645-2600, glassquality.com

02. Macotec

Macotec's float glass cutting line offers automatic loading, cutting and breakout of monolithic glass sheets. Configurable for different productivity and space requirements, it features inlet and outlet buffer tables to optimize production flow. The breakout machines ensure precise glass separation with excellent edge quality, thanks to parallel-running sheet clamp beams and an aligned breakout bar. An integrated monitor displays synchronized cutting schemes, which aids operators.

Booth #51027

+(39) 0342-6846-48, macotec.it

03. Mappi America Inc.

The ATS 4.0 Series furnaces all contain all Mappi technology. The ATS 4.0 comes in dimensions of 1,500 by 3,800 millimeters, 3,300 by 6,000 mm, as well as customizable sizes. The ATS 4.0 Series tempers glass with high optical and flatness standards. And thanks to a collaboration with Siemens, Mappi machines are recognized as "powered by Siemens," meaning they are ready to implement all MindSphere applications, with full integration between the furnace and all production processes. Booth #29025

336/257-9651, mappi.it

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Booth
#38037

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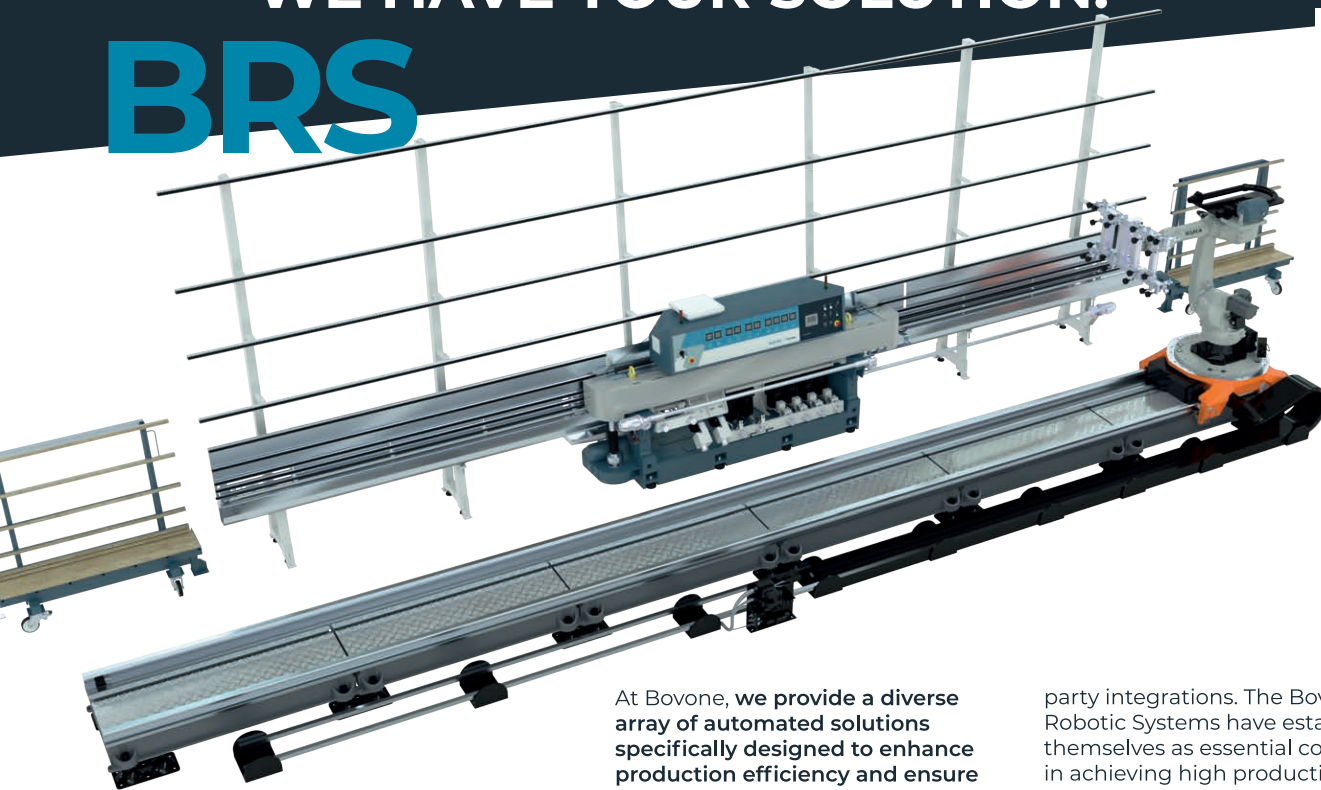
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party integrations. The Bovone Robotic Systems have established themselves as essential components in achieving high production throughput, all while maintaining exceptional edge and polish quality. **These innovative systems not only streamline operations but also empower manufacturers to meet the demands of large-scale production without compromising on precision or finish.**

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NORTH AMERICA



03



01. Matodi

The Quick 2 T10 automatic vertical glass CNC drilling-milling machine can drill, countersink and mill quickly with high precision, as well as execute notches and portholes on flat glass sheets. The machine is equipped with an automatic double-tooling carousel featuring 10 front and 10 rear positions. Based on Neptun's established technology experience, the Quick 2 is made for those who require precision, quality and a long lifetime for their investment.

Booth #48057

336/668-2300, matodigroup.com

02. Mecal USA

The MC 316 Fabcenter automated production line by Mecal is an advanced manufacturing cell, sawing and machining line, for aluminum and PVC windows and doors, or similar extrusions. Consisting of a horizontal loading table with user-definable partitions, the processing unit contains a 3-axis sawing head and 6-spindle—with an option for 8—machining element with 360-degree rotation of the tool-holding frame. A material rotation axis on the gripper to add machining capability is optional. Booth #11037

574/520-1871, mecalusa.com

03. MyGlassTruck

MyGlassTruck's low-emission, CNG-equipped glass van features its classic exterior and interior van racks, engineered for eco-friendly transport of glass, granite counters and other flat building materials. The exterior van rack has a 1,000-pound carrying capacity per side of vehicle, full-length horizontal and vertical padding, and infinitely adjustable poles. An interior rack is available in a fixed-position and sliding version; each offers more capacity, weather protection for glass and added security. MyGlassTruck racks use aircraft-grade fasteners to provide weldless construction for superior stability and reliability. Booth #31019

856/595-9064, myglasstruck.com

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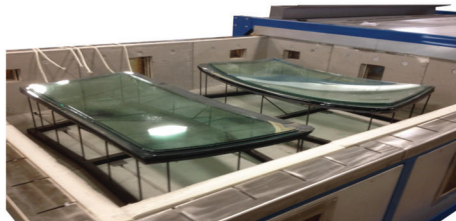
Ink Drying Systems

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03



NEW

01. Oz Machine

The Alcor-II C 10-axis, CNC-controlled, profile machining and cutting center by Oz Machine can perform all-in-one cutting, milling, drain channel opening, punching and marking operations on four surfaces of profiles, as well as special non-standard operations on different profiles. Features include servo-controlled cutting and rotation axis, automatic positioning at all degrees—between 30 and 150—pneumatic holder robot with servo-axis control and manual adjustment feature for accurate positioning of profiles. Booth #47047
561/808-9354, ozmachineusa.com

02. Panther Pro Tools

The Scratch Away Saw360 by Panther Pro Tools allows high-precision polishing with no spatters. The Saw360 is equipped with two support legs that form a tripod together with the polishing head. This ensures a greater degree of stability for horizontal and vertical positioned glass, which is especially necessary when polishing convex and concave glass. The Scratch Away Saw360 is always parallel to the window, preventing additional damage. Booth #11048
940/648-3305, panther-pro.com

03. PDS IG

The PDS IG horizontal interlayer trimmer offers customers a safe alternative to removing excess interlayer material found on the perimeters of laminated glass post lamination production. The system comes equipped with an automated cutting head that runs across the edge of the glass removing the material with great precision and accuracy. An integrated IR heating system allows fabricators who are producing SGP type materials a quick, automated opportunity to heat and remove edge materials. Booth #22021
303/948-4793, pdsig.com

VSL-A



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22. - 25. October
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High performance automatic cutting machine for laminated glass

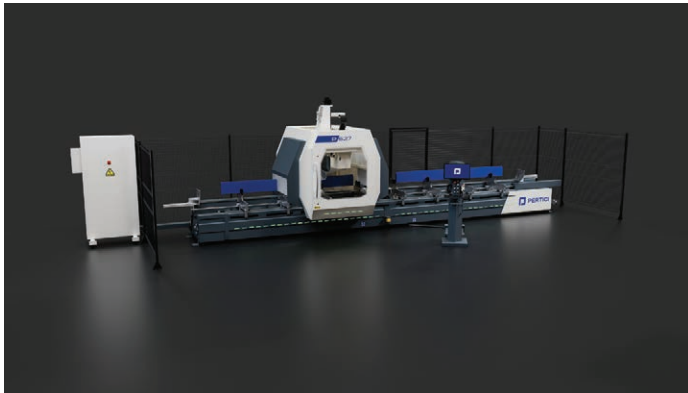
- Innovative retaining beam technology for higher output
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www.lisec.com

LiSEC

01



02

NEW



03

**01. Pertici North America**

The P527 Premium Plus CNC machining center with five controlled axes performs milling, drilling, rigid threading, cutting and end milling operations on bars or workpieces in aluminum, PVC, light alloys and steel. Two machining center versions are available, 7 and 9 meters of machining length, with two different working modes—a single working area or the pendulum mode with two independent working areas offering customized solutions. The machine has a 120-meter-per-minute X-axis that improves the cycle. Booth #15023
574/210-9526, perticinorthamerica.com

02. Quattrolifts USA Ltd.

The Vector 600-1320 MP glazing robotic lifter by Quattrolifts includes a vacuum head, and a hydraulic winch with jib and fork tynes to lift pallets. All attachments have the capacity to lift up to 1,320 pounds. It is all-hydraulic for durability and reliability and can work in cold environments. With no steering handle, the Vector 600 MP is driven and steered by wireless remote control, allowing the operator to position themselves safely while driving and operating. Booth #30025
+(61) 4115-9180-7, quattrolifts.com

03. RCN Solutions Srl

The CT900/950 chemical tempering plant tempers glass from 0.5 to over 22 millimeters, including curved glass, ensuring perfect quality and high mechanical resistance. Ideal for specialized products like bullet-proof glass, it offers high impact resistance and minimal distortion, crucial for thin glass applications in weight-sensitive projects. It withstands temperatures over 392 degrees Fahrenheit, compared to 230 to 356 degrees for thermally tempered, and 86 degrees for annealed glass. Booth #51018
+(39) 0294-6024-34, rcnsolutions.it

The new Osprey® Distortion RWE
and the new BowScanner for your
flat glass quality assurance.
By LiteSentry-Softsolution, of course.



NEW



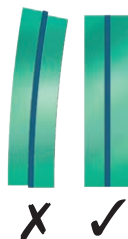
OSPREY® DISTORTION RWE

*Introducing Osprey® Distortion RWE.
Engineered with key benefits to
meet popular customer demands:*

- ▶ **Advanced Quality Testing:** Provides measurements in diopters for accurate and reliable testing of Roller-wave and Edge Lift, using industry standards like ASTM and EN12150 methodologies.
- ▶ **Comprehensive Coverage:** Offers detailed Roller Wave/Peak-to-Valley and Edge Kink tests, with measurements available in metric, imperial, and millidiopter units, covering Lead, Middle, and Trail areas.
- ▶ **Competitive Pricing:** Available at competitive prices, making precision accuracy, automated inspection and process control accessible to a wider range of users.
- ▶ **100% Automated Inspection:** Ensures real-time inspection of every part, every time, stopping defective glass immediately, leading to significant time and cost savings from day one.

BowScanner

*Identifies unwanted deflection
of laminated or tempered glass*



- ▶ Precisely identifies glass exhibiting excessive overall bow post-tempering.
- ▶ Prevents breakage in sorting systems, ensuring seamless operations.
- ▶ Halts further processing, such as laminated glass or IG unit production, when necessary.
- ▶ Minimizes downtime, ensures reliable product quality.

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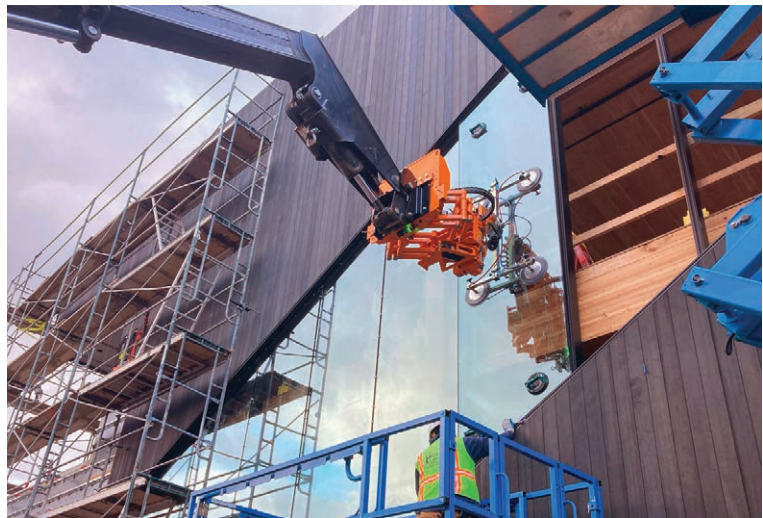
Sept. 30 - Oct. 2 | Dallas, TX

02

NEW



01



03

01. Shoham Machinery Ltd.

Shoham's pneumatic punching machines can eliminate the timely process of preparing curtain wall and deliver great outcomes with just a few simple stages. The company's tools can punch multiple applications: pressure plate covers; caps head; sill anchors; shear blocks and clips; holes in mullions (including countersinks); notch heads and sills to clear anchor clips; water drainage and weep holes. The tools result in fast and easy assembly for the mullions, transoms, pressure plates and covers. Booth #21052 + (97) 2587-1903-68, shoham-machinery.com

02. SHM Stegherr & KPS**Tool & Die**

The KSF-2E CNC cross joint milling machine fully automates the manufacture and complete processing of quality cross joints and grilles in the series production of glazing bars windows and doors. With up to eight aggregates, the machine produces cross joints in diverse executions and sizes from wood, aluminum, MDF or PVC bars, and processes all components of a glazing bar grille. It is available in customized executions with special aggregates and in special execution for the manufacture of historic cross joints for authentic restoration jobs. Booth #15048 499/402-5010, shm-stegherr.com

03. Smartlift US Inc.

The SL 400 RT Skyliifter by Smartlift is a radio-controlled electric vacuum manipulator that can be easily mounted on telescopic handlers with a Smartlift pallet fork adapter, enabling work at heights and in hard-to-reach places. The Skyliifter is quick to deploy and perfect for challenging high-lifting tasks or angled positions with its 350-degree rotation capability. With no limit on working height, it carries up to 400 kilograms with precision. Wireless remote control enhances operator mobility and oversight during installation. Booth #49025 402/215-8235, smartlift.com



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01

02



NEW



NEW

03

01. Aluro

Aluro's Aluroller EVO advanced assembly technology delivers straight profiles from the first run, minimizes waste and ensures high quality in every piece with just two operators. The Aluroller EVO is designed to assemble complex profiles with its one-run multilayer and 90-degree profile assembly, facilitated by a three-in-one fully CNC-controlled system, including individually controllable and adaptive crimping disks and knurling wheels. This significantly reduces idle time, allowing manufacturers to switch between batches without sacrificing quality or efficiency. Booth #31037
+(32) 1524-6660, aluro.com

02. Sturtz Machinery Inc.

Sturtz Machinery Inc.'s SMI-HSM-30/25-Turbo-CL ContourLine welder features seamless welding on visible surfaces of a frame or sash. The company's process eliminates the need for cleaning visible surfaces, as well as the need to touch up corners of painted or laminated windows. This is accomplished without sacrificing weld strength. Booth #41037
330/405-0444, sturtz.com

03. SynergX Technologies Inc.

The SurfX Glass inspection system by SynergX is a fully automated inline inspection system for flat glass panels, designed for a wide range of glass manufacturing applications. The SurfX Glass scanner inspects and finds defects in flat glass reliably, minimizing both human inspection and potential liability, and helping companies optimize production lines. The SurfX inspects a range of glass types—from bird safety glass, vacuum insulating glass, insulating glass units, and laminated, tempered, and annealed—to smart glass and solar. Booth #14050
450/978-1240, synergx.com



