

New Member Company Profiles

So, you've read the GANA Spring Supplement featured in the March issue of **USGlass** and you liked what you read. Now you're thinking that membership may be just what your company needs. But if you're still not quite sure, here you can read first-hand why some companies chose to join GANA over the past year. In addition, you can also read about GANA member company products in the special product spotlight that follows the profiles.

Member Profile: **BEC Division** **Chicago Heights Glass, Chicago**

Steve Toth, senior project manager of Chicago Heights Glass Inc. in South Holland, Ill., joined the Glass Association of North America (GANA) just about a year ago, before the 2006 BEC Conference. Toth confessed that it was the conference that convinced him to join the association: "To be honest with you, it was probably to save on the registration for the BEC."

Currently a member of the BEC division, Toth explains that the conference was the first benefit he saw of being a GANA member.



"We attend BEC annually. The networking that happens there is very good, we see a lot of new faces, hear about some new products and stuff like that, so that's definitely beneficial," he says.

While the conference had been a big motivation to join the association, Toth is learning about additional benefits GANA has to offer his company, which does window design, fabrication and installation.

"To me, the most important thing is having a document from an industry association," he says.

He explains that having an industry association with the credibility to establish industry standards strengthens his position with his customers and allows him to educate

architects and building owners on the issues that his company faces.

"Even something as simple as glass handling, how to handle breakages, cleaning mirrors ... there's a lot of credibility when I go to my customer and I tell him I can't do something because of reason A, B or C. They may think I'm just being difficult, or don't want to do it, or I don't have the materials, whatever the case may be. I present one of the documents—it's like a 'get out of jail free card for me.' [It says] 'this is why, the industry says this is poor practice to do so, you tell me to do otherwise and I'll do it, but you buy into all the problems associated with it.'"

Toth says he is particularly looking forward to the final copy of a document being drafted on key elements of fenestration system shop drawings.

"It will, for me, be tremendously useful in defining scope," Toth says. "When we have to outsource our engineering for our shop drawings, just attaching that document to our purchase order I think is going to be extremely beneficial. It's good to see that there's a document out there which quantifies everything that should be in a set of shop drawings."

Member Profile: **Flat Glass Manufacturing** **SCHOTT North America Inc.,** **Elmsford, N.Y.**

SCHOTT North America Inc., based in Elmsford, N.Y., is one of the newest members of GANA's flat glass manufacturing division.

"We joined GANA because we feel it is important to further the use of special glass and value-added glass and glass-ceramic products for architectural purposes," says Barbara Augenblick, director of marketing communications, North America. "In addition, we are looking for GANA to provide a forum where we can join with others in the industry to influence the codes and standards, as well as evaluate changes."

Through its GANA membership, staying up-to-date with the changes in the building codes and standards, as well as getting a better understanding of the codes, is just one area of importance to SCHOTT. "We are also looking to GANA to provide market and trend information so we

can develop products that will meet the needs of today and beyond,” says Augenblick. “We also hope that our membership will provide a channel for us to join forces with the industry so we can have a voice in matters that affect the specialty glass and glass-ceramic industry.”

Being so new to the membership and activities that GANA offers, SCHOTT has not yet had the opportunity to participate in many of the group’s educational events and programming, but Augenblick says her company is looking forward to those benefits. “We did participate in Glass Week, which was a highly positive event,” she says.



A major focus area for SCHOTT, a manufacturer of fire-rated glazing products, is involvement in the recently-created Fire-Rated Glass Committee. “We also plan to become involved in the tempering and laminating divisions,” says Augenblick. “Safety is a main concern of ours; it’s our intent to deliver specialty glass products that provide architects with freedom of design and at the same

time do not compromise safety. We look forward to working with GANA to help further the development of specialty glass and glass-ceramic products for the architectural market.”

Member Profile: Decorative Glass Division Indiana Art Glass, Indianapolis

In recent years, decorative glass has become an increasingly popular product within the architectural community. Offering practically limitless design possibilities, the opportunities for glass companies is vast when it comes to decorative glass. Until recently, though, there were few education and information resources available. After much discussion, and numerous requests, GANA created a division last year that would focus specifically on decorative glass. The new division held its first formal meeting last September, and one company that joined GANA with the goal of becoming involved with this division in particular was Indiana Art Glass, which is located in Indianapolis. The company produces high-end, custom art glass for a variety of applications.

Greg Thompson, owner, says his company made the decision to join last fall for two reasons; one being the addition of the decorative division.



“Secondly, we wanted to add our input to the community and hear what others in the community had to say.” He also says he hopes to be able to expand his company’s network of industry connections.

So far, Thompson says his company’s experience has been positive, and he is serving as the division’s technical committee chairperson.

“[The committee] is laying the groundwork for the quality of all art glass across the board,” he says. “Our goal is to get GANA members involved with writing and establishing quality assurance guidelines for [decorative] products.”

Still, as with all GANA division activities, there are many benefits and advantages that come with association involvement—and not just for individual companies, but industry-wide. For Thompson, one of the biggest advantages he sees is being able to ultimately supply end-users with high-quality decorative glass and finding ways to streamline production processes. “In turn, this will benefit the end user by helping us to establish more competitive pricing,” Thompson says.

