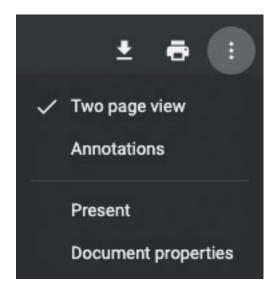


## Welcome to the digital edition of Glass Magazine!

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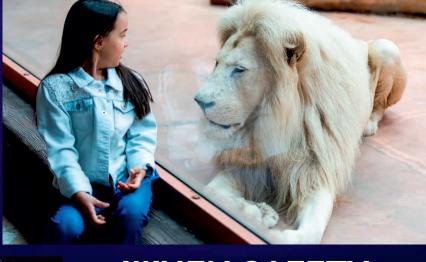
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**ON THE COVER:** GlassBuild America: The Glass, Window & Door Expo, comes to Orlando Nov. 4-6. A full range of products will be on display. See p. 44 for the product showcase and view even more on GlassBuildAmerica.com.





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By Spencer Raymond, GGI



INDUSTRY

**Dynamic People** By Max Perilstein, Sole Source Consultants



Rethinking the **Supply Chain** 

By Tom O'Malley, Clover **Architectural Products** 



#### PROJECT SHOWCASE

Crystal Window & Door Systems played a role in the restoration and vertical expansion of a historic New York City building. Located at 650 First Avenue on Manhattan's East Side, the brick edifice built in 1894 now features a new four-story addition atop the original seven floors. Crystal's Series W50i Window Wall System was used to completely encase the four new floors. In addition, Crystal supplied over 200 heavy-commercial replacement windows for the historic structure's rehabilitation as

the property was converted from a commercial building to a multifamily residential one.

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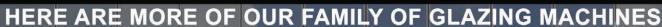
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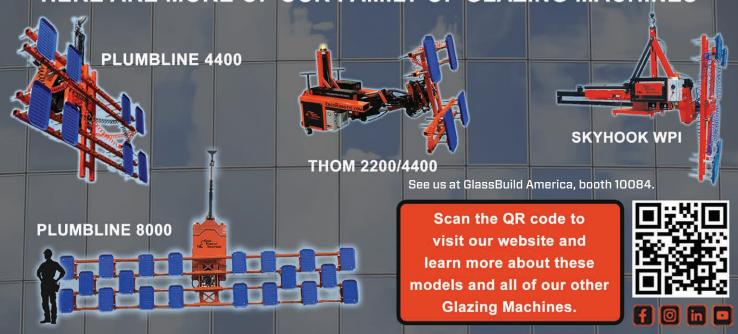
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## Plan Ahead to Get the Most out of GlassBuild



NORAH DICK

lassBuild America is a big show. And in 2025, it will be the largest yet, in terms of square footage, with 231,400 square feet of exhibit space, 550 exhibitors, and hundreds of products and services on display, not to mention opportunities for workforce development, insights for your business and demos right on the show floor.

When I asked exhibiting companies what their advice was for attendees preparing for GlassBuild this year, the main takeaway was: plan your trip to get the most out of the show.

"My main word of advice is to go in with a plan," says Nate Huffman, regional sales manager, North America East, LiteSentry. "There are so many companies and new and exciting toys to see that one can easily lose track of time and miss out on some of the major items they wanted to see. I'd make a list of the must-see things, like equipment. Then, I'd have a list of companies that I'd like to stop by to see what's new, and then of course I'd try and leave some time to just wander the floor and see if I can find anything new that I didn't know existed."

"Our advice is simple: come prepared," says Brad Thurman, vice president of sales and marketing, GGI. "Review the floor plan ahead of time, identify key exhibitors and schedule meetings in advance."

Dan Reinhart, CEO, Salem Fabrication Technologies Group, recommends bringing the whole team if possible, and having different staff go to different events. "Encourage crossfunctional attendance—technical staff for automation, leadership at forecasting panels and marketing/sales at strategic networking events."

Planning ahead is especially important this year, with debut events and opportunities happening at the Main Stage and on the show floor. Here are a few highlights, and for the full preview of the show, check out p. 36.

#### 01

#### Glass Magazine celebrates its 75th anniversary at the Main Stage

This year's Glass Magazine Awards ceremony will also include a celebration of Glass Magazine's 75th anniversary. The awards added a new category this year, Best Retrospective Project, which encouraged companies to nominate projects from the last 75 years. Join the event to marvel at the accomplishments of companies doing stellar work in the industry, and help the magazine celebrate its diamond anniversary.

#### 02

#### Show off your skills

The National Glass Association remains committed to developing resources for workforce development, and that initiative continues at this year's GlassBuild. At the show, attendees will have two opportunities to show off their skills: The "Shower Design Challenge" will offer glaziers an opportunity to measure and design a frameless shower enclosure, and the "Are You AGMT Ready?" challenge will test glaziers' sealant knowledge and ability to spot installation errors.

#### 03

#### Network with peers on the show floor

Included in the many opportunities to network at GlassBuild, attendees will have three opportunities to enjoy breakfast on the show floor: on Nov. 4 at the Blueprint for Collaboration: Celebrate the Glass Magazine Awards breakfast; Nov. 5 at the Family Business Breakfast where attendees can learn about exit and succession planning; and on Nov. 6 at the Women in Glass + Fenestration event. Attendees can also enjoy the NGA member lounge and the after-party on the last day of the show. ■



INTRODUCING

#### **The NEW Trento Shower Door Hinge**

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- Available in 5 popular finishes







#### YOUR ASSOCIATION AT WORK

#### ■ NEED-TO-KNOW INFORMATION FROM THE NGA



A NEW Reflection

AN INTERVIEW WITH NGA'S NEW CEO LAKISHA A. WOODS ON LEADERSHIP, INDUSTRY AND THE FUTURE OF GLASS s Lakisha A. Woods, CAE, takes the helm as president and chief executive officer of the National Glass Association, Glass Magazine's Katy Devlin, NGA vice president of content and programming, sat down with Woods to discuss this moment of transition and the opportunities to embrace evolving challenges and new possibilities in the architectural glass and glazing industry—as seen through the lens of her past experiences and future aspirations.

Woods stepped into the pivotal role in July, with a wealth of experience in associations representing the built environment. She is the former executive vice president and CEO of the American Institute of Architects, previously served as president and CEO of the National In-

NGA staff visiting the Los Angeles manufacturing and office location for member company CRL in August. Pictured from left to right: Erin Lindsay, director, CRL architectural business development; Carla Ohlmaier, CRL vice president, engineering; Lakisha A. Woods, NGA president and CEO; Katy Devlin, NGA vice president of content and programming; Michele Nosko, NGA COO; and Crista Tekstra, CRL vice president, marketing.

stitute of Building Sciences, and prior to that, was the senior vice president and chief marketing officer at the National Association of Home Builders. She brings fresh energy and an insightful perspective to serving NGA's members and shares her early impressions and vision for NGA.

Katy Devlin: At the time of this interview, you've been in the glass world officially for three weeks. What strikes you so far about this industry?

Lakisha Woods: I'm energized by the unity of the people that I've spoken with. Even though they represent the whole supply chain, and oftentimes compete, they lead with a passion that everybody shares for this industry. From my conversations with our board and other leaders, once you join the glass industry, you never leave—that speaks volumes about the strength of this community. I'm excited to encourage others to find their places here as well.

KD: You come to NGA with a deep background in the building industry. How does that background inform your approach to leading NGA?



LW: My entire career has been rooted in the built environment, working with architects, sub-contractors, general contractors and homebuilders, so I'm not new to the construction space. I have an appreciation for what they do, and I love knowing that the members I represent design and/or build all the spaces where we live, work, learn and play. It's a joy to look up and be able to say, 'My members do that.'

Each association I've led or members I've worked with has taught me something new and revealed connections back to my past work. I'm excited to hear how important architects and specifiers are to the glass industry and the members of this association. They're key stakeholders, often connected through organizations like AIA and the Construction Specifications Institute. Bridging these relationships and building more collaborative networks is a priority for me.

# KD: How do you see your fluency with other parts of the building industry helping you as NGA's CEO, especially when dealing with diverse groups like subcontractors, manufacturers or building code leaders?

LW: It really helps that I speak a common language across the building industry. Whether it's manufacturers or code officials, I understand the different perspectives and challenges. Everyone is ultimately focused on creating spaces that are safe, healthy and meet human and environmental needs. That shared goal makes collaboration a lot easier.

I have a strong network of fellow CEOs across the built environment, who come together to make sure that we're all doing

I'M ENERGIZED BY THE UNITY OF THE PEOPLE THAT I'VE SPOKEN WITH. EVEN THOUGH THEY REPRESENT THE WHOLE SUPPLY CHAIN, AND OFTENTIMES COMPETE, THEY LEAD WITH A PASSION THAT EVERYBODY SHARES FOR THIS INDUSTRY.

what we can to help our various stakeholders. This allows me to think strategically about being a better leader for my organization and a better advocate for the industry.

# KD: You emphasized the importance of listening to NGA members and stakeholders. How do you plan to gather input, and what do you want members to know about your leadership style?

LW: Listening is foundational. It's really important for me to hear from them and I'm committed to spending time talking one-on-one; in groups and at conferences. I hope we can get out a member survey, and I want our members to know that when I say I want to hear from them, I truly mean it. In my previous role, when I invited feedback from thousands of members, many said they couldn't believe a CEO really wanted to listen, but those conversations on their challenges and needs helped us make better decisions. It's so important for any leader to listen to their team, listen to their volunteer leaders and listen to the membership as a whole.

You can't please everyone all the time, but my goal is to reach that majority of members so they see that the organization is doing what is necessary for them to continue to grow and succeed. That means balancing a wide spectrum of needs but prioritizing the critical ones that help the industry grow.

### KD: What's a favorite question you like to ask members to help focus on priorities?

LW: I like to ask people to imagine they are the CEO of NGA, and ask: 'One year from now, you have to look back and say that you accomplished one critical goal... What is it?' It's a clarifying exercise because it reminds people that it's hard to focus on one thing. You're one person. What is the most immediate and impactful goal? I'm fascinated by the responses, which differ depending on who you ask. Our industry is broad with many segments, but that variety helps us find areas of balance and common ground.

## KD: Speaking of those shared priorities, what themes keep coming up in your conversations with NGA members?

LW: Public awareness of the importance of glass and how NGA can spread the word about joining this industry. People want to see NGA promote awareness of the great careers in glass and promote the industry's importance to a wider audience. They're asking, 'How can we reach people where they are?' Social media can only go so far, but partnerships and broader messaging campaigns can bring that to the forefront.



#### YOUR ASSOCIATION AT WORK

■ NEED-TO-KNOW INFORMATION FROM THE NGA

KD: NGA's prior CEO Nicole Harris served 35 years, 11 of those years as CEO, and provided thoughtful leadership through many changes. You worked alongside her during the transition. What reflections do you have on Nicole's leadership and how will that influence your own approach?

LW: Getting a chance to meet Nicole as a part of the process was part of why I was so excited to receive this role. She's an amazing person, and while spending my first few days with her and the senior staff I kept thinking, 'Don't leave, can't we work together!' I can't fill her shoes—I have to wear my own—but one comforting thing is her style in how she led the association. She set a tone that balances transparency with the business realities of running an association that needs to be profitable to fund its mission.

So much of her philosophy and vision for the future are shared and I feel comfortable stepping into a role where there doesn't need to be significant change because people are already familiar with that style. My hope is for a smooth transition with as little disruption to NGA's culture as possible. Nicole's generosity and encouragement already show that I'm stepping into a great situation, and I'm grateful for that foundation.

### KD: Before we wrap up, is there anything you'd like to share with NGA members or the readers of Glass Magazine?

LW: NGA has done a fantastic job, and it's about what else we can offer or do to show what NGA stands for. What do our members need? What does our industry need? How can I help add to the success that NGA already has accomplished? I'm here to help build on that success, to be a voice and a hand to help move the association and the industry forward. ■

#### NGA LAUNCHES 2025-2026 GLASS AND GLAZING DESIGN ACADEMY

NGA launched its 2025-2026 Glass and Glazing Design Academy, a collection of courses covering the vast potential of glazing systems in building design, hosted through Architectural Record. Up to 8.0 LU|HSW accredited courses on a range of topics are offered, including school security, circularity through recycling and reuse, performance and sustainability, fenestration systems and the benefits of daylighting. Participants completing all eight courses will earn the Glass and Glazing Design badge.

"We are thrilled NGA's partnership with Architectural Record is continuing into its sixth year with our latest Academy," says Sara Neiswanger, NGA's director of industry engagement. "The 2025-2026 curriculum features the most prevalent topics in glazing today, provided in a variety of formats, from articles to on-demand media, for users to earn credits."

NGA will also host its fourth annual Blueprint for Collaboration educational event live at the GlassBuild America trade show from 10:00 a.m. to 5:00 p.m. on Tuesday, Nov. 4, in Orlando, Florida. The event illuminates the architectural uses for glass and metals and the key relationships along the design path. Architects and specifiers can see the latest innovative products on display and learn why glass is the material of choice to enhance spaces where people live, play, learn, work and heal. Attendance is free and attendees may earn up to 4.5 LUs. Use promo code Blueprint25 when registering. ■

#### UPDATE ON FREEDOM TO INVEST IN TOMORROW'S WORKFORCE ACT

Thanks to advocacy from the American Society of Association Executives' Tomorrow's Workforce Coalition, the final Congressional tax bill includes the Freedom to Invest in Tomorrow's Workforce Act. The bill expands the use of 529 savings plans to cover postsecondary training and credentialing, such as licenses and nongovernmental certifications.

NGA joined the Tomorrow's Workforce Coalition in 2023 to support efforts to expand the allowable use of 529 plans to postsecondary training courses, credentialing and apprenticeships, transforming college savings plans into career savings plans and creating more viable pathways to career success. ■







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#### GLASS INFORMATIONAL BULLETIN



#### APPEARANCE OF IGU EDGES AT THE TIME OF FABRICATION

The appearance of vision and spandrel insulating glass unit edges is a function of the materials and the fabrication process. The following considerations are not intended to address changes that may occur over time after fabrication, including, but not limited to, effects due to glazing system design, shipping, handling, storage conditions or installation.

#### **Glass quality**

There are different viewing conditions and quality criteria for the glass

outer area compared to the central viewing area of the IGU that may also vary depending on glass type. Non-uniformities may be acceptable if they are within the size and frequency criteria specified in the relevant ASTM International specifications: ASTM C1036 for annealed uncoated glass, ASTM C1048 for heat-treated glass, ASTM C1172 for laminated glass and ASTM C1376 for coated glass.

#### IGU spacer

The top of the spacer and a portion of the spacer side may be visible under certain viewing conditions. Different spacer types could be used on the same project. In addition, corner construction may vary in appearance depending on spacer type. This may result in an acceptable visual difference in the corner appearance. Variations in spacer

color from IGU to IGU may exist due to inherent color variations from lot to lot in spacer finish, glass color, thickness and coatings.

In structural silicone glazing applications where IGU edges will be exposed to viewing, it is advisable to use a dark colored spacer. This may avoid visibility of the spacer if not fully covered by the edge sealants.

#### IGU primary sealant

For primary sealants that are mechanically applied to a spacer, the primary IGU sealant may extend beyond the IGU sightline into the IGU vision area (Figures 1 and 2). The extrusion rate of the primary sealant may vary, causing variation in its appearance. The placement of the spacer may also contribute to primary sealant non-uniformity when the spacer is pressed to the glass in the fabrication process. Selecting a spacer of similar color to the IGU sealants may minimize objections related to dissimilar colors.

For primary sealants that are applied manually, the primary sealant should be continuous (no voids). The edges of primary sealants may be even with, above or below the top/interior visible spacer surface. Primary sealant application to the spacer may result in variations in the primary sealant position at locations, including but not limited to, desiccant fill hole locations and corners. Such variations are acceptable.

#### Primary sealant infringement

Primary sealant infringement within the as-fabricated IGU should not exceed ½ inch (3.2 millimeters) beyond the IGU sightline dimension anywhere along





Excerpted from NGA Glass Technical Paper FB27-15 Considerations for the Appearance of Insulating Glass Unit Edge at the Time of Fabrication. For full details, download the complete document for free at glass.org/store.

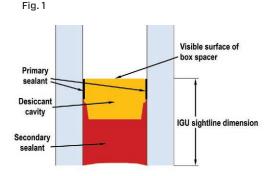


Fig. 2



Fig. 2

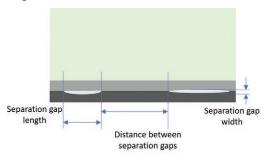


Figure 1: Typical box spacer IGU edge cross section.

Figure 2: Separation gaps, overview (above) and detail of separation gaps (left). Note: drawing is not to scale.

The National Glass Association thanks our task group volunteers for developing this resource: Aaron Thompson, Task Group Chair, Viracon; Jon Griggs, Guardian Glass; Michael Speicher, H.B. Fuller; Melissa Szotkowski, Linel; Jason Fisher, Oldcastle BuildingEnvelope; Rick Wright, Richard E. Wright Associates; John Mayfield, Tremco Sealants; Robert Carlson, Tristar Glass; DJ Weil, Trulite Glass & Aluminum Solutions; David Cooper, Vacuum Glass LLC; and Steve Marino, Vitro Architectural Glass.

the perimeter except within 1 inch (25.4 mm) of the corner, where the primary sealant infringement may exceed 1/8 inch (3.2 mm).

#### IGU secondary sealant

Typically, there is a color difference between the primary and secondary sealants. This is useful for the fabricator in performing quality checks (identification of voids and skips, etc.). The secondary sealant should be continuous, as voids in the secondary sealant may impact the performance of the unit.

Small separation gaps may exist between the primary and secondary sealants. A separation gap is the visible gap between the primary and secondary sealant where the spacer surface is visible when viewed perpendicular to the glass surface (Figure 2). The separation gap width shall not exceed  $\frac{1}{16}$  inch (1.6 mm), except within 1 inch (25.4 mm) of the IGU corner where the separation gap widths may be larger. The separation gap area (overall length by maximum width) shall not exceed  $\frac{1}{4}$  inch square (40.3 mm square). Any two gaps along an IGU edge shall be separated by a minimum of 18 inches (457 mm).

#### Coated glass visual effects

Edge deletion. Coated glass manufacturers have determined removal of the coating around the perimeter (edge deletion) is necessary for certain glass coatings. Due to the multi-layer nature of these coatings and/or the coating removal process, the edge deleted area may vary in uniformity of color, width, and degree of removal.

Edge deletion is typically targeted

to end within the primary sealant. The edge deletion may extend past the IGU sightline dimension up to ½ inch (3.2 mm), which could result in visible edge deletion in the vision area. Contact your fabricator for specific guidelines associated with the spacer system placement and tolerances. Though primary sealant color differences may be readily visible, they should not be the cause for rejection. Viewing of mock-ups is strongly recommended.

#### Other visual IGU edge effects

The apparent color of the IGU edge may vary due to factors, including but not limited to, glass substrate color, sealant color, glass thickness, applied coatings, silkscreened patterns, use of patterned or etched glass, viewing angle and lighting conditions. ■

## The most-clicked news stories on GlassMagazine.com, brought to you by GLASS MAGAZINE WEEKLY\*

#### National Guard Products Acquires Glassopolis

National Guard Products of Memphis acquired Glassopolis Specialty Glass of Toronto. Glassopolis will continue to operate as an independent company and Jordan Richards will remain as president of Glassopolis. Glassopolis' history in the glass industry dates back to 1912. Glassopolis offers a range of specialty glass products, including fire-rated, radiation shielding and security glazing solutions. NGP is a manufacturer of commercial door products, including seals, gaskets, hinges, tracks, glazing and more.

"NGP's operational excellence and scale is great news for Glassopolis and our customers," says Richards. "Glassopolis will be able to expand its operations, add innovative new products and better serve our customers worldwide."

#### Assa Abloy Acquires SiteOwl

Assa Abloy acquired SiteOwl, a cloud-based platform that modernizes physical security lifecycle management. SiteOwl was founded in 2020, and its main office is located in Austin, Texas. "I am very pleased to welcome SiteOwl to Assa Abloy, an exciting technological addition that will reinforce our current offering within physical security lifecycle management, and provide complementary growth opportunities," says Nico Delvaux, president and CEO of Assa Abloy.

