



# The Best View

Texas Glass Association/North Texas Division November 2022

## 2022 Board of Directors

**President, Kristina Varela**

**Dallas Flat Glass Distributors**

1304 Champion Circle

Carrollton, TX 75006

Phone: 972-506-9580

Fax: 972-506-9585

**Vice President, Brian Risinger**

**Country Glass & Mirror, Inc.**

1250 US-80 East

Mesquite, TX 75149

Phone: 972-216-9100

**Treasurer, Austin Jones**

**PGP Design Center**

921 N Riverfront Blvd. Ste. 300

Dallas, TX 75207

Phone: 888-747-1161

**Secretary**

**Past President, Chris Hill**

**Oak Cliff Mirror & Glass Co., Inc.**

2202 N. Beckley Ave.

Dallas, TX 75208

Phone: 214-747-4875 Ext: 224

Fax: 214-747-4878



**TGA – NTD Annual Christmas Casino Night  
& Santa’s Helpers Toy Drive  
December 2, 2022**

**Renaissance Dallas North Hotel  
Registration & Cocktail Hour 6:00pm  
Party starts at 7:00pm**

**Click link for Registration & Sponsorship Forms**

<https://acrobat.adobe.com/link/review?uri=urn:aaid:scds:US:9f905114-2f51-3e23-998b-2d104958b36a>



- **TGA – NTD Christmas/Casino  
Friday, December 2, 2022**

★★★★★★★★★★

# Letter from the President



Greetings from the President

To our members:

This month we are looking forward to our Lunch and Learn on Wednesday, November 16<sup>th</sup> presented by Amber Jones. She will be covering all things Commercial Glass as well as sustainable glass solutions so be sure to sign up by emailing [mordonez@specifygpc.com](mailto:mordonez@specifygpc.com) if you haven't already!

In just a few short weeks, on December 2<sup>nd</sup>, we will be hosting our annual Christmas Casino Toy Drive & Awards Banquet (say that 5 times fast! Ha!). Last year was a record year for attendance so register early and reserve your spot! We have a NEW LOCATION and will be at the Renaissance Dallas North Hotel (635 and Luna) this year so be sure and check out those details on the registration forms in this newsletter.

This month we also welcomed 3 new board members to the table! Please join me in welcoming:

- Tristan Bonner with TBP Converting
- Robert Heffernan with Binswanger Glass
- Rachel Tillbrook with Southern Stretch Forming

We are excited to have some fresh faces and perspectives and look forward to the continued growth of this organization. There are still a couple seats open to any members that would like to serve on the board so if you are interested, please contact me at [kristina@dfgdbiz.com](mailto:kristina@dfgdbiz.com). I would love to answer any questions you may have!

As we prepare for the bustling holiday season, just remember "The best way to spread Christmas cheer, is by singing loud for all to hear!" – Buddy the Elf

See y'all soon!

Sincerely,

*Kristina Varela*

President 2021-2023



Welcome

NEWEST  
BOARD  
MEMBERS



RACHEL TILLBROOK



Southern Stretch Forming



ROBERT HEFFERNAN

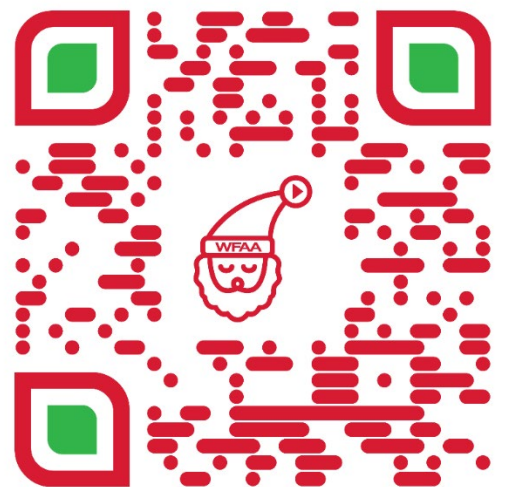


TRISTAN BONNER



We are running our annual toy drive at the  
TGA – NTD Christmas Casino Party.

