



The Best View

Texas Glass Association/North Texas Division October 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

November 16th
11:30am – 1:00pm



TGA – NTD Lunch & Learn

Speaker: Amber Jones

Program: Sustainable glazing options for all things commercial glass



- **dormakaba Charity Bike Build**
Wednesday, October 26, 2022
- **TGA – NTD Lunch & Learn**
Wednesday, November 16, 2022
- **TGA – NTD Christmas/Casino**
Friday, December 2, 2022

★★★★★★★★

Letter from the President

October, 2022

Greetings from the President



To our members:

I am loving this fall weather we are finally starting to see! It's too bad we didn't have this weather at the golf tournament, but I hear that didn't stop the fun! Thank you to Wayne Kent with dormakaba and his committee for overseeing the success of this event benefiting the North Texas Veterans Initiative.

Next month on Wednesday, November 16th, join us for our last lunch and learn of year as we hear from Amber Jones on sustainable glazing options for all things commercial glass. This event is free to members as an exclusive benefit for your membership so be sure to sign up by emailing Michelle at mordonez@specifyqpc.com today!

If you haven't already saved the date for our Christmas Casino Banquet and Toy Drive, do it now! This year it will be on Friday, December 2, 2022 and will be held at the Renaissance Dallas North Hotel located at 1590 Lyndon B Johnson Fwy, Dallas, TX 75234. For more information, please see the registration pages located in this newsletter.

We still have 2 more seats available on the board of directors and would love to have you! For more information about this, please contact me or Michelle directly at kristina@dfgdbiz.com or mordonez@specifyqpc.com.

As the calendars fill up towards the end of the year just remember, you may not have time for *every*-thing but you will always have time for the *right*-things.

I look forward to seeing y'all soon!

Sincerely,

Kristina Varela

President 2021-2023



Texas Glass Association | NGA Chapter

**CALL FOR
NOMINATIONS!**



TGA Board of Directors

MAKE AN IMPACT ON THE GLASS INDUSTRY
WITH YOUR UNIQUE INSIGHT & VALUED SERVICE.

Serving on the TGA Board of Directors is a great way to share your knowledge and insight. Nominations are open! You may nominate yourself or someone else by submitting a Candidate Nomination form to the TGA Nomination Committee by October 25, 2022.

To submit a Candidate Nomination form click the link below.

<https://texasglass.org/page/2022NominatingForm>

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 10th!!**
[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 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)

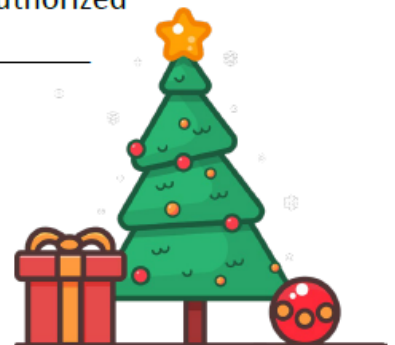
\$100.00 (+)

- 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 or 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 \$ _____

NOTENEW 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!!



PPI Prices for Glass, Glazing Manufacturing Dip in September, Year-to-Year Prices Remain High

The seasonally unadjusted prices for materials used in glass and glazing manufacturing dropped some in September compared to August 2022. Yet, year-over-year prices remain high, according to the latest Producer Price Index (PPI) from the U.S. Bureau of Labor Statistics (BLS).

In September, the monthly PPI for flat glass in the commodity category saw a marginal increase of 0.2% from August to September. Year-to-year, flat glass is up 10.3%. According to the BLS, the commodity classification “organizes products and services by similarity or material composition, regardless of the industry classification of the producing establishment.

The September index for flat glass manufacturing in the industry classification increased by 0.4% from August to September. However, that number is a decrease from July to August’s PPI of 2.4%. Year-to-year, flat glass manufacturing’s PPI sits at 20.3%. The industry classification measures “changes in prices received for the industry’s output sold outside the industry (that is, its net output).”

Prices for fabricated structural metal products dropped 0.2 percentage points in September. However, that index, in the commodity grouping, is up 14.0% from a year ago. The index for ornamental and architectural metalwork, in the industry category, dropped -0.7% from August to September. Year-to-year, ornamental and architectural metalwork’s PPI is up 20.4%.

