



# Super-Sized

## When Glass Week and BEC Combine, Great Things Happen

### One week. All glass. Can it get any better than that?

Not according to the Glass Association of North America (GANA). GANA is revving up for Glass Week 2008, to be held February 13-17, 2008, at the Rio in Las Vegas—and the Building Envelope Contractors (BEC) Conference, February 17-19, 2008. Dubbed “the Super Conference” by GANA president Andrew Gum, this year joins Glass Week and the BEC Conference into one event, bringing together manufacturers, fabricators and the industry’s leading glazing contractors.

Nearly 1,000 industry leaders are expected to attend the week-long event.

“As the commercial glass and glazing industry continues to progress with significant technological and management enhancements emerging in the industry, we can value an opportunity to meet with our peers and assess future momentum,” says Stan Smith, executive vice president of GANA. “No other venue provides the perfect opportunity for us to do this than the combined Glass Week/BEC event.”

For more than 20 years Glass Week has been geared toward top manufacturers and fabricators in the glass and metal industry, while BEC has become a major event for the contract glazing industry.

“BEC is really the ultimate industry gathering,” says Max Perilstein, chairperson of GANA’s BEC division and vice president of marketing for Arch Aluminum and Glass. “There is no other event that brings every avenue of our industry together in one place, from glaziers to primary manufacturers and everything in between—such as fabricators, sealant and spacer suppliers and so on. Plus, in addition to the great networking setup, you also have a top-notch educational program with subjects that affect our industry every day being addressed.”

Both events have traditionally provided networking and educational opportunities, but the occasions to meet colleagues and learn the latest have doubled with this combined event.

“The bottom line is if you have any interest in staying in tune with your industry, then this is an event not to be missed,” Perilstein says.

## Enjoy Your Stay

The host hotel for this year’s combined Glass Week and BEC Conference is The Rio All-Suites Resort and Casino. Every room is a suite at the Rio, with spectacular views of Las Vegas. For more fantastic views of the towering Spring Mountains and the Las Vegas skyline, lots of fun and a terrific opportunity for networking, make plans to take part in the golf tournament. The tournament will be held at the Siena Golf Club in Las Vegas on Sunday, February 17. The shotgun start is scheduled for 12:30 p.m.

The entry fee of \$170 will include setup, driving range, scoring, prizes, box lunch and cart rental. All entries will be processed on a first-come, first served basis, and you must be a registrant to play, so make plans to attend now. The entry deadline is January 10, 2008.

For more information on these events, visit [www.glassweek.com](http://www.glassweek.com).

# Program for Glass Week and BEC Conference

Program subject to change

## **Wednesday, February 13, 2008**

8:00 a.m. – 6:00 p.m. ....Registration Open  
9:00 a.m. – 1:00 p.m. ....GANA Board of Directors Meetings  
1:00 p.m. – 2:00 p.m. ....ASC Shareholder Meeting  
2:00 p.m. – 4:00 p.m. ....ASC Board of Directors Meetings  
6:00 p.m. – 8:00 p.m. ....Board of Directors Dinner

## **Thursday, February 14, 2008**

6:00 a.m. – 8:00 p.m. ....Registration Open  
7:00 a.m. – 6:30 p.m. ....Task Group Room  
7:00 a.m. – 10:00 a.m. ....**Insulating Division Meetings**  
7:00 a.m. – 8:00 a.m. ....Marketing Committee Meeting  
8:00 a.m. – 9:30 a.m. ....Technical Committee Meeting  
Performance of IGU's - Field Correlation Study Over 25 Years  
*Speaker: Bill Lingnell, Insulating Glass Manufacturers Alliance*  
9:30 a.m. – 10:00 a.m. ....Division Meeting  
10:00 a.m. – 2:30 p.m. ....**Tempering Division Meetings**  
*Lunch sponsored by Guardian Industries Corp.*  
10:00 a.m. – 10:30 a.m. ...Membership Committee Meeting  
10:30 a.m. – 11:00 a.m. ....Marketing Committee Meeting  
11:00 a.m. – 12:30 p.m. ....Subcommittee and Task Group Meetings