Need gift ideas? Scan the QR code for  
Santa's Helpers Amazon Wish List



## 2022 Texas Glass Association – North Texas Division Christmas Casino Night and Santa's Helpers Toy Drive

This year our Christmas Party will be on *Friday, December 2, 2022* at the *Renaissance Dallas North Hotel at 1590 Lyndon B Johnson FWY, Dallas, TX 75234.*

We want this to be fun evening for you and your guests to enjoy with others we share this industry with. The TGA-NTD is your organization and we appreciate everything you do all year to make this event and others possible.

Join us for a great night with great food as we celebrate! We will be running our annual **toy drive** so make sure and bring your toys to receive a raffle ticket for every **\$5** value. We will hear from speakers of the amazing charities you helped throughout the year and give some awesome door prizes away! After dinner we will scoot on down to try our luck at the TGA-NTD Casino and Raffle!

Date: December 2, 2022  
Start time: 7:00pm  
Location: Renaissance Dallas North Hotel  
1590 Lyndon B Johnson Fwy, Dallas, TX 75234  
Cost per person: **\$60.00 – member**  
**\$80.00 – non-member**

A special discounted room rate of **\$115** is available under the North Texas Glass Association room block. **You must make your reservation with the hotel directly by calling or clicking the link below BEFORE November 10<sup>th</sup>!!**  
[Book your group rate for North Texas Glass Association](#)

**REMEMBER for every unopened toy with a value of \$5.00 or more, you will receive a raffle ticket to win great gifts!**

### Donation & Sponsorship Levels and how it works:

Our Sponsors and donations are what make this night possible. We've combined the sponsorships with free advertising to allow you to write it off as an advertising expense. We also accept Checks made out directly to Santa's Helpers!

Our grand prize will be \$500 in cash! Among other highly sought after gifts like, a YETI cooler, gift certificates to great restaurants, electronics, items for the home, designer jewelry and more. If there is something you want a chance to win, let us know! Email [kristina@dfgdbiz.com](mailto:kristina@dfgdbiz.com) with your suggestion or donation!

The Christmas Dinner and Casino Night is a non-profit function and the TGA members appreciate any support you are able to contribute.

Sincerely,  
Kristina Varela



**2022 Texas Glass Association – North Texas Division**  
**Christmas Casino Night and Santa's Helpers Toy Drive**  
**Donation and Sponsorship Levels**

**CORPORATE SPONSORSHIP:**

**\$1,500.00**

- Entitles company to name recognition as a CORPORATE sponsor throughout the evening.
- Dinner prize given away in your honor AND Casino prize to be raffled in your honor
- Free entry to the Christmas Party (up to 6 individuals).

**PLATINUM SPONSORSHIP:**

**\$1,000.00**

- Entitles company to name recognition as a Platinum sponsor during the evening.
- Dinner prize given away in your honor
- Free entry to the Christmas Party (up to 2 individuals).

**GOLD SPONSORSHIP:**

**\$500.00**

- Entitles company to name recognition as a Gold sponsor during the evening.

**RAFFLE PRIZE SPONSOR: (provide 1 prize valued at \$100 or more)**

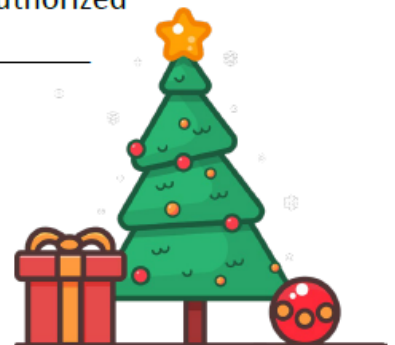
**\$100.00 (+)**

- Announcer will announce a "Thank you to – your company name" and prize during casino raffles
- Sponsor card with your company logo next to your prize on the table
  - Note: Prize must be dropped off to Kristina NO LATER than: Wednesday, November 30, 2022

By signature, I, (name) \_\_\_\_\_, authorized representative for (company) \_\_\_\_\_

herewith pledge the amount of, \$\_\_\_\_\_ to the 2022 TGA Christmas Party and Santa's Helpers fund raiser.