The PPI for metal windows dropped 0.4% from August to September. The PPI for metal windows still remains high year-to-year, sitting at 28.1%. The price for metal doors and frames also dropped by 0.7%. Year-to-year, the metal doors and frames PPI sits at 21.4%

The cost of builders’ hardware, including that used in glass and glazing, remained steady. Year-to-year, the cost of builders’ hardware PPI resides at 14.5%.

Category	August 2022 to September 2022	September 2021 to September 2022
Flat Glass	+0.2%	+10.3%
Flat Glass Manufacturing	+0.4%	+20.3%
Fabricated Structural Metal Products	-0.2%	+14.0%
Ornamental and Architectural Metal Work Manufacturing	-0.7%	+20.4%
Metal Windows	-0.4%	+28.1%
Metal Doors and Frames	-0.7%	+21.4%
Builders’ Hardware	0.0%	+14.5%

Adapted from USGNN

Recession Concerns Addressed at FGIA Fall Conference

Michael Collins, of EquiNova Capital Partners LLC, addressed possible recession concerns at the Fenestration and Glazing Industry Alliance (FGIA) Hybrid Fall Conference, warning against a “wait and see” approach for businesses. While many companies are doing well, he says the U.S. has a tendency to worry itself into a recession. However, those recessions don’t last as long as they used to.

After the “strongest employment recovery we’ve ever witnessed” following the COVID-19 pandemic, Collins says the U.S. is essentially back to full employment with an unemployment rate of 3.7%. During the pandemic, unemployment reached 14.7%. To put things in perspective, unemployment was around 10% during the Great Recession and 7.8% in 1992.

“For this country, it is the strongest employment recovery we’ve ever witnessed,” he says.

But with lingering factors from the pandemic such as inflation and supply shortages, concerns of a recession may have some businesses thinking twice about executing their planned projects. That, Collins says, is a mistake.

“We can worry ourselves into a recession in this country,” he says. “We hear so much about it and then all of a sudden, it’s ‘Should I take on that new venture? Maybe I’ll tap the breaks, and wait and see.’ Those three words end up making a recession, in my opinion, at least in part a self-fulfilling prophecy.”

If a recession does occur, those conditions will not last for years as is the impression and fear of many. Collins says the reality is that recessions in the United States last 17 months on average.

“That’s coming up on a year and a half,” he says. “Importantly, as we’ve gotten better at measuring our economy, responding to changes in the economy and with all the tools we have at our disposal now, the six recessions we’ve had since 1980 have only lasted 10 months apiece.”

The reason the last recession didn’t turn into a depression, according to Collins, is that the government learned its lesson during the Great Depression. And so it flooded liquidity into the economy with the pandemic recession.

“If we’ve learned one lesson in all these years, that’s the lesson we’ve learned,” he says. In my opinion, that has resulted in shaving seven months off of the average recession, trimming it down to just 10 months.”

So, what can businesses do when there is fear of recession, but at the same time, business seems to be going well?

In the past, the government accelerated the depreciation on machinery and equipment. Collins says that provides an immediate tax benefit for businesses and that some companies even purchased equipment they didn’t need at the moment.

“Then when the economy did recover, those folks had excess capacity to meet demand and were the biggest long-term winners from the trough period of the economy to the recovery,” Collins says. “Another thing to do is take a look at hiring key sales professionals from other organizations.”

The recruited sales representative could bring a “big chunk of business with them,” all without requiring an actual acquisition of another company. Collins also says that conditions have to be just right for companies to invest time and money into new ideas and products. We could be seeing such conditions right now, he says.

“When we’ve had things as hot and as strong as we have the last 18 months, and now maybe there’s a general soft patch that lets us breathe and catch our breath, maybe that makes this one of those times,” Collins says. “One of those times that companies in our industry segment can explore new ideas and new products more than they did in the past.”

by Travis Rains

MEMBERSHIP IS IMPORTANT!!!

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

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
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

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
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CARD HERE

YOUR BUSINESS
CARD HERE



P.O. Box 2248 Cedar Park, TX 78630 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.