- Construction Subcommittee
- Optical Distortion Subcommittee
- Engineering Standards Manual Task Group

12:30 p.m. – 2:00 p.m. ....Standards and Engineering Committee Meeting

- Side One Design Options  
*Speaker: Joseph Ryan, Ferro Corporation*

2:00 p.m. – 2:30 p.m. ....Division Meeting  
2:30 p.m. – 7:00 p.m. ....**Laminating Division Meetings**  
2:30 p.m. – 3:30 p.m. Protective Glazing Committee Update  
3:30 p.m. – 4:00 p.m. ....Membership Committee Meeting  
4:00 p.m. – 4:30 p.m. ....Marketing Committee Meeting  
4:30 p.m. – 5:30 p.m. ....Task Group Meetings

- Laminated Glazing Reference Manual Task Group
- Ball Drop Task Group

5:30 p.m. – 6:30 p.m. ....Technical Committee Meeting  
6:30 p.m. – 7:00 p.m. ....Division Meeting  
7:00 p.m. – 9:00 p.m. ....Reception

## **Friday, February 15, 2008**

6:00 a.m. – 7:00 p.m. ....Registration Open  
7:00 a.m. – 5:00 p.m. ....Task Group Room  
7:00 a.m. – 10:00 a.m. ....**Decorative Division Meetings**  
*Breakfast sponsored by ICD High Performance Coatings*  
7:00 a.m. – 7:45 a.m. ....Membership Committee Meeting  
7:45 a.m. – 8:30 a.m. ....Marketing Committee Meeting  
8:30 a.m. – 9:30 a.m. ....Technical Committee Meeting

9:30 a.m. – 10:00 a.m. ....Division Meeting  
10:00 a.m. – 1:00 p.m. ....**Mirror Division Meetings**  
10:00 a.m. – 11:00 a.m. ....Promotions Committee Meeting  
11:00 a.m. – 12:00 p.m. ....Technical Committee Meeting  
12:00 p.m. – 1:00 p.m. ....Division Meeting  
1:00 p.m. – 4:00 p.m. ....**Flat Glass Manufacturing Division Meeting**  
4:00 p.m. - 6:00 p.m. ..**Fire Rated Glazing Council Meeting**  
7:00 p.m. – 8:00 p.m. ....Cocktails (Cash Bar)  
8:00 p.m. ....Formal Dinner  
Dress Code: Suit and Tie for men, complimentary dress for women. Seating arrangements are made through the GANA office.

## **Saturday, February 16, 2008**

7:00 a.m. – 1:00 p.m. ....Registration Open  
7:00 a.m. – 5:00 p.m. ....Task Group Room  
8:00 a.m. – 12:00 p.m. ....General Session  
8:00 a.m. – 10:00 a.m. ....GANA Membership Breakfast Meeting  
10:00 a.m. – 11:00 a.m. ....Countdown to Teamwork  
*Speaker: Mike Mullane, Keynote Speaker*

Using gripping and sometimes hilarious real-life experiences from his Air Force and NASA careers, and with captivating NASA video, Colonel Mullane motivates his audience on the practice of responsibility and accountability, on leadership and trust building, on setting lofty goals and overcoming obstacles to achieve those goals. His success comes from the fact that he uses real and very memorable events from the space program to drive home hard-hitting lessons on teamwork and leadership.  
11:00 a.m. – 12:00 p.m. ....Development of New Glass Technology for a 300,000-Square-Foot Point-Supported Glass Wall (The New Bangkok International Airport)  
*Speaker: Richard Green, P.E., and Stanley Yee, The Façade Group, LLC*

Traditionally point-fixed glass has been fully tempered. There is a growing reluctance to use tempered glass in high level glazing due to nickel sulphide. This is particularly true for point-fixed glass where a panel is less likely to remain in place after shattering. Systems that provide secondary retention, such as laminated glass, are becoming favored. There has been little documented work on the capacity of heat-strengthened laminated glass in point-fixed applications. As part of the design background, for the new Bangkok International Airport, research, computer modeling and physical testing were carried out. This presentation outlines the process taken to validate the use of heat-strengthened laminated glass for this project.