"The SiteOwl acquisition represents an important enhancement to how we

support the access control industry," says Lucas Boselli, executive vice president of Assa Abloy and head of the Americas Division. "We're reshaping how system integrators, service providers and end-users manage their access control infrastructure. Combining our proven specification expertise with SiteOwl's lifecycle management platform creates value for our customers and positions us at the forefront of this digital transformation."

#### CRL and Oldcastle BuildingEnvelope Partner on One-Stop-Shop

Through five new service centers across North America and Denmark, CRL and Oldcastle BuildingEnvelope Inc. are expanding the way glaziers can access products from both companies. Glaziers can now access products from CRL and OBE all in one location. To save glaziers time and effort in the way they get the products needed, the two companies have created an innovative, onestop-shopping model. The new North American service centers offer glaziers prompt access to a complete array of CRL hardware and supplies, OBE glass and glazing systems, as well as the expertise of staff trained to help glaziers select and successfully install a full range of product solutions. CRL is growing its presence in key markets by opening locations in Seattle, Washington; St. Louis, Missouri; Cincinnati, Ohio; Tampa, Florida; and Copenhagen, Denmark.

"We are transforming how we serve

glaziers with our new integrated, customer-focused service centers," says Mark Adamson, CEO, Oldcastle BuildingEnvelope. "Helping our customers be more efficient by bringing our products and services closer to them is driving our investment."

#### Hartung Glass Announces New Team and Expanded Facility Capabilities

Hartung Glass Industries announced a new chapter for its Renton, Washington, facility with a revitalized leadership team and newly enhanced capabilities. "Speed Meets Quality" is the slogan behind Renton's transformation. The facility welcomed a new team of industry experts and operational leaders who bring decades of experience in glass fabrication, project management and customer care. Highlights of the Renton facility's enhanced capabilities include expanded tempering and furnace glass capacity, advanced CNC and edgework technology, streamlined logistics for improved turnaround times, added redundancy to minimize defects and increase overall quality, and a focus on safety, quality, and customer satisfaction.

"We're thrilled to usher in this new era at our Renton facility," says Jesse Sherwood, general manager of Hartung's Renton facility. "Our new team brings fresh energy and expertise that will elevate every aspect of our service offerings. Paired with recent technology and process upgrades, we're delivering faster lead times, increased capacity and



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unmatched quality—all while staying true to the Hartung values our customers trust. This is where speed meets quality."

#### PEOPLE

#### **Pacific Glazing Contractors**

announced the appointment of *Steve Watts* as its new CEO. Watts brings over



Watts

35 years of experience in the glazing industry, with expertise in management and operations. After more than a decade of

service, company president and CEO Cassie Harker will be stepping away from her role at Pacific Glazing to pursue new entrepreneurial ventures.



Gonzalez

Crystal Window & Door Systems welcomed Daniel Gonzalez as its chief information officer. In this leadership role, Gonzalez will oversee

all IT functions across the organization and guide the company's longrange strategy for technology-driven manufacturing. Gonzalez will oversee the IT applications and infrastructure for all Crystal and subsidiary facilities across the country. One of his primary goals will be to enhance the alignment of systems for company operations from sales through production and delivery, and administrative functions such as financial accounting and reporting. Prior to joining Crystal, Gonzalez served as global vice president of IT for international packaging company Truvant, where he guided ERP implementation at all North American facilities.



ntthaet

Apogee Architectural Metals announced Hanna Potthast as its western regional sales manager supporting the EFCO,

Tubelite and Wausau Window brand products. Potthast and her team assist commercial architects, glazing contractors and building project teams with the selection and specification of aluminum-framed storefront, curtain wall, entrances, windows and daylight control systems. Her western regional territory includes customers and building team members in Alaska, Arizona, California, Colorado, Hawaii, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming.

Most recently an architectural engineer with Apogee Architectural Metals, Potthast now reports to director of sales Jeffrey Appel. Potthast's previous industry experience also includes working at Oldcastle BuildingEnvelope as a technical business development engineer, and at Kawneer as a product application and design engineer. ■



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#### INSIGHTS

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GLAZIER BULLETIN

# INTERIOR PARTITIONS, REVISITED

WHY UNDERSTANDING
THE TAX CODE IS CRUCIAL
TO DEMYSTIFYING
DIVISION 8 AND 10
DIFFERENCES

BY TRAVIS NEVINS

while ago, during one of my evening reads, I discovered the article "Taking Back the Market | Equipping Glaziers to Compete in Division 10" by Jeff Phillips, which explores interior partition work, commonly referred to as Division 10 in the glazing industry.

This division, known as "specialties" by building professionals, bridges the gap between finishes and furnishings, addressing smaller, but critical, building components. The article highlights the growing need for glaziers to reclaim market share, as the shift of moving glass partitions to Division 10 specifications has increasingly excluded glazing contractors.

While the article argued that glaziers could reclaim market share by knowing how to work within Division 10 supply chains, an alternative approach is for glaziers to encourage owners to specify interior glass partitions under Division 8.

#### Tax deductions aren't divisiondependent

One key factor influencing this trend is the tax advantage of specifying interior glass partitions in Division 10. Demountable interior partitions, categorized as tenant personal property, are eligible for accelerated depreciation under Section 179 of the U.S. Internal Revenue Service tax code. This allows building owners to expense the cost of these partitions over seven years, or even in the first year, rather than the standard 39 years (in commercial buildings) for permanent fixtures. However, this does not mean the tax benefit is tied to the product's classification under Division 10.

A common misconception is that specifying interior glass partitions in Division 10 is necessary to qualify for accelerated depreciation. This simply isn't true. Some time ago, I looked into this with my contacts in the tax world, and this is what I heard: "The IRS determines eligibility based on the product's characteristics and installation, not its specification division," according to William Harbeson, director of energy incentives, Capstan Tax Strategies.



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In other words, owners can still claim the tax deduction for demountable partitions, regardless of whether they are specified under Division 10 or Division 8. From a tax perspective, we are determining whether the interior partitions are improvements, furniture and fixtures, or equipment. In other words, does the partition serve the business' function (personal property) or the building's structure? This determination could be made in many ways, including a cost segregation analysis, a determination by a tax professional, a consultant or by the owner. However, the IRS ultimately has the authority to accept or challenge a company's depreciation classification through an audit process, just like it would with any other tax information an owner provides.

If the interior partition was listed under Division 10, it may be easier to defend the position that the wall is non-permanent and movable. However,

this can be done when listed in Division 8 as well. Some things that may help with this are adding the interior partitions after the original construction contract, describing the products or system as removable or modular, having a tenant-specific design, and having a cost segregation study done. If the IRS sees the interior partitions as an essential piece of the building, they may be categorized under 39-year depreciation, so how they are described, sold and installed matters.

Additionally, the Architectural Glass Institute outlined the criteria for demountable walls to qualify for accelerated depreciation:

- Non-permanent installation.

  They are not intended to remain permanently in place.
- Ease of installation and removal.

  They can be installed and removed quickly, at little expense.
- No damage upon removal. Their

- removal does not cause damage to the building.
- Non-load bearing. They do not support any structural load.
- Passive function. They serve the passive function of protecting tenant assets.
- Post-construction installation.

  They are not installed during the building's initial construction.
- **Tenant-specific.** They are not meant to remain when a tenant vacates the space.

These qualifications are based on the product's design and use, not its placement in the MasterFormat specification. Therefore, specifying interior glass partitions under Division 8 does not disqualify them from these tax benefits.

Why Division 8 makes more sense

As I said, an alternative approach to re-

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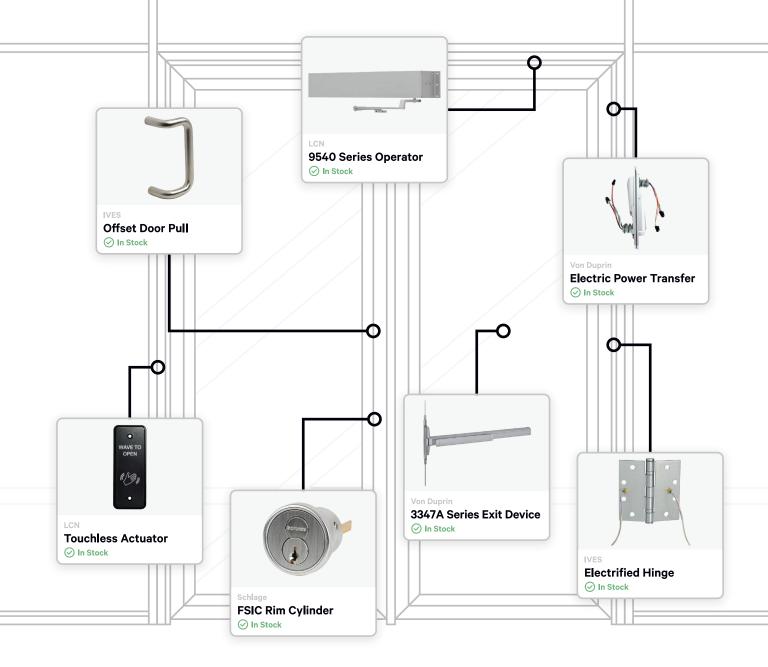
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#### **GLAZIER BULLETIN**

gain market share for glaziers involves encouraging owners to specify interior glass partitions under Division 8. Division 8—traditionally focused on doors, windows and openings—is a natural fit for these systems. Glass partitions often involve intricate glass and aluminum components that require the specialized expertise of glazing contractors, professionals who already operate extensively within Division 8.

Shifting these specifications to Division 8 brings a couple of advantages:

- Expert installation. Glazing contractors are uniquely qualified to handle the precision required for glass and aluminum systems, ensuring durability, quality and timely installation.
- Maintained tax benefits. As previously noted, specification division does not affect the ability to claim accelerated depreciation, meaning owners can enjoy tax savings while prioritizing quality.

#### A quality assurance argument

Specifying interior glass partitions under Division 8 does more than align the work with glazing contractors' expertise; it enhances quality assurance. Division 10 often involves non-specialized vendors, such as furniture suppliers, who may lack the technical skills to install the more complex glass and aluminum systems. Glazing contractors can provide precise installation, minimizing the risks of misalignment, damage, system failures (such as missing STC goals) and project delays.

This focus on quality is a selling point for owners. Partnering with glazing contractors provides peace of mind that the final product will meet STC performance and aesthetic standards. ■



Travis Nevins is lead organizer and a member of the International Union of Painters and Allied Trades (IUPAT

Glaziers), a trade union that represents glaziers, fabricators and related workers in the glass and glazing industry.





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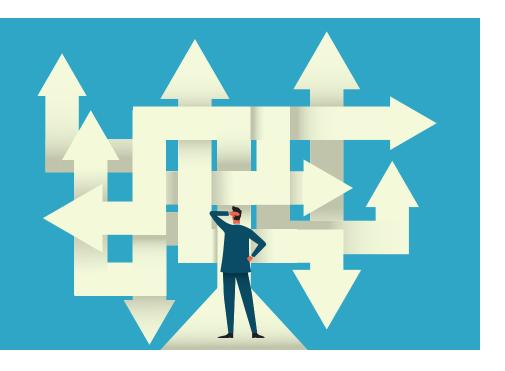
Pulp Studio contributed to the design and fabrication of the façade at the Cici and Hyatt Brown Center for Aerospace Technology at Embry-Riddle Aeronautical University in Daytona Beach, Florida. The 65,000 sq. ft. facility supports aviation, aerospace, and STEM education.

This project stands out for its vibrant, color-shifting glass panels, which deliver a dynamic visual experience across the building's exterior. Pulp Studio achieved these effects through custom-fabricated dichroic interlayers that interact with light to create rainbow and metallic finishes. The result is a bold architectural statement that reflects the innovative spirit of the university."

Architect: ikon.5
Photographer: West Tampa Glass



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#### WHILE THE RISK FROM MARKET **UNCERTAINTY CANNOT BE** ELIMINATED. IT CAN BE TEMPERED WITH PACS.

#### **NAVIGATING LEGAL UNCERTAINTY**

HOW HARNESSING THE POWER OF PRESCRIBED ADJUSTMENT CLAUSES BRING FLEXIBILITY AND STABILITY TO CONTRACTS BY MATT JOHNSON

ontracts usually create a set of rules by which people and companies deal with one another. They also usually rely on a set of agreed expectations: If I do X, you give me Y. But finding common ground for those expectations can be challenging in times of uncertainty: What if X or Y might change as the deal goes forward?

Enter the Prescribed Adjustment Clause, or PAC, which is a contract term that establishes specific criteria, external to the agreement, that can change the terms of the contract without a separate modification agreement. These provisions allow the parties to recognize the potential for uncertainty at the time of contracting and negotiate the impact of uncertainty into the terms of the contract itself. The contracting parties also have the flexibility to pick their own triggering events, measures

and thresholds so that factors affecting unique individual markets can be considered.

A standard PAC has three parts:

- 1. First, the clause will establish the set of circumstances that trigger when it applies—the triggering event. This can vary depending on the type of contract and market. The impacts of commodity costs, tariffs, labor difficulties, delay and inflation are some of the more commonly considered trigger events.
- 2. The second part of a PAC is language that defines the impact of the trigger on the contract's obligations. In the case of a price adjustment clause, changes in the ultimate contract price, per unit price, or offset entitlement can happen automatically. Where it is a performance adjustment clause, changes in delivery date, substantial

completion, or per-unit completion, can all happen without change-orders or the need to negotiate an extension.

3. Thirdly, most PACs will include a set of limitations. Accounting for uncertainty when contracting is wise, but too many or too drastic automatic adjustments can make a contract meaningless. Establishing limits on the number or frequency of changes helps keep the contracting parties close to their original expectations.

Recommended, but not essential, components of PACs can also include caps on the overall number of adjustments, specific notice requirements so there is no surprise when one side claims an adjustment, and event reversion language that eliminates prior adjustments if the uncertainty is temporary or did not last a specific amount of time. These can all help limit manipulation and gamesmanship when the ideas of these clauses is to help the parties be cooperative trade partners.

A few examples can help provide some context. Where raw material prices are an essential component, a PAC can set a specific percentage increase from an established market metric like the Producer Price Index that provides a corresponding adjustment to the contract price. Or, where labor uncertainties predominate, tying an adjustment to the Employment Cost Index from the U.S. Bureau of Labor and Statistics

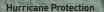


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can be set for an underlying price or delivery change to the contract. Finally, where uncertainty in the overall cost of production is unknown, an adjustment based on changes to the Consumer Price Index or specific cost of business metric allows the parties to help manage those dynamics.

Properly negotiated and drafted PACs can help both sides of an agreement. It can protect profits by capping adjustments but also allows both parties to get something out of the agreement by protecting overall production costs. They also help provide some financial stability by avoiding excessive change order processes and mid-performance modifications, although these do have their place. Further, they can improve relationships and make the performance process more efficient by avoiding ongoing renegotiation efforts.

Getting PACs into contracts is not always easy, but there are few best prac-

tices that can ease acceptance.

Start early. Getting the prospect of a PAC into the negotiation process early helps manage expectations and can overcome kneejerk rejections. Even when dealing with form agreements, raising the prospect of a PAC as a separately negotiated agreement or addendum can serve a useful place.

Research and update triggers. Knowing where embedded costs are subject to the most flexibility, and then identifying third party indexes or metrics that can be reasonably relied on to reflect market changes, allows the negotiation of PACs to be more readily accepted by both sides. Fair use of neutral data that is not subject to gray area interpretations helps build the relationships that can get these clauses into agreements.

**Use technology.** Whether it is using AI-generated contract reviews to find PACs, or setting smartphone reminders

for where a specific index is entering triggering territory, technology can help define where the clauses are and enforce them when in place.

Monitor and notify. PACs only work when they are used. Monitoring for potential triggering events is essential to ensuring the benefits of a PAC are maximized in a timely manner. Also, notifying the other side of a contract that a PAC is close to trigger, or was triggered, can avoid later disputes as to whether the clause is applicable and needs to be enforced.

There is always risk in setting the rules in a contract. And while the risk from market uncertainty cannot be eliminated, it can be tempered with PACs. ■



Matt Johnson is a member of the Gary Law Group, a Portland-based firm specializing in legal and risk issues facing

manufacturers of glazing products.



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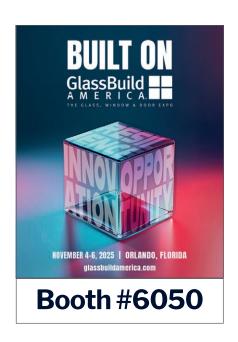
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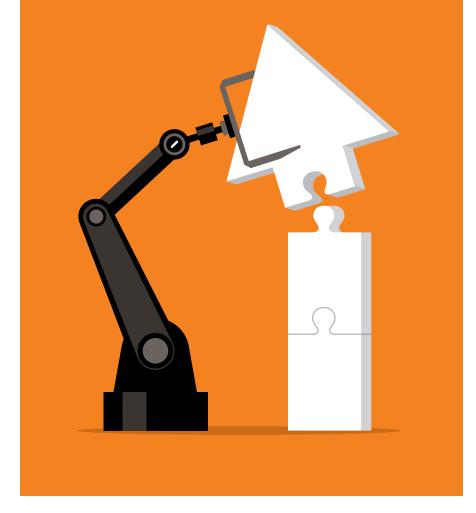












## WHAT'S NEXT IN AUTOMATION?

FALL TRADESHOWS ALLOW GLASS
PROFESSIONALS TO SEE THE
LATEST IN AUTOMATED EQUIPMENT
BY JOE ERB

he past few decades in the fenestration industry have largely been shaped by major developments in equipment automation. Where high-speed lines initially enabled manufacturers to focus on high-volume production, the application of automated machinery today helps fabricators around the world enhance quality consistency, maximize labor, improve worker safety, and deliver high-performance end-use products.

So, it's worth asking the question: What's next? That's something I'll have my eye on at this year's fall tradeshows, which represent great opportunities for commercial glass professionals to get an up-close look at the latest automated equipment available in today's market. Here are a few things I'll be on the lookout for.

#### What we're watching

First, let's take stock of where automation has gotten us. Automated lines are a common sight on shop floors today—a rising tide that has lifted all boats in the commercial glass fabrication space, as the saying goes. Meanwhile, equipment technology itself has reached something of a maturation point, with true innovation on the mechanical side of things having slowed in recent years, with a couple of exceptions we'll explore shortly.

Instead, I expect to see some more advancements on the software side of production—specifically with the widespread advent of artificial intelligence integration. These solutions are being applied far and wide for greater factory automation, predictive maintenance, quality control, supply chain optimization, production efficiency and many other applications. I've long been interested in the application of software solutions to achieve true plant transformation—and we could be on the cusp of something even more transformative.

Back to the mechanical side. At last year's GlassBuild show, equipment OEM Forel debuted an automated thin triples line. Thin triples today may have limited applicability for commercial applications, **kuraray** 













and their adoption has been slow due to fabrication concerns, but I do believe in the technology's ability to deliver outstanding energy efficiency, which only grows more important with each passing year. I'll be keeping my eye on whether we see any further fabrication advancements (or increasing interest) for thin triples.

Forward-thinking professionals should always be on the lookout for advancing technologies and considering the ways they might be able to positively impact operations. It's all about evaluating what's right for your business.

#### The importance of proper preparation

One trend that will always influence the application of new automated equipment solutions? The importance of proper preparation. If you invest in new equipment this fall, you may not begin installation for quite a few months—but the time to start preparing is now.

New equipment requires adjustments and the right mindset to successfully adapt. Workers will require training on how to best work with the new machinery, and their ability to properly manage your new systems will help maximize quality and production. Indeed, if you're preparing new machines with AI-powered software, there will be a learning curve, and investing the time to be sure they're being used to their full potential is important.

Your maintenance teams will also need to get up to speed, because newer equipment has different upkeep requirements. Your ability to properly care for new machines will determine your ability to capitalize on your investment. Indeed, today's maintenance technicians must be highly skilled individuals—and it's something fenestration manufacturers must account for in their hiring practices.

New machinery also presents a great

opportunity to evaluate your plant flow and processes. You'll be able to eliminate touchpoints and reduce the number of personnel on your lines for optimal efficiency. If you're adding capacity, raw materials ordering and fulfillment will need adjusting—open and fluid communication with your suppliers will be important here. Work with your vendors to ensure you have what you need to maximize your new capabilities.

Finally, don't neglect your old equipment in favor of the new machines. You're likely not overhauling all of your production equipment at once, and your existing machines and equipment that help you make quality insulating glass should be of equal priority with proper predictive maintenance and upkeep.



Joe Erb is national account manager for Quanex Building Products.





