



The Best View

Texas Glass Association/North Texas Division September 2022

2022 Board of Directors

President, Kristina Varela
Dallas Flat Glass Distributors
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1250 US-80 East
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921 N Riverfront Blvd. Ste. 300
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Secretary, Casey Winchell
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14020 Welch Rd.
Dallas, TX 75244
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Past President, Chris Hill
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Dallas, TX 75208
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Fax: 214-747-4878



TGA – NTD CHRISTMAS/CASINO
Friday, December 2, 2022

Upcoming Events

- **TGA – NTD Lunch & Learn**
Wednesday, October 19, 2022
- **dormakaba Charity Bike Build**
Wednesday, October 26, 2022
- **TGA – NTD Christmas/Casino**
Friday, December 2, 2022

Letter from the President

September, 2022

Greetings from the President



To our members:

This month is always an exciting month for us as we look forward to hosting our 33rd Annual Golf Tournament! It will be held at the Bear Creek Golf Club and starts at 8:00 A.M. this year. Be sure to look for the registration pages with all the information in the following pages of this newsletter.

Save the date! Our Christmas Casino Awards Banquet and Toy Drive will be held on Friday, December 2nd at the Renaissance Dallas North hotel located at 1590 Lyndon B Johnson FWY, Dallas, TX 75234. Every toy gets donated to a beneficiary of Santa's Helpers AND earns you a raffle ticket for every \$5 spent.

As your board, we are always looking for ways to give back to our community. We have partnered with TGA member **dormakaba** for their upcoming Bike Build event that will build and donate 12 bikes to a local charity! To register for this event and for more information, please click the following link: <https://www2.dormakaba.com/tga-bike-build> or contact Wayne Kent at wayne.kent@dormakaba.com.

In closing, my term as President will be ending this year which means the next President could be YOU! We also still have 5 open board seats left; if you or another member you know is interested in serving on the board, please let Michelle or I know! You can contact us via email at kristina@dfgdbiz.com or mordonez@specifyqpc.com. We would love to answer any questions you may have!

I look forward to seeing y'all soon!

Sincerely,

Kristina Varela

President 2021-2023



dormakaba + Texas Glass Association Charity Bike Build

Texas Glass Association and dormakaba USA, Inc. would like to invite our colleagues to join us for dinner and a charity bike build. Registration is mandatory and space is limited so register today!

Registration link: <https://www2.dormakaba.com/tga-bike-build>

When: October 26, 2022

Time: 5:30pm

Where: The Westin Dallas Fort Worth Airport
4545 W. John Carpenter Freeway
Irving, TX, 75063

Please joins us as we team up to build bikes for charity by engaging in fun games to earn tools and parts. Our goal is to build and donate 12 bikes from this event.

Come have dinner and fun as we race to the finish line!



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>

Registration Codes.

As you've probably seen, registration is open for [GlassBuild America 2022](#) in Las Vegas. We want to be sure that TGA-NTD members know they are eligible for free access to the GlassBuild trade show floor. The TGA – NTD wants to share the special registration code below with our members, which will allow you to [register for free GlassBuild](#) trade show attendance. Your chapter GlassBuild registration code is: **NTD**

NGA and MyGlassClass.com have teamed up with MyGlassTruck to offer a special prize giveaway of a free glass rack. There's no purchase necessary and the deadline for entry to win is August 31. Members can [enter the contest](#) on the MyGlassClass.com website. TGA-NTD members are also encouraged to take advantage of member discounts on courses at [MyGlassClass.com](#).

NGA has also been very active in promoting and encouraging participation in the United National International Year of Glass (IYOG) 2022. Numerous resources have been provided to help members effectively communicate the essential role glass has and will continue to have in society. Chapter members can find these resources on the [IYOG resources page](#) at glass.org.

We encourage members to [browse the product offerings](#) in the NGA Store on glass.org.



GRAPPLING WITH RISING GLASS COSTS

Summer 2022 has brought high temperatures right alongside higher prices for everything from gas to groceries, and yes, to glass. As of May 2022 (the latest data available at press time), the Producer Price Index for flat glass was up 22 percent over two years. The flat glass PPI should show another jump in its June and July readings following 40 percent price increases on some float glass products announced by two domestic manufacturers in June.

Glass Magazine's top industry blogging voice, Max Perilstein, owner of Sole Source Consultants, covered the announcements—the first from Guardian Glass, and the second, one week later from Vitro Architectural Glass—providing perspective on the initial industry reaction to the increases, along with potential industry-wide impacts.

“The psyche of our industry right now is fragile. The back-to-back blows ... [have] people from companies of all sizes freaked out,” said Perilstein in his [June 19 From the Fabricator blog](#). “These increases and the way they are being implemented are extremely hard on all makes and models. The bigger companies have the most exposure, tons of long-term commitments to work through. The smaller have issues getting materials as is and don't have the deep pockets to ride things out.”

The blogs elicited dozens of responses and questions from industry officials in all sectors. Will the increase lead to less glass on buildings? Are project cancellations coming? Will imports increase? Are the hikes overdue after decades of price stagnation? Will smaller companies have a tougher time getting glass?

RESPONSE FROM THE INDUSTRY

A TOUGH 2023

“This news is truly unfortunate for so many of us; these substantial increases will have massive ripple effects in the industry. It is very frustrating and will significantly contribute to a very tough 2023 for all, especially the smaller companies,” said Syndi Sim, vice president, marketing and business development, Diamon-Fusion International.