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GLASSBUILD AMERICA 2024

★ ★ ★ ★ September 30 - October 2 | Dallas, TX ★ ★ ★ ★

01



03



02



NEW

01. TAKA-WPR

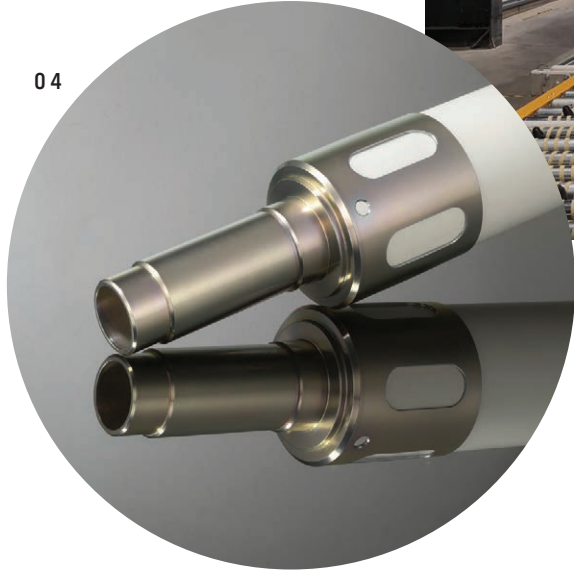
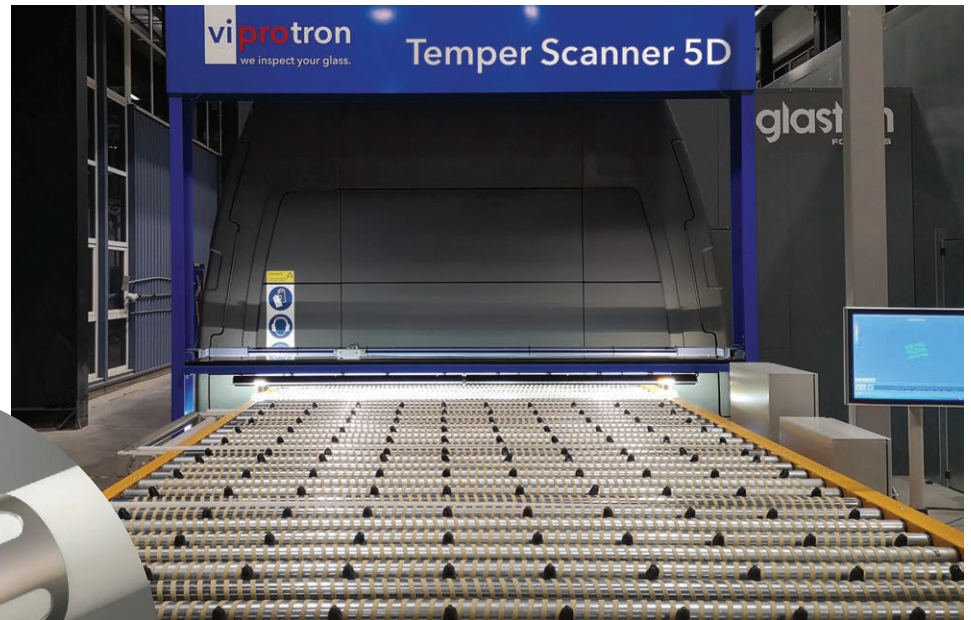
The Strato profile wrapping machine by TAKA-WPR increases productivity and reduces set-up times in combination with a fully automatic process control that provides the safety required for high-quality production. The Strato wrapping machine for PVC and aluminum window profiles offers built-in options, with optional features that can be integrated to reduce set-up times and increase productivity. It also offers reduced consumption of primer and glue with an overall reduction in waste. Booth #31051
973/650-3232, wraptak.com

02. Trucent Industrial Solutions

Trucent's QuantumClear glass filtration system sets a new standard in the industry. QuantumClear leverages advanced technology for real-time fines separation, ensuring uninterrupted filtration and producing a substantially moisture-free cake. With processing capacities ranging from individual machines to full-scale facilities, QuantumClear offers efficiency and performance for architectural, solar and precision glass applications. Booth #50069
317/626-8225, centrasep.com

03. UFP Packaging

The UFP Easy 3 crate simplifies setup with its collapsed, kitted and semi-assembled three-piece design. It reduces assembly labor, lowers inbound shipping costs and saves inventory space. Ideal for shipping fragile items like glass, stone, tile and counters upright, the Easy 3 crate requires no nail or staple guns, making assembly quick and safe with the included hardware. The pre-assembled pieces come together easily, enhancing operational efficiency. Booth #41011
855/435-9359, ufppackaging.com



04



06

NEW

04. Vesuvius

The Smartly Driven Plus glass tempering roller by Vesuvius is designed for superior performance in flat glass fabrication. This roller features advanced specifications, reducing roller wave distortion and enhancing stability through its mechanical connection system. Made from high purity fused silica, it avoids harmful chemicals like formaldehyde and Chrome 6+ in the manufacturing process. Available in various styles, diameters and lengths, these pre-assembled rollers fit all furnace models, ensuring consistency, durability and quality. Booth #34014

843/506-8773, vesuvius.com

05. Viprotron North America Inc.

Viprotron's Temper Scanner 5D is a complete tempering line measurement system that uses True Edge technology. It scans for all distortion and measures from edge to edge, detecting anisotropy, white haze, scratches and coating defects. Equipped with up to five different inspection channels, this modular scanner combines state-of-the-art technology from five different scanners into one device. The Temper Scanner measures all distortions at the exit of a tempering furnace. Booth #30018

313/384-3855, viprotron.de/en

06. Winpro

The Winpro Screen Express System automates the manual process of spline insertion on window screens, raising the bar on productivity, efficiency and cost savings. By automating a difficult and manual process, the Winpro Screen Express ends repetitive motion injuries often experienced by workers in the window fabrication industry. Less labor intensive than a traditional manual process, the production of more high-quality screens per hour is possible without the normal costly labor. Booth #51057

216/292-4460, formtekgroup.com/winpro



NEW

Wood's Powr-Grip Co.

The MRPT16 Lifter Series manual rotator power tilter by Wood's Powr-Grip Co. simplifies the installation of jumbo lites, curtain wall sections and more. With a standard capacity of 2,800 pounds, the rotator-tilter features Intelli-Grip technology for reliable monitoring of power and vacuum systems, remote control that functions at up to 250 feet away, an optional integrated counter-balancer, and a load-support safety sensor that measures suspended weight and warns of unsupported load release.

Booth #48027

406/235-1978, wpg.com

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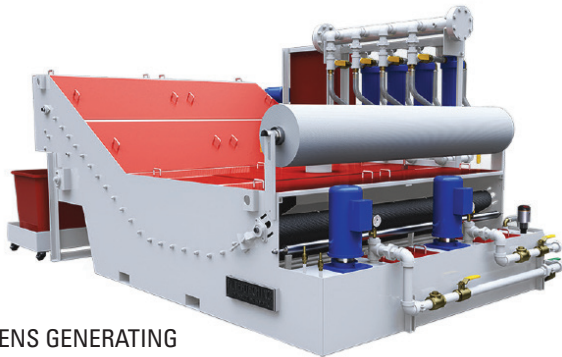
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TPS

Excellent warm edge material can improve the thermal barrier of insulating glass due to the removal of metal spacers.

Lower water vapor and gas permeability.

Improving the U value of the edge (Warm Edge).

Minimizing condensation at the edges of insulating glass.

High automation production.

Butyl Rubber

It features non-break on the fast running butyl coating machine.

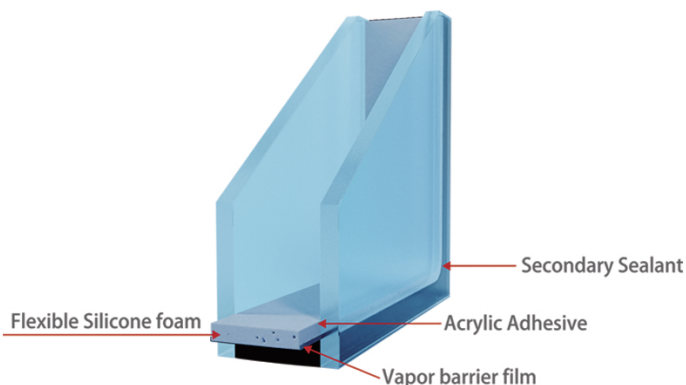
Single-component sealant without flux.

Using imported butene rubber and polyisobutylene as basic materials.

Excellent seal ability for aluminum, glass and rustless steel.

Excellent heat endurance and good resistance to water immersion.

First choice for the first sealing of the insulating glass.



Flexible Spacer

New improved warm edge insulated glass spacer system.

Superior thermal performance.

Moisture proof film resistance moisture vapor, Enhanced seal ability

Moisture proof film can adhere with second sealing materials, To improve the service life

Easy applications for all special shapes.

Easy applications for process, higher productivity



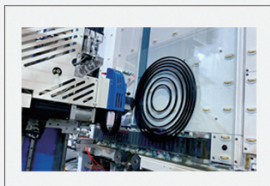
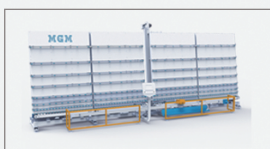
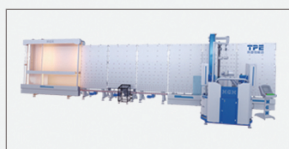
Beijing MGM Glass Machinery Co.,Ltd

Contact Person: Simon Wang

Cell phone : +8613810695849

Email: simonwang@bjmgm.com.cn

TPS INSULATING GLASS LINE



Technical Data:

Max glass size: 2700X3500mm Min 300X500mm

Dimension: 48.5mX6.5mX4m(LXWXH)

Total power: 188Kw

Air supply: 0.6-0.8Mpa, 2³ /min

Transmission: 500~550mm

Angle: 6°~9°

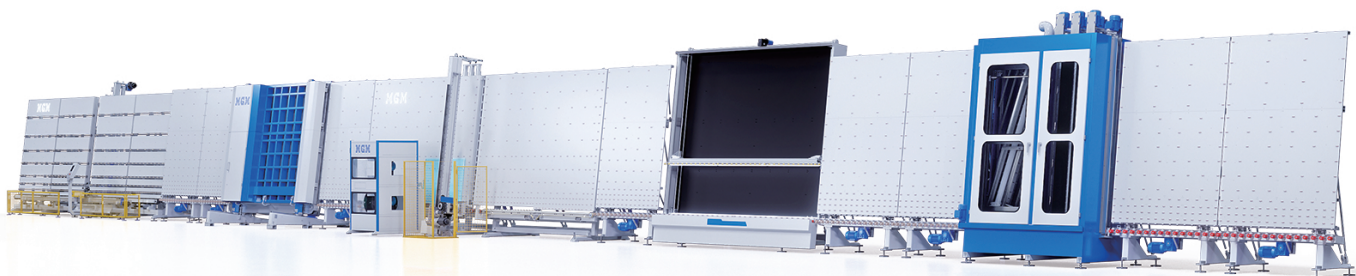
Washing speed: 1~10m/min; Single glass thickness:3~15mm

Coating speed: 1~27m/min

IG thickness: 12~75mm;Press error+0.5mm;Automatic gas filling

Manufacture clear glass ,LOW-E

FLEXIBLE SPACER INSULATING GLASS LINE



Characteristics:

Glass Washer Quality: Sand and carbon filters with soft coat low-e brushes ensure the glass is clean and scratch free. Air knives ensure the glass is dry.

Inspection and spacer placement conveyor panel special treatment, convenience for glass inspection.

Super Spacer Applicator: Precision application at high speeds for maximum output.

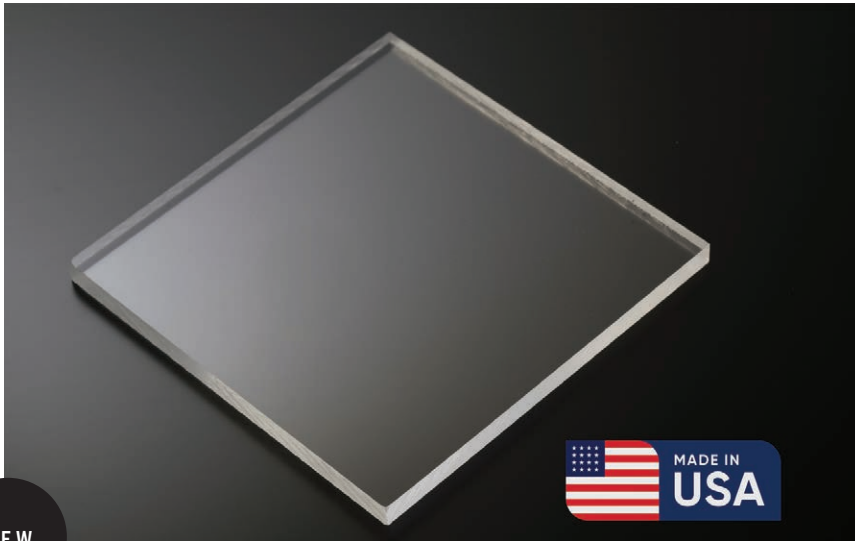
Application head allows for inverse comers and variable shapes.

Pressing Quality: Ensures excellent sealant adhesion and pressed to overall unit thickness with tight tolerances. Optional gas fill with initial percentages 90%.

Additional Option: Automatic glass placement at infeed and outfeed further reduces labor costs.

The line makes choices for IG with Super Spacer and traditional aluminum spacer.

01



NEW



02

03

**01. Agama Glass Technologies**

The HydraEtch line of chemically etched anti-glare glass by Agama Glass Technologies offer elegance and functionality, and are suitable for decorative, architectural, markerboard, digital signage, solar and appliance industries. These easy-to-clean glass products offer optimized resolution, with vivid, detailed back-printed patterns. HydraEtch comes in single and double-sided versions with finishes from full satin to light etch, and are available in clear, low-iron and grey substrates from 1.1 to 6 millimeters thick. Booth #52073

304/624-7461, agamaglass.com

02. Beijing MGM Glass Machinery Co.

The company will exhibit Kenex Building Materials, which includes a thermoplastic spacer, a flexible spacer and butyl rubber. The company's thermoplastic material reduces thermal conductivity by more than 60%. TPS has high sealing performance and contains a desiccant to prevent fog, condensation and water leakage in the insulating glass units. The flexible spacer can be used as a solution for curved and shaped insulating glass. Booth #24053

+(86) 1381-0695-849, bjmgm.com.cn

03. C2A Longterm Inc.

Tempered vacuum insulating glass by C2A Longterm is manufactured without an extraction port, reducing points of failure and leakage, and increasing the structural integrity of the glass. The glass is equipped with an alloy used as a getter that helps absorb small quantities of air leaking over time, helping ensure and extend the product's lifespan. Vacuum sensors are embedded inside to monitor the vacuum degree. Booth #31016

607/768-0576, c2alongterminc.com

NEW

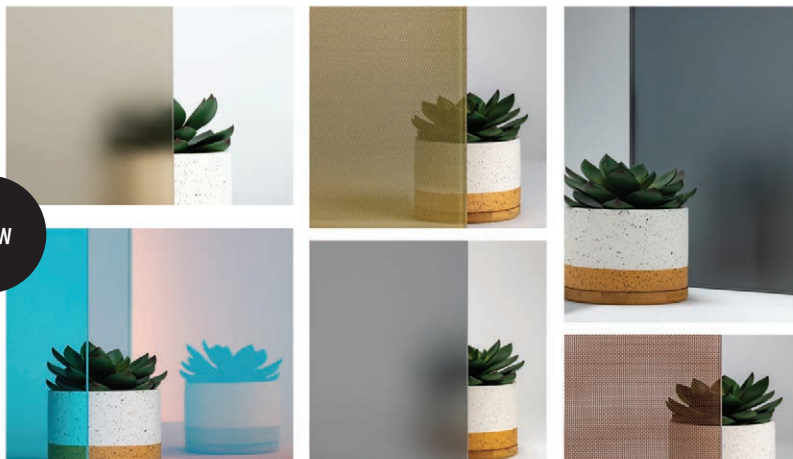


04



NEW

NEW



06

04. Fenzi North America

The Butylver TPS is a solvent-free, polyisobutylene spacer capable of forming chemical bonds with glass surfaces. Designed to seamlessly integrate with all TPS applicators, this thermoplastic spacer streamlines the production process of structural and standard insulating glass units, elevating warm-edge performance and enabling high-level industrial automation. Crafted from a single component polyisobutylene base with integrated desiccants, Butylver TPS ensures precise adhesion, minimal permeability and exceptional stability—up to 20-millimeter cavity—for contemporary IG applications. Booth #45037 416/674-3831, fenzi-na.com

05. FG Glass

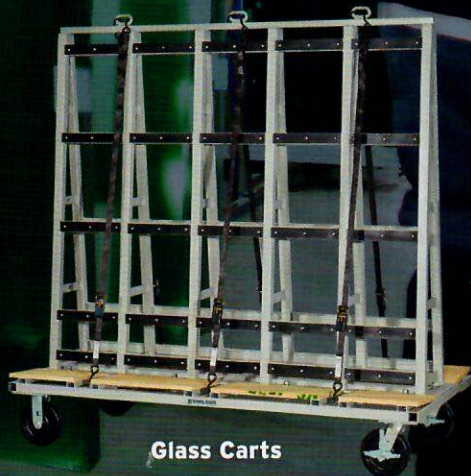
FG Glass offers an extensive product range, including architectural glass façades, interiors, and fire safety and security glass for applications in commercial buildings, residential projects, public infrastructure and special projects. Other products include insulating glass units, laminated glass, tempered glass, spandrel glass and ceramic frit glass, along with decorative glass options such as printed, acid-etched, back-painted and textured glass. The company also provides energy-efficient solutions with low-emissivity and solar control glass. Booth #15014 +(91) 9820-3679-64, fgglass.com

06. GGI | General Glass International

GGI's new decorative glass types are cutting-edge solutions that can transform projects. They include its tinted satin etched glass and mirror that combines aesthetics with functionality; MeshFusion laminated glass that offers privacy, safety and solar control; silver, gold and copper MeshFusion laminated glass options for interior designs and building façades; and Lumichroic dichroic glass for architectural applications, which changes color based on the angle of light and view. Booth #47027 800/431-2042, generalglass.com

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Buggy Buddy

Whether you're moving glass in the shop or transporting it to a jobsite, trust Groves for reliable glass-handling solutions. Groves products are engineered to tackle the unique challenges of the glass industry. We don't just understand glass, we know it inside and out.