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#### **CLEAR DEMAND FOR SAFETY GLAZING** SOLUTIONS

POLYURETHANE INTERLAYER FILMS ARE EVOLVING TO MEET THE DUAL DEMANDS FOR DESIGN AND SAFETY BY TARA LUKASIK

emand for safety glazing solutions has been rising steadily since 2021. In July, Glass Magazine's Top 50 Glaziers Report revealed that a third of companies interviewed now manufacture bullet-resistant glazing, with one-quarter producing ballistic glazing. With 69% of this year's report contributors citing security glass and impact systems as a prominent trend (up from 67% last year), Glass Magazine contacted Huntsman, a leading global chemical company with a wellestablished glazing film technology. This year, Huntsman celebrates 50 years since its first interlayer laminating film for the safety glazing sector was invented. Matt Canoy, global marketing director, polyurethane elastomers, Huntsman, shared their perspective on thermoplastic polyurethane interlayer films, and how modern technologies are evolving to meet the dual demands for design and safety in the built environment.

Glass Magazine: Tell us about your KRYSTALFLEX® TPU safety glazing product and how it can enhance laminated glass performance.

Matt Canoy: KRYSTALFLEX® TPU is



an advanced interlayer film technology er, between glass and or polycarbonate substrates, these innovative TPU films can absorb and disperse impact energy, preventing glass from shattering under the extreme forces caused by blasts, ballistic impact or severe weather events. As well as helping to keep glazing intact, films are optimized to deliver optical clar-to include security glazing for schools in ity, high elasticity, adhesion, UV stability,  $^{2027}$  building codes. We hope this will and resistance to moisture and environmental degradation. The result? High strength, high quality, laminated panels that can deliver long-term protection across different glazing applications.

#### **GM: Where are KRYSTALFLEX® TPU** films typically used and how do they compare to other materials?

MC: KRYSTALFLEX® TPU enhances safety in architectural, transportation and defense glazing. From schools and government buildings to banks and commercial spaces, it enables the creation of windows, doors and façades that are better able to resist forced entry, blasts and extreme weather while maintaining long-lasting clarity. The benefits are

countless. In schools, for example, safety developed for safety and security glazing glazing can help give building occupants applications. Used as a technical mid lay-extra time in the event of an incident. Yet in the United States, there are, currently, no building codes mandating its use. Industry bodies are lobbying for state and federal legislation to change and for funding to be released to drive installation. This October, the Glazing Industry Code Committee will resubmit a proposal be successful. The impact could be hugely positive with film technologies already proven in military applications.

> High-rise office buildings are another key application area. Last year, a series of powerful storms saw skyscraper windows blown out in downtown Houston, scattering glass onto the streets below and forcing widespread road closures. With the potential to hold glass in place during tornadoes and hurricanes, safety glazing films can help reduce the risk of building damage during severe weather events. You'll also find TPU laminating films widely used across the transport industry to create lightweight, shatter-resistant glazing for cars, trains and aircraft.

When it comes to performance, TPU films stand out for their adhesion to

glass, acrylic and polycarbonate over a wide temperature range. They don't contain plasticizers, which can migrate, become brittle and cause fogging. They are moisture-resistant, meaning they are less prone to delamination. They are also UV-resistant, reducing the risk of yellowing and cracking.

### GM: How does the lamination process with TPU differ from using other interlayers like PVB?

**MC:** The lamination process differs in several ways. While other materials typically require high heat and pressure in an autoclave, we offer film grades that can be processed at lower lamination temperatures, making them more adaptable to complex geometries and double-curved glazing.

### GM: What about their complete performance profile, e.g., structural integrity, optical clarity and durability?

MC: TPU films have a well-rounded performance profile. Structurally, they deliver excellent energy absorption and adhesion to maintain panel integrity. In terms of optical clarity, TPU films are engineered to remain transparent even when laminated onto complex or curved surfaces, with minimal risk of warping, bubbling or hazing. Plus, as already mentioned, long-term durability can be delivered through resistance to UV radiation, moisture and environmental degradation. This helps ensure laminated glazing can maintain its safety and appearance over an extended service life.

### GM: What certifications or testing standards does KRYSTALFLEX® TPU meet?

**MC:** After 50 years in the business, our films have been rigorously tested multiple times, in laboratories, by glaziers and in real-world applications. For example, many of our architectural customers

specify KRYSTALFLEX® TPU as they know it will help them achieve ASTM F3561 compliance. Glazing units made using our films are also proven to meet other composite standards, including UL 752 Level 1-10 and NIJ 0108.01 Level 1-12. Separately, we routinely run our own tests on our films—checking physical, thermal and optical performance.

### GM: Can you share any challenging projects where this material was used?

MC: KRYSTALFLEX® has been specified in numerous highly demanding projects where conventional interlayers could not meet performance requirements. Most application details are confidential, because of the nature of security glazing. However, we can say that KRYSTALFLEX® TPU has been used in embassy glazing and government facilities where resistance to forced-entry and external threats is required. In these projects, KRYSTALFLEX® solved the challenge of combining very high impact resistance with the need for absolute optical clarity over time. Another really challenging application is in the aerospace industry, in windshields and canopies that must be able to withstand bird strikes, high wind loads and extreme UV exposure. Here, KRYSTALFLEX® TPU films can provide the necessary flexibility and adhesion required to bond glass with polycarbonate, delivering a lightweight yet resilient solution that can perform consistently under harsh environmental conditions. In both these settings, TPU excels, absorbing and dispersing energy under extreme stress, resisting longterm environmental degradation and maintaining visual clarity.

### GM: Is Huntsman exploring any new applications or industries beyond security and architectural glazing?

**MC:** Yes, we are actively exploring opportunities in other industries where there is the chance to leverage the versatility and environmental stability of TPU. This

includes electronics and displays, where optical-grade films can enhance durability and performance in large-format screens and advanced devices. Smart windows/electrochromic technology is another area; alongside transparent structures in electric vehicles, which can help support weight-reduction efforts.

### GM: How do you see the market for high-performance security glazing evolving, and what role will TPU films play?

MC: It's clear that demand for high-performance security glazing is only going to increase, driven by the need for resilience against security threats, geopolitical tensions and weather events. TPU is uniquely positioned to play a central role in this future. Delivering a combination of structural integrity, optical clarity and environmental durability makes it ideally suited for next-generation laminates that must balance protection with design flexibility. By enabling strong adhesion across glass and polycarbonate, TPU interlayers can support the development of hybrid glazing systems that are lighter, stronger and more versatile.

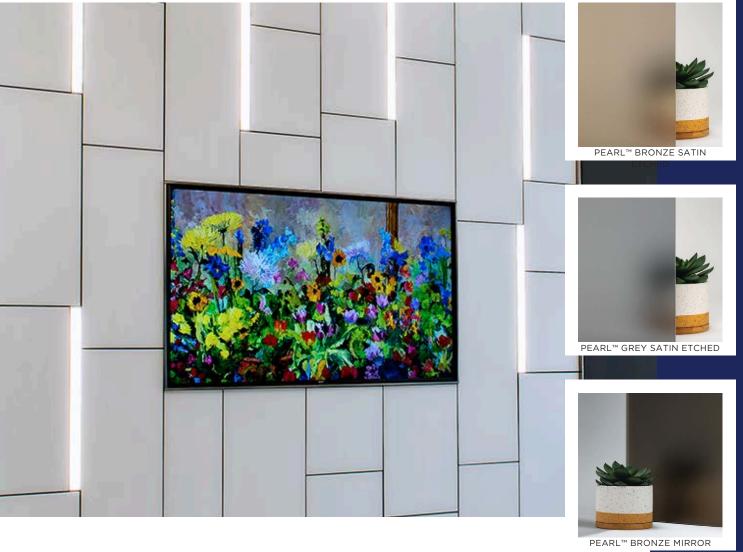
KRYSTALFLEX® TPU has been around for decades, and as the market evolves, we believe it will continue to underpin applications where both security and transparency are critical, continuing to set new performance benchmarks for safety glazing worldwide. As a team, we are working to develop the next generation of KRYSTALFLEX® TPUs at our Technical Center in New Hampshire, for manufacture in our state-of-the-art facility in Illinois. As we progress this work, we welcome glass companies, laminators and solution providers to visit us, learn more about our capabilities and discuss their specific needs and potential opportunities to collaborate. ■

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companies that haven't made the traditional pilgrimage to Atlanta or Vegas," says Andrew Haring, chief marketing officer, FHC Frameless Hardware Co. "We're especially excited about Orlando. It's a fresh location and puts

"The Florida market is massive, and I'm looking forward to meeting local

us closer to a lot of our Southeast-based customers," says Sam Frankland, sales and marketing manager, Smart Glazier Software.

"Last year's event in Dallas brought renewed energy and drew attendees who may not typically have traveled to Las Vegas or Atlanta. With this year's show in Orlando, we see an excellent opportunity to build on that momentum and engage with an even broader audience in this growing region," says Brad Thurman, vice president of sales and marketing, GGI.

### Tariff, supply chain and labor issues remain top of mind

Leading companies report that customers are currently facing a complicated economic landscape, made more difficult by perennial issues like the labor shortage, and the more recent difficulties caused by tariffs.

"I still see the global impact of supplies and materials, as well as the downstream impact of tariffs—aluminum in particular—being the biggest challenge for the market and our customers," says Sandro Cestaro, CEO, Emmegi.

"Labor shortages, tighter margins and general economic pressure are making it harder to do more with less," says Smart Glazier's Frankland.

"It's tough finding good people and there's been a real loss of knowledge recently as some of the older workforce retires and companies are scrambling to find worthy replacements," says Nate Huffman, regional sales manager, North America East, LiteSentry.

Some recommend diversifying supply chains to mitigate this uncertainty. "Don't keep all your eggs in one supplier basket because availability, pricing and lead times can be dicey; don't be afraid to enter new markets and project types," says FHC's Haring.

As exhibitors and attendees gear up for the new location in Orlando, Lakisha A. Woods, the new president and CEO of the National Glass Association, is also looking forward to seeing her first Glass-Build. "I'm really eager to get my feet on the ground, walk the aisles and meet our customers and attendees and hear what they think," says Woods in an interview with Katy Devlin, vice president of con-

Other industry leaders are looking to leverage the new location to find a new market or to connect with existing customers more easily.



### MONDAY, NOV. 3

9:00 A.M. - 5:00 P.M. Registration Desk Open

### TUESDAY, NOV. 4

7:00 A.M. - 5:00 P.M. Registration Desk Open

8:00 A.M. - 9:00 A.M. NGA Installing Committee Meeting

9:30 A.M. - 5:00 P.M.

Glazing Executives Forum
(separate registration required)

10:00 A.M. - 5:00 P.M. Exhibit Hall Open

10:00 A.M. - 5:00 P.M.

Main Stage & Podcast Stage

10:00 A.M. - 11:15 A.M.
Blueprint for Collaboration
Breakfast: Celebrate the 2025
Glass Magazine Awards

11:30 A.M. - 12:30 P.M.

Kickoff Panel: Protect with Glass

1:30 P.M. - 2:00 P.M.

The Code Changes Shaping the Built Environment

2:15 P.M. - 3:15 P.M.

High-Performance Façade Panel

3:20 P.M. - 3:50 P.M.

**Keynote: Construction Forecast** 

4:00 P.M. - 4:45 P.M.

Profit First for Contractors: Cash Management System

4:15 P.M. - 5:00 P.M.

Members Only Happy Hour

### WEDNESDAY, NOV. 5

9:00 A.M. - 5:00 P.M.

Registration Desk Open

10:00 A.M. - 5:00 P.M.

**Exhibit Hall Open** 

10:00 A.M. - 5:00 P.M.

Main Stage & Podcast Stage

10:00 A.M. - 10:30 A.M.

Family Business Breakfast

10:30 A.M. - 11:00 A.M.

Exit Planning and Succession at Family Businesses

11:30 A.M. - 12:30 P.M.

Innovative Strategies to Mitigate Impacts from Supply Chain Disruptions

1:30 P.M. - 2:00 P.M.

What's Trending in Glass Fabrication

3:00 P.M. - 3:45 P.M.

Best in Show Awards

3:30 P.M. - 4:10 P.M.

Window & Door Industry Update

4:15 P.M. - 4:45 P.M.

Field Testing for Water Penetration in Fenestration Systems

### THURSDAY, NOV. 6

8:30 A.M. - 1:30 P.M.

Registration Desk Open

9:00 A.M. - 1:00 P.M.

**Exhibit Hall Open** 

9:00 A.M. - 1:00 P.M.

Main Stage & Podcast Stage

9:00 A.M. - 12:00 P.M.

Women in Glass & Fenestration

1:00 P.M. - 2:30 P.M.

GlassBuild-in-the-Fast-Lane After-Party

### Plan ahead to find solutions on the show floor

Industry players will offer new products, innovations and insights at GlassBuild to tackle these very challenges. Industry leaders offered their advice for getting the most out of GlassBuild this year.

"Challenge yourself to bring back at least three product/service/supplier solutions to share with the rest of your company. Not everyone gets to attend and discover—they shouldn't have to miss out entirely," says FHC's Haring.

"Capture key contacts, schedule postshow demos and review insights as a team afterward to take advantage of what you have seen and learned," says Dan Reinhart, CEO, Salem Fabrication Technologies Group.

Networking remains a major draw for many. "Some of the most impactful conversations happen outside the exhibit hall, so it's important to take full advantage of all that the event has to offer," says GGI's Thurman.

### BUILDING THE FUTURE WORKFORCE

The National Glass Association remains committed to developing the resources and opportunities for glass and fenestration industry companies to find and train a skilled workforce. This year, the association is excited to present the new GlassBuild Skills Challenge, which provides a space on the show floor for attendees to test their skills, learn tips from industry experts, network with peers and win prizes. Open to all during show hours Nov. 4-5, this event is designed to celebrate the unique talents of the glass and glazing industry.

The Shower Design Challenge will test glaziers' ability to properly measure and design frameless shower enclosures. Participants will measure openings and identify common installation mistakes, as well as learn from shower experts how to reduce errors. Participants will be

entered in daily drawings for tool prizes, courtesy of MyGlassClass.com.

The "Are You AGMT Ready?" Challenge will test glaziers' sealant knowledge and application skills, in addition to their ability to spot installation errors in a curtain wall mockup. Attendees can stop by Booth #21135 to show off their skills, learn more about Architectural Glass & Metal Technician certification, and win prizes.

Glass fabricator personnel will have the opportunity to participate in the **IG Fabrication Challenge**, hosted by the Fenestration and Glazing Industry Alliance. Modeled after the IG Fabricators Workshop, which addresses best practices for fabricating and testing insulating glass units, the challenge will focus on ensuring proper sealant mix and identifying flaws in insulating glass units. Attendees will be eligible to win a Free Fundamentals of Insulating Glass online education package.



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### INNOVATION FROM EVERY ANGLE

Beyond finding solutions on the show floor, attendees and exhibitors can once again enjoy insights for every segment of the industry at GlassBuild. From Main Stage programming and podcast interviews, to a new and exciting on-the-floor live skills challenge, GlassBuild 2025 is the place to find new ideas for your business.

### Get educated at the Main Stage

The GlassBuild America Main Stage will host three days of industry insights, networking and industry celebration, conveniently located on the show floor at Booth #27108. Open to all attendees, this dynamic hub is presented by the National Glass Association and sponsored by MyGlassClass.com, Glass Magazine and Window + Door. Programming spans the full spectrum of the glass and fenestration industry, with sessions for glaziers, fabricators, suppliers, architects and more.

Preview some standout sessions below and check out the full schedule on glassbuildamerica.com for up-to-date programming.

### Blueprint for Collaboration Breakfast: Celebrate the 2025 Glass Magazine Awards | Nov. 4

All are welcome to celebrate the 2025 Glass Magazine Award winners during a breakfast and award presentation at the GlassBuild Main Stage. As part of the Blueprint for Collaboration program for architects, the award presentation will offer insights on the projects and products that push the envelope of what glass and glazing can do. Hear about the glass and glazing innovations that provide performance and aesthetic solutions required by architects and owners. Meet the project team winners and see what's possible with glass.

### Industry Forecast | Nov. 4

Get expert insights on market trends and economic outlooks from Connor Lokar of ITR Economics.

People + Profits | Nov. 4–5 Learn how to build safer, more profitable businesses with actionable strategies tailored to today's challenges.

### Family Business Breakfast | Nov. 5

Family businesses come together for a networking breakfast followed by a special Main Stage session about exit planning and succession in family-run companies from experts at Beacon Exit Planning.

### Women in Glass + Fenestration | Nov. 6

A powerful morning of mentorship, networking and inspiration hosted by Stefanie Couch of Grit Blueprint, featuring breakfast, speakers and facilitated networking focused on mentorship and building connections. The event is open to all.

### Find opportunity at the Glazing Executives Forum

GlassBuild programming once again welcomes the leaders of installing companies to the Glazing Executives Forum on Nov. 4. This program, featuring insights specifically tailored to contract glaziers, is designed to help leaders unlock new growth and improve margins from existing work, with business management and trends insights. Separate registration is required.

Conference highlights include the following:

**Glazing Forecast.** Economist Connor Lokar of ITR Economics returns to present an in-depth outlook for the U.S. economy and the construction segment, tailored for glazing contractors.

Navigating the Supply Chain. Industry leaders discuss today's realities and offer best practices for successful project collaboration and execution.

**Contracts and Legal.** Top construction lawyers discuss how to negotiate around killer contract clauses, and what to know about the state of immigration enforcement.

**Cracking the Division 10 Market.** Hear from key voices in glazing about the challenges and opportunities in the interior partitions segment.

### Listen and learn as Glass Cast and Window Cast go live

The official podcasts of GlassBuild, Glass Cast and Window Cast, will once again record live from the show floor. Glass Magazine and Window + Door's editorial staff will welcome leading glass and fenestration leaders to discuss the latest trends and industry news, as well as share their thoughts on the larger economic and business landscapes ahead.

### DISCOVER SOLUTIONS AT THE INDUSTRY PAVILION

GlassBuild association sponsors, the National Glass Association and the Fenestration and Glazing Industry Alliance, will offer solutions that members need at the Industry Pavilion, Booth #27096.

Visitors can ask NGA staff about its advocacy efforts and technical knowledge and resources. Booth visitors can also find insights on NGA's industry-specific 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.

FGIA returns as association sponsor of this year's GlassBuild, joining NGA in the Industry Pavilion. This year, FGIA will also participate in the new Glass-Build Skills Challenge. Their technical experts will test participants' knowledge to help them offer better installations and insulating glass products.

### FINISH IN THE FAST LANE AT THE GLASSBUILD AFTER-PARTY

After walking the show floor, finding leads, scoping out solutions and attending learning sessions, GlassBuild welcomes exhibitors and attendees alike to finish the race at the "GlassBuild-in-the-Fast-Lane" After-Party as the show accelerates toward a return to Las Vegas in 2026. Food, drinks and fun will be on hand for this gathering at the end of the third day of the show. Registration is required, and ticket proceeds go to the NGA Foundation.