# Program for Glass Week and BEC Conference

Program subject to change

## Sunday, February 17, 2008

7:00 a.m. – 1:00 p.m. ....Registration Open  
7:00 a.m. – 5:00 p.m. ....Task Group Room  
8:00 a.m. – 10:00 a.m. ....Glass Week Breakfast  
9:00 a.m. – 11:00 a.m. ....BEC Division Technical  
Committee Meeting

Sponsored by J.E. Berkowitz, LP

9:00 a.m. – 11:00 a.m. ....General Session  
9:00 a.m. – 10:00 a.m. ....Your Money, Your  
World, Your Family ... The Future

Speaker: Jeff Thredgold, CSP, Keynote Speaker

Take an entertaining, informative and humorous tour of the United States economy, financial markets, education, employment, competition, government, the global economy, technology and the future. Critical issues facing the industry will also be addressed.

10:00 a.m. – 11:00 a.m. ....Innovative New Applications for  
High Transmission, Low-Iron Glass

Speaker: Chris Barry, Pilkington North America, Inc.

Placing solar/optical control coatings on high visible transmission, low-iron content glass can give unique added performance values to existing glazing products. Unique, new examples will be given for enhancement of visual/optical properties and for improvement of solar control and thermal properties.

12:30 p.m. – 5:00 p.m. ....Golf Tournament  
6:00 p.m. – 8:00 p.m. ....BEC Welcome and  
Golf Awards Reception

Sponsored by ACH Glass Operations and Kawneer Company, Inc.

## Monday, February 18, 2008

6:30 a.m. – 5:00 p.m. ....Registration Open  
7:00 a.m. – 8:00 a.m. ....Continental Breakfast  
8:00 a.m. – 5:00 p.m. ....General Session  
8:00 a.m. – 8:15 a.m. ....Welcome  
Speaker: Max Perilstein, BEC Division chairperson, Arch  
Aluminum & Glass Co. Inc.  
8:15 a.m. – 9:15 a.m. ....Creating "Moments of Magic"  
for Your Customers

Speaker: Shep Hyken, Keynote Speaker

Sponsored by Wausau Window and Wall Systems

This presentation focuses on how important service is in today's world. Topics include parallels between selling and service, meeting and exceeding expectations, handling confrontations, building relationships and more. Shep Hyken, Certified Speaking Professional, is a speaker and author who works with companies and organizations who want to build loyal relationships with their customers and employees. His articles have been read in hundreds of publications, and he is the author of "Moments of Magic" and "The Loyal Customer." He is also the creator of "The

Customer Focus" program which helps clients develop a customer service culture and loyalty mindset.

9:15 a.m. – 9:45 a.m. ....Communication Break  
9:45 a.m. – 10:45 a.m. ...Structural Glazing Survey & Repair  
Speaker: Joseph Solinski, Stone & Glazing Consulting  
10:45 a.m. – 11:45 a.m. ....Designing for Blast,  
New UFC-DOD Standard

Speaker: Raj Goyal, Graham Architectural Products Corporation

Goyal will explain the UFC4-010-01 UFC-DOD requirements for October 2003, January 2007 and GSA/DOD test requirements and certification programs and overall requirements of blast buildings. He will also discuss the importance of details, such as the glass design, frame design, anchors and anchor calculations, threat level protection and the relationships of charge and weight distance to pressures and impulses. The presentation will also include before and after videos of protected and unprotected windows and an explanation of why glass and glazing companies cannot afford short cuts.

11:45 a.m. – 1:00 p.m. ....Luncheon  
1:00 p.m. – 1:30 p.m. ....Protecting Exterior Fenestration &  
Glazing Surfaces with Applied Protective Coatings

Speaker: Mike Burk, Edgetech IG

Exterior surfaces of fenestration and glazing are often damaged during construction and post-construction cleanup. This presentation will review the reasons for the damage including excessive construction dirt and debris, glass surface conditions and inappropriate cleaning techniques. Several options for protecting these surfaces will be discussed.