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- ▶ Adaptable, stable and easy to maneuver
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01



02

01. Glassopolis

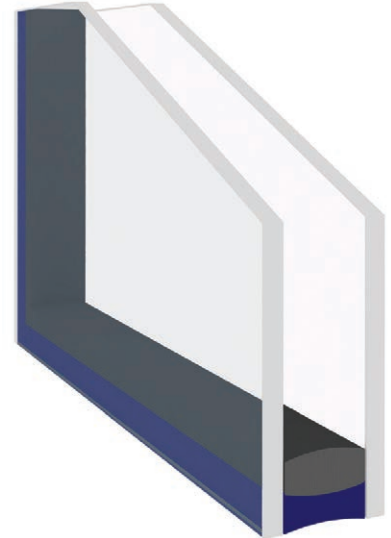
The Tecfire Alufire AS85 Series fire-rated glazing system offers complete fire-rated glazing systems for any application. Rated up to 120 minutes with hose stream, these systems can be used for any fire-rated door, window, partition and wall application. They are beautiful, strong, high performing and available fast. They are affordable alternatives to the expensive systems seen elsewhere. Trusted by architects and builders around the world, with over 5,000 installations, Tecfire is available in North America from Glassopolis. Booth #28008 800/262-9600, glassopolis.com

02. Guardian Glass

New Guardian SunGuard SNX 70+ glass is the company's most consistently neutral triple silver product, within Guardian's North American SunGuard Triple Silver coatings portfolio. The product also delivers high light transmission and true transmitted color even when viewed from an oblique angle. Booth #34027 248/340-1800, guardianglass.com

NEW

03

**03. H.B. Fuller**

H.B. Fuller's Ködispace 4SG reactive thermoplastic warm-edge spacer systems for commercial and residential applications are characterized by high energy efficiency, gas retention and automated processes, resulting in precise spacer placement. The formulation chemically bonds to glass and silicone secondary sealant. With no spacer migration, it has a high temperature stability and resistance to incompatible glazing conditions. The invisible thermoplastic spacer system results in a visually appealing insulating glass. Additionally, the auto-adjusting application provides flexible design freedom and triple-glazing manufacturing precision. Booth #18025 812/449-9567, hbfuller.com

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Architectural Glass

01

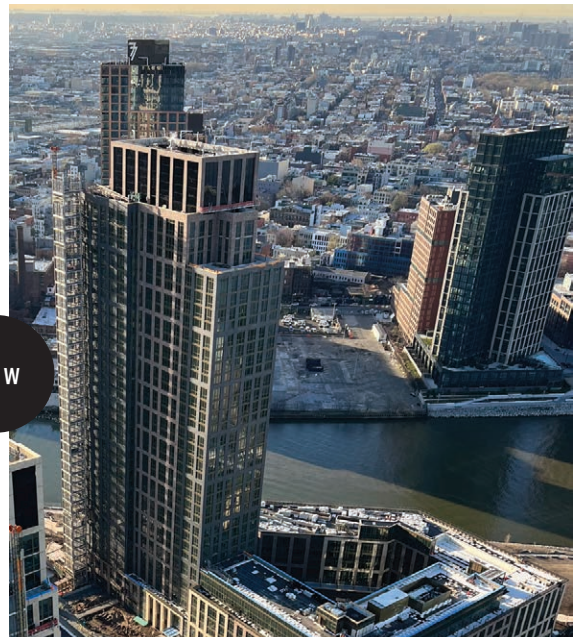


02



NEW

03



NEW

01. Interglass

Crystalline low-iron glass by Interglass is an ultra-transparent glass with a visible light transmittance of more than 91%, 6% higher than clear float glass, with a jewel-like blue edge. It has characteristics of low spontaneous breakages, high purity, elegance and high aesthetics. Booth #31011
305/885-4442, interglassusa.com

02. Lusso Coating

Lusso Coating Solution's glass coating technology and application process delivers tangible benefits for both the environment and building occupants. By significantly reducing energy consumption and mitigating carbon footprints, the company's coatings contribute to a more sustainable future. Its glass coating is specifically engineered to combat excessive heat buildup by minimizing infrared rays, resulting in lower indoor temperatures and enhanced comfort. It effectively shields against harmful UV rays and eliminates bothersome condensation. Booth #20053
+(81) 9085-3450-44, lusso.group

03. Mannix

The luxury Bud South Tower in Hunters Point, New York features triple-glazed acoustical windows by Mannix. Comprised of in-swing casements, fixed windows and out-swing terrace doors, window openings consist of standard punched openings and window-wall. Mannix designed custom slab covers and decorative aluminum trim to complete the openings. Booth #53079
631/231-0800, mannixwindows.com

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See the latest innovations from Dow Building Science at GlassBuild America Booth 10002

Explore options that can help you build beautifully, durably and efficiently while reducing the eco-footprint of your materials:

- Verified carbon-neutral DOWSIL[™] Brand Silicones to help reduce embodied carbon
- Nonvisible bonding for glass panel and rail embedding
- An insulating glass sealant that's compatible with TPS spacers
- STPE hybrid technology for weathersealing windows and doors
- Productivity and project management tools

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Booth 10002



dow.com/buildingscience

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Image: dow_74319981212. NOTICE: No freedom from infringement of any patent owned by Dow or others is to be inferred. The product shown in this literature may not be available for sale and/or available in all geographies where Dow is represented. The claims made may not have been approved for use in all countries. Dow assumes no obligation or liability for the information in this document. References to "Dow" or the "Company" mean the Dow legal entity selling the products to Customer unless otherwise expressly noted. NO WARRANTIES ARE GIVEN; ALL IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARE EXPRESSLY EXCLUDED. ®™ Trademark of The Dow Chemical Company ("Dow") or an affiliated company of Dow. © 2024 The Dow Chemical Company. All rights reserved. #17487 (Glass0924). Form No.63-7441-01-0824 AGP

01



02

01. Moderno Porcelain Works

Large-format porcelain and sintered stone, crafted from natural minerals using advanced technology, are highly durable and beautiful. These non-porous surfaces prevent microbial growth, making them ideal for high-traffic and damp areas. They require minimal maintenance and no sealants, offering convenience and hygienic benefits. The large 63- by 126-inch slabs reduce grout lines, allowing seamless coverage. Moderno's skilled craftsmen ensure precise installation, enhancing spaces with this versatile and exquisite material. Booth #48013
713/885-4013, modernoworks.com

**NEW—Pellucere Technologies
(not pictured)**

Advanced optical coatings by Pellucere Technologies, formerly CSD Nano Inc., serve a wide range of energy and industrial needs. Pellucere Technologies develops, tests and manufactures optical coatings and proprietary application systems, and its family of brands include MoreSun and Talus Dirt Rejection Technology. Booth #51096
770/871-8183, pellucere.com

02. Polytronix Inc.

Polyvision Smart Glass offers advanced switchable technology, allowing seamless transitions between transparent and opaque states with a simple electrical signal. Ideal for architectural and automotive applications, it enhances aesthetics, functionality and privacy. Whether used in office partitions or car windows, it provides dynamic control over visibility and light transmission. Booth #14002
972/238-7045, polytronixglass.com

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The look of low-iron glass, within reach.



See why the
choice is
CrystalClear.

See us at GlassBuild America,
booth 34027.

guardianglass.com

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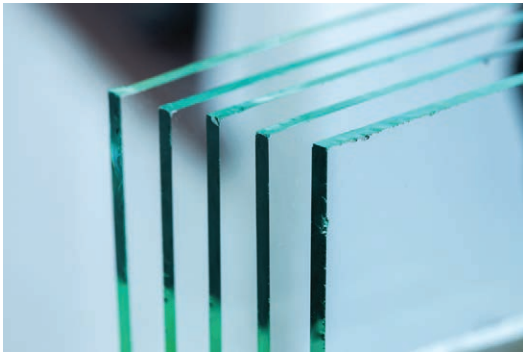
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01

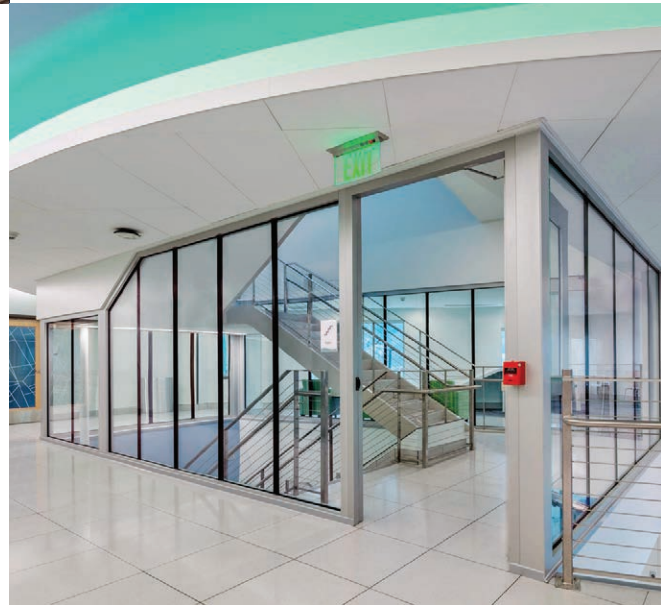


NEW

03



02



01. Privacy Glass Solutions

An innovation by Guardian Glass, Lyto's between-the-glass automated micro-shade technology offers a range of benefits directly within your windows, including light blackout, glare reduction, privacy and energy savings. The intuitive interface allows for control via on-window buttons, smart home apps, wireless remotes or advanced scheduling. Encased within the window, it requires no cleaning or maintenance, is power-efficient, and runs on a rechargeable 10-month battery, with an option for PV-solar power. Booth #15004
866/466-9525, privacyglassolutions.com

02. Quality Glass Fabrication

Quality Glass Fabrication offers high-volume, fabricated glass products with domestic flexibility. Based in South Carolina, Quality Glass Fabrication is a high-volume provider of tempered glass with delivery throughout the continental United States. Booth #14012
941/378-0051, qualityenclosures.com

03. Safti First Fire Rated Glazing Solutions

To balance wellness objectives with code requirements, Safti First's SuperLite II-XLB 120 butt-glazed walls in GPX Architectural Series Framing were used for the ASTM E-119/UL 263 specified fire-resistive glazing for the two-hour stairwell of the Cayuga Park Medical Office Building in Ithaca, New York. The SuperLite II-XLB 120 created expansive, uninterrupted sightlines for a visually striking and light-filled space that encourages everyday stair use. Booth #29019
415/824-4900, safti.com



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WHITE POWDER COAT



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Clear
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Bronze
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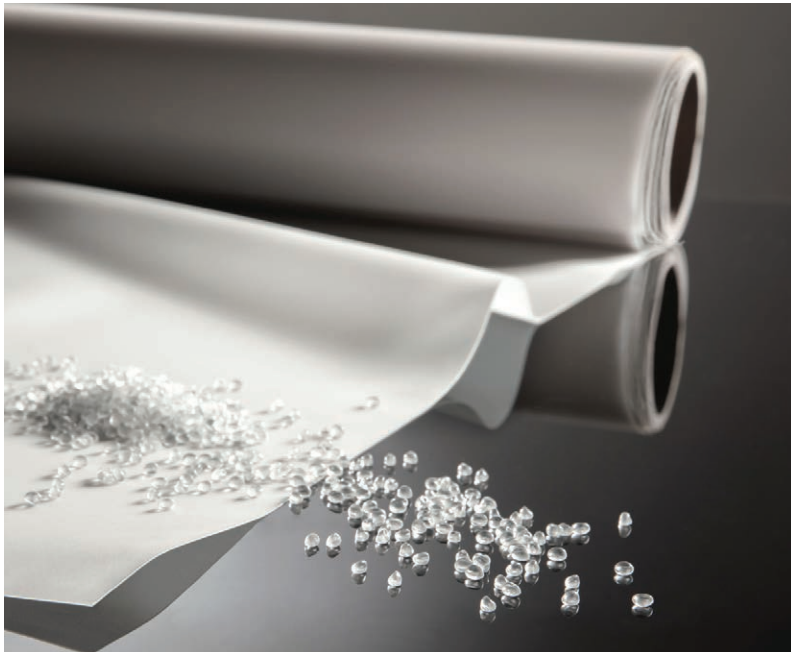
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* Restrictions may apply. Standard finishes, hardware availability & expedited fees may apply. Contact us for full details.



Satinal SpA


Strato EVA glass interlayers by Satinal are processed from selected raw materials into a cast film that is then used to manufacture laminated safety glass. A thermosetting material, the Strato EVA film is different from thermoplastic PVB film, and creates three-dimensional bonds at a molecular level during the lamination process. Strato can be used for laminating safety glass for both architectural and interior design applications without any risk of de-lamination and yellowing over time. Booth #50025
+(39) 0318-7057-3, satinal.it

Unelko

The Invisible Shield Pro 15 glass coating seals and protects glass to resist wear and provides continuous protection under the most severe conditions. Invisible Shield Pro 15 preserves glass in an original like-new and transparent condition and prevents the adhesion of inorganic soil and stains, scratching, pitting and corrosion. It extends the aesthetic life of glass for easier and less costly maintenance, reduced repairs and replacements, and enhanced appearance. Booth #14016
480/991-7272, glasscareexperts.com



NEW



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look closely,
you can see the
future in this
one small chamber.

INTRODUCING CONTRAFLAM® ONE

ONE CHAMBER. ALL RATINGS.

vetrotech
SAINT-GOBAIN



The first fire-resistive glass with a single-chamber foaming interlayer for all performance classifications, CONTRAFLAM One delivers:

- » **Clearest** panes with highest visible light transmission
- » **Lightest weight** for easier handling and faster installation
- » **Lowest embodied carbon** for greater sustainability

See us at GlassBuild America, booth 22003.

NEW



**Saint-Gobain Solutions,
Vetrotech Saint-Gobain**

Contraflam One fire-resistive glazing, a low embodied carbon variant of Contraflam, is distinguished by a single-chamber foaming interlayer for all fire resistance performance classifications, from 60 to 120 minutes, due to its Hybridcore technology. Delivering outstanding fire-rated capabilities, Contraflam One's light transmission values and significant weight savings empower architects and contractors with increased customization options and easier installation, providing benefits all the way down the value chain. Booth #22003
253/218-8787, vetrotech.com

Vibrantz Technologies

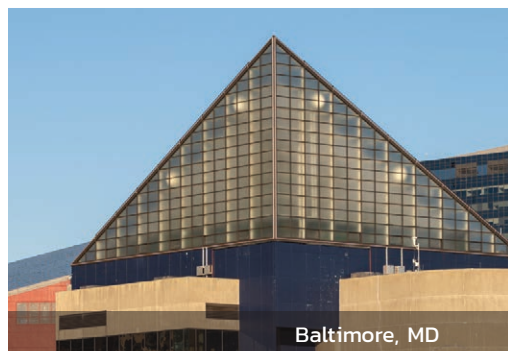
Vibrantz Digital inks for Side1 applications are designed for exterior or interior functional glass surfaces, meeting industry standards for architectural flat glass. Part of the Spectrum HD Series, Side1 ink enhances durability on external glass, reduces glare and protects against scratches. Key features include high chemical durability, REACH compliance, lead and cadmium-free formulation, suitability for standard tempering processes, nine-month shelf life, variable gloss and optical density, and compatibility with air and infrared drying and leading inkjet print heads. Booth #21016
713/955-5398, vibrantz.com



AviProtek®

Leading the way in
bird-friendly glass solutions

Monolithic | Low-e | Ultraviolet



GlassBuild Booth 34011 | walkerglass.com

Vitro Architectural Glass

Sungate ThermL Glass by Vitro is a low-emissivity coating for the interior surface of a 1-inch insulating glass unit. It reduces heat transfer and improves U-values when paired with Solarban solar control low-e glass on the second surface. Ideal where increased insulation performance is needed, Sungate ThermL glass enhances U-value but does not change the visual characteristics of the IGU thanks to its colorless and low reflective aesthetic. The coating is durable and resistant to mechanical abrasion. Booth #43025

412/820-8500, vitroglazings.com



NEW

Walker Glass Co.

AviProtek bird-friendly glass feature acid-etched visual markers on the exterior surface, or surface one, that maximize the visibility of patterns to birds and minimize the risk of collision. Suited for use in guard rails, linkways and shelters, AviProtek bird-friendly glass can also help with project certification under green building rating systems. All AviProtek bird-friendly glass comes with a 10-year warranty against surface degradation and is supported by EPD and HPD documentation. Booth #34011

888/320-3030, walkerglass.com



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A CELEBRATION OF ARTISTIC INGENUITY

The George H. W. Bush State Office Building, a 14-story flagship structure in the Texas State Capital Complex, features a stunning lobby enhanced with modern glass designs. The highlight is a feature wall paying tribute to the 41st President, showcasing recreated images from throughout his career. Utilizing their **Alice® Direct to Glass Printing** technology, GGI reproduced images taken over the course of more than 75 years on to large **Crystal Light™ satin etched glass** panels. A collaborative effort with ColorKote, the installation required meticulous precision and was the culmination of a successful two-year collaboration with GGI, ensuring an unrivaled standard of quality.