Attendee's registration is on the following page. Please send pages to [kristina@dfgdbiz.com](mailto:kristina@dfgdbiz.com) or [mordonez@specifyqpc.com](mailto:mordonez@specifyqpc.com) to register.



**2022 Texas Glass Association – North Texas Division  
Christmas Casino Night and Santa’s Helpers Toy Drive  
Registration Form**

Company Name: \_\_\_\_\_

People attending: 1. \_\_\_\_\_ 2. \_\_\_\_\_  
3. \_\_\_\_\_ 4. \_\_\_\_\_  
5. \_\_\_\_\_ 6. \_\_\_\_\_  
7. \_\_\_\_\_ 8. \_\_\_\_\_  
9. \_\_\_\_\_ 10. \_\_\_\_\_

TOTAL FOR NUMBER OF PEOPLE AT \$60.00 PER PERSON (MEMBER) \$ \_\_\_\_\_

TOTAL FOR NUMBER OF PEOPLE AT \$80.00 PER PERSON (NON-MEMBER) \$ \_\_\_\_\_

SPONSORSHIP (from previous page) \$ \_\_\_\_\_

TOTAL AMOUNT ENCLOSED \$ \_\_\_\_\_

**NOTE\*\*NEW ADDRESS AND CONTACT\*\***  
**Please make checks payable TGA/NTD and mail with the registration form to:**  
**Attn: Michelle Ordonez, 1838 Forms Dr, Carrollton, TX 75006**

If paying by Credit Card please provide information: Amount to be charged: \$ \_\_\_\_\_

Visa \ MasterCard \ American Express - Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp: \_\_\_\_\_ Security Code: \_\_\_\_\_

Billing Address/Zip code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email for Receipt: \_\_\_\_\_

**REMEMBER for every unopened toy you bring with a value of \$5.00 or more, you will receive a raffle ticket to win great gifts!**

**WE HOPE TO MAKE THIS A GREAT EVENING AGAIN! SEE YOU THERE!!**



# The Glass Show is Over, Now What?

GlassBuild America 2022 was well attended by exhibitors and guests. There was a lot of machinery on the floor and many new exhibitors. There also seemed to be more software companies than in years past as more businesses look to automate quoting, fabricating, estimating and scheduling.

Now that the show is over, it's time to get back to work.

## Follow Up

As an exhibitor, you need to make sure that you follow up on the leads you received. Send out an email to all your visitors and thank them for stopping by. Be sure to also remind them of the benefits of working with you in the future. If quotes are generated, make sure that you follow up.

This is your opportunity to learn how serious visitors are about the purchase. Find out what their timeline is and when you should schedule a follow-up. The best time to ask these questions is before sending out the quote, not weeks later. Too often, companies never make the effort to follow up on show leads. Attendees spent a lot of time and money visiting your booth, you should treat them with some importance.

## Spread the Word

If you went to the show and made a large purchase or brought in a new product line to offer your customers, tell them. Design a marketing flyer that states that you invested in new machinery, software or equipment to better serve them. Let them know that this will make you more competitive in your market.

If you found new suppliers or decided to offer new services, let your customers know. If you add new finishes or products in your showrooms, put a "NEW" sign on them to catch the customer's attention.

These are all good ways to let your customers know that you are always looking for ways to improve your business and stay on top of new trends.

Share your show experience with your employees. Let them know what new trends you saw at the show, and what people were talking about. They will pass this info on to your customers. Though the show only lasted three days, the follow-up over the next year is what will make it a success.

*By PAUL DANIELS*

# MEMBERSHIP RENEWAL

**\*\*\*Notice to all TGA/NTD Members\*\*\***

Please follow-up on your membership renewal.

If your company name is not listed, we show no record of your membership renewal.

It is only through our members we can continue to grow as an organization and provide education and training to our industry. You are the foundation of our organization. Please help serve our industry by submitting your dues.

For membership questions contact:  
Valerie Nagy at [vnagy@hartung-glass.com](mailto:vnagy@hartung-glass.com)



## Membership Renewal

WE LOOK FORWARD TO YOUR PARTICIPATION IN THE TGA/NTD. OUR SUCCESS AS AN ORGANIZATION DEPENDS ON YOUR CONTINUED SUPPORT!!