### WHY SHOULD YOU AUTOMATE?



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01









### 01. Akarmak

Akarmak has been supplying autoclaves to industries such as aviation, defense, glass and construction for over 30 years in more than 70 countries. The company offers turnkey glass lamination autoclave systems with optional features like vacuum systems, loading trolleys and cooling towers. Its "super jumbo" autoclaves, measuring 3.3 by 9 meters and 3.3 by 12 meters, meet large-format needs. They also provide heat soak test ovens in various sizes for the glass industry. Booth #16096

+(90) 2222-3617-00, AKARMAK.COM

### 02. Benteler Maschinenbau GmbH

Benteler's coating washing machine, which prepares glass following the coating process, provides results through a combination of high-performance polishing, cleaning and rinsing zones. Advantages of the washing machine include its air-filtering capability, which offers up to EU 13 with a soiling indicator depending on customer requirements. The washer also offers permanent monitoring of the rinsing water's quality, and includes cylindrical brushes with various bristle types. Booth #27134

### 03. Biesse

The Intermac Cut Go M O RS is a high-performance glass cutting center with intelligent automation and mechanical precision designed for float, laminated and patterned glass up to 661 pounds and over 98 inches high, for architectural and industrial use. It features pneumatically driven tilting arms for easy loading, cuts at 200 meters per minute with 1G acceleration, and includes a 360-degree rotating C-axis for complex shapes. The precision table with air cushion, electronic pressure adjustment and optical reader ensure accurate, clean cuts. Booth #16061

704/357-3131, BIESSE.COM



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03

### 01. Billco Manufacturing

02

The Billco Z-Series washing system is a high-performance, glass cleaning solution designed for exceptional results, minimal downtime and simplified maintenance. Engineered for long-lasting durability and efficient operation, it is ideal for a wide range of glass cleaning applications. A standout feature is its intelligent feedback system, which provides real-time alerts to operators, allowing for proactive maintenance. The system's modular design makes components easily accessible, streamlining maintenance and reducing the need for spare parts. Booth #22045

724/452-7390, BILLCO-MFG.COM

### 02. Burkle North America Inc.

Achieve powerful autoclave-free glass lamination with the easy-LAM IFL laminators for laminated glass, smart windows and building-integrated photovoltaics. Whether for security, sound insulation or building construction, the versatile application of laminated glass has no limits and guarantees customers fast lamination with short cycle times and low energy consumption with high quality. Advantages include a double-sided heated flat press system to avoid excessive pressing of the edges, flexibility for different glass structures, lamination of extremely thin glass, and more. Booth #11084

336/660-2701, BURKLE.TECH

### 03. Diamon-Fusion International

The FuseCube Edge is Diamon-Fusion International's latest iteration of its glass protectant coating machine, engineered to apply high-quality DiamonFusion protective coatings to glass surfaces. It is engineered to be efficient and convenient, integrating the speed and multi-cycle cartridge system of the popular FuseCube Express. Featuring a bold, new configuration, glass fabricators can apply Diamon-Fusion protective coating onto both sides of oversized lies on the long edge. This new design approach ensures easy handling, fast loading and streamlined production flows. Booth #12084

949/529-3027, DFISOLUTIONS.COM



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### 01. GED Integrated Solutions Inc.

Building on the Intercept Spacer platform, Intercept Extreme elevates insulating glass technology with next-generation thermal break technology and precision engineering. It offers resistance to temperature fluctuations, enhanced structural integrity and durable warm-edge performance for lower U-values and better insulation. Ideal for residential and semi-commercial use, Intercept Extreme maximizes energy efficiency, delivers energy savings and performance, ensures reliable performance, and streamlines IGU production, without compromising on reliability or ease of fabrication. Booth #24061 440/600-8605, GEDUSA,COM

### 02. Hangzhou Jinggong Machinery Co.

The Jinglass UD Series Mid-Infrared Matrix Box-Type Convection Furnace was first introduced to the global glass tempering market in 2013, revolutionizing highperformance low-emissivity glass tempering with its cutting-edge technology. Combining mid-infrared heating with advanced convection systems, the UD Series quickly established itself as one of the most efficient and reliable solutions for producing highquality, tempered, low-emissivity glass, meeting the stringent demands of modern architectural and automotive applications. Booth #29175

+(86) 5718-8777-108, JINGLASS.COM

### 03. HHH Equipment Resources

The E-D 101 vertical machining center from Skill Glass is an eight-axis CNC machine for precise drilling, milling, grinding and polishing of glass. Featuring a twin-head system, it processes glass simultaneously for efficient one-step finishing. With vibrationfree operation, heavy-duty high-speed electro spindles, and an automatic double tool changer holding 20 tools, it handles large glass sheets with ease. The E-D 101 offers advanced technology, minimal maintenance, long service life and U.S.based technical support, ideal for residential, architectural and commercial glass applications. Booth #22061 800/234-1982, SALEMFTG, COM



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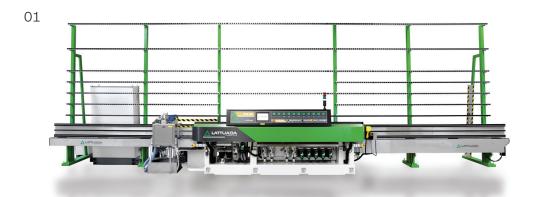
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### 01. Lattuada North America

Lattuada will exhibit its fully automatic model TLR 11 AV C PC H85 11-wheel mitering machine, equipped with several features. One feature is a fully automatic A-WR wheel adjustment system that ensures optimal positioning of diamond and resin wheels with 0.01 millimeter precision without the need for test glass. The machine also comes equipped with an i-AL package, an intelligent automation suite that automatically sets all processing parameters based on the selected glass thickness. Booth #24075 567/249-4486, LATTUADA-NA.COM

### 02. Liaoning Alger Building Material Industrial Co.

The vertical insulating glass production line is a fully automated, high-efficiency system for IGU manufacturing. It completes the processing cycle in 35 seconds, featuring dual-motor washing, 22-kilowatt high-pressure air knives and greater than 95% argon gas filling. It supports various glass sizes (300 by 450 millimeters to 2,000 by 3,000 mm) and thicknesses (15 to 60 mm, customizable to 75 mm). With speeds up to 45 meters per minute, it's ideal for energy-efficient windows, curtain walls, specialty insulating, and acoustic and security glass. Booth #28163

+(86) 4176-2023-99, IERJIE.COM

### 03. LiteSentry-Softsolution

Osprey 25 is a cutting-edge system designed to detect anisotropy and edge stress in heat-treated glass. By analyzing stress distribution and optical distortions, it enables manufacturers to optimize production and minimize defects. With high-speed imaging and advanced artificial intelligence, Osprey ensures glass meets the highest standards for strength, durability and optical clarity in architectural and automotive applications. The Osprey 25 offers maximum precision with diopter measurement for accurate glass distortion analysis and 100% accurate detection, resulting in real-time cost savings. Booth #9048

507/645-2600, GLASSQUALITY.COM



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01





### 01. Luoyang Pavel Intelligent Technology Co.

With over 25 years of experience in glass fabrication, Paviglass offers several automated solutions, including a gantry crane, loading table and storage for final products. CNC cutting lines and table solutions can include cutting, laser marking, label printing and double-sided cutting, as well as an air cushion in the cutting table among many other functionalities. Booth #29163 +(86) 1863-9278-323, PAVIGLASS.COM

### 02. Mecal USA

The MC316 Swing automated cutting and machining line and fab center is an advanced multi-axis machining center designed for high-precision processing of complex profiles, ideal for the window and door industry. It features a loading table, a six-spindle milling unit, vertical and horizontal cutting blades, and an unloading section, enabling complete production on a single machine. With modern automation and versatile design, it ensures efficient, continuous operation. Integrated 3D software supports programming through cutting/machining lists and 3D file imports. Booth #5091

574/520-1871, MECALUSA.COM

### 03. OZ Machine

Gemini–VR is a three-axis, servo-controlled, double-head cutting machine with 22-inch saw blades, ideal for cutting aluminum and PVC profiles at angles from -22.5 to 45 degrees. It offers rapid head positioning, minimum cutting lengths of 19 inches (90 degrees) and 28 inches (45 degrees), and maximum lengths up to 199 inches (5,050 millimeters). Features include 3-kilowatt saw motors, pneumatic clamps, cooling lubrication, automatic profile supports and roller conveyors on both heads. Controls include a smart touchscreen with remote access and data transfer. Booth #16077 833/390-0060, OZMACHINEUSA.COM





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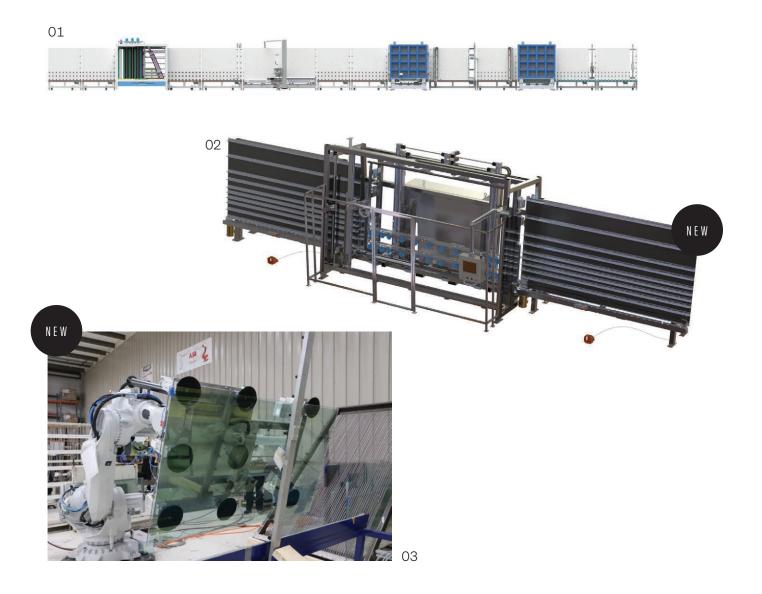
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### 01. Panjin Xinghua Machine Manufacturing Co.

The MBS fully automatic, high-speed, vertical insulating glass line is designed to produce double/triple insulating and step glasses with grid mounting. Controlled by a Siemens PLC system, it features automatic glass size measurement, glass washing and dual-position storage for fast transfer. The spacer applicator consistently applies flexible form or butyl spacers precisely, reducing labor costs. Equipping with an optional double press system enables fast IGU production at 32 seconds per piece, 1,000 by 1,000 millimeters, without gas filling and double glazing. Booth #28175 +(86) 4275-5161-11, PIXHJX.COM

### 02. PDS IG

The Heated Vertical Interlayer Trimmer is the latest in automated interlayer trimming for post autoclave laminated glass producers. PDS IG offers a fully automated trimming system that has the ability to remove both PVB and SGP excess material from the edge of laminated lites of glass. This new addition brings together the proven trimming technology of the previous PDS IG vertical trimmer with the robust infrared heating system found in the PDS IG horizontal trimmer. Booth #27070

### 03. QComp Technologies

QComp Technologies specializes in robotic automation systems that are purpose-built for the complexities of flat glass processing. The company offers systems with fully customized end-of-arm tooling, vacuum handling technology and precision-guided robotic arms from trusted OEM partners like ABB and Fanuc. The company's automation cells are ideal for handling high-mix, low-volume production runs, with systems designed for quick changeovers, minimizing downtime while increasing a facility's responsiveness to customer demands. Booth #2029

920/374-8085, QCOMP.COM

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### 01. RazorGage

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### 02. Shandong Eworld Machine Co.

This new CNC glass cutting machine features automatic glass loading, cutting and breaking. It supports any glass shape with optimized software and has three motordriven loading arms for easy glass transfer. Safety features include emergency stop and power-off self-locking to reduce breakage risk. Photoelectric positioning autodetects glass location, eliminating manual adjustments. The machine ensures flatness, adjusts cutting pressure by glass thickness and offers a 360-degree rotating cutter head with buffer protection. Booth #27165 +(86) 5315-8550-609, EWORLDMACHINE.COM

### 03. Smartlift US Inc.

Smartlift is a battery-powered, vacuum lifter built to make glass handling feel as natural as sharing a family meal. It grips large panels for windows, doors and façades with a gentle but firm vacuum seal, cutting the risk of slips, drops or costly cracks. With a simple remote control, installers can move heavy glass smoothly. And because the company's glass-lifting robot runs on clean battery power, the worksite stays tidy and emission-free. Booth #9040

402/215-8235, SMARTLIFT.COM



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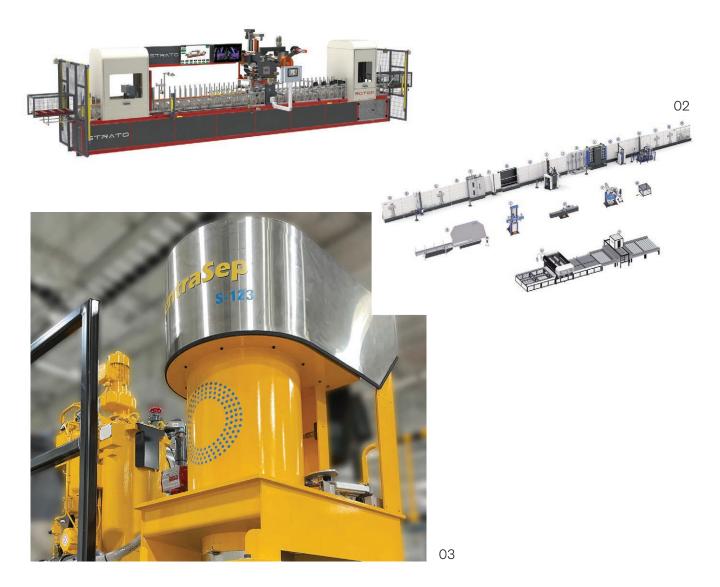


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01



### 01. Taka-WPR USA Corp.

Strato revolutionizes profile wrapping for PVC and aluminum with technology developed from years of experience. It features automatic process control with real-time monitoring of temperature and humidity, ensuring consistent, RAL 716-compliant quality without manual adjustments. Strato reduces setup times, saves materials with precise primer dosing and cuts foil automatically to minimize waste. Its Eco Mode preserves materials during pauses, cutting energy consumption by 30%. Booth #16085

973/650-3232, TAKA-ADHESIVES.US

### 02. Tenon (Beijing) Equipment Co./TSS-Glass Machinery Sales Inc.

TSS–Glass Machinery Sales, the North American distributor of Tenon Equipment, offers a range of glass fabrication equipment products and service, including tempering furnaces, insulating glass lines, cutting and storage lines, drilling and milling equipment, CNC equipment, water clarification systems, washing equipment, custom conveying equipment, lamination lines, and edging equipment. The company has a footprint across the U.S. and Canada. Booth #23153 562/755-1015, TSS-SALES.COM

### 03. Trucent Inc.

CentraSep, an advanced glass grinding and filtration technology, offers fabricators various features, including cleaner fluid for fewer quality issues and less wear, longer wheel life, and fewer machine stops. CentraSep also features less manual cleaning and mess, and more reliable operation. With hundreds of installations worldwide and over 20 years of proven performance, the company's CentraSep technology is trusted by automotive, architectural, solar and specialty glass manufacturers. Booth #10096 317/645-3232, CENTRASEP.COM



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With machines and integrated systems from HEGLA, you can achieve maximum precision, quality and automation. Efficient software solutions optimize your production control and planning. Innovations such as laser-assisted finishings for birdfriendly glass or better cell reception further increase your added value. QR code marking makes your glass trackable in the process and in the field – for the whole product life cycle.

GlassBuild

Hope to see you at:

4 – 6 Nov. 2025 Orlando, Florida Booth 16048



ORL25





01







03

### 01. Urban Machinery

The UCS200 Fabrication Center offers several features, including easy operation with a 15-inch touch screen industrial PC with a Windows operating system. Other features include two USB and ethernet connections for cut-file import, a standard 18-foot-long infeed pusher and servo-controlled feeder, among many others. Optional fabrication tooling includes pneumatic, electric and routing tools, as well as basic punching. Booth #5081 519/624-0080, URBAN-MACHINERY.COM

### 02. Vetromac SrL

The SA40-26 all-in-one glass cutting table with lamy module cuts monolithic and laminated glass with the same bridge; one machine for two applications. With over 30 years of experience in industrial automation in the design and construction of high-quality CNC machines for flat glass cutting, Vetromac's in-house designed and manufactured machinery ensures exceptional precision and reliability. Booth #24170 +(39) 0497-8520-10, VETROMAC.COM

### 03. Winpro

Winpro Screen Express systems automate the manual, inefficient process of spline insertion on window screens, boosting productivity and efficiency, and reducing labor costs. This semi-automatic system minimizes repetitive motion injuries common in window fabrication and enables higher-quality screen production per hour, without the costly labor required. By streamlining this semi-automatic process, it offers significant cost savings compared to the traditional manual process, improving overall efficiency and profitability in fenestration manufacturing. Booth #10078



Vacuum Lifting Equipment

- save time
- save money
- prevent work place injuries





### **Yilmaz Machine**

The AIM 3410 aluminum profile machining center is a CNC controlled four-axis machine designed for machining aluminum and PVC profiles. Its fourth axis enables machining operations on three profile surfaces. It features an eight-tool movable, in-line magazine unit on the movable machining head for quick tool changes. Ideal for facade applications, it includes a 180-millimeter diameter saw, automatic clamp recognition and positioning, and a movable cabin with a transparent polycarbonate window for safe monitoring of workpiece processing. Booth #3075 +(90) 4444-178, YILMAZMACHINE.COM.TR

### Xinglass America

The QX-GTHC forced-convection glass tempering furnace features an advanced forced-convection system, integration of high-efficiency convection air blowers, ducted air convection technology, heat balance system technology, new jet convection technology, and other technologies. It improves the heat absorption efficiency of the glass surface, shortens the heating time, and improves the product quality and production efficiency. Suitable for all temperable glass types and for various new coatings, triple silver, and hard coat and soft coat low-emissivity glass. Booth #24192 800/868-0307, XINGLASSAMERICA.COM







DISCOVER MORE

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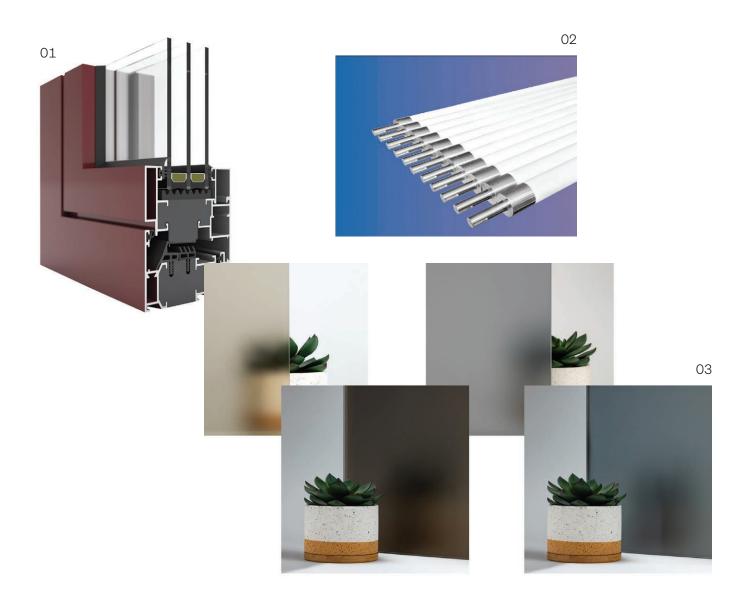
LAMINATING LINES | BEVELLING MACHINES | EDGING MACHINES | WASHING MACHINES ROBOTIC SYSTEM | MIRROR SILVERING LINE

### VISIT US AT:

GlassBuild A M E R I C A.