BAD NEWS FOR THE SMALL GUYS

“It is extremely concerning for us smaller companies who are price locked into projects so far in advance and cannot do anything to [alleviate] the increases quickly. Just as we are trying to bring more manufacturing back to our plant, this will 100 percent push companies to imports, as we all have to do what we must to survive,” said Kevin Roth, CEO and founder of Privacy Glass Solutions, powered by Vistamatic.

CONTINUOUS PRODUCTION PROBLEM

“Float glass producers have struggled forever in the down economic periods. The continuous production of float glass makes it tough in down cycles and a lot of money is lost (running full pull, building big inventories to keep cost down, then selling at a loss to keep the warehouses from bursting at the seams). It is hard to recover when the economy improves,” said Gus Trupiano, national sales manager, specialty products, GGI.

MORE VALUE ENGINEERING

“Unfortunately, you will certainly see the use of glass shrink in scope on projects. Hello number one [value

engineering] option,” says Brad Holt, vice president at Element13 Facades.

A RESILIENT INDUSTRY

I'll close out with an excerpt from Perilstein's blog on June 26, looking at how glaziers and fabricators in the weeks following the increases. "People sat down and worked through it. Battled. ... We did see intelligent and creative work from so many to work through this the best way they could," he wrote. "We can't just hide under the covers. We have to figure it out and deal with this hand. Kudos to every sales manager or estimating head who had to make those phone calls, re-work quotes, and deal with the confusion and turmoil. There was a ton, and you dealt/are dealing with it. Good on all of you."

By Katy Devlin

THE BENEFITS OF PROTECTIVE GLASS COATINGS

Tips for the glazing contractor and the end-user



We are living in a different world. The pandemic shaped the way people view and approach everything, and the design and construction industry is no exception. In addition, sustainable building design continues to be top of mind. Designers and architects are tasked to adapt to a new normal with products that directly speak to the client's concerns while remaining stunning in both aesthetic and performance.

Glass has always been an ideal building solution owing to its broad applications, functionality, as well as the abundance of design options. Designing for durability, wellness, and ease of use places glass surface protection high on the list of value-add glass enhancements, satisfying the needs of a project both practically and visually.

Custom shower installation with direct-to-glass printed iron grid pattern plus glass surface protection. Image courtesy of [Florian Glass Service](#).

WHY PROTECT GLASS SURFACES?

Glass surface protection is an application designed to protect glass from corrosion caused by excessive exposure to water, humidity, minerals, dirt and other contaminants, all while maintaining its clarity. Depending on the capabilities of the manufacturer, glass surface protection can be used across a wide variety of interior and exterior applications for both home and commercial construction projects. Clients will enjoy its longevity, minimal maintenance, and durability.

There are various types of glass surface protection available today.



PERMANENT COATINGS

[Shower glass protection](#) coatings, similar to pyrolytic low-emissivity coatings, are permanently fused into the glass at the manufacturing level and come with a limited lifetime warranty. The coating permanently protects the glass against the typical contaminants that oxidize and dull the appearance.

These products come from the float glass manufacturer, with only one side of the glass treated with the coating. The coating is highly durable, requires no reapplication, and it must be tempered. Permanently coated products, stored prior to tempering, typically have a shelf-life lower than applied alternatives.

Some fabricators may also have issues tempering the glass, which may result in lower yields and a higher internal rate of rejection.

FACTORY-APPLIED COATINGS

These coatings are applied post-tempering by certified glass fabricators that use specialized machinery for a high-quality, uniform finish. They can be applied to one or both surfaces of most any glass type or configuration. As the coating is factory-applied, the finished products arrive complete and ready to be installed.

Factory-applied coatings offer a range of benefits for both the contractor and the end user, including protection against sun damage and staining and the elimination of the need for harsh and often toxic cleaners. This, in turn, reduces the need to replace the glass down the line.

Designed for both permanent and semi-permanent results, factory-applied coatings typically provide a 10-year limited warranty. Some coatings, such as GGI's [Enhance glass surface protection](#), offer a limited lifetime warranty for interior applications—with a 10-year warranty for exterior use.

HAND-APPLIED SOLUTIONS

Aftermarket solutions are hand-applied by the glass fabricator, glass installer, or the end user, and are available at stores like Lowes and Home Depot. These solutions can be applied to one or both sides of the glass.

The upfront cost is less than other options, but does not include labor, which can be intensive for whoever applies the solution. Additionally, time may prove this option to be the least cost-effective, as the need for periodic reapplication is common.

Because it is hand applied, the coating runs the risk of not being uniform. In the end, these provide less value to the contractor than the customer, as the customer may opt to apply the coating on their own.

For performance and value, factory-applied coatings provide the largest return on investment, saving time, reducing the need for replacements or retouches, all while satisfying the durability and wellness concerns prevalent among today's consumers. The case for glass remains strong no matter which option is chosen, for its range of functions, applications, and customizations.

MISCONCEPTIONS AND DESIGN CONSIDERATIONS

Products treated with glass surface protective coatings are not self-cleaning. These solutions do, however, make cleaning easier and they keep the glass looking cleaner and clearer, longer. The oleophobic and hydrophobic nature of glass surface protection solutions help create cleaner, healthier environments, but should not be confused with [antimicrobial glass](#).

It is important to evaluate the characteristics of the product, how it is applied, and how the warranty process works, before you purchase as these vary among suppliers.

By Brad Thurman

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

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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.