

AGC Flat Glass Sells Fabrication Operation to Glaz-Tech Industries

AGC Flat Glass North America Inc. has sold the operations at its Albuquerque, N.M., plant to Tucson-based Glaz-Tech Industries. Glaz-Tech is a glass product distributor that has multiple locations in the Southwestern United States. It assumed control of the glass fabrication operation in November.

"The Albuquerque fabrication facility has struggled to meet our expectations in recent years," says Brad Kitterman, president and chief executive officer of AGC Flat Glass North

America. "The combination of increased costs and inconsistent demand led us to decide we should sell this glass fabrication operation."

Glaz-Tech plans to operate the Albuquerque facility with the existing workforce, equipment and fleet.

According to its vice president, Alex Miramontez, Glaz-Tech "hopes to be able to service the market a little bit better" by expanding the products offered at the Albuquerque plant. He stated that Glaz-Tech will continue to carry AGC products, but also will expand to include products

from Guardian, Versalex, PPG and Vitro.

The Albuquerque plant may not be the only sale by AGC. As Kitterman explains, "AGC was also reviewing options on the possible sale of its fabrication operations in Tulsa, Okla."

Intermac Canadian Dealer Network Continuing to Expand

Intermac has signed an agreement with Derusha Supply Inc. to represent Intermac products in the Quebec and Maritime provinces.

Headquartered in Stanstead, Quebec, Derusha Supply has specialized in products, tools and equipment for the stone industry for 30 years. Under the terms of the agreement, Derusha will take on the complete line of Intermac equipment.

Intermac's parent company, Biesse S.p.A. of Pesaro, Italy, is making substantial investments in Canadian subsidiaries Biesse Canada and Intermac Canada. In addition to working actively to strengthen its Canadian dealer network—Canadian corporation J.R. Normand Inc. signed on as a distributor this past summer—the company also is bolstering its manpower in Canada to keep up with increasing demand. A new office, where both Biesse Canada and Intermac Canada will operate, opened in Toronto at the end of 2007.

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Arch Aluminum & Glass Holds Open House

Arch Aluminum & Glass celebrated the new addition to its Houston facility with an open house on November 15, 2007. Customers and vendors toured the expanded facility, which now has 30,000 more square feet than it did previously.

"We are very proud of this operation, and with the additional space and equipment they will be able to service the customer base better than anyone in their market," says Arch vice president of operations Rick Silverstein.

Additionally, Arch offered several classes about hurricane-resistant materials, as the issue has become a major concern for the region.

"With our industry leading experience from our Florida HQ, no one is better positioned than Arch to take the lead in hurricane material service than Arch," says Jeff Ziesche, director of aluminum operations.

The Houston branch is one of five facilities throughout the state of Texas that service both glass and aluminum needs.



Arch's Houston facility now has an additional 30,000 square feet.

briefly ...

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