George H. W. Bush State Office Building

Architect: HKS

Interior Designer: Studio 8 Architects

General Contractor: Flintco

Experiential Design Studio: Fd2s

Project Lead and Metallic Coating: ColorKote

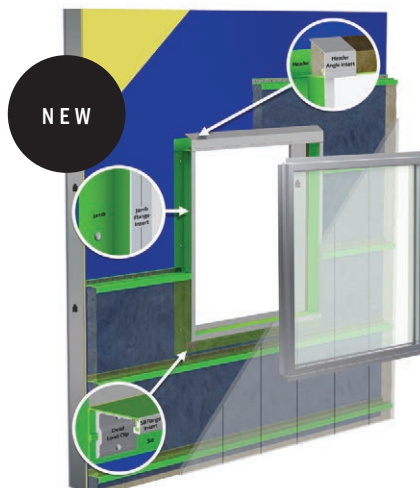
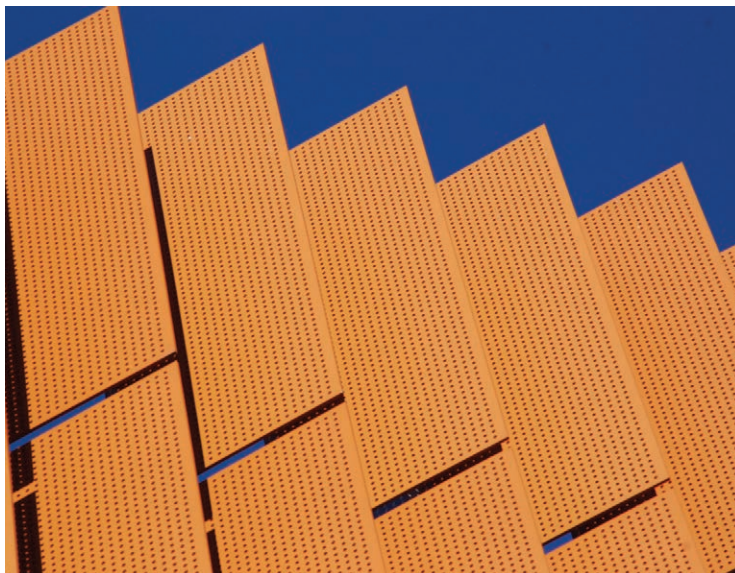
Glazing Contractor: ATX Glazing

 800-431-2042  sales@generalglass.com  www.generalglass.com

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SEE WHAT
GLASS
CAN DO
GGI

01



03

01. Accurate Perforating

The Vertical and V Series perforated metal sunshades and sunscreens by Accurate Perforating can enhance the efficiency and aesthetics of a building by providing energy cost reduction, solar heat and glare mitigation, interior illumination, noise abatement and privacy enhancement. With great longevity, perforated metal can be formed into nearly any shape and is nearly maintenance-free. The choice of perforation pattern and hole size controls privacy and the amount of light coming into the interior of the building. Booth #51099

800-621-0273, accurateperforating.com

02. Acme Window Hardware

The EUH window hardware system by Acme Window Hardware is tested based on the AAMA 910-16 standard of voluntary life cycle specifications and test methods for architectural class windows, with 20,000 full open and close cycles. The test window, sized at 83.86 inches wide by 71.85 inches high with a sash weight of 155 pounds, performed sufficiently. Booth #53093

905/282-1588, acmehardware.ca



02

NEW

03. Advanced Architectural Products

The GreenGirt CMH XO continuous insulation system for windows is a composite metal hybrid sub-framing system used to provide the necessary structural support and thermal breaks by bringing windows into alignment with the thermal plane of a building's continuous insulation. The GreenGirt CMH XO addresses the thermal loss at window openings by eliminating through-wall metal, through-insulation fasteners, conductive metal angles and inefficient wood-blocking, as well as increases the R-value of a window opening to +90%. Booth #13012

269/355-1818, greengirt.com

04



05



06



04. Advanced Screen Systems

The company will exhibit its pre-hung add-on entry door system, an all-in-one entry door system that includes the pre-hung entry door combined with either a storm, pet resistant or security screen door panel. The entry door system comes pre-hung as a single unit from the door shop with slip hinges used with the add-on door. This allows for quick removal of the panel, followed by typical pre-hung entry door installation. Booth #32015
480/558-5905, advancedscreensystemsinc.com

05. Alexco

Alexco, a provider of quality aluminum products and solutions, is dedicated to meeting the highest standards of durability and performance. Whether you need aluminum for construction, design purposes or custom projects, our technology and skilled craftsmanship ensure that you receive products that are not only reliable but also sustainable. Alexco products and materials help transform your ideas into reality with the strength and versatility of aluminum. Booth #54079
804/877-3667, alexco.com.lb

06. Stainless Structurals

Stainless steel glass shoes by Stainless Structurals hold the 2-inch-thick glass panels for the observation deck of the Space Needle in downtown Seattle, Washington. These square corner profiles are perfect for glass applications. Booth #12009
936/538-7600, stainless-structurals.com

01



NEW

02



03

**01. Anthony Innovations LLC**

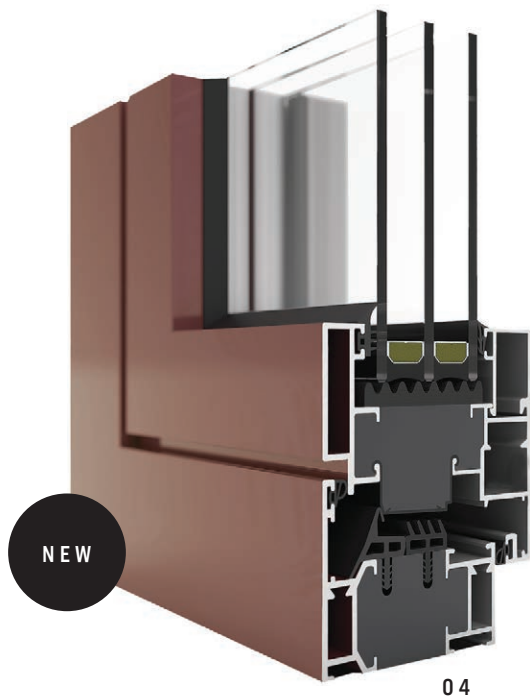
The 1000 Quad Series door roller by Anthony Innovations handles larger and heavier doors with ease. With an 880-pound-panel load capacity—440 pounds per roller—the door roller is engineered for strength and durability. The main housing ensures structural integrity, while the dual-layer bogie carriage balances load distribution for smooth and effortless panel operation. Precision bearing components minimize operating force, providing a seamless and whisper-quiet glide. Additionally, the increased screw pitch makes adjustments a breeze. Booth #23027
214/702-4397, anthonygroup.net

02. Ashton Industrial

The Spartan is designed to apply pressure-sensitive protective film, bubble- and crease-free, to glass and mirrors, stainless steel, aluminum, acrylic and most other flat sheet materials. Available in single- or double-sided versions, manual operator or motor-driven, material thickness from 0.3 to 30 millimeters, and models for sheet widths of up to 650 mm, 1,600 mm and 2,000 mm. It is suitable for a wide range of pressure-sensitive films. Booth #49051
825/440-5991, ashton-industrial.com

03. Arizona Shower Door Inc.

The Scottsdale Series frameless swing shower enclosure features beveled hinges, a deep U-channel, cylinder ladder-pull handle and a stabilizer bar. This 72-inch-tall enclosure is available for opening widths from 30 to 61 inches. The Scottsdale features a single-acting door with polycarbonate strike jamb and a positive magnetic strike connection, which will only allow the door to open outward. The door must be hinged off of a wall; hinging off the glass is not possible with this unit. Booth #41017
602/447-0000, arizonashowerdoor.com



05



04. Azon USA Inc.

AzoCore is a high-density polyurethane foam designed for poured-in-place insulating applications. As the thermal barrier material with the lowest conductivity, AzoCore enables commercial windows and doors to meet stringent global energy standards including Energy Star, Passive House and the International Energy Conservation Code. Azon customers can use Azon machinery for standard polyurethane applications and AzoCore. Both are backed by the Azon warranty umbrella for aluminum fenestration. Booth #23006
269/385-5942, azonintl.com

Bohle | Portals (not pictured)

The VetroMount glass railing installation system by Bohle | Portals includes a full range of in-stock railing products with supporting estimating capabilities, providing the same quality expected from bathroom fittings for interior and exterior railing projects. The Vetro family of products includes a guard rail post system, wet glaze railing system, a stainless-steel spigots range, a range of brushed stainless steel and matte black finish standoffs, and a suite of accessories to compliment products. Booth #33010
980/322-8005, bohle-america.com

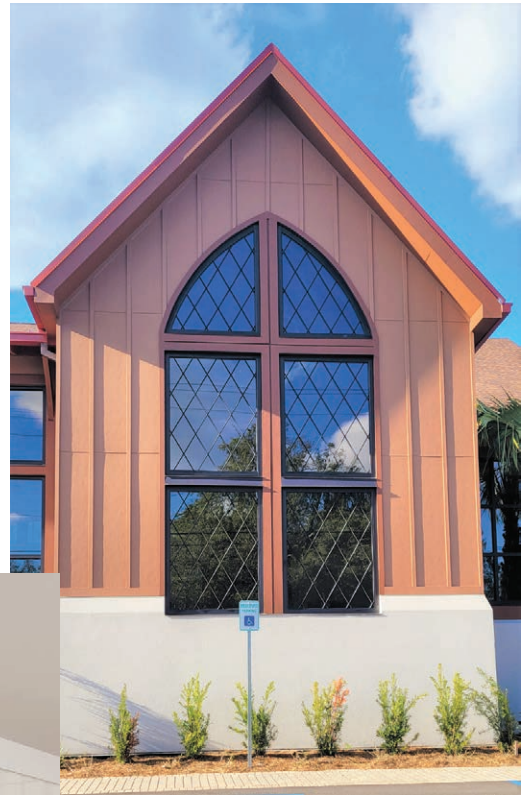
05. Brick Wholesale Glass

The Glass Vice glass panel railing and baluster systems by Brick Glass offer modern functionality and aesthetics for uninterrupted views. Double friction technology offers enhanced adjustability and increased strength in the glass panels. The systems require no drilling or holes in the glass and can be easily removed if needed after installation. Options include a sleek nano rail option crafted from 316 stainless steel, or a fully frameless railing with laminated sentry glass. Booth #52057
832/435-4455, brickwholesaleglass.com

01



02



NEW

03

01. Certified Enameling Inc.

Since 1953, Certified Enameling has provided exceptional metal fabrication and coating services to the architectural industry by delivering quality, value and unparalleled customer service. Booth #50011
323/895-2610, certifiedenameling.com

02. BVB Architectural Products

BVB Architectural muntins by BVB Architectural Products replicate traditional true divided lites by seamlessly integrating fully fabricated muntin frames into storefront and curtain wall systems. Unlike traditional methods, BVB architectural muntins yield a variety of installation methods. The BVB architectural muntins ship assembled for quick and easy installation. Booth #53090
877/315-1624, bvbproducts.com

03. CG Hardware LLC

Interior glass partition systems by CG Hardware are suitable for use in a wide selection of contemporary interior home and office glass partitions. These high-quality systems are durable, easy to install and come with a complete set of hardware for outstanding results. Booth #53068
347/776-8739, cghardware.com

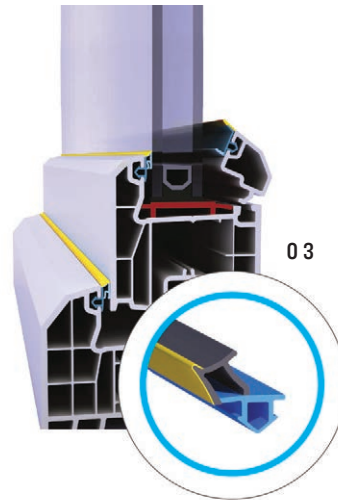


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Hardware designed for innovative & high-performing sliding patio doors

rotonorthamerica.com

Casement & Awning | Sliding Patio | Hinged Patio | Tilt&Turn | Hung & Sliding | Push-out



01. Citadel Architectural Products

The GlazeGuard 1300 IR polypropylene panel features a 1 5/16-inch thickness and Florida Product Approval for Level D, Level E and HVHZ applications. Its multi-layered high-density polypropylene construction makes it impact and water-resistant, meeting coastal requirements. Weighing approximately 2.35 pounds per square foot, it offers an R-value of 2.20, serving as a glass alternative for windows or storefronts. It is available cut-to-size from the manufacturer or easily cut in-field with standard carpentry tools. Booth #14009
800/446-8828, citadelap.com

02. Coda Products Inc.

Code Products' closed-cell TPE foam window seals are manufactured in the United States. They are available in standard or customized profiles for any application. Booth #29014
978/219-4454, coda-products.com

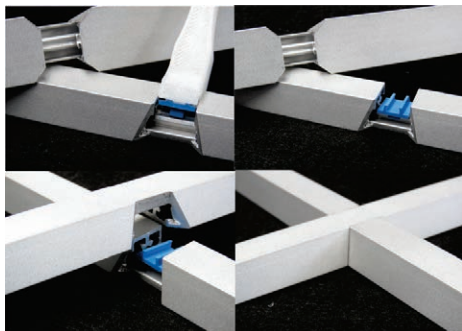
03. Conta North America

The CNT Slip Coat product for window gaskets by Conta North America is 15% to 20% lighter. The slippery outer-coating technology makes it dust and dirt repellent, waterproof, and easy to clean with no folding and shrinking on the profile due to a newly developed hard part. Booth #52072
470/760-4441, contausa.com

NEW

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06



04. Creative Millwork of Ohio Inc.

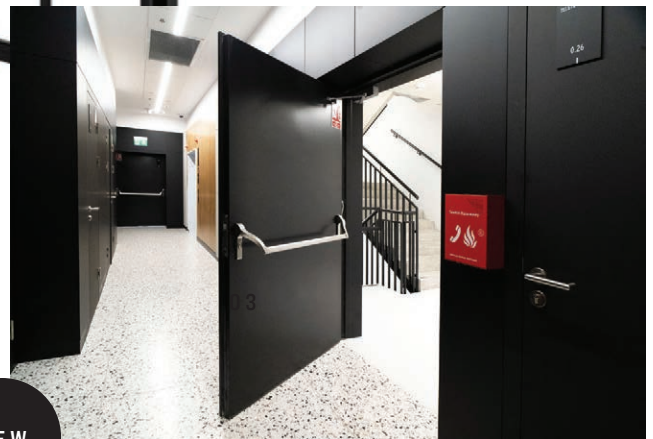
The GridRunner assembly system simplifies aluminum grill installation in one piece, with options for both pre-assembled and knock-down configurations. The pre-assembled grilles come with GridRunner clips, streamlining the process. For a 12-lite grille, GridRunner uses just five bars and pre-installed clips for easy assembly, compared to over 30 components in other systems that require manual assembly. This efficient design helps reduce costs and increase installation speed over traditional pinning methods. Booth #46015
888/759-7121, creativemillwork.com

05. C.R. Laurence Co.

CRL's adjustable standoff railing system features a low-profile design with a 2-inch face diameter, producing a striking all-glass look in guardrail applications. Concealed adjustment threads produce a clean and streamlined look. Glazing contractors have greater control when installing glass railings, allowing up to ½-inch of glass projection adjustment for precise glass alignment when substrates are uneven. Crafted from 316 stainless steel, it comes in matte black, brushed stainless steel and polished stainless steel finishes. Booth #41025
800/421-6144, crlaurence.com

06. Cuhadaroglu Metal San Ve Paz AS

The HR4 Aluminum Hurricane Window Series by Cuhadaroglu Metal provides manufacturers with simple production and fast assembly. Designed for laminated and insulating glass options, the HR4 Series can be applied to villas, hotels, apartments, office buildings, institutional facilities and industrial buildings. It comes in single-hung, window wall, casement and sliding versions. The system has Miami Dade (18.0920.03) and Florida approval certificates. Booth #26003
+(90) 2122-2420-20, cuhadaroglu.com



NEW

01. Deceuninck North America

Eclipse by Deceuninck North America is a black solid-color PVC extrusion for windows and doors designed to meet growing market demand for dark-colored profiles. In terms of performance and aesthetics, Eclipse offers enhanced fabrication processing for Deceuninck customers by eliminating the need to touch up fusion-welded frame and sash corners in comparison to laminated, capstock or painted PVC lineals. Eclipse incorporates Deceuninck's Sun-Shield technology to minimize fading and features engineered pigment technology that limits heat absorption. Booth #25023
877/563-4251, deceuninckna.com

02. DeSCo Architectural Inc.

DeSCo Architectural's i85h Series historical replication window seamlessly blends historical accuracy and energy efficiency in an AW-100-rated aluminum window that offers paning options and contoured muntin grids. An ideal choice for renovation projects and new construction, the i85h Series offers historic charm coupled with the technology of tomorrow. Booth #19019
605/854-9128, descoarc.com

03. DFM Doors

The DFM DS steel fire-resistant doors are suitable for internal and external applications. The doors include aluminum door frames, stainless-steel hinges and other hardware elements, and unified thickness of door leaf for all fire ratings up to 120 minutes. The DFM DS doors offer low U-coefficients from 0.9 to 1.3 watts per square meter per Kelvin, and minimum maintenance due to Teflon hinge bearings and 40 millimeter gasket in the door frame's extruded profile. Booth #50097
+(48) 7972-2343-6, dfm-doors.com



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tbp
CONVERTING

Booth #43019

www.tbpc converting.com

800-850-3338

01

NEW



01. Diamond Door & Architectural Metals

The Cam & Lock System is a dry fit door rail system that is designed, manufactured and assembled in the U.S. The cam only requires a 90-degree turn from either end of the rail to secure the glass in place. It features a sleek hardware pocket without installation screws that interfere with door hardware assembly, allowing easy pre-assembly of rails with hardware prior to glass installation. The rails accept a variety of standard door hardware. Booth #14008 972/289-0300, diamonddoorusa.com

02



NEW



03

02. Door Controls USA

The DCM 4000 Premium Series door closer transforms the entryways of commercial or industrial spaces and offers durability and efficiency in one sleek package. Crafted from high-grade cast iron with an all-weather fluid, it ensures reliable performance in any condition. It comes standard with power adjustable backcheck, sweep, latch, and one to six spring tension valves, allowing the door's operation to be tailored to specific needs. Booth #29011 800/437-3667, doorcontrolsusa.com

03. Ennova Facades

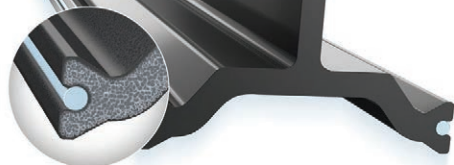
The Envelop wall system is a fully customizable, pre-fabricated façade solution that combines high-performance and cost-effectiveness to meet the needs of any project. The system is designed and engineered to bring simplicity to the exterior façade, while maintaining design flexibility. Clients can choose from medium- and large-format size options, select from a range of finish materials, and control elements such as configuration and orientation. The system can be adapted to almost any project. Booth #51102 416/659-6018, ennovafacades.com