ANA Member Company Spotlight Products

Three Kawneer Products Pass Florida's Test

Kawneer Co. Inc. in Norcross, Ga., received certification for five new Miami-Dade Notices of Acceptance (NOA) and three new Florida Product Approvals (FPA – rule 9B-72 for statewide approval) for three products.

The company's 7225/8225TL Isolock® heavy commercial windows, with the option for thermally broken (8225TL) and non-thermally broken (7225) systems, passed the large and small missile tests and were approved as FL 6206, NOA 05-0725.06 and NOA 05-0725.07. Designed for high-performance use in condominiums, lofts, apartments and hotels, the 2000T terrace doors passed the large missile test and were approved as FL 6210 and NOA 04-0120.04. The 1600 Wall System®1, a stick-fabricated, pressure-glazed

curtainwall for low- to mid-rise applications has passed the large and small missile tests, and has been approved as FL 5388, NOA 06-0320.19 and NOA 06-0320.20.

► www.kawneer.com

Guardian Offers New Low-E Technology

Guardian Industries in Auburn Hills, Mich., introduced ClimaGuard 55/27, a low-E glass for residential windows that offers enhanced solar control, as well as improved interior light quality and a non-reflective, neutral appearance.

ClimaGuard 55/27's high performance in comfort and energy efficiency is accomplished through a reduction in solar heat gain and lowering glass temperature during the cooling season. It also offers the lowest available U-factor and warm glass surfaces. The company says the glass offers an unprecedented level of interior light glare reduction without sacrificing the preferred neutral aesthetics of the windows.

► www.guardian.com

Fenzi Seals the Deal

Fenzi North America in Toronto offers a vast range of sealants, including the Thiover, a two-component polysulphide sealant specifically for insulating glass, which adapts to automated and manual application methods.

The range of Fenzi sealants also includes other products such as the Butylver butyl sealant, which features high moisture resistance, and the hot-melt sealant Hotver, which the company says is suitable for manufacturers seeking simplicity and ultra-fast catalysis times.

The company's Decover line of paints, for the cold decoration of glass, are designed for applications in which the painted glass surface is not at risk of being damaged. According to the company, Decover paints feature a range of vibrant colors, with the potential for special effects (metallic, iridescent, sanded, etc.) and custom shades.

► www.fenzigroup.com



Binswanger Updates ScarGuard

Binswanger Mirror Co. in Grenada, Miss., updated its ScarGard Surface Protected Mirrors. Second Generation ScarGard2 is a chemical treatment used to transform naturally porous glass surfaces into harder, smoother surfaces. The molecular structure of the glass is affected so slightly that it can be cut as easily as glass that is unprotected, according to information from the company.

► www.binswangermirror.com

Aluminum Composite Sparks Interest

Alucobond® naturAL from Alcan Composites USA Inc. of St. Louis is available in three surfaces: naturAL Sparkling, naturAL Brushed and naturAL Line. Alucobond naturAL materials feature finely textured surfaces that scatter light



for a close-up visual effect while retaining the look of aluminum from afar. Building entrances, columns and pylons can make bold architectural statements while retaining all of the cost-effective features of an aluminum composite material.

► www.alcancompositesusa.com

MaxBlock™ Sunshades Maximize Energy Efficiency



Tubelite Inc. in Grand Rapids, Mich., introduced MaxBlock Sunshades to reduce solar heat gain by shading vision glass areas while allowing in natural daylight. The sunshades can lower building cooling costs and energy use attributed to air conditioning significantly, according to the company. In addition, MaxBlock Sunshades can contribute to LEED program points—specifically, for reducing building energy costs for cooling while supplementing

interior lighting.

The sunshades are designed for use with the Tubelite 200 and 400 series curtainwalls and are available in a variety of styles. Finishes are available to match or contrast with Tubelite curtainwall framing.

▶▶ www.tubeliteinc.com.

Benteler Introduces New Drilling Machine

Benteler in Fort Wayne, Ind., now offers the NC2 machine, which is equipped with separate drilling and milling spindles that the company says provide fast and robust processing. Hybrid bearings specifically designed for milling allow for working speeds in excess of 20 inches (500mm)/minute at 15,000 rpm.



Options are also available for dual independent drilling heads (upper and lower). The company says this doubles performance speed when drilling holes on the same axis. The NC2 processes a typical shower door (two hinge notches, two holes) in under 3 ½ minutes including seaming, according to the company. The machine also features 20 tool positions.

▶▶ www.benteler.com

GASP Measures Stress Non-Destructively

The GASP® polarimeter from Strainoptics Inc. of North Wales, Pa., enables manufacturers of tempered or heat-strengthened glass to inspect and measure surface stress easily and non-destructively per ASTM C1048 and C1279.

GASP instruments are designed to confirm full tempering by providing a measurement of surface compression within the glass. The polarimeters are also used in safety glass applications to optimize furnace settings.

▶▶ www.strainoptic.com



Noveon Offers TecoFlex® AG-8451 Optical Polyurethane Protective Interlayer

TecoFlex® AG-8451 optical polyurethane protective interlayer available from Wilmington, Mass.-based Noveon is a security glazing interlayer designed to withstand a range of impacts from bullets to forces of nature.

According to the company, TECOFLEX AG-8451 TPU is the only TPU protective interlayer that is UL-tested and recognized for meeting UL 752, Levels 1-8.

In addition, the interlayers contain UV protection and can screen out more than 99 percent of UV radiation.

▶▶ www.estane.com