1:30 p.m. – 2:15 p.m. ....Construction Law Developments  
in 2007 That Will Allow You to  
Be More Profitable in 2008 – PART I

Speaker: Richard D. Kalson, Esq., Thorp Reed  
& Armstrong, LLP

The presentation will focus on developments and new trends in construction law in 2007 that will place GANA members in a position to be more profitable in 2008. Selected topics will include key contractual provisions, including contractual clauses, to avoid unenforceable contractual provisions; failure to reach a valid contractual agreement; claims for unforeseen conditions; lien claims; payment bond claims; Prompt Payment Act claims; claims against design professionals; prevailing wage issues; and licensing issues.

2:15 p.m. – 3:15 p.m. ....Design, Development and  
Implementation of a 300,000-Square-Foot Point-Supported  
Glass Wall (The New Bangkok International Airport)

Speakers: Richard Green, P.E., and Stanley Yee, The Façade Group

3:15 p.m. – 3:45 p.m. ....Communication Break  
 3:45 p.m. – 4:30 p.m. ....The Application of the Rainscreen  
 Principle with Current Construction Practices  
*Speaker: Ted Derby, Pohl Inc. of America*

The presentation introduces the rainscreen principle and the practical applications in the current construction market. Derby will show projects using this system with all types of metal panel and glass.

Beer Break

*Sponsored by W&W Glass, LLC*

4:30 p.m. – 5:00 p.m. ....Systems and Glass ...  
 Which System Fits Your Business

*Speaker: Jim Fairley, Colonial Glass Solutions*

There are many systems out there to choose from. Each has its own unique feature. The “buzz” systems are Six Sigma, Lean Manufacturing and Theory of Constraints. Hear descriptions of personal system experiences and anecdotes gained through 32 years in the glass industry.

6:00 p.m. – 8:00 p.m. ....Closing Reception  
*Sponsored by Viracon*

## **Tuesday, February 19, 2008**

6:30 a.m. – 11:00 a.m. ....Registration Open  
 7:00 a.m. – 8:00 a.m. ....Continental Breakfast  
 8:00 a.m. – 12:00 p.m. ....General Session

8:00 a.m. – 9:00 a.m. ....Teamwork: The Winner’s Goal  
*Speaker: Mike Eruzione, Keynote Speaker*

*Sponsored by Guardian Industries Corp. and Tubelite Inc.*

Mike Eruzione served as the captain that led the 1980 United States Olympic Hockey Team to its gold medal victory in Lake Placid, N.Y. The highlight of the games for Eruzione was scoring the game-winning goal against the Soviet Union. The victory against the Soviets advanced the U.S. hockey team to the gold medal game where they beat Finland to win the gold medal.

9:00 a.m. – 9:30 a.m. ....Communication Break  
*Sponsored by Dow Corning Corporation*

9:30 a.m. – 10:15 a.m. ....Energy Modeling  
*Speaker: Patrick Muessig, Azon USA*

10:15 a.m. – 11:15 a.m. ....Four-Sided Structural  
 Silicone Glazing

*Panel: Bruce Werner, Curtain Wall Design & Consulting, Inc.,  
 Peter Poirier, Tremco Inc.*

11:15 a.m. – 12:00 p.m. ....Construction Law  
 Developments in 2007 That Will Allow You to  
 Be More Profitable in 2008 – PART II

*Speaker: Richard D. Kalson, Esq., Thorp Reed  
 & Armstrong, LLP*

Presentation will focus on developments and new trends in construction law in 2007 that will place GANA members in a position to be more profitable in 2008. ■



## **Upcoming GANA Events**

### **Glass Week**

February 13-17, 2008

The Rio All-Suites Resort and Casino  
 Las Vegas

### **BEC Conference**

February 17-19, 2008

The Rio All-Suites Resort and Casino  
 Las Vegas

### **Glass Fabrication & Glazing Educational Conference**

April 21-23, 2008

Monte Carlo Resort and Casino  
 Las Vegas

### **GANA Fall Conference**

September 8-10, 2008

Wyndham DFW Airport North  
 Dallas, Texas