NEW



NEW

04



NEW



06

04. Ensinger Inc. – insulbar

The insulbar LI insulating profile is now available in North America. Compared with standard profiles made from solid polyamide, the lambda value of insulbar LI is improved by 30% through a manufacturing process in which the polyamide material is foamed during extrusion. Existing window systems can be upgraded seamlessly with insulbar LI, requiring no system or process changes, and the same visual appeal and quality as traditional polyamide is maintained. Booth #26002

856/434-2947, insulbar.com

05. Excel Glass Systems

Excel Glass Systems manufactures tempered glass doors and entrance systems, sliding/stacking doors and glass handrail systems, as well as custom metal fabrication and custom glass lamination. Excel Glass offers tempered and annealed laminated glass using various glass thicknesses and interlayers and custom metal fabrication, including laser cutting and laser welding. It is capable of fabricating all types of metals from aluminum to stainless steel. Excel also supplies all the necessary hardware to meet the most stringent specifications. Booth #10012

469/401-5416, dallasflatglass.com

06. FHC The Frameless Hardware Co.

The AR Series aluminum railing and wind-screen system is built from heavy-duty engineered aluminum, ensuring superior strength and safety. It offers versatile design flexibility with various profiles, colors, infill options and attachment methods. With unmatched manufacturing capacity, the AR Series provides quick lead times. Suitable for both interior and exterior applications, it comes in eight standard colors, with various infill options and custom decorative cast panels. ADA compliant and custom gates are available. Booth #45012

888/295-4531, fhc-usa.com

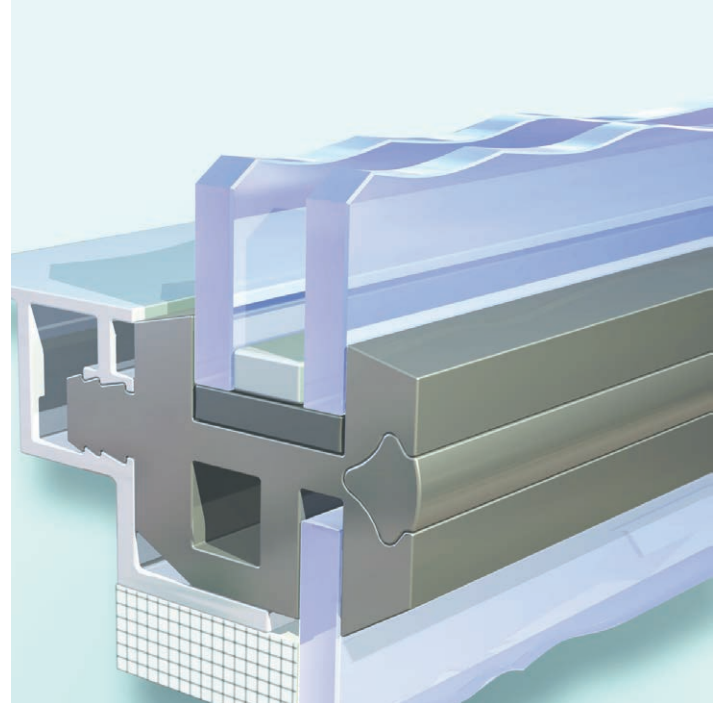
01



NEW



02



03



01. Glazetlock Inc.

Invented by a window installer to simplify the use of multiple shims in a window installation, Glazetlock's interlocking structural plastic shims have easy placement with collapsible locking mechanisms. Interlocking shims reduce material, time and labor costs. Made out of high-impact polystyrene, these interlocking shims will not rot, shrink or swell. Booth #51106

815/935-5396, glazetlockshims.com

02. Griffith Rubber Mills

Griffith Rubber Mills' Stanlock architectural glazing gasket systems, a neoprene gasket system used in building construction, are available for windows in steel or concrete frames, as well as concrete expansion joints. The Stanlock gasket system features a contemporary design, reduced installation and maintenance cost, protection from rain and condensation, noise and vibration control, and deflection performance. Booth #48081

503/546-8132, griffithrubber.com

03. Gutmann North America

The Gutmann S70 SK pop-out window features a parallel opening mechanism that creates an open perimeter around the frame. Fresh air enters from the bottom, while stale air exits from the top to maximize natural ventilation. Its restricted opening width of 3 1/8 inches helps prevent accidents, making it suitable for high-level floors while maintaining a seamless façade appearance. The window offers thermal and sound insulation, as well as high water-penetration resistance and low air infiltration. Booth #13003

416/488-6266, gutmann-na.com

04



NEW

06

04. Hans Building Material Technology

Solar-powered sunshade solutions by Hans Building Material Technology bring the future of sustainable modern living to users. From sleek blinds nestled between glass panels to stylish aluminum pergolas and modern window coverings, all of the company's products use the power of the sun. Enjoy an eco-friendly design without handling dangerous electrical wires and reap the benefits of renewable energy with the company's solar-powered products.

Booth #38011

501/585-0810, solarhans.com

05. Hydro Extrusion North America

Hydro Extrusion North America's extruded aluminum profiles are used in applications for windows, doors and thousands of product areas in between. From customized extrusions to fully fabricated components, Hydro Extrusion helps develop the aluminum profiles that shape the world.

Booth #34012

877/710-7272, hydro.com

06. Interlayer Solutions Inc.

Interlayer Solutions' EVALayer thermoset EVA film offers numerous laminated glass possibilities. It can be used in many applications, including standard clear laminated glass, decorative glass and glazing, high-impact-resistant glass, exterior open-edge laminated glass, and more.

Booth #14027
514/326-4003, interlayersolutions.com

01



NEW

02



03



NEW

01. Jansen America Inc.

The Janisol Arte 2.0 floating window system offers profiles made from steel, stainless steel and Corten steel and a wide range of profiles. The integrated weather strip groove simplifies and speeds fabrication. A selection of glazing beads is available in various materials. With a narrow profile face width of 25 or 40 millimeters for fixed glazing and a basic depth of 60 mm, the wide range of opening types is suited for renovation and modern residential construction. Booth #54069
646/974-5906, jansen.com

02. Jeske Hardware Distributors

Jeske Hardware Distributors deliver numerous solutions for glass shops. Its extensive vendor network allows it to stock or special order nearly anything needed for projects. Whether it's a replacement strike or pallets of door closers for a project, the Jeske Hardware team can help find and provide it. Plus, its DHI-credentialed staff is available to answer questions, assist with takeoffs and help with project work. Booth #24010
920/739-5117, jeskehardware.com

03. JF Railing

The JF Railing glass railing system is part of a complete range of glass railing solutions and products. JF Railing is an American small business manufacturer specializing in aluminum products. The company's product lines include aluminum base shoe, aluminum post, aluminum tube and more. Booth #54083
509/862-0292, jfrailing.com

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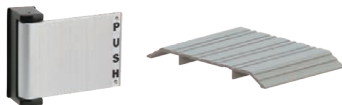
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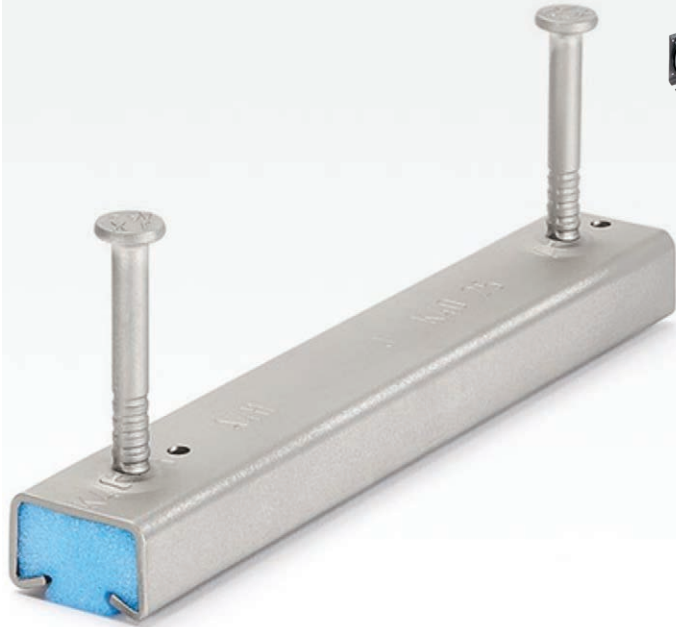
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01



02



03

01. Jordahl USA Inc.

Jordahl produces a complete range of hot-rolled and cold-formed anchor channels for adjustable, fast and low-cost connections for curtain wall and other façade installations. T-bolts, accessories and custom components such as corner pieces, channel pairs, radius profiles and welded rebar configurations are also available. Components are available in zinc-plated, hot-dipped galvanized and stainless steel to meet all corrosion resistance requirements. Jordahl offers experienced engineering design support for planning and calculating connection solutions. Booth #37015
866/332-6687, jordahlusa.com

02. Kenwa Trading Corp.

Kenwa Trading's NSC-G Series sliding door closer adds a full-range, self-closing function to glass sliding doors with a durable pull-spring device. The door closes automatically from any release position to a complete close position. The rotary gear damper provides safe and smooth soft-close at the end of door closure. Designed for left- and right-hand sliding door panels of either single, bi-parting and telescopic configuration. The NSC-G Series also features dual-speed adjustable control, a compact size and easy installation. Booth #26006
516/933-6016, kenwa-america.com

03. Kich Architectural Product Pvt

Kich stainless-steel entrance door pull handles for glass and wooden doors offer high corrosion resistance and durability for external environments in customized designs. Made of 304 and 316 stainless steel with concealed mounting, options include round, square and rectangular tubular pull handles in 90 and 45 degrees and solid legs, with a tube thickness of 1.2 to 1.5 millimeters and a length of 150 to 2,400 mm. Booth #53072
+(91) 8735-0136-38, kichindia.com

04



06

05



NEW

04. Laminators Inc.

Thermolite glazing panels are constructed with an insulating foam core sandwiched between two corrugated stabilizers and finished aluminum sheets. Available in smooth or stucco-embossed finishes in a variety of colors, Thermolite panels are designed to easily fit into any standard or custom glazing system. In addition to the standard flat Thermolite panel, fabricated options are now available to provide additional R-value, aesthetics and hairline joints between panels. Booth #25014

215/703-5124, laminatorsinc.com

05. MACO

The A-TS automatic door lock by MACO offers perfect locking technology and versatile opening variations. It locks automatically in three places with two hooks and a deadbolt when closed. The key is only needed to secure the door from inside, preventing children or pets from wandering. Its three-latch technique ensures high contact pressure, protecting against door warping, drafts, moisture and heat loss. This lock supports various opening modes and heights, providing high security and flexibility. Booth #54099

+(44) 7740-2159-11, maco.eu/en-us

06. NuCoat North America LLC

The VL 24 Series of coatings for windows and doors by NuCoat North America meet the AAMA 615-20 standard for vinyl/plastic components, are independently verified, and offer reliability and longevity. The coatings are designed to be easily applied in one application with full coverage, processing efficiently in both vertical and horizontal settings. The low VOC and eco-conscious formula align with sustainability and environmental goals without sacrificing performance. Booth #22015

614/750-4002, nucoat.com

01



NEW

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NEW



03

01. NVOY Fire-Rated Glass Systems

NVOY Fire Rated Systems powered by POLFLAM offer modern fire protection glass and frames for universal use. Polflam fire protection glass is available in all fire resistance classes: EI 30, EI 60, EI 90, EI 120 and EI 180. Intended for use both inside and outside buildings, Polflam can be used in all types of integrated fire protection systems, in plasterboard walls as well as in the increasingly widespread frameless systems. Booth #14013

613/312-0052, nvoy.ca

02. ODL Inc.

Blinds + Glass XL by ODL for large-format windows and doors offer security and privacy solutions for extra-large-format windows and glass doors. Blinds + Glass XL products cover an area up to 28 square feet. The XL product size range is 9 to 63 inches by 46 to 90 inches and designed to work with 8-foot sliding, folding doors and large windows in multi-family building projects. Booth #18013

800/253-3900, odl.com

03. Ozone

Ozone's solutions serve architects, builders, specifiers and homeowners, offering comprehensive hardware solutions for all architectural needs. Ozone specializes in a wide range of product production, including commercial door handles, railings, railing components, U-channels, kitchen slides and safes, tailored to meet specific customer and market requirements. Ozone manufactures a wide range of commercial door handles—for both wooden and glass doors—designed to American standards and available in various sizes, finishes and specifications from India. Booth #50013

+(91) 7428-7930-49, ozonehardware.com



04. Panda Windows & Doors

The Voyage Select pivot door by Panda Windows & Doors offers modern design and highly engineered durability. Measuring 18 feet tall and 9 feet wide, the Voyage Select pivot door comes in over 10 designs, with the option to choose from a variety of tracks, panel profiles, glass options and hardware to customize a system. Each door can be operated almost effortlessly, even when panels exceed 300 pounds.

Booth #50019

702/643-5700, panda-windows.com

05. Poly Extrusions

Glass glazing, spline, bug seal and plastic extrusions products by Poly Extrusions have been providing customers with custom plastic extrusion, plastic tubing, plastic profiles, and die creation and development for over 35 years. Poly Extrusion serves many different businesses and markets, including the window and door industry, with its qualified and experienced staff. Booth #23007

909/350-3111, polyextrusionsusa.com

06. PPG

PPG Duranar liquid coatings are available in solid, metallic and mica formulations that add durability to architectural metals and meet FGIA/AAMA 2605 performance specifications. Architects from Verse Design Los Angeles specified a metallic champagne in PPG Duranar liquid coating for the Thirty75 Tech project in Santa Clara, California. The color features mica flakes that shift color with changing light, viewing angles and louver rotation. The project has won more than 20 architectural awards. Booth #12021

800/258-6398, ppgmetalcoatings.com

01



02



**NEW—Qatar Aluminum Extrusion Co.
(not pictured)**

The Qalex modern extrusion production systems provide efficient and cost-effective products and services, compliant with international standards. The Qalex systems for sliding, hinges, curtain wall, thermal and non-thermal brake, folding, stick, unitized, and slim sliding systems are designed and precision engineered to match any architectural requirements for interior and exterior spaces. Booth #45077
+(97) 4661-7344-1, qalex.com.qa

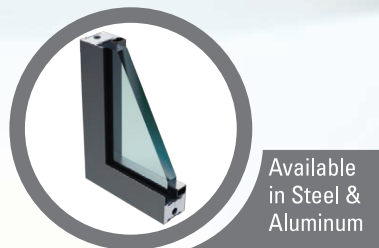
01. Quanex

Quanex will exhibit its Ultimate Security Screen product. Screens made with Meshtec high-tensile technology deliver outstanding durability, standing up to pets and humans, providing consumers with a screen system that they can enjoy for an entire lifetime. All with the added benefits of securing the home against unwanted break-ins, insects and harmful UV rays. Booth #32021
740/439-6429, quanex.com

02. Q-railing

The Easy Glass Strong adjustable glass balustrade by Q-railing is engineered for heavy duty railing and wind screen applications. It features Q-Disc click-in fastening with two-way adjustment capabilities accommodating triple-laminated glass panels up to 1 5/16 inches thick. This glass balustrade is ideal for public spaces and high-demand areas with demanding safety requirements such as stadiums and airports. Booth #44019
714/715-0041, q-railing.com

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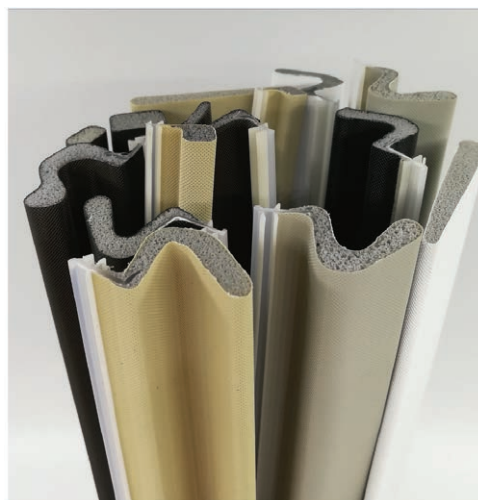
01



01. Radisson Industries

The Phantom Operator by Radisson Industries reinvents and revolutionizes the locking system for casement and awning windows. It eliminates the need for traditional locking handles. Now, the locking and opening mechanisms are both integrated into the operator. The operator and heavy-duty corner drive smoothly relay movement from the lever to the multipoint tie bar system. With a minimalist contemporary look, it comes in several colors and finishes. Booth #53069

418/889-9032, industriesradisson.com



03

02. Roto North America

Roto North America's 9200 Series traditional sliding patio door handle is a blend of traditional craftsmanship and innovative design that provides a balance of style, security and innovation. Engineered to fit the standard three-hole milling, the handle also incorporates an additional support hole for stability. The extended screw ports simplify the installation process, ensuring proper alignment every time. The 9200 Series is available in both keyed and non-keyed variants. Booth #43013

860/526-4996, rotonorthamerica.com

03. SEM Specialty Products

Weatherstripping seals and extrusions by SEM Specialty Products joins its range of textile and extruded plastic products. Customer and standard parts include PolyFab, woven pile, glazing seals and bulb seals. Booth #14004

585/643-2000, schlegelempi.com/semspecialtyproducts

NEW

05



04



06



04. Southern Stretch Forming

The Helical Shaped Curved Handrail by Southern Stretch Forming is an example of the stretch forming metal-bending process used to create curved shapes. Southern Stretch Forming has provided curved extrusions for the curtain wall, store front and window markets since 1991 and can assist with curved metal projects. Southern Stretch Forming also provides curving for glass handrail applications, including helical shapes required for curved stairways.