4<sup>th</sup> - 6<sup>th</sup> November 2025 South Building — 12060





### 01. Azon USA Inc.

AzoCore thermal barrier material offers low conductivity, delivering excellent strength, long-term durability and superb U-factors. It helps window systems meet and exceed today's most stringent energy and thermal regulations, now and for decades to come. AzoCore is engineered for high performance and built to last, ensuring a competitive edge in sustainable building design. AzoCore is fully compatible with the complete line of Azon Pour and Debridge machinery, enabling seamless integration into the manufacturing process. Booth #29045

269/385-5942, AZONINTL.COM

### 02. Freedom Ceramics Co.

Freedom Ceramics' glass tempering ceramic roller with anti-rust and corrosion is widely used in automotive glass and home appliance glass production. Established in 2007, with a team of experienced and knowledgeable ceramic industry experts, Suzhou Freedom Ceramics is committed to building a world-leading ceramic technology group and serving customers wholeheartedly, adhering to the spirit of innovation, focusing on customer benefits, and delivering product quality and aftersales service. Booth #30173

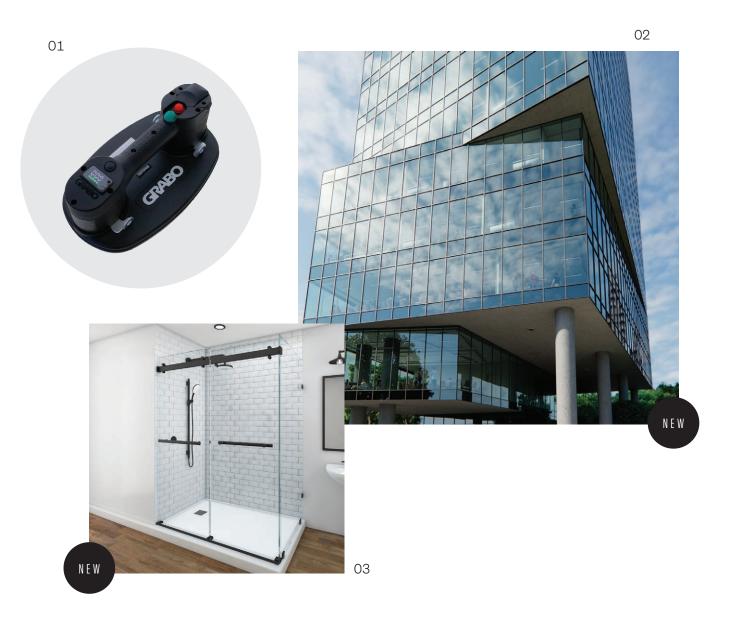
+(86) 1585-0162-733, FREECERAM.COM

### 03. GGI - General Glass International

Pearl satin-etched glass and mirror is designed for visual elegance and functional performance. It features a smooth, pearl-like matte surface crafted via precise acid-etching for elegant light diffusion and customizable privacy. Available on clear, low-iron, low-iron ultra, tinted and low-iron satin-etched mirror, as well as gray and bronze satin-etched mirror. Pearl low-iron, satin-etched, two-sided glass enhances privacy, while back-painted options provide a clean, modern finish perfect for decorative surfaces and wall cladding. Booth #10007

800/431-2042, GENERALGLASS.COM





### 01. Grabo

Grabo is a next-generation, patented, fully electric suction cup that revolutionizes how stone, tile, glass and pavers are handled and installed. These electric suction cup products allow users to work faster and more efficiently. Available models include the Ottovac that can be used specifically for glass and tile, as well as the Grabo Pro and Nemo Grabo, which can be used for stone, tile and pavers. Booth #18038

### 02. Guardian Glass

This year at GlassBuild, Guardian Glass is unveiling the newest addition to its SunGuard triple-silver product family: SunGuard SNX 60+. SNX 60+ delivers a high light-to-solar gain ratio of 2.4, offering a neutral color that holds true at every angle. Color consistency is often overlooked, but it can make a significant visual impact across the façade. This next-generation coating also brings a strong solar heat gain of 0.25 with balanced 60% visible light transmission. Booth #19051 248/340-1800, GUARDIANGLASS.COM

### 03. HMI Glass

The Capital Series by HMI Glass showcases timeless linear design inspired by classic rolling shower doors. Its bold, distinctive header adds substance and style, making it a standout feature in both modern farmhouses and sleek urban residences. Available with or without wall jambs, Capital offers flexibility to suit a variety of design aesthetics and installation needs. New for 2025, Capital now includes a return panel option, expanding layout possibilities and functionality. Booth #10021

800/826-2577, HMIGLASS.COM









#### ARCHITECTURAL IMPACT THROUGH CUSTOM BACK-PAINTED **GLASS WALL CLADDING**

GGI's custom-fabricated white back-painted glass brings refined sophistication to the interiors of Journal Squared Tower 3—Jersey City's tallest residential highrise. Over 5,000 square feet of 1/4" low iron tempered and laminated glass panels were installed across ceilings and wall surfaces, delivering a seamless, bright finish that reflects the tower's elevated design standards. The project supports LEED® certification goals through the use of low-VOC coatings. Careful staging of production, precise labeling, and a collaborative team approach ensured smooth delivery and installation-demonstrating GGI's commitment to detail, quality, and project success. Built on Legacy. Driven by Innovation.

#### Journal Squared Tower 3

DEVELOPER Kushner Real Estate Group

ARCHITECT Handel Architects

GENERAL CONTRACTOR Kre Group

**GLAZING CONTRACTOR** K2 Millwork

LOCATION Jersey City, NJ

PHOTOGRAPHY Jeff Heckman

#### **VISIT US AT GLASSBUILD BOOTH 10007**



800-431-2042











03

#### 01. Interglass

Interglass will showcase its satin low-iron mirror, a premium decorative glass with a low-iron base and satin-etched surface, offering true color clarity and a soft, diffused reflection. Unlike standard mirrors, the product eliminates the greenish tint, providing a modern and elegant finish. This versatile mirror is ideal for a variety of applications, including wall cladding, as well as commercial and residential interiors. The company will showcase its satin bronze mirror, gray satin mirror and diamond polished wire glass. Booth #6029

#### 02. KGS Diamond Inc.

KGS flexible diamond belts are designed for automatic and manual, wet or dry seaming machines, providing fast, smooth and consistent glass edge seaming without stress, damage or furnace failures. Featuring electroplated or resin-bonded special diamond patterns on a strong, size-stable, flexible, heat- and water-resistant backer, they adapt to various glass shapes and geometric panes. Durable construction avoids scratches, extends belt life, reduces downtime and minimizes furnace breakage, ensuring high-quality seams and efficient glass processing. Booth #3046

#### 03. Lamatek Inc.

Expanding foam sealant tape is a compressible tape that combines the sealing properties of closed-cell foam with the flexibility and conformability of an open-cell tape. LAMA-Seal foam sealant replaces caulk, spray foam, putty and other liquid sealants to provide an airtight and watertight seal. This unique tape is made from a resilient, open-cell, expanding urethane foam that is impregnated with a proprietary saturant, providing excellent sealing qualities without the compression set or restrictions of most closed-cell foams. Booth #3014



# **Experience a new way of thinking about the built environment**

See the latest innovations from Dow Building Science at GlassBuild America Booth 14032

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
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- STPE hybrid technology for weathersealing windows and doors
- Productivity and project management tools





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#### 01. Rider Glass Co.

Rider Glass will exhibit its range of architectural glass. The company is specialized in the production and export of float glass, reflective glass, patterned glass and deep-processed products such as mirrors, tempered laminated and insulating glass, which are widely used in the construction industry, decoration and housing, among many others. The company currently supplies quality products to customers in over 140 countries throughout the world. Booth #27167

+(86) 5328-3873-000, RIDERGLASS.COM

#### 02. Salem Fabrication Supplies

Salem's TruCut cutting wheels offer premium glass cutting solutions, crafted with micro-infused tungsten carbide using CNC robotics for exceptional durability and precision. With tighter angle tolerances from 125 to 165 degrees, these wheels deliver consistent, clean breakouts with minimal pressure, reducing scrap. Micro-toothed versions handle thick glass and film, producing silky smooth edges. Paired with STM cutting fluids, they ensure excellent lubrication, cooling, clean cuts and extended tool life for all glass thicknesses and cutting speeds. Booth #22061 800/234-1982, SALEMFTG.COM

#### 03. Shenzhen Vsom Co.

Vsom provides a comprehensive range of architectural and decorative glass products designed to meet the needs of modern construction and interior projects. Products include tempered glass, laminated glass, insulating glass, fluted glass and curved glass. The company supports customized production, including cutting, edging, drilling, tempering, laminating and more. Specialty options include laminated glass with fabric, metal mesh or colored interlayers, offering both visual appeal and functional performance. Booth #28166 +(86) 7552-8372-363, VSOMGLASS.COM



#### **FEATURES**

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- · 4 Point Locking System
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02





03

#### 01. Tengzhou Fenghua Glass Co.

Tengzhou Fenghua Glass is a professional manufacturer and exporter of building glass in China. The company is one of the OEMs of Xinyi Glass. Having been in the industry for 25 years, Tengzhou Fenghua Glass' products mainly include flat and bent tempered glass, laminated glass, and insulating glass, among others. The company's products are widely used in architecture, decoration and other industries, and all items have attained SGCC, CE and CCC certification. Booth #30162 +(86) 6322-6564-56, FENGHUAGLASS.COM

#### 02. UNI-K

UNI-K specializes in aluminum and glass systems for windows and doors, offering a wide range of colors and fully customizable designs. Our products are energy-efficient, non-impact and hurricane-impact resistant, meeting American design and quality standards. As pioneers in innovation, we deliver durable, high-performance solutions suitable for all architectural styles and climates. Trusted by architects and builders, Uni-K provides comprehensive door and window systems that combine quality, value and advanced technology for any project. Booth #25037

305/420-6910, UNIK-WINDOWS.COM

#### 03. United Glass

United Glass is a distributor of glass and mirror. Customers can choose from over 50 different styles of pattern glass, acidetched glass, antique mirrors, float glass and architectural glass, among other selections. United Glass offers individual sheets, case quantities, half case quantities or a whole truck load depending on the customers' needs. Booth #3018

647/905-5111, UNITEDGLASS.CA

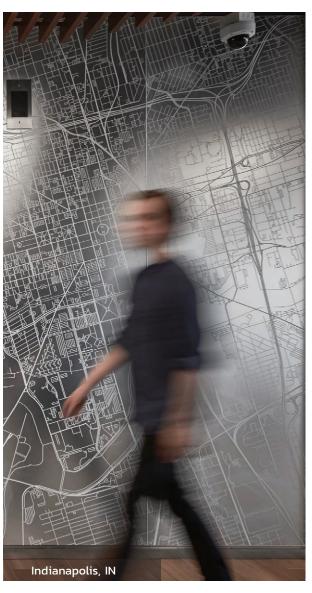
### WALKER

Leading the way in acid-etched glass, bird-friendly glazing and mirror









GlassBuild Booth 17007 | walkerglass.com



#### Vitro Architectural Glass

BirdSmart bird-safe glass by Vitro
Architectural Glass is a bird-friendly, lowemissivity solution designed to prevent
bird strikes. This innovative glass combines
four precision laser-etched 6-millimeter
dot patterns on the first surface with
a Solarban solar control, low-emissivity
coating by Vitro on the second surface, all
on a single lite. BirdSmart glass enhances
glass visibility for birds while preserving
modern aesthetics and optimizing energy
performance. It maintains both visible light
transmittance and solar heat gain coefficient
without compromise. Booth #27048
412/820-8500, VITROGLAZINGS.COM

#### Walker Glass Co.

AviProtek products are Walker's foremost bird-friendly glass solutions. Acid-etched markers on the exterior surface, surface 1, maximize the visibility of patterns to birds and minimize the risk of collision. AviProtek products are well-suited for use in guard rails, linkways and shelters. This product can also help with project certification under LEED and other green building rating systems. The product is supported by environmental product declaration and health product declaration documentation. Booth #17007

888/320-3030, WALKERGLASS.COM



# McGRORYGLASS ELECTRAVIEW ZERO

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**ElectraView™ Zero™** maintains daylighting, keeping spaces bright and open when powered off, then delivers privacy on demand. Even during outages, staff visibility is maintained—supporting safety, compliance, and design intent without compromise.

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03

#### 01. Accurate Perforating

Perforated metal sunshades and sunscreens can be integral to a building, enhancing efficiency and aesthetics. Accurate Perforating's perforated metal sunscreens and sunshades offer various benefits to a structure, including reduction of energy costs, mitigation of heat and glare from the sun, a means for natural light to pass through to illuminate the interior of the building, abatement of noise and wind effects, as well as privacy enhancement, among many others. Booth #20081

#### 02. Alcam Glass

Alcam provides reliable laminated glass solutions such as balustrades and railings for domestic and export markets. With in-house capabilities in printing, tempering, heat soak testing and lamination, along with an extensive inventory of glass types and lamination interlayers, consistent quality and supply is ensured. Specialized techniques include corner dubbing, corner radius forming, PVB-free edge finishing and enhanced polishing, all tailored to meet specific project requirements. The company also offers complex-shaped, drilled, enamel-printed and tempered glass solutions. Booth #30047

+(00) 9053-9926-0874, ALCAM.COM.TR

#### 03. Assa Abloy

Interlock's window opening control device is an innovative solution for casement windows, compliant with ASTM F2090 fall prevention standards. It limits window opening but can be easily disengaged to fully open the window. The device automatically reengages when the window closes. Featuring a flexible sash connector and built-in lifter, it allows faster disengagement, prevents bending during cleaning and requires no adjustments. Its compact design fits various casement and awning windows, with adjustable restriction distances for different window thicknesses. Booth #15013



#### **TESTED AND APPROVED FOR DIFFERENT APPLICATIONS**

- More than 1,000 certified variations possible for IG-units
- Certified with sunbelt<sup>®</sup> solar control coatings and 3<sup>rd</sup> party low-e coatings
- Available with thickness from 5/32 to 1/2 in.
- Stock Sheet Dimensions from 3.21 x 2.25m (126 x 88 in.) to 3.21 x 9.00m (126 x 354 in.)
- Available on clear, mid-iron or low-iron substrate
- Optional heat treatable (oHT), can be used annealed no heat treatment required (except thermal required of IGU unit – thermal stress)
- Random design optimization like clear glass no consideration of alignment or orientation during fabrication – lower costs due to less cutting waste
- Certified and approved by ABC (American Bird Conservancy)

#### **BECOME A CERTIFIED FABRICATOR!**



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See us at GlassBuild America, booth 28085.

arcon glass North America Inc.

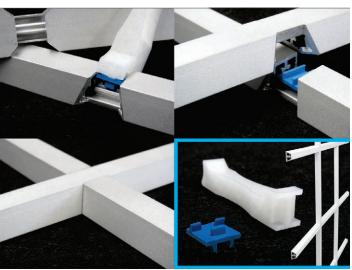
157A 1st Street, Suite 311
Jersey City, NJ 07302
United States of America













#### 01. Centria, represented by Wade Architectural Systems

Centria's Versawall panels, recently featured in the American Airlines Hangar at Chicago O'Hare airport, feature thermally broken joints that maintain a continuous R-value across the wall system, reducing energy consumption and enhancing long-term efficiency. The panels are also approved for stringent wind and fire performance standards—critical for airfield construction. For the lower 80 feet of the hangar's exterior wall, architects selected Versawall insulated metal panels to deliver durability, thermal efficiency and code compliance. Booth #29066

281/852-7900, WADEARCH.COM

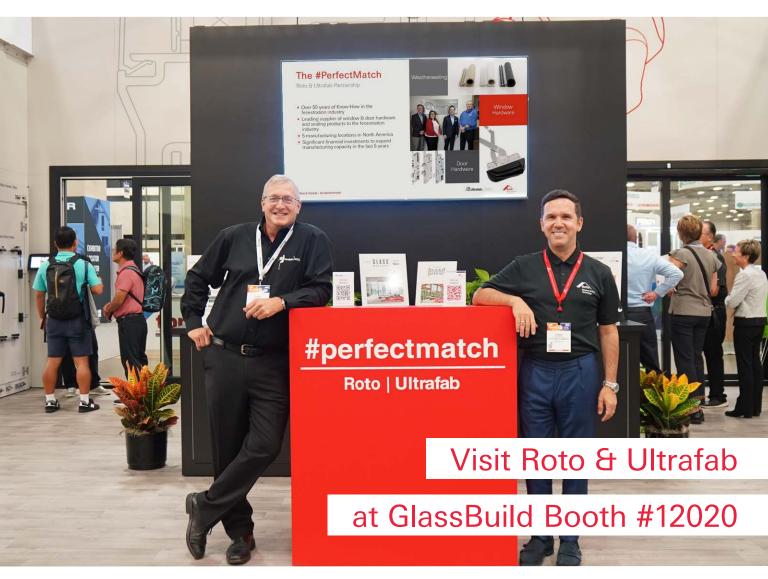
#### 02. Creative Millwork of Ohio Inc.

The Gridrunner Assembly System allows aluminum grilles to easily be installed in one piece. Creative Millwork of Ohio's system comes both pre-assembled and knockdown to fit all installation needs. With the assembled option, these grilles will arrive with the Gridrunner clip pre-installed to make installation easier. As an additional option, the company can ship one-piece, full-assembled frames directly to customers for even easier installation. Booth #18041

#### 03. CRL

The DRX Modular Door Rail System kit includes all components for on-site installation of one glass door rail under 48 inches for 3/6-inch to 3/4-inch glass. The DRX kits contain two 10 1/2-inch rail bodies, adjustable slide block, two end caps, two 48-inch side covers (cut to length), and an 8-foot gasket. The system is available in satin anodized, duranodic bronze, matte black and brushed stainless steel finishes. New modular headers for single and double doors, compatible with DRX kits, are also available and can be cut to the desired length and installed on-site. Booth #11049





## Roto & Ultrafab

Delivering Superior Window and Door Performance with Roto Hardware and Ultrafab Weatherseals

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02

#### 01. Ennova

The Ennvelop wall system offers fully customizable, pre-fabricated rainscreen panels in medium and large formats. Ennova's dry-gasketed system seamlessly integrates with its Ennwall unitized curtain wall system. 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 and has proven experience in applications such as health care, educational institutions, high-rise construction and government facilities. Booth #24032

416/659-6018, ENNOVAFACADES.COM

#### 02. Exlabesa

The CRS-140 minimalist sliding system offers an architectural solution that prioritizes natural light and visual continuity. It features a concealed frame and ultra-slim 25-millimeter interlock, enabling large, glazed surfaces and supporting sashes up to 4,000 mm by 4,000 mm with 42-mm glazing and 1,102-pound (500-kilogram) load capacity. Its single perimeter frame fits two- or three-track configurations and offers 90-degree open corner solutions without mullions and concealed floor solutions for seamless indoor-outdoor transitions. The patented DUO bearing ensures uniform aesthetics. Booth #25026

+(34) 6034-4380-3, EXLABESA.COM

#### 03. FHC The Glazing Supply Co.

The Herc-Door self-closing door is a full-length, self-closing door rail that bypasses the need for cutting out the floor to accommodate a bulky floor closer—the concealed closing mechanism is integrated directly into the door rail making installation easy. The door features a compact profile that's specifically designed and engineered for FHC's Herc-Door rails. For interior applications only, the Herc-Door offers double-acting functionality. Booth #14022 888/295-4531, FHC-USA.COM



#### Contact Us through:

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#### Website

www.imperialhardware.net

#### Address

No. 3, Industrial Park 24th Road, Nantun District, Taichung City 40850, Taiwan, R.O.C

#### Or Scan For more:







#### 01. Foshan Bopai Metal Product Ltd.

Foshan Bopai will showcase its glass door fittings, including shower hinges, stand-offs and spigots. The company offers hinges, stand-offs, spigots and door handles in SS304, SS316 and duplex 2205 variations. Applications include bathrooms, shopping malls and apartments. Fittings come in multiple sizes. Booth #29162

+(86) 2037-3590-37, BOPAI-GD.COM

#### 02. Gang Gwo Industrial Co.

Gang Gwo Industrial Co. is a leading manufacturer specialized in commercial and residential door and window hardware and also in OEM/ODM for industrial parts of die-casting, forging, machining and much more. The company supplies a variety of product lines and multiple surface finishes. The company plans to launch a new lift hinge with a patented mechanism of interchangeable function. Features of the new hinge include double action, adjustable +/-10-degree angle, interchangeability for left and right, and a concealed screw. Booth #22033 +(88) 6875-5665-1, GANGWO.COM

#### 03. Gonzato Group

The P2 Base Shoe is engineered to meet today's highest safety standards and fully NOA-approved for use in HVHZ. It accommodates glass thicknesses from ½ inch to ½ inch. It features an advanced installation system that includes the Ace-Block, Level Control and 2-degree adjustability for precise alignment. The P2 is built to withstand wind speeds of more than 170 miles per hour and pressure loads of 85 pounds per square foot. Booth #21013 800/772-4706, GONZATOGROUP.US

THE PREMIUM BRAND IN RAILING SYSTEMS It's Time to Start **Thinking Bold** Introducing our brand new Easy Alu Bold, an aluminum railing system engineered for strength, designed for flexibility & built for speed **Continuous Top Rail** Accommodates 3/8" - 9/16" **Robustly Engineered** Thick Glass Panels, 2.38" x 2.38" Square Posts Designed to Drop in **Once Units are Secured** to the Building Structure **Optional Pre-Fabricated Elements Single Post Corner Connections** Learn More Q-railing Easy Alu Bold Product Information See us at GlassBuild America, booth 20045.