WE NEED YOU!!

ALL RENEWAL PAYMENTS GO TO THE TEXAS GLASS ASSOCIATION IN AUSTIN.

***For membership renewal mail checks to:***

TEXAS GLASS ASSOCIATION  
P.O. Box 170125  
Austin, TX 78717  
(Formerly in Houston, TX)

**Jennifer Fontana, CAE**

TGA Executive Director  
1-800-842-2762 or 512-663-6629  
Email: [jennifer@texasglass.org](mailto:jennifer@texasglass.org)  
[www.texasglass.org](http://www.texasglass.org)

**PLEASE NOTE:**

The Texas Glass Association should be set up as one vendor and the Texas Glass Association/NTD as another vendor.

***For meetings, sponsors and TGA/NTD events mail checks to:***

TEXAS GLASS ASSOCIATION/NORTH TEXAS DIVISION or TGA/NTD  
P.O. Box 541596  
Dallas, TX 75354-1596

**For questions or assistance please contact:**

**Kristina Varela**

TGA/NTD Treasurer  
Phone: 972-506-9580  
Email: [kristina@dfgdbiz.com](mailto:kristina@dfgdbiz.com)

## Advertise in the Best View

Business card	\$55.00	for three months
¼ Page ad	\$75.00	for three months
½ page ad	\$120.00	for three months
Full page ad	\$210.00	for three months

PROMOTE YOUR  
BUSINESS HERE

YOUR BUSINESS  
CARD HERE

YOUR BUSINESS  
CARD HERE



P.O. Box 2248 Cedar Park, TX 78630 [www.texasglass.org](http://www.texasglass.org)

**BUSINESS INFORMATION**

Company Name \_\_\_\_\_

Business Address \_\_\_\_\_ Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Work Phone \_\_\_\_\_ Mobile \_\_\_\_\_

Principal(s) \_\_\_\_\_ Email Address \_\_\_\_\_

Referred By \_\_\_\_\_ Date \_\_\_\_\_

**MEMBERSHIP CATEGORY**

Company primary business (check as many as apply to your business)

- Dealer/Retailer       Fabricator       Supplier       Contract Glazing
- Distributor       Manufacturer       Sales Rep       Other \_\_\_\_\_

Please check appropriate category.

- REGULAR MEMBER:** Any firm or corporation which is:
  - (a) Engaged in the furnishing, installation, replacement, or repair of glass products, including, but not restricted to architectural glass, auto glass, mirrors, and leaded glass. (b) Conducting business as a glazing contractor.
- ASSOCIATE MEMBER:** is any individual, firm or corporation engaged in the manufacturing, distribution and/or sales of glass or architectural glass products to installing glass companies/glazing contractors.
- LONE STAR PARTNER** - is a businesses or individuals that are engaged in the role of support to the glazing industry.

Included in your membership dues is enrollment in one of the TGA Divisions your company will be assigned based on the county in which your business is located. Associate Members and Regular Members whose gross sales are more than \$5 million will be members of all TGA Chapters.

**TGA MEMBERSHIP DUES & PAYMENT INFORMATION**

- Check (enclosed)
- Credit card: \_\_\_VISA \_\_\_MasterCard \_\_\_AMEX \_\_\_Discover

Name on card \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. \_\_\_\_\_

Security Code \_\_\_\_\_ Zip \_\_\_\_\_ Amount \$ \_\_\_\_\_

Billing Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

GROSS ANNUAL SALES	DUES
>499,999	\$375 <input type="checkbox"/>
\$500,000 - \$1,999,999	\$525 <input type="checkbox"/>
\$2 million - \$4,999,999	\$775 <input type="checkbox"/>
\$5 million and above	\$900 <input type="checkbox"/>
Associate Members	\$900 <input type="checkbox"/>
Lone Star Partner	\$900 <input type="checkbox"/>

\_\_\_\_\_(Initial) I certify that my company's dues category and location information are correct and agree to abide by the By-laws of the Texas Glass Association and their affiliated chapters.