Booth #12017

888/308-0900, southernstretch.com

05. Stretch Solutions

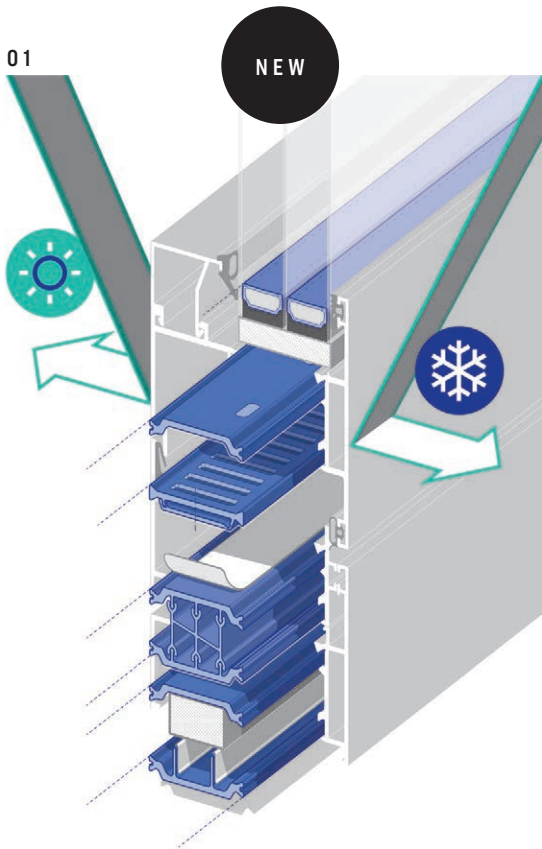
This high-rise office building in Dubai, UAE, uses a custom 10-inch curtain wall complex system that consists of seven members, four-piece mullion, pocket reducer, two-piece pressure bar and two-piece face cap, extruded by Al Abbar Group in Dubai, engineered in Germany and curved by Stretch Solutions. The system is fitted with smoked curved glass manufactured by Al Abbar Glass in Dubai. Booth #25002

951/660-7516, stretchsolutions.us

06. TBP Converting Inc.

The Zialoc Boot silicone transition strip by TBP Converting is commonly used as a transition joint to exterior wall systems and cavity walls. The Zialoc strip is used to flash weather barrier membranes into storefront, curtain wall and window systems. The Zialoc is tested with all major silicone sealant manufacturers, made from 100% silicone material. Offered in thickness ranging from 0.045 and 0.062 inches, widths from 1 to 36 inches, and a length of 100 feet. It is available in black, translucent and gray. Booth #43019

800/850-3338, tbpconverting.com



01. Technoform

Technoform's plastic, hybrid stainless-steel, warm-edge spacer and high-precision, polyamide-based insulating profiles improve the thermal performance and condensation resistance of façade, fenestration and cladding systems. Developed through customer collaboration and partnerships, Technoform's building envelope products boost the thermal performance of insulating glass, windows, doors, curtain wall, storefront and opaque façades. Booth #11021
330/487-6600, technoform.us



03

02. Tedee Spzo

The Tedee Pro smart lock by Tedee easily controls multi-point door locks with a powerful mechanism of 2.0 Newton-meters of torque, ensuring smooth operation even with 12-bolt installations. Endurance tested for over 200,000 locking-unlocking cycles, the Tedee Pro smart lock offers long-lasting performance in an award-winning design. Booth #54074
+(48) 8840-8801-1, tedee.com

03. Therval

The CRS-140 minimal sliding system with thermal break is ideal for high-end residential applications, combining style, durability and ease of use. Its sleek design features slim profiles, a 25-millimeter central mullion, and concealed frames for maximum transparency and natural light. Key features include 42 mm glazing capacity, a window U-value up to 1.0 watts per meter square kelvin, and seamless indoor-outdoor transitions with advanced floor tracks and 90-degree corner solutions. Booth #13005
+(52) 6629-3764-17, therval.com



04



05



06

04. Ultrafab Inc.

Ultrafab manufactures pile and extruded weather sealing products for the window and door industry, and specialty brush and seal component parts for original equipment manufacturers. Booth #43013
585/924-2186, ultrafab.com

05. Uni-K

Uni-K develops and manufactures aluminum and glass system solutions for American designs and standards with residential and commercial applications. The company offers a comprehensive range of door systems, windows and various solutions in aluminum and glass to complement any architectural style and performance in all climates. Booth #52097
+(09) 9817-4544, unik-windows.com

06. Vicone High Performance Rubber

Vicone High Performance Rubber offers custom extrusions for innovative projects, empowering engineers and designers with a "no-compromise" approach to their work. Vicone provides a wide range of window and glazing seals, tailored to customer specifications, allowing your creativity to shine. Booth #48007
450/974-1152, viconerubber.com

NEW

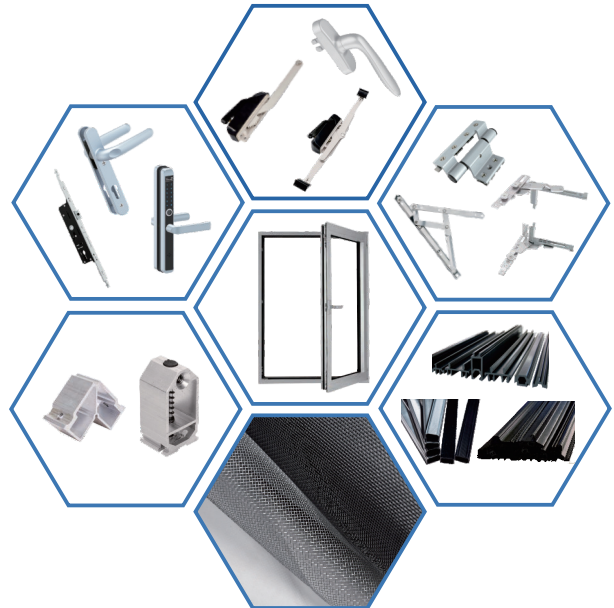
**Waterfall Bath Enclosures**

The Symmetry heavy glass bypass slider features two sliding panels that roll on the inside of two heavy-duty stainless-steel tubes. This configuration creates a footprint at the bottom of the unit of only 2-5/16 inches allowing the unit to be installed on tubs and showers with narrow curbs. The Symmetry slider provides easy installation by eliminating wall jambs and adding idle rollers in place of a traditional curb. Booth #54082

972/247-8755, waterfallbathenclosures.com

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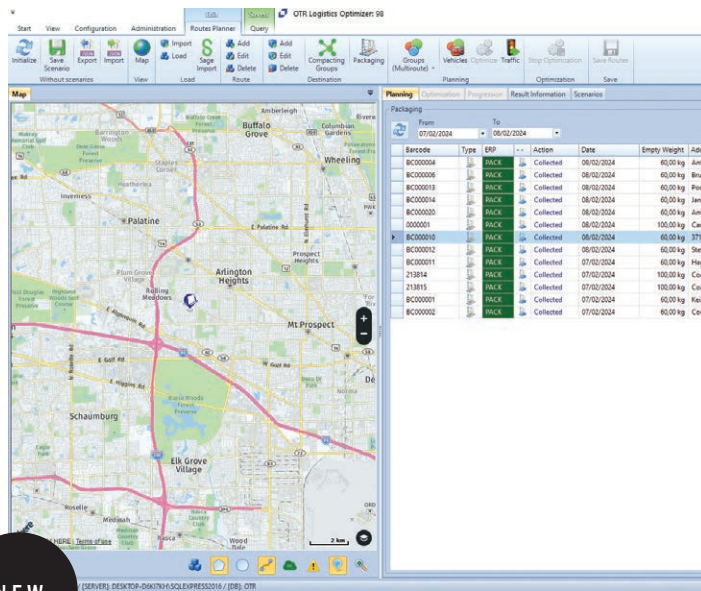
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01

**01. A+W Software USA Inc.**

A+W Smart Delivery software enables seamless interaction with customers, allowing customers to sign off on a delivery via a smartphone or tablet, which closes out the transaction in the A+W system. It tracks rejections and logs complaints. The A+W Smart Delivery solution is available as a standalone product or tied in with an A+W system to help keep deliveries flowing, saving time and reducing paperwork and delivery notes for both drivers and customers. Booth #42011

847/948-9425, a-w.com

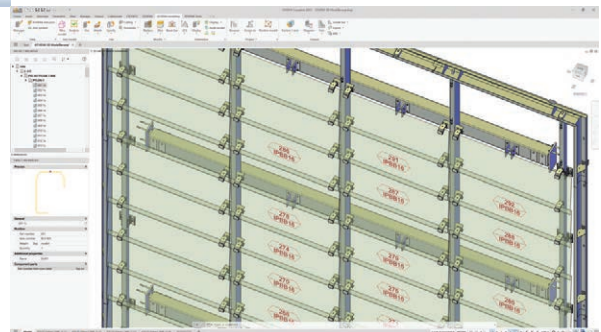
02

**02. Bridgeport Worldwide**

Halliday + Baillie's HB512 Glass Fixing Kit is designed for use with the HB510 Stair Rail Bracket when attaching to a glass sheet (8 to 15 millimeters in thickness). Made with 316 marine grade stainless steel only, the HB512 and its counterpart the HB 510 are suitable for interior, exterior and marine applications where corrosion resistance is required. The HB510 Stair Rail bracket is sold separately. Booth #11014

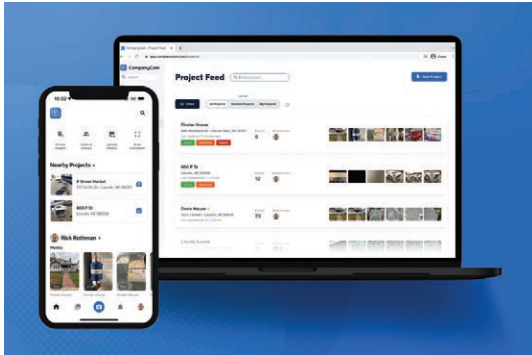
800/362-1484, bridgeportworldwide.com

03

**03. CAD-Plan North America Inc.**

Athena is specialized CAD software for metal and façade builders, offering tools for 2D and 3D design, structural analysis and sheet editing. Athena Complete provides all necessary functions for efficient daily tasks, independent of profile systems. Its 2D design tools help create sectional, elevation, floor plans and production drawings with extensive libraries and intelligent objects. The 3D design tools simplify creating complex geometries and automatically generate parts lists and production drawings. Booth #22009
+(49) 6980-0818-240, cad-plan.com

04



NEW

05



NEW

06

04. CompanyCam

The project feed by CompanyCam automatically syncs with new photos and videos captured on jobsites, so users can see what is happening across the entire business.

Booth #51098

605/939-6863, companycam.com

05. Cyncly

FeneTech, contractERP and SoftTech have now joined Cyncly. Cyncly transforms the way customizable products and spaces are imagined, designed, sold, managed and made. The end-to-end software solutions connect professional designers, retailers and manufacturers to the world's largest repository of product content, enabling them to simplify complexity, grow sales, increase efficiency and drive innovation.

Booth #45025

330/995-2830, cyncly.com

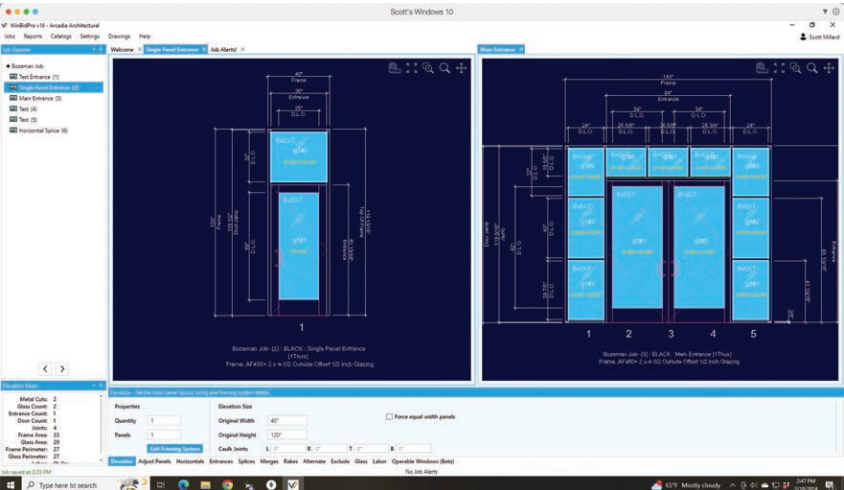
06. EDTM Inc.

The GC3200 Glass-Chek Elite measures the glass and air space thickness of a window and identifies the surface location and type of low-emissivity coating in the window. The Elite also can identify laminated glass and measure the inner-layer thickness of the lami itself. The graphical display shows a drawing of the profile of the window, labeling each glass surface. The GC3200 can store recent measurements in its memory to be reviewed later.

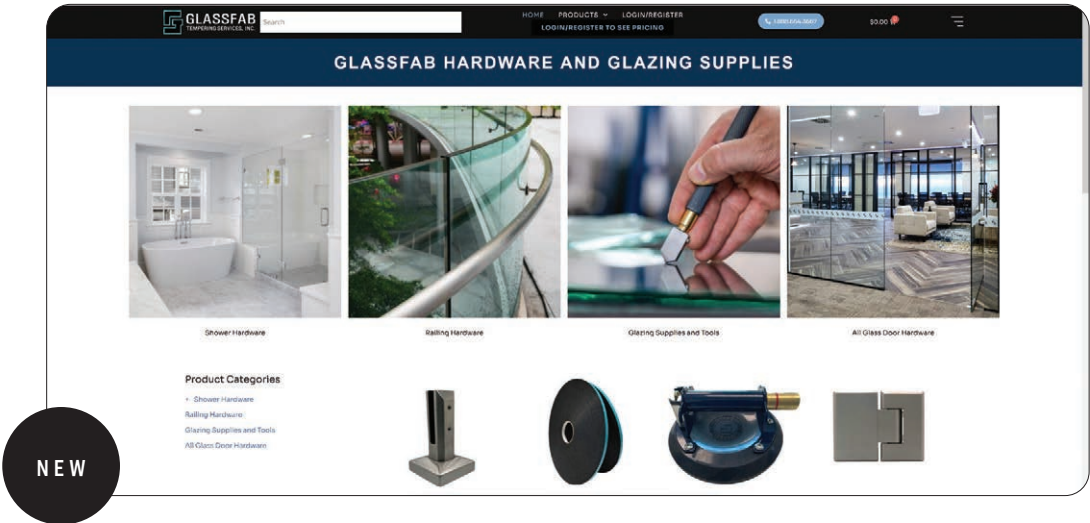
Booth #19027

419/861-1030, edtm.com

01



02



Follmann Inc. (not pictured)

Follmann Inc. is expanding its reach in the United States with the company’s adhesive solutions. Follmann prioritizes sustainability in its operations, and continually strives to develop eco-friendly products and to implement sustainable practices. Through rigorous quality control measures and cutting-edge technology, the company delivers adhesives that exceed industry standards. Follmann provides tailor-made adhesive solutions and collaborates closely with clients to develop custom formulations that precisely meet their specific requirements. Booth #32053
229/947-1401, follmannusa.com

01. GDS Estimating

The WinBidPro v16 commercial glazing software by GDS Estimating is a Microsoft Windows application with cloud-based data and a CAD engine for drawing elevations, enabling quick material takeoffs for various job sizes. It supports exporting drawings for CAD software, project management software reports and cutting machines. With over 20 manufacturer catalogs to use in WinBidPro, each with frame and entrance configurations and full parts lists, the flexible software offers customizable data. Booth #29016
858/538-4375, gdsestimating.com

02. Glassfab Tempering Services Inc.

Glassfab Tempering Services Inc. will showcase its Glassfab Hardware and Glazing Supplies, a new online store catering to the needs of professionals in the architectural glass industry. With the launch of glassfabhardware.com, Glassfab aims to fulfill the industry’s demand for expedited service, and high-quality hardware, tools and safety equipment. Booth #54080
925/642-7809, glassfabusa.com



for Glass, Windows & Doors

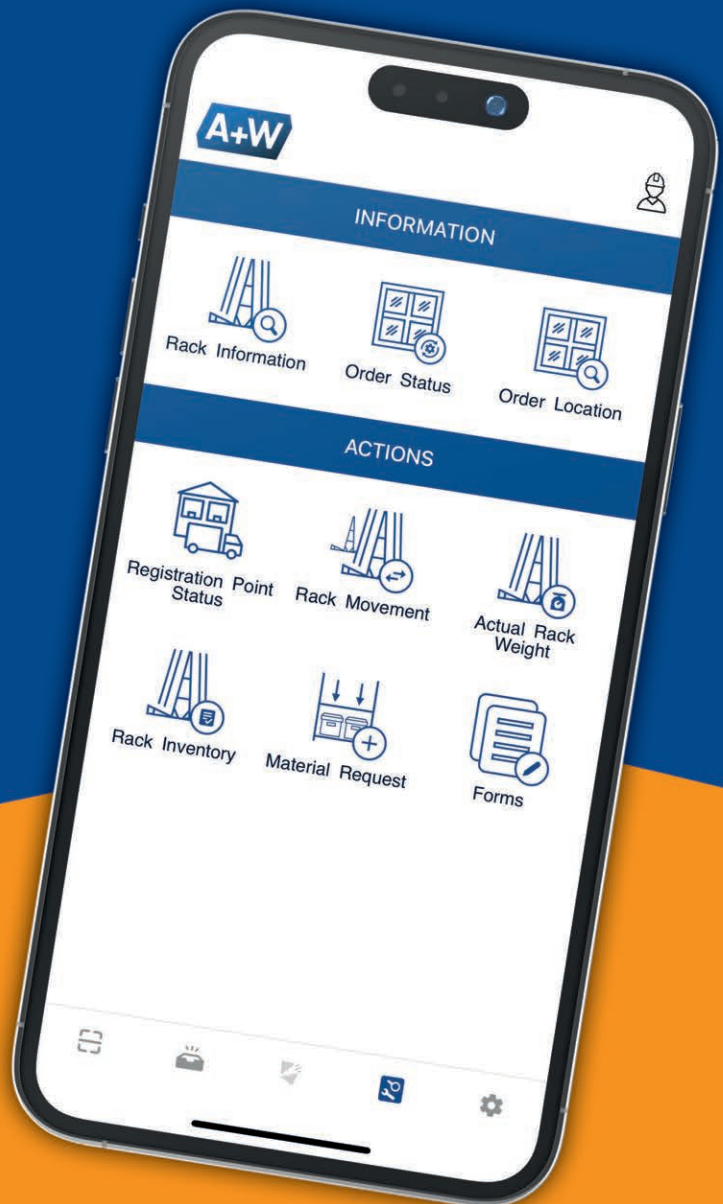
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Versatile Use: Functions as a mobile informational terminal

Accurate Scanning: Securely scans barcodes in single or continuous mode

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booth 42011.