#### 01. GU Ferco North America

GU Ferco North America's premium trim plates and handles for multipoint and mortise locks combine sleek, contemporary lines with exceptional performance. Available in both gripset and lever styles, they pair perfectly with the company's Secury automatic multipoint locking system, while also being fully compatible with standard single-point mortise lock technology. Crafted from high-quality zamac or brass, handles come in a range of refined finishes, including pewter, dark bronze, black and satin nickel. Booth #22027

514/809-9370, FERCO.CA

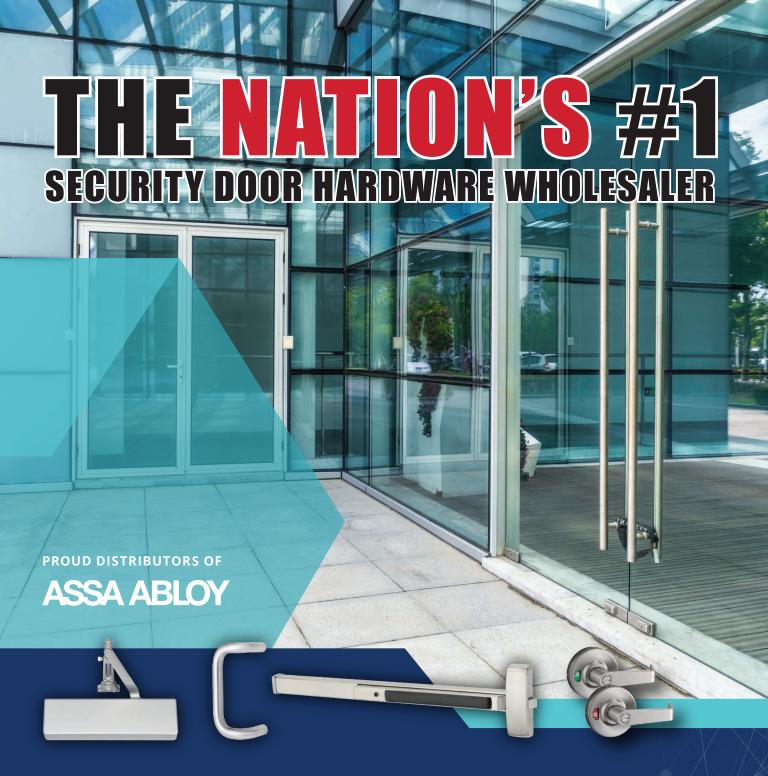
#### 02. Kwik-Wall Co.

The Stella demountable glass wall system transforms ordinary interiors into open, light-filled environments without compromising privacy or acoustics.
Features include minimal hardware, modular flexibility, and options for privacy with etched patterns, full-color graphics or in-glass blinds. With STC ratings up to 50, the system's convenient entry and exit points improve flow without sacrificing design symmetry. Applications include modern offices, collaborative environments and executive suites. Booth #29130 303/859-6654, KWIK-WALL.COM

#### 03. Linea Rossa

The GLR51 pivot door from the Grande Linea Rossa Series is designed for modern architecture, accommodating large openings while maintaining design integrity. Featuring a concealed pivot hinge, it ensures smooth, stable operation and structural strength even with oversized panels. The series offers extensive customization with various materials and finishes, allowing seamless integration into high-end designs. At Linea Rossa, durability meets refined aesthetics, combining advanced engineering with elegant design for superior performance. Booth #24013

305/815-8797, LINEAROSSADESIGN.COM



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With shorter lead times, thousands of products, skilled technicians that are available to provide you with excellent customer service, we are the nation's #1 source of commercial and architecturyal security door hardware.

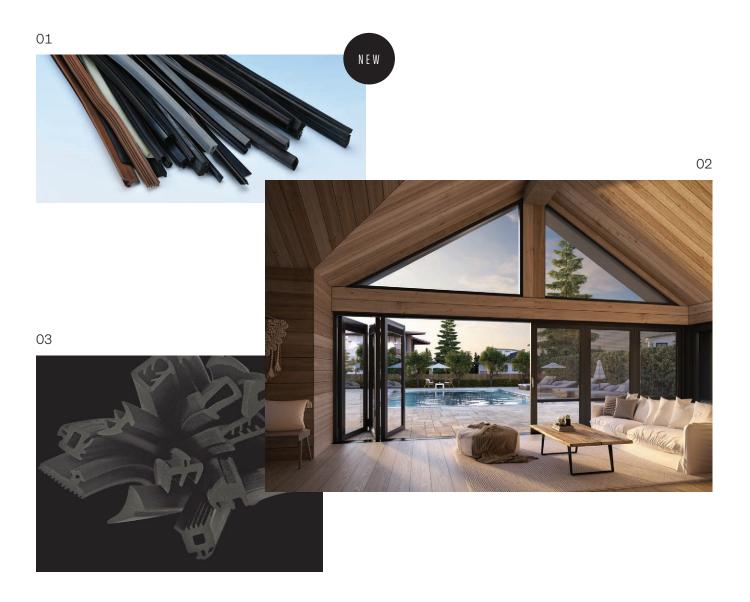






See us at GlassBuild America, booth 9015





#### 01. Maxest Industrial Inc. / McThermo LLC

Poly-O low-friction gaskets are advanced composite seals designed for high-end, airtight, horizontal sliding doors and windows. Featuring a super slippery surface, low noise, high flexibility and excellent wear resistance (the dynamic friction coefficient is 0.12) and wear resistance of 85 cubic millimeters of volume per kilogram, they ensure smooth sliding and durability. Poly-O seals prevent sticking, stains, surface damage, poor sound insulation and water leakage, outperforming traditional lubricated and brush strips for long-lasting airtightness and ease of cleaning. Booth #22020 +(88) 6222-1589-28, MAXEST.COM.TW

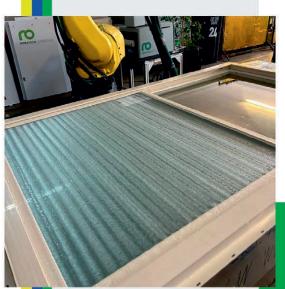
#### 02. ODL Inc.

Blinds + Glass XL by ODL is an enclosed blinds solution designed specifically for oversized sliding and folding patio doors and large windows. With coverage up to 28 square feet, it's ideal for residential or light commercial applications where safety, light control and privacy must work together. Available in sizes from 9 to 63 inches wide by 46 to 90 inches high, the system's advanced EasyGlide operator uses a constant spring force mechanism to deliver effortless raise/lower/tilt control, regardless of size. Booth #18021

#### 03. Osaka Rubber

Osaka's durable ethylene propylene diene monomer rubber profiles are ideal for various industries due to their resistance to heat, ozone, chemicals and extreme weather. EPDM offers flexibility across temperature extremes, ultraviolet and aging resistance, and strong chemical resilience. These profiles are widely used as sealing components in aluminum doors, windows and façades, ensuring long-lasting performance and perfect sealing in diverse environments, making them essential for modern building applications. Booth #2015 959/404-0601, OSAKARUBBER.COM





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Come see the **LIVE** demonstration at **TBP Converting's** Booth at GLASSBUILD 2025

www.tbpconverting.com 800-850-3338 Booth #10027











#### 01. PH Tech Inc.

Celesta is a premium multi-track patio door designed for high-end residential and commercial use across North America. Its sleek, modern design supports three to six sashes on a flexible three-track system, spanning up to 23 feet wide with openings up to 14 feet. Featuring smooth, effortless operation with double roller tracks and patented nylon tandem wheels, it ensures a seamless transition and minimal floor space usage. The robust profile offers superior thermal performance, durability and water drainage. Optional stainless steel housing suits coastal environments. Booth #24041 418/376-6355, PHTECH.CA

#### 02. Poly Extrusions

Enhance windows and doors with Poly Extrusions' custom profile solutions, including glass glazing materials, screen spline, bug seal profiles and custom plastic extrusions. High-quality glazing ensures secure, weather-tight glass installation to prevent leaks and drafts. Durable screen spline provides a snug fit to keep screens in place and allow airflow. Bug seal profiles create a barrier against insects, maintaining a clean indoor environment. Custom plastic extrusions offer tailored designs using premium materials, delivering durable, functional and stylish components for window and doors. Booth #29041 909/350-3111, POLYEXTRUSIONSUSA.COM

#### 03. Qingdao Panda Railing International Trading Co.

Panda-Railing offers high-quality and innovative railing solutions from China, and has been in the industry for nearly 15 years. Available products include stainless-steel handrail fittings and posts, aluminum profile and posts, tubes in different sizes and shapes, and an OEM products line. In addition to providing customers with cost-effective products, the company also has an experienced team of mechanical engineers that can assist customers in designing and developing new products. Booth #28173 +(86) 5328-0829-766, PANDA-RAILING.COM

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#### 01. Q-railing

The Easy Alu Bold aluminum railing system is constructed entirely from durable aluminum parts and components. The system features square posts for a clean, contemporary aesthetic and includes a continuous top rail that ensures structural cohesion and visual uniformity. Single-post corner connections simplifies installation while maintaining a sleek architectural profile. Engineered to accept 3%-inch laminated glass, the system allows the glass panels to be easily dropped into place after the railing units are secured to the building structure. Booth #20045 714/715-0041, Q-RAILING.COM

#### 02. Quanex

PowerLink from AmesburyTruth is a concealed hinged wiring conduit that enables power transfer to operable windows like casements and awnings, opening new applications for smart glass technologies like electrochromic tinting, switchable privacy and integrated solar. It works with standard window hardware for seamless integration, protects wiring from damage and environmental exposure, supports factory-installed configurations, and delivers hardwired power. PowerLink expands the smart glass market to residential and commercial openings requiring egress or ventilation. Booth #14040

740/439-6429, QUANEX.COM

#### 03. Ready Access

The 600 single panel sliding window by Ready Access, designed as a pass-through transaction and service window, is ideal for many applications, including restaurant drive-thru windows, restaurant walk-up windows, concession windows, guard shack windows, reception windows and more. The self-closing operating system is built into the header to keep the service area clear. Comes standard with latches, locks and a night locking bar. Booth #28023

800/621-5045, READY-ACCESS.COM



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See us at GlassBuild America, booth 11007.





#### 01. Roto North America

The Roto Fasco Secura 9900T sliding patio door handle with a secure two-point mortise lock features a contemporary design with secure performance. It fits standard threehole milling with extended screw ports for proper alignment and includes a stylish thumb turn with a premium lock/unlock mechanism. The bolt-style two-point mortise lock has opposing throw bolt-style locking points, an anti-lift pin and a mishandling device, suitable for three- and four-hole applications. Available in CRS and 304 SST, with keepers available to suit most applications. Booth #12020

860/526-4996, ROTONORTHAMERICA.COM

#### 02. SEM Specialty Products

Schlegel Electronic Materials offers a line of high-performance bulb seals designed for windows, doors, curtain walls and glazing systems. Compatible with T-slot and kerfmount installations, these seals protect against air, water, dust and vibration while improving energy efficiency and comfort. Made from durable elastomers, they resist compression set and harsh conditions like ultraviolet, moisture and temperature extremes. Available in various profiles, materials and durometers for static or dynamic applications. Booth #4018 585/643-2000, SCHLEGELEMI.COM

#### 03. Southern Stretch Forming

Elevate interior design with custom curved stair rail systems, expertly crafted for highend residential and commercial spaces. This stunning staircase showcases the company's precision-formed aluminum handrails and glass panel integration, offering both safety and sophistication. Every curve is engineered for seamless flow and structural strength, bringing modern elegance to grand entryways, lobbies and showpieces. The company's stretch forming process ensures consistency, quality and fast project turnaround, making complex architectural visions a reality. Booth #21033

888/308-0900, SOUTHERNSTRETCH,COM

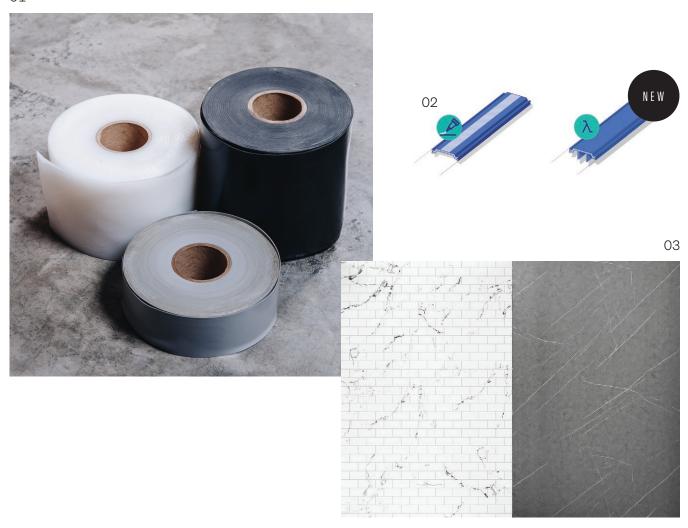


# High-performance solutions for insulating glass, fenestration, and cladding systems

Incorporating Technoform's plastic hybrid stainless steel warm edge spacer and high-precision polyamide-based insulation profiles in fenestration improves thermal performance and condensation resistance without sacrificing durability or design.

Technoform's thermal isolator clip is an ideal solution for managing thermal bridging at panel attachments to increase the overall thermal performance of structures with cladded exteriors.

Let's talk solutions. Booth #29013 GlassBuild America 2029



#### 01. TBP Converting

Zialoc Boot is a high-performance silicone transition and splicing strip designed for reliable sealing and gap coverage in architectural and building envelope systems. Engineered to transition and splice curtain walls, storefronts and windows to sub walls, it provides a flexible barrier against moisture, air and environmental exposure. Made from durable silicone rubber, it ensures longlasting joints with a clean finish and easy installation. Available in thicknesses of 0.045 and 0.062 inch, widths from 1 to 36 inches, lengths of 100 feet, and colors, including black, translucent and gray. Booth #10027 800/850-3338. TBPCONVERTING.COM

#### 02. Technoform

Adhesion Prime, a plastic substrate for bonding, allows the application of silicones and sealants on the polyamide surface with no need to use chemical primers or adding more steps in the process. This new adhesion technology delivers additional freedom for using polyamide thermal barriers even more widely in fenestration system design, particularly in areas where structural adhesion is critical. Booth #29013

#### 03. TLS Industries Co.

A Canadian investment company based in Zhongshan, Guangdong, China, with a 40,000-square-meter production site, TLS Industries has been an industry leader in large-scale manufacturing and development of shower enclosures, shower doors, shower trays, standard bathtubs, walk-in tubs, cleaning products and much more. Shower enclosure and acrylic products are designed primarily for export to North America, Europe, Australia, as well as other countries. Booth #29165

+(86) 7608-8309-805, CKBWORLD.COM



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Products: Series FT601 Storefront Series 4500 SG Curtain Wall



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#### Wesco

General Lock offers a comprehensive line of pivots engineered for performance and reliability in commercial storefront applications. Wesco's selection includes top and bottom pivot sets, intermediate pivots, and both center-hung and offset models. The company also stocks a full range of storefront hardware to support glass and glazing professionals, including swingbolts, hookbolts and deadlatches to continuous hinges, flush bolts, offset pulls, and push bars, as well as door closers, including overhead concealed options. Booth #2027 813/559-5473, WESCO.COM

#### Zhaoqing Keqiu Import & Export Co.

Premium solid brass construction ensures durability and a luxurious finish. Innovative design requires no glass drilling for easy installation and a sleek look. Fully adjustable with smooth lift function for effortless height alignment. Features reliable 25-degree self-closing and hidden panel screws for a cleaner appearance. Rigorous testing exceeds industry standards with 100,000-plus cycles and 120-hour salt spray resistance. Perfect for high-end residential and commercial use, combining elegance, functionality and lasting performance. Booth #28176

+(86) 7588-5786-01, KECOHARDWARE.COM



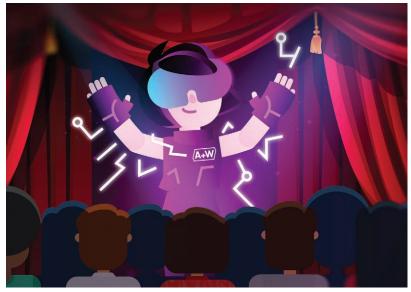
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# GLASSBUILD AMERICA THE SHOWER DESIGN CHALLENGE

NOVEMBER 4 & 5, 2025









02

03

#### 01. A+W Software

Meet Mira (Multifunctional Intelligent Response Assistant), a new artificial intelligence designed to streamline order entry. Mira reads and interprets customer emails and attachments like PDFs, understands purchase orders, and transfers clean data directly into an ERP system. She learns from the team's corrections, improving accuracy for future orders over time. Seamlessly integrated into your existing workflow, Mira reduces errors, ensures consistent communication and dependable performance, and boosts efficiency—freeing employees to focus on critical tasks. Booth #12041

847/948-9425, A-W.COM

#### 02. Argon Filling Systems Inc.

The Argon Check Analyzer is a low-cost, handheld, rapid feedback gas fill analyzer providing accurate initial fill percentage readings. Its sample probes enable quick point-of-fill measurements for manufacturing accuracy. Featuring a simple one-touch user interface, real-time readings and small sample size, it delivers reliable results without needing multiple fill cycles. Ideal for quality control spot checks, validating gas fill machine calibration, verifying fill gas percentages, detecting gas loss, training operators on insulating glass sealing timing, and educating staff on gas loss causes. Booth #19027

612/597-0014, ARGONFILLINGSYSTEMS.COM

#### 03. Baka Glass Software

Built for the glass industry, Baka Production is an advanced, Al-powered software solution created specifically for production companies. One of the key features is its powerful cutting optimization. The software uses advanced algorithms to optimize cutting patterns and reduce glass waste. The software also provides full visibility and control across all production stages. Seamlessly integrated with machines and existing systems, Baka Production offers real-time insights into orders, inventory and production schedules. Booth #9026 +(31) 8513-0474-8, BAKAGLASS.COM



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See us at GlassBuild America, booth 8020.

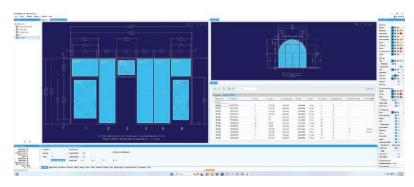


(800) 558-5580









03

#### 01. Builder Prime

Builder Prime is the all-in-one software that consolidates a company's entire operation into one powerful platform. Purpose-built for residential remodelers, the software offers comprehensive data insights, real-time analytics and built-in conversion tracking. Other features include CRM with true speed-to-lead, automated SMS and email follow-ups, accurate estimates on the job site, accurate reporting, full production management, and built-in payments and financing, among many others. Booth #2035

#### 02. EngView Systems

The Scan Fit and Measure is an automated 2D system for inspecting extruded profiles made from aluminum, PVC, rubber and foam. It compares scanned images to CAD files to verify if profiles meet customer specs, providing instant pass/fail results. The software supports full GD&T and stores data in a measurement data center for traceability. Managers can generate individual or batch reports. Maximum measuring area is 8 by 10 inches, with an average speed of approximately 5 seconds per part. The operating temperature is from 50 to 95 degrees Fahrenheit. Booth #2038

#### 03. GDS Estimating

The WinBidPro v16 is an affordable, user-friendly, easy-to-learn estimating program for the commercial glass industry. Users can bid jobs by quickly drawing nearly any elevation needed, and then follow it through with ordering material and fabrication. All catalog and job information is cloud-based and provides the ultimate security and convenience for the user company. Any user from any location can open WinBidPro v16 and see the company's set of catalogs and jobs. Booth #21016

858/538-4375, GDSESTIMATING.COM



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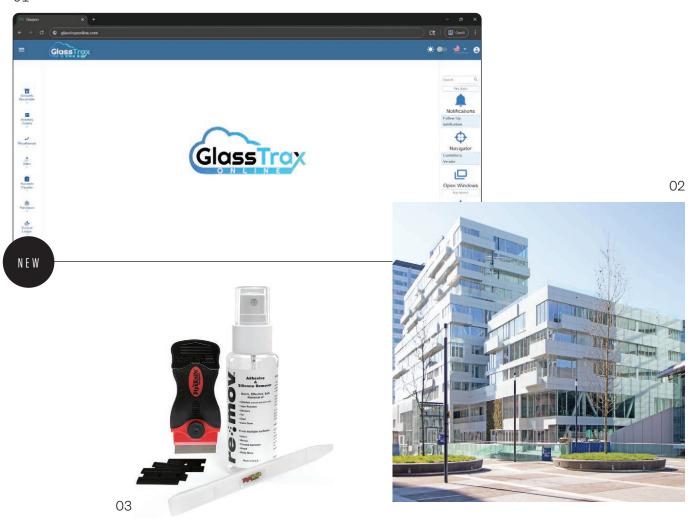












#### 01. GlassTrax & Glaziers Online

GlassTrax Online is powerful, flexible, industry-leading software accessible from anywhere with an internet connection.
Features include quote and order entry, real-time production tracking, optimization integration, invoicing, custom reports, and more. Work smarter and faster without relying on local servers. Eliminate costly hardware and outside IT services—GlassTrax Online reduces overhead and simplifies your tech stack. Enjoy expert remote support, automatic updates and backup installs all handled for you. Experience seamless efficiency anytime, anywhere. Booth #29032 435/900-6777, GLASSFABRICATIONSOFTWARE.COM

#### 02. ISD Group USA Inc.

HiCAD 2D/3D CAD software empowers architects, engineers and fabricators to design and document sophisticated curtain walls, unitized façades and metal-glass systems with precision and automation.