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01

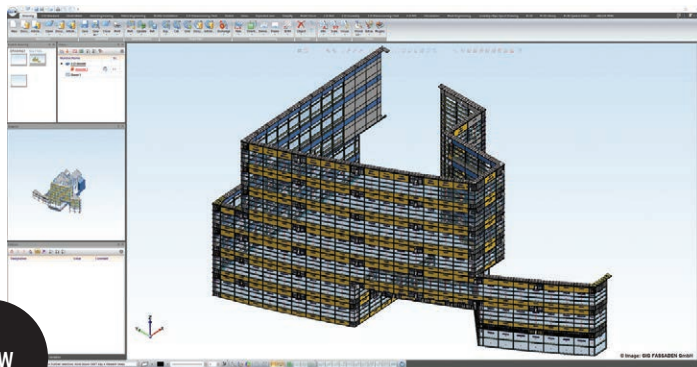
**01. GlasWeld Systems Inc.**

With the Gforce Max, distortion-free glass scratch removal is not only possible—it's also simple and fast. The Gforce Max can repair scratches on flat glass, auto glass and practically any type of glass.

Booth #24015

541/388-1156, glasweld.com

02



NEW

03

02. Hegla Corp.

With plant integration of process equipment and software, Hegla can provide the equipment as well as the software to fully integrate new and existing production equipment—from process planning to automated loading, cutting, breakout, sorting and packing. Hegla software can also automatically feed subsequent processes and tracking in real-time throughout a facility to help optimize process utilization and efficiency. Booth #38024

404/763-9700, hegla.com

03. ISD Group USA Inc.

ISD Group's HiCAD 3D CAD Software offers innovative solutions for the façade construction industry, including glass façades, and the steel and metal sectors. With over 45 years of experience, HiCAD provides automation to production output and integrated project/drawing management. It suits companies of all sizes with its modular structure, combining 2D and 3D in a single interface. HiCAD eliminates the need for multiple CAD solutions, enabling direct transfer of drawings to production. Booth #26011

704/519-2498, isdgroup.us

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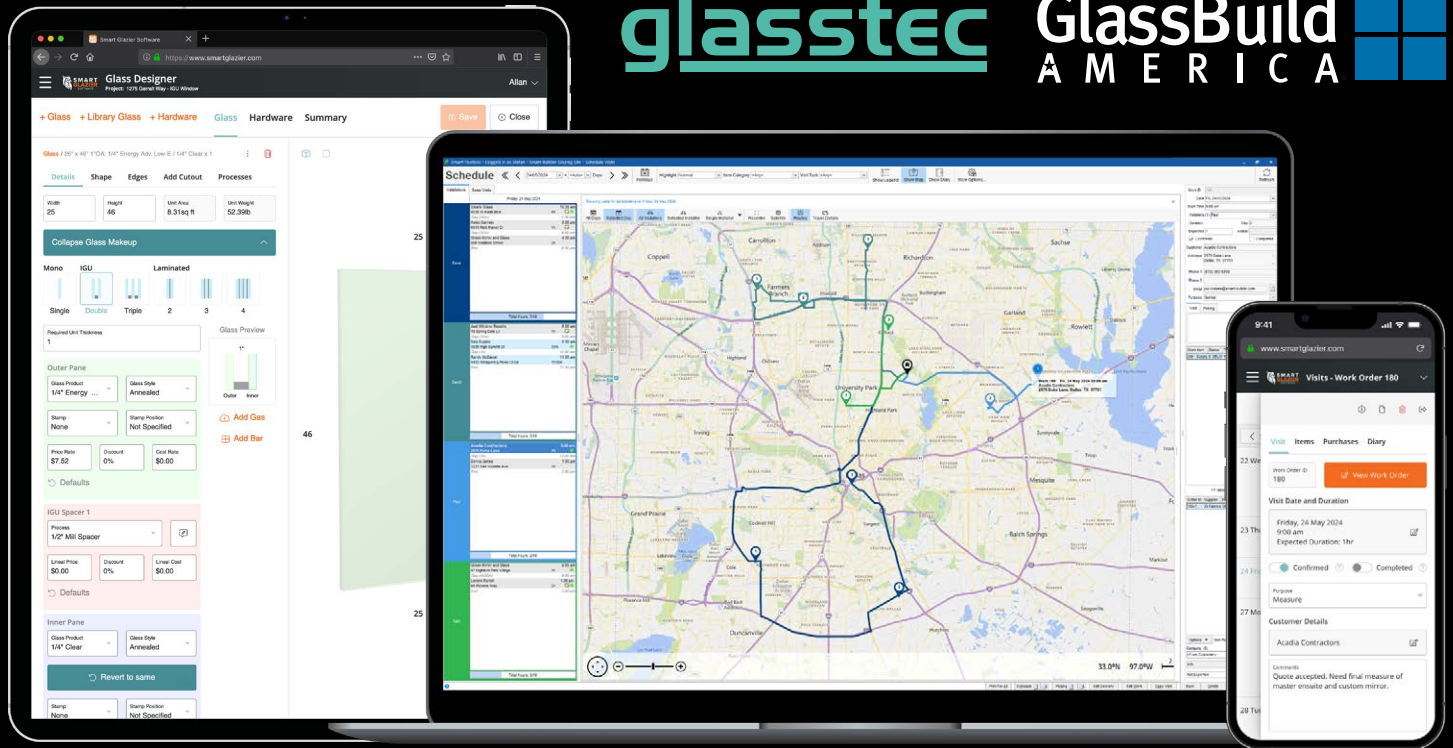
- ✓ Measure
- ✓ Design
- ✓ Quote
- ✓ Schedule
- ✓ Order
- ✓ Invoice
- ✓ Report

See us at Hall 10 / A56

See us at Booth 40017

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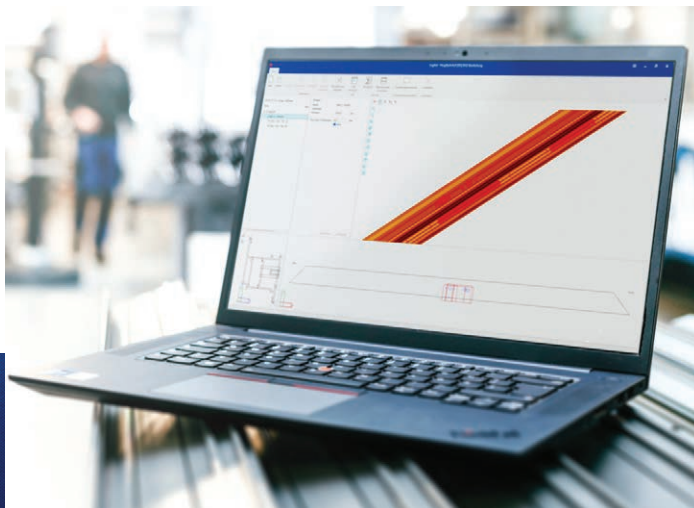
01



NEW

01. Lamatek Inc.

The SmartBlox 2.0 setting blocks by Lamatek are an 85 durometer, elastomeric material with no harmful phthalates that flexibly cushions insulating glass units and supports dead load. Installed between the window sash and IGU to protect the glass from impacts and fractures, and protect the glazing bead integrity, SmartBlox 2.0 is compatible with all glazing sealants and systems where shims may come in contact with PIB in spacers. Booth #12004
800/526-2835, lamatek.com



02

03



NEW

02. Orgadata USA

The Logikal digital tool for estimating and project management software by Orgadata helps streamline business from the beginning, starting at sales, to the final produced product. Logikal software for storefronts, curtain walls, windows and doors offers a large database for profiles, fittings and accessories. It provides open interfaces for seamless connection to other systems such as CNC machine control and ERP software solutions. Expandable to meet individual needs, the company provides software support for users. Booth #42019
303/205-6394, orgadata.com

03. PMC Software

Providing lineal optimization for window manufacturers, the Linealmate software system by PMC Software generates optimal yields when cutting lineal material. When teamed with linear positioners, machining centers and automated welders, even greater accuracy and higher speeds are achieved. Manufacturers of all styles of windows are taking advantage of the speed, flexibility and simplicity of Linealmate software to minimize cutting waste, conserve manpower, and tighten control over production and inventory. Booth #42011
847/682-4684, pmcsoftware.com



Be data driven and in control of your own destiny

Learn how Cyncly's software solutions reduce non-value-added work, increase efficiencies on the shop floor and enhance customer relationships.

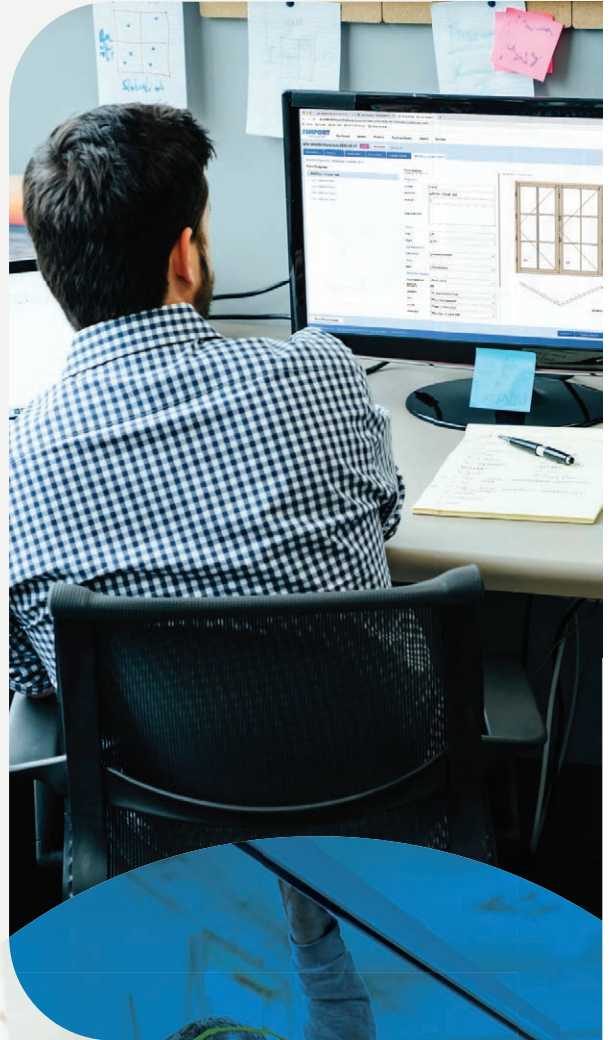
Our team is ready to show you how to revolutionize your business. **Visit us in booth 45025.**



September 30 - October 2, 2024
Dallas, Texas

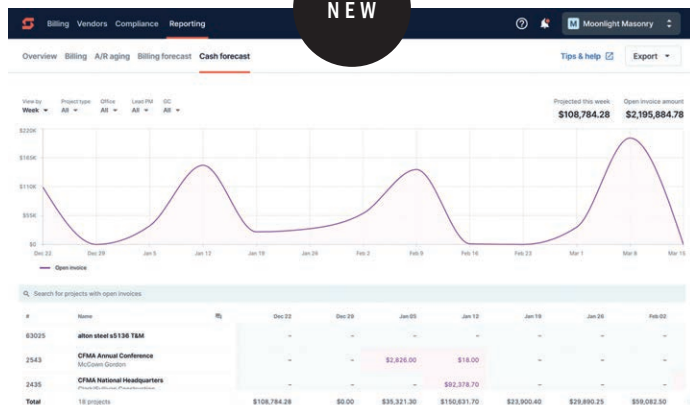


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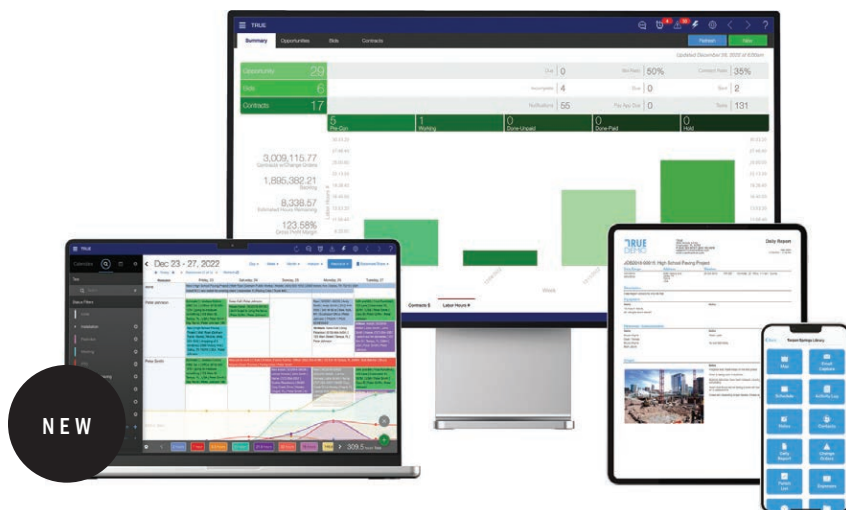
01



02



03

**01. Sitaline**

Billing and cash flow forecasting software by Sitaline helps users run fast billing and cash forecasts to visualize outstanding backlog and long-term cash positions, visual and shareable billing projections, and siloed data from the entire billing workflow to run cash flow forecasts. Sitaline software forecasts billing for a project along a front-loaded bell, standard bell or flat curve; identifies dips in backlog; and analyzes project and client data. Booth #39016
419/215-6096, sitaline.com

02. Smart Glazier

Smart Glazier Connect is an innovative e-commerce platform for glass fabricators that simplifies architectural and flat glass order processing from glaziers. It provides instant quotes, eliminates double entry and reduces workflow disruptions by integrating with various software. The platform offers faster turnaround times with customizable export options compatible with popular fabrication software. It also boosts customer reach and provides real-time order tracking. Booth #40017
+(64) 9968-4224, smartglazier.com

03. TRUE Contractor Software

The True web-based, all-inclusive CRM, project management, ERP and accounting software solution by True Contractor Software is designed for the glass industry, specifically subcontractors. The True software is simple to start using, fully customizable and includes built-in help for each feature. It has the ability to be an all-in-one solution, while also integrating with many of the leading software tools of the trade. Booth #12002
833/438-8783, constructtrue.com




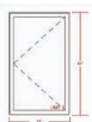












WDQ

QuotesOrdersAccountNEW

Quote: Smith Residence

Quote ID: Q60683

Menu

Action	Line	Series		Size	Location	Quantity	Unit Price	Installation	Line Price
  	1	ZENW		32.0000" X 54.0000" 12.00 SQ FT Installation: Full Frame Replacement Notes		1	\$1,911.70		\$1,911.70
  	2	CSH		54.0000" X 54.0000" 20.25 SQ FT Installation: Full Frame Replacement		1	\$821.67		\$821.67
  	3	ZENW		67.0000" X 69.0000" 31.62 SQ FT Installation: No		1	\$2,029.19		\$2,029.19
  	4	ZEND		60.0000" X 80.0000" 33.33 SQ FT Installation: No		1	\$1,156.60		\$1,156.60



05

04. WinDoor Quote

The WDQ by WinDoor Quote is a web-based, mobile-responsive dealer portal that provides fast and accurate web-based quoting and manufacturing solutions for window and door manufacturers. Its mobile-responsive design, integrated with DocuSign, enables sales representatives to quote and sell projects at the customer's home, presenting a professional proposal in a single visit. Additionally, WDQ incorporates integrated credit card processing and ACH payments, allowing contracts to be quoted, signed and paid in one visit. Booth #46073
402/378-0122, windoorquote.com

Winsys (not pictured)

Designed for fabrication facilities, Winsys software enables users to produce quality products on time and at a realistic price. Winsys helps managers schedule work better, balance workloads, and avoid back-ups and congestion, keeping machinery and personnel working at optimum levels. Winsys software helps window and door manufacturers target and achieve peak performance at all levels, while staying on the leading edge of technology with the latest in internal automation for financial, clerical and manufacturing facets. Booth #42011
847/682-4684, windflite.com

Wurth Construction Services
(not pictured)

From fasteners to safety products, sealants and general tools, Wurth Construction Services offers a range of products. Booth #37011
561/275-3126, wurthindustry.com

05. Zak World of Façades

Zak World of Façades is a premier international conference series on façade design and engineering, attracting over 45,000 delegates across 154 editions. Held in over 40 countries, this one-day event offers insights from experts on building envelope design, fabrication and installation. It provides a networking platform for developers, architects, façade engineers and manufacturers to explore new technologies and solutions. The conference fosters creativity and innovation in building façades, promoting safety and sustainability. Booth #15016
816/988-4688, zakwof.com

EXHIBITOR LIST

Exhibitor list as of August 2. Visit GlassBuildAmerica.com for the most up-to-date listings.
Visit the GlassBuild/NGA Sales Office at Booth #21009.