HiCAD enables seamless transitions from design to production, supporting parametric modeling, real-time visualizations and integrated fabrication outputs—all within a single, modular platform. Whether a user is designing intricate assemblies or coordinating fabrication-ready documentation, HiCAD delivers the flexibility and power that façade projects demand.

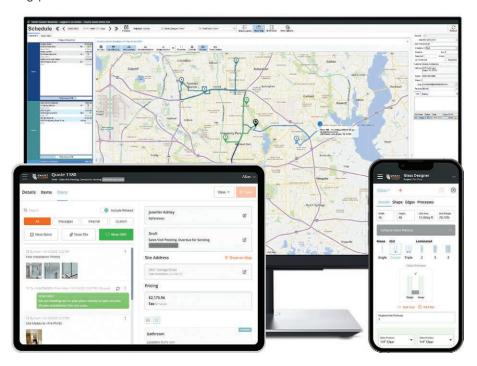
Booth #21007

704/519-2498, ISDGROUP.US

#### 03. ReMov

The Re-Mov kit from Pipeknife Co. includes everything needed to remove silicone, urethane, sticky tape residue, labels, polyurethane caulks, gum, surface glues, expanding foam and other sealants without damaging most surfaces. Specially formulated to break silicone/adhesive bonds without corrosive chemicals, it offers a safe, easy alternative to potentially harmful digestants. The kit contains a 4-ounce bottle of Re-Mov remover, three black plastic razor scrapers, and a PipeKnife tooling stick and mini-scraper. Booth #3023

720/560-3707, PIPEKNIFECOMPANY.COM







#### 04. Smart Glazier Software

Smart Glazier Business is a powerful and intuitive glass business management software made specifically for the glass industry. It helps installers run smoother, more profitable operations by managing quoting, scheduling, ordering and invoicing, all in one system. Users can generate quotes in minutes using customizable calculators and built-in error checks for insulating glass units, showers (including NY crittalstyle), partitions (including USAL/framed shopfront), mirrors, railings and more. The software can be accessed from any device with internet. Booth #11041

+(64) 9968-4224, SMARTGLAZIER.COM

#### 05. Smith Case Inc.

Smith Case will exhibit its window and glass carry case creations. Since 2017, the company has streamlined the journey to create custom cases so it is painless and engaging. The process has been fine tuned to produce optimal products and a great customer experience. Custom manufacturing involves a personal consultation with all clients, and service from concept to production. Booth #29047 336/774-7974, SMITHCASE.COM

# 06. True Contractor Software

True is a web-based, all-inclusive ERP software tailored for the glass industry, serving residential and commercial subcontractors. It features CRM, project and bid management, scheduling, procurement, job costing, timekeeping, inventory control, file storage, RFIs, submittals, change orders, AIA pay requests, accounting and more. True functions as an all-in-one solution and integrates with leading industry software. Mobile apps are available to seamlessly connect field and office operations. Booth #4014

833/438-8783, CONSTRUCTTRUE.COM

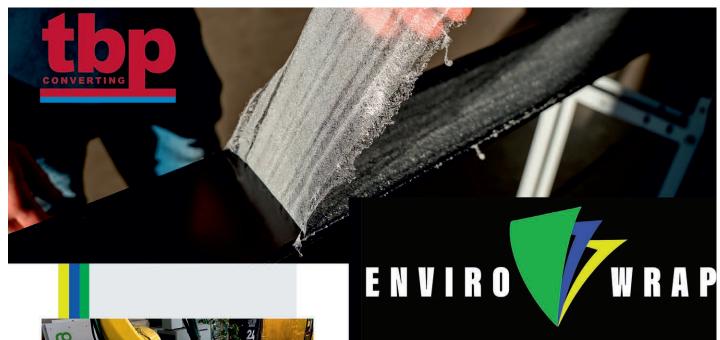
06

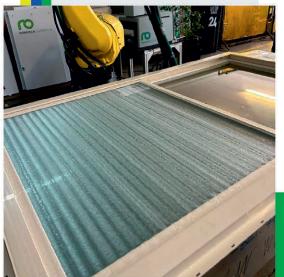
# This list is current as of Aug. 28. For an up to date list, please visit glassbuildamerica.com. Highlighted companies are sponsors of GlassBuid America.

воотн	COMPANY NAME
12041	A+W Software
29029	ABC Hardware
20081	Accurate Perforating
6099	ACM Machinery Ltd.
5007	Adfast
23018	Adhesives Research Inc.
6045	ADI SrL / IGP Inc.
24167	AdValue Photonics
3020	Advanced Construction Testing LLC
15095	Advanced Dimensions
20015	Advanced Screen Systems Inc.
22012	Advantage Drafting
3045	AFAD
29068	Agama Glass Technologies
22018, 27200	AGMT Certification
4020	Aim Transportation Solutions
29134	Air Performance LLC
16096	Akarmak
30047	Alcam Glass
2016	Aldora Aluminum & Glass Products Inc.
19017	Alloy Fasteners Inc.
15022	AllYourHardware.com
18027	Alumax Bath Enclosures / Hydro Extrusion USA LLC
9006	aluplast
6051	Aluvetro
27040	American Renolit Corp.
28073	American Window Film
16033	Anthony Innovations LLC
3040	Aquinas Engineering
5011	Archie Hardware North America

воотн	COMPANY NAME
28085	Arcon Glass North America Inc.
19027	Argon Filling Systems Inc.
17014	Argotec
8006	Arizona Shower Door Inc.
4086	ASC Process Systems
28147	Ascentium Capital
18075	Ashton Industrial
15013	Assa Abloy
17039	Assa Abloy (Schweiz) AG with the brand Planet
16013	Assa Abloy Entrance Systems
15007	Assa Abloy Opening Solutions
3022	ATAS International Inc.
24180	Atech Makine San Ve Tic Ltd.
15021	Athmer
4046	AutoMAK Assembly Inc.
9086	Automated Systems Engineering Group Inc.
2031	Avantes Inc.
23174	AXYZ Routers and WardJet Waterjets
29045	Azon USA Inc.
9026	Baka Glass Software
16011	Banner Solutions
3091	Barberán SA
22075	Beijing MGM Glass Machinery Co.
27134	Benteler Maschinenbau GmbH
30019	Best Print Solution
16061	Biesse
22045	Billco Manufacturing
23112	Binar Handling a Schmalz Co.
28078	BioSeal Silicone
20027	Bisam Façade

воотн	COMPANY NAME
3032	BizDog Payments
3030	Blackwater Technical Services Inc.
30040	Blutec Glass Fabrication
3081	Boehme-Kunststofftechnik GmbH & Co.
29072	Bond It
3010	Boton Aluminum Co. (Qingdao)
6050	Bottero SpA
12060	Bovone North America
29051	BrandSafway
5021	Brick Glass
12091	Bromer Inc.
4035	Bron Tapes
2035	Builder Prime
11084	Burkle North America Inc.
10015	BVB Architectural Products
18090	BVC Group Inc. (Better Vacuum Cups Inc.)
11049	CRL
22085	C.R. Onsrud Inc.
22013	C2A Longterm Inc.
22012	Cad-Plan North America Inc.
3034	Cardinal Paint & Powder Inc.
5051	Casma
28084	Casso-Solar Technologies LLC
28081	CCL Label
29066	Centria – represented by Wade Architectural Systems
2019	Champion Glass / Champion PTAC
9006	Chelsea Building Products Inc.
5006	Citadel Architectural Products
2021	Clear-armor LLC
29033	Cline Aluminum Doors Inc.





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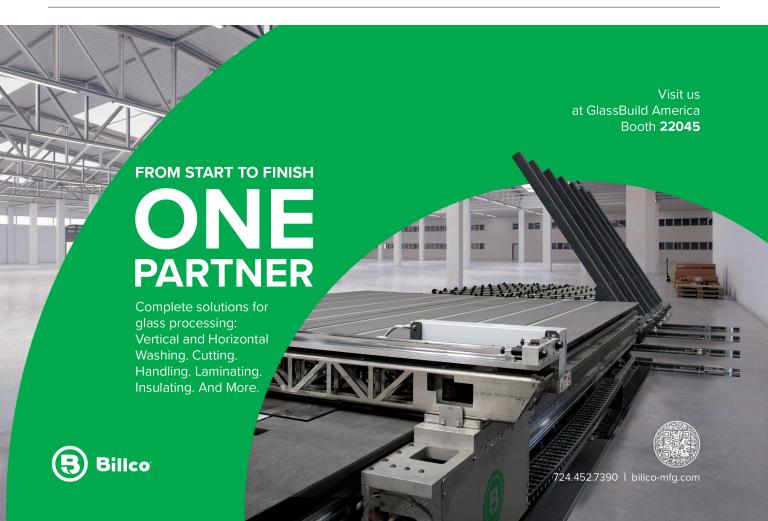
www.tbpconverting.com 800-850-3338 Booth #10027

#### EXHIBITOR LIST

воотн	COMPANY NAME
23135	CMS North America Inc.
29173	CNBM International Corp.
22032	CNT Conta
23016	Coda Products Inc.
27018	Colour Alliance Inc.
24169	Combilift
4037	CompanyCam
22051	Continental
14006	contractERP
29136	Control Glass SL
23020	CoolTemper USA
18015	Cooper Standard ISG
3026	Coroplast Tape
27032	Cortizo
18041	Creative Millwork of Ohio Inc.
4028	Crimsafe North America
11013	Cuhadaroglu Metal San Ve Paz AS
14006	Cyncly
4041	Cypress Windows and Doors

воотн	COMPANY NAME
9088	Daubert Chemical Co.
24047	Deceuninck North America
22125	DeGorter Inc.
10060	DeMichele Group
9089	Denver USA Inc.
28066	Deslauriers
3087	Diamanfer
30039	Diamond Door & Architectural Metals
12084	Diamon-Fusion International
24186	Doco Engineering
30090	Door & Window Market Magazine
18007	Door Controls USA
25019	dormakaba USA Inc.
14032	Dow
23159	DRM
23159 4082	DRM  Duespohl Maschinenbau GmbH
4082	Duespohl Maschinenbau GmbH

воотн	COMPANY NAME
24112	Emmegi USA Inc.
4050	EnduroShield
23012	Engineered Custom Coatings
2038	EngView Systems
24032	Ennova
16017	Ensinger Inc. – insulbar
14064	Erdman Automation Corp.
10084	Ergo Robotic Solutions
12070	Ervin Inc.
4006	ES
5036	Ettlin Smart Textiles GmbH
3083	EuGenie International
4040	Eurocraft Industries
29028	Eurolook / Maxivision
18014	Everlam
4016	Excel Engineering
25026	Exlabesa
2047	Extralum USA
8020	F. Barkow Inc.



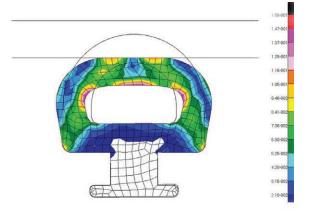




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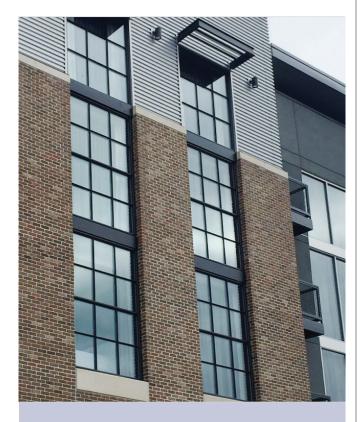
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**Vulcanized Corners** 

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воотн	COMPANY NAME
20021	Fapim S.p.A. Hardware Mfg.
5044	Faraone
5041	Faulkner Fabricating Inc.
14006	FeneVision
4081	Fenstek
30093	Fenestration Canada
16042	Fentro Hardware Systems
24096	Fenzi North America
27096	FGIA - Fenestration and Glazing Industry Alliance
14022	FHC The Glazing Supply Company
20033	FieldPulse
17091	Filtertech / US Centrifuge Systems
9090	FiltraGlass
23007	Flexijet North America
9091	Follmann Inc.
23085	FOM USA
18085	Forel North America
28013	Fornax Door And Window Accessories
19032	Forster
29162	Foshan Bopai Metal Product Ltd.
3028	Frank Lowe
5050	Fratelli Pezza SrL
2028	Fried Brothers Inc.
12041	Friedman Corp.
20044	FrontLine Bldg. Products Inc.
24165	Future Financial LLC
9020	Future Glass
3016	Gaab Locks
22033	Gang Gwo Industrial Co.
19007	Gardner Glass Products
11091	GCV Glass Machinery
21016	GDS Estimating
5052	GE.MA.TA SpA
27026	Gealan Window Systems Inc.
24061	GED Integrated Solutions Inc.
10007	GGI – General Glass International
10014	Glass Coatings and Concepts LLC
6053	Glass Co.
21125	Glass Machine Sales
27096	Glass Magazine
19027	Glass Pro Inc.
2026	Glass Railing of Norway / Comensa
21135	GlassBuild Skills Challenge

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#### A TRUSTED LEGACY OF GLASS COATING SOLUTIONS

The Invisible Shield® Glass Coatings are trusted by hundreds of glass companies. architects, builders, distributors, and millions of end users across more than 40 countries. With 50 years of innovation in hydrophobic and hydrophilic coatings, "dual-action" cleaners, glass restorers & stain removers, Unelko continues to lead the way in superior glass coatings and advanced surface care.



The Invisible Shield "Nanoscale" Glass Coatings and other products are cutting edge! They provide durable protection against water, soil, stains, minerals, scratching, pitting & environmental degradation. They offer valuable "easy clean" benefits that outperform other coatings. Unelko's goal is to promote its superior application, durability & performance to manufacturers, fabricators, installers, architects and builders; Unelko offers one of the "Best in Class" marketing & warranty programs and value per ft. compared to other coatings.

Join the Future of Glass Protection With Invisible Shield® PRO 15 and become a certified applicator today!

Our innovative products are designed to provide long-lasting protection and preservation, saving time and labor while enhancing the look of glass for years.

- ✓ Durable Nanoscale Glass Protection
- ✓ Repels Water, Soil, Stains, Minerals & Contaminants ✓ Increase Customer Satisfaction and Loyalty
- √ Increases Scratch Resistance up to 93%
- √ Reduce Customer Complaints
- √ Add Value & Increase Revenue









Steven Ohlhausen President of Unelko

#### Meet the **Glasscare Experts**



**Heather Ohlhausen Lyons** 3rd Generation VP of Sales & Marketing

Glass companies such as AGC, Saint-Gobain/Sekurit, Pilkington, PPG, Oldcastle BuildingEnvelope, Arizona Shower Door/Dreamline, Contractors Wardrobe, Trulite and others have praised Unelko's coatings for meeting the highest standards in safety, application, stability, performance/contact angle, and value. Unelko does not use any fluoropolymers or fluorocarbons, PFAS or PFOS in our glass coatings, which are now regulated worldwide.

















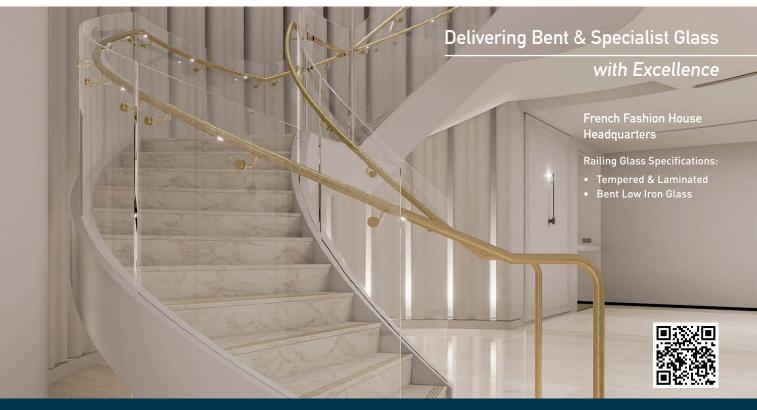


#### EXHIBITOR LIST

воотн	COMPANY NAME
20077	Glassline Corp.
19013	Glassopolis
9087	glasstec 2026 / Messe Dusseldorf
28079	Glass-Technology International
29032	GlassTrax & Glaziers Online
30033	Glasswerks LA Inc.
10097	Glaston America Inc.
18012	GlasWeld Systems Inc.
18016	Glazier Software
9085	Glaziers Consulting
29170	Goldstar Co.
21013	Gonzato Group
18038	Grabo
2061	Graf Industries Inc.
3015	Great Lakes Fasteners
21076	Great Lakes Lifting
28072	Greco Architectural Metals
19045	Groves Inc.
22027	Gu Ferco North America

воотн	COMPANY NAME
30174	Guangdong Aurican Hardware Technology Co.
29172	Guangdong Golive Machinery Technology Co.
27175	Guangzhou Anhua Tools Co.
19051	Guardian Glass
5020	Gulf Rubber Industries LLC
28143	Guthrie Automation
21051	H.B. Fuller
25159	Наесо
21097	Haffner Machinery
28164	Haining Lijialong Pile Weather Strip Co.
27171	Hangzhou Jinggong Machinery Co.
28172	Hangzhou Zhijiang Silicone Chemicals Co.
28162	Hangzhou Zoinen Sealing Technology Ltd.
25107	Hanjiang
8040	Hans Light Power Technology (Guangdong) Co.
8014	Hardware and Glass Group Ltd.

воотн	COMPANY NAME
30172	Hardwood Door Control Tech (Ningbo) Co.
16048	Hegla Corp.
10021	HMI Glass
4015	Hollander Glass
28014	Homewell Glass Products Inc.
21081	Hot Melt Technologies Inc.
17027	HP3 Software Inc.
16007	Hughes Supply Co.
21153	Hurricane Demo by Intertek
29034	Hydro Extrusion North America
5022	Hygrade Components
28028	IDC Aluminum Glass Systems
21113	IGE Glass Technologies Inc.
2006	IGK North America Inc.
24033	Impact Metal Resources Sdn Bhd
3029	Imperial Plastics
27096	Industry Pavilion – NGA / FGIA
2050	Infinite Recycled Technologies
17022	Infor







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воотн	COMPANY NAME
15099	Inland Diamond Products Co.
4023	iNoex LLC
25148	Integrated Automation Systems
6029	Interglass
27142	Interlayer Solutions Inc.
17008	International Union of Painters and Allied Trades
22017	Interstate Screw Corp.
30021	Ion Smart Connected Workflow
3021	Iron Workers Local 63
21007	ISD Group USA Inc.
19042	Isoclima
17010	iSource-X
5053	Italcarrelli Spa
ITALIAN	TRADE AGENCY
6045	ADI S.r.I. / IGP Inc.
6051	Aluvetro
5051	Aria Vetri Glazing Hardware Supply I Casma
6050	Bottero S.p.A.