Booth #	Company Name
42011	A+W Software USA Inc.
54090	A3 Glass Fabricator
51099	Accurate Perforating
35045	ACM Machinery Ltd.
53093	Acme Window Hardware
34010	Adfast
38017	Adhesives Research Inc.
53021	ADI SrL / IGP Inc.
13012	Advanced Architectural Products
32015	Advanced Screen Systems Inc.
51107	Advenser
52073	Agama Glass Technologies
54081	Aim Transportation Solutions
49076	Akarmak
54079	Alexco
17013	Alloy Fasteners Inc.
48006	AllYourHardware.com
50073	Alpgate
38012	Alumax Bath Enclosures / Hydro Extrusion USA LLC
12019	Aluminum and Glazing Lines
33053	aluplast
51090	Aluprof
15005	Aluproject LLC
31037	Aluro
25017	American Renolit Corp.
13009	American Safety Clothing
27027	AmesburyTruth
51072	Anchor Engineering Inc.

Booth #	Company Name
23027	Anthony Innovations LLC
15011	Arcadia Products LLC
28006	Archie Hardware North America
37019	Argon Filling Systems Inc.
23003	Argotec
41017	Arizona Shower Door Inc.
47077	Artifex Dr. Lohmann GmbH & Co.
23052	ASC Process Systems
20018	Ascentium Capital
49051	Ashton Industrial
10022	Assa Abloy (Schweiz) AG
36025	Assa Abloy Fenestration
36017	Assa Abloy Opening Solutions
10049	Athmer
14021	AutoMAK Assembly Inc.
13010	Axalta Coating Systems
14053	AXYZ Routers and WardJet Waterjets
23006	Azon USA Inc.
24009	Bailey Specialty Cranes & Aerials
38010	Banner Solutions
34045	Barberán SA
50037	Bavelloni America
52104	Beacon Waterproofing Products
54108	Beijing Human
49085	Beijing Chang Yi-He Automatic Equipment Manufacturing Co.
24053	Beijing MGM Glass Machinery Co.
46077	Benteler Maschinenbau GmbH
40016	Best Print Solution

Booth #	Company Name
48077	Better Vacuum Cups Inc.
20027	Billco Manufacturing Inc.
50091	BINAR – a Schmalz Company
49078	BioSeal Silicone
19013	Bisam Cephe Yapi Sistemleri San Ve Tic AS
17015	BizDog Payments
13011	Blue Star Glass
13055	Boehme-Kunststofftechnik
33010	Bohle Portals
12023	Boton Aluminum Co. (Qingdao)
52025	Bottero Flat Glass Inc.
38037	Bovone North America
54077	BR International Inc.
26017	BrandSafway
52057	Brick Wholesale Glass
11014	Bridgeport Worldwide
13049	Bromer Inc.
51073	Bron Tapes
15049	Burkle North America Inc.
18012	Business Pilot
53090	BVB Architectural Products
41025	C.R. Laurence Co.
23053	C.R. Onsrud Inc.
31016	C2A Longterm Inc.
22009	CAD-Plan North America Inc.
54102	Cal-Royal Products Inc.
15010	Cardinal Paint & Powder Inc.
51019	Casma – All Door Closers

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GLASSBUILD AMERICA 2024—EXHIBITOR LIST

Booth #	Company Name
48021	Casso-Solar Technologies LLC
50011	Certified Enameling Inc.
53068	CG Hardware LLC
50078	Champion Glass Machinery Co.
40011	Chelsea Building Products Inc.
51089	China Dalian Kanglida Yaohua Glass Corp.
14009	Citadel Architectural Products
14011	Cline Aluminum Doors Inc.
25055	CMS North America Inc.
51086	CNBM International Corp.
29014	Coda Products Inc.
52103	Colour Alliance Inc.
47069	Combilift
51098	CompanyCam
52072	Conta North America
46023	Continental

Booth #	Company Name
45025	contractERP
20013	CoolTemper USA
23021	Cooper Standard ISG
33015	Coroplast Tape
46015	Creative Millwork of Ohio Inc.
13017	Crimsafe North America
26003	Cuhadaroglu Metal San Ve Paz AS
54091	Curtain Wall Design and Consulting Inc.
45025	Cyncly
25023	Deceuninck North America
53022	DeGorter Inc.
36037	DeMichele Group
20059	Denver USA Inc.
19019	DeSCo Architectural Inc.
27007	Deslauriers
50097	DFM Doors

Booth #	Company Name
51012	Diamant SrL
14008	Diamond Door & Architectural Metals
50084	Diamond Glass Co.
20037	Diamon-Fusion International
25005	Door & Window Market Magazine
29011	Door Controls USA
49007	dormakaba USA Inc.
51083	Dormate International Co.
10002	Dow
52091	Dr. Greiche
14054	DRM
12022	Edgeworks
19027	EDTM Inc.
50098	Elevation Glass
14037	Elumatec North America Inc.
25037	Emmegi USA Inc.

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GLASSBUILD AMERICA 2024—EXHIBITOR LIST

Booth #	Company Name
12027	EnduroShield
14003	Engineered Custom Coatings
51102	Ennova Facades
26002	Ensinger Inc. – insulbar
43037	Erdman Automation Corp. / FlexScreen
48051	Ergo Robotic Solutions
47059	Ervin Inc.
14007	Ever Bright Hardware Co.
15008	Excel Engineering
10012	Excel Glass Systems
45019	F. Barkow Inc.
12019	Façade Studio
23015	Fapim SpA Hardware Mfg.
54018	Faraone
17009	Fenestration and Glazing Industry Alliance
52102	Fenestration Canada
45025	FeneTech
13059	Fenstek
54073	Fentro Hardware Systems
45037	Fenzi North America
15014	FG Glass
49080	FGE Solutions
45012	FHC The Glazing Supply Company
52107	FieldPulse
35053	Filtertech / US Centrifuge Systems
46083	Filtraglass
13018	FlexCost
15017	Flexijet North America
43037	FlexScreen
32053	Follmann Inc.
21037	Fom USA
38047	Forel SpA / Forel North America
38019	Fornax Door & Window Accessories
48072	Forster
53088	Foshan Bopai Metal Product Ltd.

Booth #	Company Name
49087	Foshan Rich Technology Co.
51014	Fratelli Pezza SrL
42011	Friedman Corp.
13020	FrontLine Bldg. Products Inc.
51085	Fujian Chengda Glass Co.
51091	Future Glass
46023	Fux Maschinenbau und Kunststofftechnik GmbH
39011	Gardner Glass Products
47083	GCV Glass Machinery
29016	GDS Estimating
51021	GE.MA.TA SpA
10003	Gealan
12037	GED Integrated Solutions Inc.
47027	GGI General Glass International
52029	GH Italy SrL
11050	Giardina USA
51020	Glass Co.
20021	Glass Coatings and Concepts
37019	Glass Pro Inc.
54080	Glassfab Tempering Services Inc.
48076	Glassline Corp.
28008	Glassopolis
52098	Glass-Technology International
32013	GlassTrax & Glaziers Online
48069	Glaston America Inc.
24015	GlasWeld Systems Inc.
51106	Glazelock Inc.
51101	Glazier Nation LLC
23004	Glazier Software
54101	Glaziers Consulting
50087	Goldstar Co.
28011	Gonzato Group
30017	GPI Group
21013	Grabo
34037	Graf Industries Inc.
10051	Great Lakes Fasteners
12053	Great Lakes Lifting

Booth #	Company Name
21012	Griffin Glass & Metal Werks Inc.
48081	Griffith Rubber Mills
21021	Groves Inc.
50076	Guangdong Golive Machinery Technology Co.
50085	Guangdong Jinbo Intelligent Equipment Co.
51079	Guangdong Kinlong Hardware Products Co.
34027	Guardian Glass
14017	Gulf Rubber Industries LLC
53107	Guthrie Automation
13003	Gutmann North America
52105	GV Facades
18025	H.B. Fuller
19059	HAECO
18037	Haffner Machinery
53080	Haining Lijialong Pile Weather Strip Co.
49077	Hangzhou Jinggong Machinery Co.
52080	Hangzhou Wintek Building Products Co.
52085	Hangzhou Zoinen Sealing Technology Ltd.
21059	Hanjiang
38011	Hans Building Material Technology
29010	Hardware and Glass Group Ltd.
15007	Hardware Everywhere
38024	Hegla Corp.
51105	Hercules Bros Trading Fze
48013	HMI
50103	Homewell Glass Products Inc.
51010	Horizon SrL
46072	Hot Melt Technologies Inc.
15057	HP3 Software Inc.
34012	Hydro Extrusion North America
23008	Hygrade Components
17023	IGE Glass Technologies Inc.
52070	Imperial Plastics
53108	Incoa Performance Minerals

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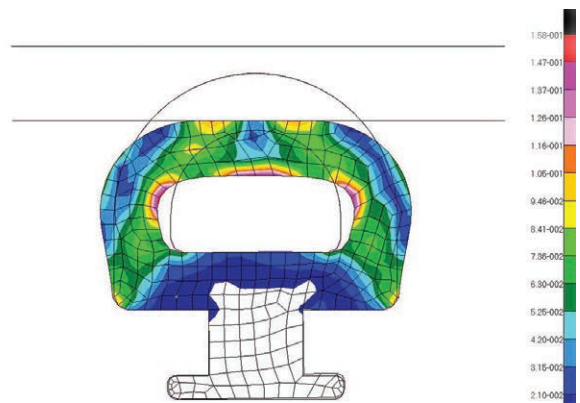
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Booth #	Company Name
15055	iNOEX LLC
52037	Integrated Automation Systems
31011	Interglass
14027	Interlayer Solutions Inc.
23037	Intermac America / Biesse America
47007	International Union of Painters and Allied Trades
26011	ISD Group USA Inc.
50007	Isoclima Specialty Glass / Global Security Glazing
52023	Italcarrelli Srl
51006	Italian Trade Agency
54069	Jansen America Inc.
11049	Jekko USA
53102	Jersey Glass
24010	Jeske Hardware Distributors
54083	JF Railing Inc.
51109	Jin Young Co.
50088	Jinan Glasino Glass Technology Co.
50083	Jinan Lijiang Automation Equipment Co.
49081	Jinan Wondec Machinery Co.
27003	JLM Wholesale Inc.
21020	Joe's Refrigeration Inc. / Clean Room Solutions
37015	Jordahl USA Inc.
47037	Jordon Glass Machinery
48037	Joseph Machine Co.
17037	JRS Glass Srl / IGE
52068	Jura Films North America LLC
11055	Kaban Makina
26006	Kenwa Trading Corp.
40036	Keraglass Srl
16017	KeraJet + DipTech Machinery / IGE
23005	Keystone Certifications Inc.
53072	Kich Architectural Product Pvt Ltd.
51088	Kington Glass Co.
25016	Kleiberit Adhesives USA Inc.

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- Large splash guard
- 5-1/2 inch ledgeboard
- Removable front protection panel
- Sitting blocks every 12 inches



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Booth #	Company Name
25007	KMR Research
47068	Koja USA Inc.
15048	KPS Tool
12004	Lamatek Inc.
25014	Laminators Inc.
21053	Landglass Technology Co.
14005	Landmark Facade Solutions Inc.
24003	Larson Engineering Inc.
29037	Lattuada North America
13027	Leading Edge & Deltarack USA
52100	Lendkey
52076	Liaoning Alger Building Material Industrial Co.
11009	Linea Rossa
32037	Lisec America Inc.
47019	LiteSentry – Softsolution
14048	LM Packaging
53070	Loeffler Supply LLC
51076	Loire Hardware Co.
25011	LTC USA LLC
52082	Luoyang Lucky Win Glass Co.
49079	Luoyang Pavel Intelligent Technology Co.
20053	Lusso Coating
54076	LynnCo Logistics
24002	M3 Glass Technologies
21059	Mac Glastech & Automation Co.
54099	MACO
51027	Macotec
20020	Mainstreet
53079	Mannix
14052	Manufacturers Capital
39017	Mapes Panels LLC
29025	Mappi America Inc.
13014	Marine Fasteners Inc.
48057	Matodi
22014	Maxest Industrial Inc.
52019	Mazzaroppi Engineering Srl
16009	McGrory Glass

Booth #	Company Name
23002	McKeegan Equipment
11037	Mecal USA
49013	Millet Glass Industry
51023	Mole Moreschi Srl
24017	Monticelli
31019	MyGlassTruck
53081	NanaWall Systems Inc.
53106	National Glass
17009	National Glass Association
51080	Ningbo Rieche Technology Co.
51078	Ningbo Youyou International Co.
22012	North American Contractor Certification
24006	North American Specialty Laminations
12003	Nova Plastech Inc.
30019	Novagard Solutions
35011	Novatech Group
51077	Novofactor Technology Co.
22015	NuCoat North America LLC
14013	Nvoy Fire Rated Systems
18013	ODL Inc.
18052	Oemme SpA
11003	Ohio Rack Inc.
16003	Omni Cubed Inc.
33011	Omniglass SCT
47073	One Day Glass
52018	Optima Srl
25004	Orange Aluminum
20026	Orchard Lock Distributors
42019	Orgadata USA
17017	Orion Laser Tech / IGE Glass Technologies Inc.
47047	Oz Machine
50013	Ozone
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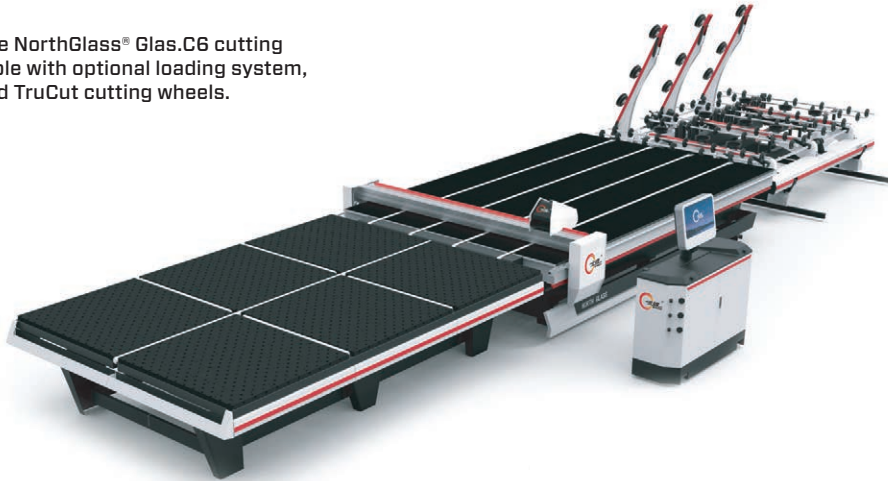
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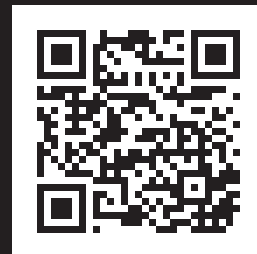
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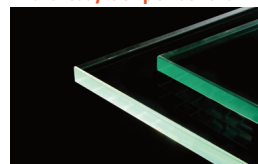
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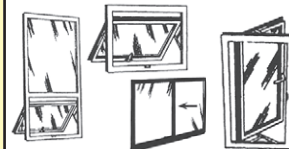
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GET TO KNOW OBE'S NEW CEO

MARK ADAMSON BRINGS GLOBAL LEADERSHIP AND BUILDING MATERIAL EXPERIENCE TO THE NORTH AMERICAN GLASS AND METALS INDUSTRY

BY KATY DEVLIN

On July 1, Mark Adamson officially took over as CEO of Oldcastle BuildingEnvelope. Just five weeks into his tenure at the North American glass and metals giant and parent company of CRL, I chatted with Adamson about his career history, his thoughts on entrenchment in the building products industry, and how his experience impacts his strategy for OBE.

Global leadership history

Adamson, a native of Newcastle, England, spent his career in a range of corporate leadership positions worldwide. Adamson served as CEO of Fletcher Building and Formica Corp., and most recently, he worked as a private equity operating partner, where he collaborated with management teams to execute growth initiatives.

His work over the previous 35 years has taken him from Paris, Cincinnati, New Zealand, and Denver and Greenwich, Connecticut, and now to Dallas, the headquarters for OBE. However, Adamson notes, "I'm in my fifth week, and this is only my third day in Dallas. The business is really out in the field. I've been busy visiting our facilities."

Building material experience

Adamson's first foray into the building material business was early in his career, when he joined Swedish company Perstorp, a supplier of laminated flooring, which was later acquired by a private equity firm that owned laminate leader Formica. Formica was sold to Fletcher, a large building products conglomerate supplier based in Australia and New Zealand, and Adamson took over as CEO.

"Fletcher Building was a big challenge, because in that part of the world you don't get big by being narrow and sticking to one thing. You have to go broad," says Adamson. "It was a classic portfolio company. We owned a cement works, a steel works, and we did own a glass and glazing business. We extruded aluminum, we bought float glass, we did windows, we did doors."

Lessons learned

Adamson says he is bringing a customer- and market-focused mindset to OBE. "Every business that I've inherited was an old business that dominated its space," says Adamson. "That's great. There's a reason we are where we are. But it leads to complacency—an over-emphasis on the company, an internal focus. The thing I've managed to do in the last 30 years with the companies is to try and turn them to focus more on the external world, to what's happening in the market, innovation—what does the customer need rather than [focusing on] what we are."

Entrenchment versus innovation

The building materials industry is known for its reluctance to change, says Adamson. However, that can change when building materials companies innovate with a focus on the contractor customer. "If you can bring a product to market and can invest in the contractor through education, you can make money. Your customers can make more money," he says. "I want to take OBE from being a manufacturer ... to being more of an innovation, service-led company." ■

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