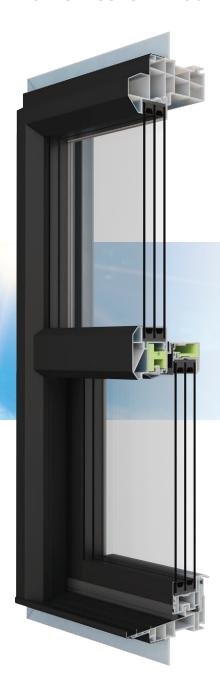
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воотн	COMPANY NAME
5044	Faraone
5050	Fratelli Pezza S.r.l.
6053	Glass Co.
5053	Italcarrelli Spa
5045	Italian Trade Agency
5052	Rollmac, division of GE.MA.TA S.p.A
6060	Triulzi Cesare Special Equipments S.r.l.
5008	iWallet
2030	J&S Machine Inc.
28128	Jansen America Inc.
30032	JB Design Façade Engineers
23175	Jekko USA
17013	Jeske Hardware Distributors
30034	JF Railing
29167	Jinan Glasino Glass Technology Co.
30164	Jinan Wondec Machinery Co.
9015	JLM Wholesale, a division of Lockmasters

воотн	COMPANY NAME
16092	Joe's Refrigeration Inc. / Clean Room Solutions
2020	John Evans' Sons LLC
11032	Jordahl USA Inc.
25135	Jordon Glass Machinery
8060	Joseph Machine Co.
5099	Jowat Corp.
24030	JT Wires
28033	Jura Films North America LLC
9101	Kaeser Compressors Inc.
17041	Kaneka America Holdings Inc.
24164	Kasto Inc.
4034	Kenwa Trading Corp.
24124	Keraglass SrL
10033	Keystone Certifications Inc.
3046	KGS Diamond Inc.
29171	Kingtom Glass Co.
28035	Kleiberit Adhesives USA Inc.
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28141	Krystalflex
9084	k-Space Associates Inc.
29130	Kwik-Wall Co.
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24159	Landglass Technology Co.
19019	Larson Engineering Inc.
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28025	Limca Glass
24013	Linea Rossa
20061	Lisec America Inc.
9048	LiteSentry - Softsolution
28049	Loire US
30095	LPKF SolarQuipment GmbH
23041	LTC USA LLC

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2045	Luca+Lex
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29163	Luoyang Pavel Intelligent Technology Co.
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11079	Matodi
22020	Maxest Industrial Inc. / McThermo LLC
24031	Mayflower Glass Solutions
8078	Mazzaroppi Engineering SrL
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30044	Mesapol USA Railing & Glass Systems
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17033	Nova Plastech Inc.
22021	Novagard
21045	Novatech
19041	NuCoat North America LLC
19021	NVOY Fire Rated Systems
18021	ODL Inc.
17085	Oemme SpA
3006	Ohio Rack Inc.
27006	Omniglass
28012	One Day Glass
2037	One Sky Aluminum Extrusion Corp.
10100	Optris Infrared Sensing LLC
16026	Orange Aluminum
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воотн	COMPANY NAME
22007	Orgadata USA
24027	Orion Laser Tech
2015	Osaka Rubber
16077	OZ Machine
21012	Ozone India
11036	Palmer Products Corp.
6015	Panda Windows & Doors
28175	Panjin Xinghua Machine Manufacturing Co.
29012	Paradigm
16029	Paramount Extrusions
8088	Pat Mooney Saws
27070	PDS IG LLC
28080	Pecora Corp.
29043	Pellucere Technologies
16091	Perfect Score Technologies
2088	Pertici North America
24041	PH Tech Inc.
2032	PJ Tube

воотн	COMPANY NAME
12041	PMC Software
29084	Polaris Soft Close Hinge
29041	Poly Extrusions
29036	PPG
5035	PricaL SrL
20020	Privacy Glass Solutions
20076	Prodim USA
5073	Pro-Line Automation
22125	Pujol USA
2029	QComp Technologies
29164	Qingdao Apis Glass Industries Co.
29166	Qingdao Chinastar Holding Co.
30171	Qingdao Laurel Glass Technology Co.
30166	Qingdao Tome International Co.
20045	Q-railing – North America
11027	Quality Enclosures Inc.
14040	Quanex
10048	Quattrolifts USA Ltd.
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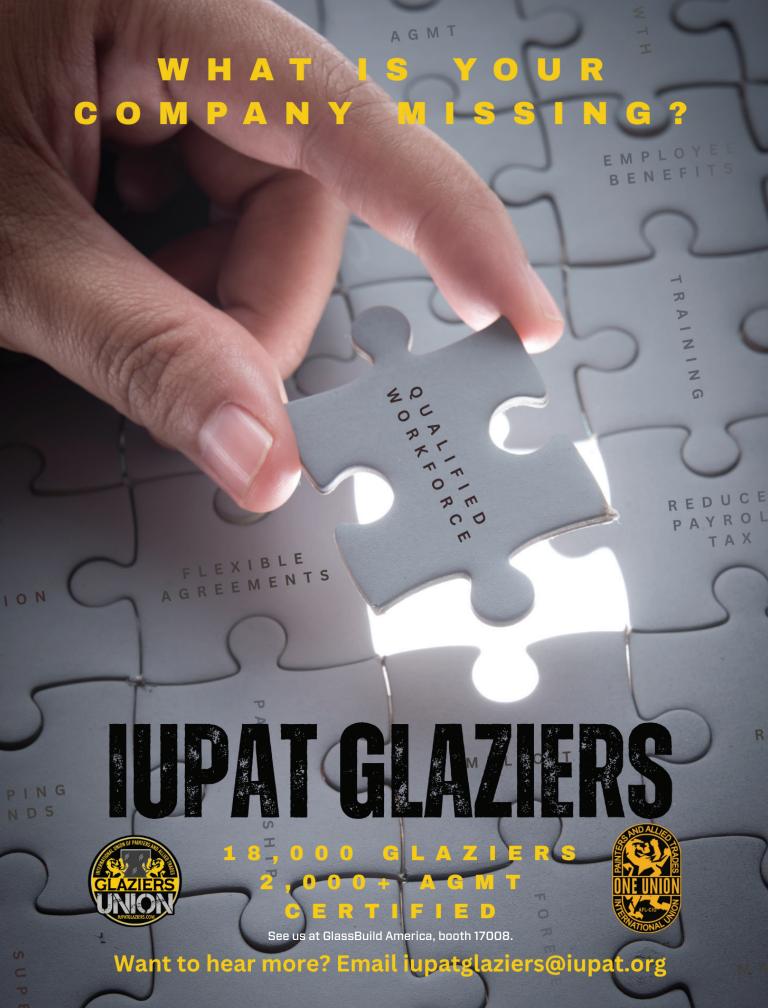
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воотн	COMPANY NAME
28006	QXO
29006	R&W Metal Fabricating and Design Inc.
29024	Raco Interiors
2033	Ray-Bar Engineering Corp.
21119	RazorGage
28023	Ready Access
4047	Recycle Services
18042	Reed Rubber Products
28152	Rehau
30012	Reliable Products / Ruskin
3023	ReMov
19026	Reynaers Aluminium
29025	Rhinotrusion LLC
27167	Rider Glass Co.
14090	RiteScreen
16022	Rochester Insulated Glass
16102	RockGlass / ClearSecure Ltd.
11012	Rockwell Security Inc.
12020	Roto North America

воотн	COMPANY NAME
2074	Rotox USA Inc.
15097	RPM Rollformed Metal Products
4044	Saban Acikgoz AS
16015	SAF – Southern Aluminum Finishing Co.
21035	Safti First Fire Rated Glazing Solutions
16040	Saint-Gobain
22061	Salem Fabrication Supplies / HHH Equipment Resources
19040	Santopseal Rubber Corp.
23075	Satinal SpA
28134	Sauc Minimal Systems
22125	Schiatti Angelo SrL
29035	Schonline USA
21027	Screenco Manufacturing Ltd.
24012	ScreenFab
3027	Seclock
4018	SEM Specialty Products
16028	Sevasa Technologics
3050	SGC International Inc.

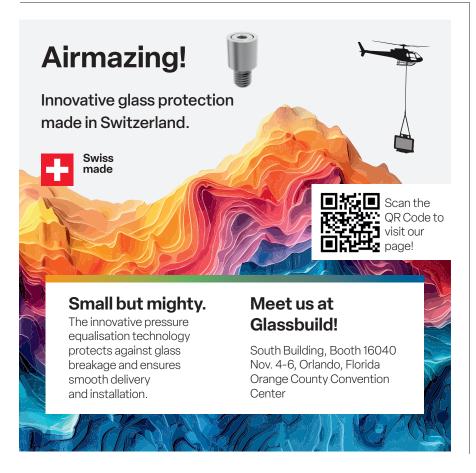
воотн	COMPANY NAME
27165	Shandong Eworld Machine Co.
23106	ShanDong TRUETEC Machinery Co.
27163	Shanghai Refine Machinery Co.
28166	Shenzhen Vsom Co.
20012	Sherwin-Williams
23119	Shoham Machinery Ltd.
4022	Sika Corp.
24007	Simonswerk North America Inc.
18018	Siteline
10041	Sky Building Materials
24183	Skyreach Equipment
27152	Skyreach Group
11041	Smart Glazier Software
29019	SMART Logistics
9040	Smartlift US Inc.
29047	Smith Case Inc.
14006	Soft Tech V6
20016	Soundproof Windows Inc.
21033	Southern Stretch Forming





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28129	SPH Global / Protectapeel
21041	Sphinx Glass
17010	Spray-X LLC
18031	Stainless Structurals
2014	Stanley Access Technologies
10037	Stretch Solutions LLC
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3061	Sturtz Machinery Inc.
15023	Sullivan Hardware
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16025	Synergx Technologies Inc.
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5029	Tecfire USA
30042	Techniform Metal Curving
29128	Techni-Glass LLC

воотн	COMPANY NAME
3011	Techno Rubber Industries
29013	Technoform
2036	Techno-UMG America
9035	Tenax USA
30162	Tengzhou Fenghua Glass Co.
23153	Tenon (Beijing) Equipment Co. / TSS – Sales
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28067	Tuff-N-Lite		
15032	Turkish Glass		
6040	UCS		
19033	UFP Packaging		
12020	Ultrafab Inc.		
21019	Unelko Corp. – Invisible Shield		
25037	UNI-K		
11035	Unikoo Glass & Hardware		
4084	Unist Inc.		
24026	United Façade		
3018	United Glass		
25167	Unruh Fab Inc.		
5081	Urban Machinery		
17043	US Bullet Proofing and Quikserv		
30092	USGlass Magazine		
17049	Veka North America		
21077	Vesuvius		
24170	Vetromac SrL		
27128	Vibrantz Technologies		
17016	Vicone High Performance Rubber		
9078	Vinyl Lite Technology Inc.		
14016	Viprotron North America Inc.		
27060	Vision Hardware Inc.		
30043	Visionar Window Systems		
27048	Vitro Architectural Glass		
15093	Vytron LLC		
23167	Wakefield Equipment		
17007	Walker Glass Co.		
9097	Water Treatment Solutions		
2027	Wesco		
3017	Weston Wood Solutions Inc.		
17026	WHS Fenestration Inc.		
4026	Wieland Metal Services		
29021	WinDoor Quote		
27096	Window + Door		
27012	Windowmaker Software		
10078	Winpro		
12041	Winsys		
4080	Witte North America		
5040	Wizard Screen Solutions		
8034	Wood's Powr-Grip Co.		
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24192	Xinglass America		



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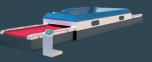
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3075	Yılmaz Machine	
11007	YKK AP America	
23118	Yuntong Glass USA	
24028	Zenex International	
27173	Zhengzhou Ruite Diamond Belts Co.	

#### CHINESE PAVILION, BOOTHS 27163 - 30179

Hangzhou Zoinen Sealing Technology Ltd.

Jinan Glasino Glass Technology Co.

Beijing Guanhua Dongfang Glass Technology

Beijing Lead-Top International Fair Co.

China Warm Edge Technology (Nanjing) Co.

Foshan Bopai Metal Product Ltd.

Freedom Ceramics Co. — Suzhou

Glory Glass Group Co.

Goldstar Co.

Guangdong Aurican Hardware Technology Co.

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**BOOTH #19045** 

#### COMPANY NAME

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Hangzhou Jinggong Machinery Co.

Hangzhou Zhijiang Silicone Chemicals Co.

Hardwood Door Control Tech (Ningbo) Co.

Hi-Tech Hardware Technology Co.

Jinan Wondec Machinery Co.

Kingtom Glass Co.

Laminators Inc.

Liaoning Alger Building Material Industrial Co.

Luoyang Fuchong Machinery Co.

Luoyang Pavel Intelligent Technology Co.

Panjin Xinghua Machine Manufacturing Co.

Qingdao Apis Glass Industries Co.

Qingdao Chinastar Holding Co.

Qingdao Jinjing Co.

Qingdao Laurel Glass Technology Co.

Qingdao Panda Railing International Trading Co.

Qingdao Tome International Co.

Qinhuangdao Tucheng Glass Technology Co.

#### COMPANY NAME

Retex Composites Co.

Rider Glass Co.

Shandong Eworld Machine Co.

Shandong Glary Int. Trade Co.

Shanghai Refine Machinery Co.

Shenzhen Vsom Co.

Sunny Glass Hardware Factory Co.

Sugian Spring Glass Ltd.

Tengzhou Fenghua Glass Co.

TLS Industries Co.

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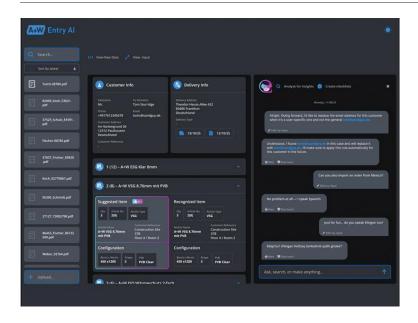
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Extracts order data from customer emails attachments

Automatically enters order details into the system

Learns from corrections over time

Consistent order quality and communication

Order verification with simple visualizations for review

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THE GROWING ROLE OF ALIN MANUFACTURING

rtificial intelligence is becoming part of our everyday lives—on our phones, in our cars and in our offices. In manufacturing, it is already used to analyze large datasets, detect patterns and streamline processes. The flat glass industry is embracing AI in areas such as quality control, where algorithms identify scratches or inclusions faster and with greater precision than manual inspection.

At A+W Software, we believe AI should make work easier and more efficient for our customers. That's why our first step has been to apply it where every order begins—order

entry. Anyone who has managed orders knows how time-consuming and error-prone it can be. Emails arrive, attachments pile up and details can get lost along the way. This is where Mira, our new Order Entry AI, steps in.

Mira acts like an extra colleague in your office, trained to handle repetitive tasks. She can:

- Interpret customer emails and text-based attachments such as PDFs
- Automatically enter order data into your system with accuracy and speed
- Learn from employee corrections during approval, becoming smarter over time

#### Revolutionizing order entry

Instead of staff spending hours on manual data entry, Mira takes over routine work so employees can focus on serving customers and driving growth. She also ensures consistent quality, even in the face of staff shortages or absences, and supports clear communication across teams and locations. Orders can be verified internally by your team or externally by the customer through simple visualizations.

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Like a new trainee, AI is learning and expanding its abilities. Mira starts with a foundation in glass, then is trained to match your company's unique processes. This learning curve allows Mira to continually improve her abilities. Over time, her role will expand to support other A+W solutions, including A+W Smart Factory.

See Mira at GlassBuild America in Orlando—Booth #12041—and discover how AI can make your everyday work faster, smarter and easier. ■

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CRL's new Trento shower door hinge features a design with sharp edges, a narrow hinge gap and a rectangular center block. Trento can support glass doors up to 140 pounds and 40 inches wide. Trento conceals the mounting screws and includes an increased weight-bearing capacity. To reduce complexity for glaziers, Trento is engineered with advanced non-asbestos fiber gaskets that adapt to surface variations for a tight, secure fit on both %-inch and ½-inch thick glass. The hinge is available in brushed bronze, brushed nickel, polished chrome, matte black and satin brass finishes.

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440/534-6000 | AVERYDENNISON.COM

#### 03. Quoting software

Frameless Hardware Co.'s Instaguote software is a web-based configurator that allows customers to design, quote and order custom all-glass and aluminum entrances. Instaquote works to simplify the quoting and ordering process for glass and aluminum entrance systems. The platform now offers automatic glass size calculations, real-time hardware alerts, dynamic quote adjustments, full web-based access, integration with FHC's MRP system for real-time manufacturing communication, a revenue generator and more.

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#### RENT

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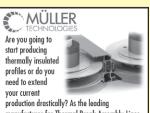
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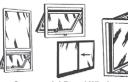
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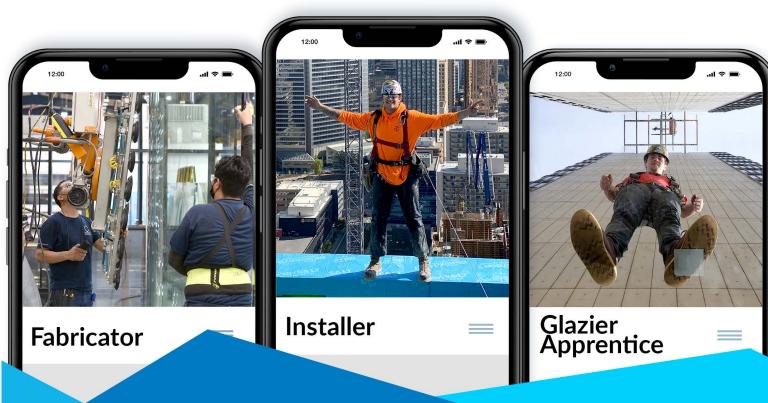
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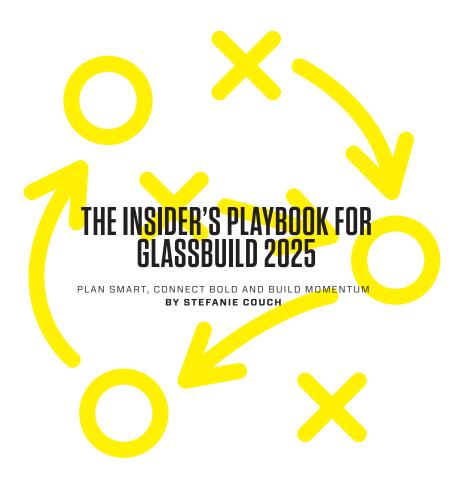


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ROI - Glass Magazine	91		
Roto North America	81		rotonorthamerica.com
Salem Fabrication Technologies Group Inc	13	800/234-1982	salemftg.com
Schweiss Doors	134	866/376-5663	schweissdoors.com
Seclock	23	800/847-5625	seclock.com
SGC International Inc.	129	866/802-8682	sgc-usa.com
Skyline Glazing Solutions	140		sgsllc.us/
Swisspacer Vetrotech Saint-Gobain	122		
TBP Converting, Inc.	89, 107	800/850-3338	tbpconverting.com
Technical Glass Products	5	800/426-0279	fireglass.com/matters
Technoform North America	95		technoform.com
UNELKO Corp.	111	800/528-3149	glasscareexperts.com
Vibrantz Technologies	28		vibrantz.com
Viprotron North America Inc.	47	313/384-3855	viprotron.com
Viracon	113		viracon.com/bird-friendly
Vitro Architectural Glass	148		vitroglazings.com/birdsmart
Walker Glass Co., Ltd.	75		walkerglass.com
Wood's Powr-Grip Co., Inc.	59		wpg.com
World of Glass	42		glass.org/world-glass-map
YKK AP America, Inc.	93		ykkap.com
Zenex International	118		zenexint.com



've been to a lot of events and trade shows. One thing is for sure: just showing up isn't enough. GlassBuild America 2025 isn't just another date on the calendar. It's where serious players in glass, windows, and doors show up to get sharper, connect with the right people and stay ahead. But the ones who walk away with traction? They don't wing it. They show up with a plan.

Most people walk into trade shows and walk out with a backpack full of catalogs and a few business cards they'll never follow up on. Here's how to walk out with momentum. Start before you land at the event. Know who you want to meet. Map out which booths matter to your business. Focus on the ones debuting new solutions, not just the names you already know. You'll find value in places you didn't expect.

GLASSBUILD 2025 HAPPENS NOVEMBER 4 TO 6 IN ORLANDO. BOOK THE FLIGHT. MAKE A PLAN. SHOW UP READY. AND WHEN YOU DO? COME FIND ME.

Before you even hit the floor, ask yourself one question: What's the biggest problem you're trying to solve in your business right now? Is it product-related? Hiring? Lead follow-up and sales? Customer experience? That answer should guide how you spend your time at the show. Don't just browse. Hunt for the conversations, tools and ideas that can

help you fix what's holding you back.

GlassBuild is packed with opportunity. You'll find real solutions, expert-led sessions, strategy workshops, tech previews, hands-on challenges, and no shortage of people who've already figured out the thing you're still trying to solve. Whether you're there to learn, connect, or make bold moves, this is the place to do it.

This year, you'll see a strong focus on automation, smarter systems, artificial intelligence tools and new ways to integrate sustainability into your work. But the most important thing won't be what's on the floor. It will be who's on the floor. Some of the best business moves I've made started in casual networking conversations. The kind where someone shares what's working for them right now, and you walk away with an idea you can use tomorrow to make your business better.

While planning your GlassBuild schedule, ensure you make space for visibility. Share what you're learning. Post a takeaway from a session on LinkedIn. Snap a photo of a product that caught your eye. Tag a new connection you met at the show. Being visible shows your team, your vendors, and your customers that you're paying attention.

I'll be speaking twice at the Main Stage events and will be on the floor with my media team, highlighting companies doing great work and helping bring those stories to light. If you see us on the floor, come join the conversation. GlassBuild 2025 happens November 4 to 6 in Orlando. Book the flight. Make a plan. Show up ready. And when you do? Come find me. I won't be watching from the sidelines. I'll be on the floor, turning conversations into momentum.



Stefanie Couch is a leader in the construction industry, heading Build Women and Grit Blueprint. With exper-

tise in millwork, windows and doors, she is the 2025 Brand Ambassador for GlassBuild America. Connect with her at stefaniecouch.com.

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