



The Best View

TEXAS GLASS ASSOCIATION/NORTH TEXAS DIVISION

www.tgantd.com

FEBRUARY

2004

EXECUTIVE BOARD OF DIRECTORS

President, Larry Mooneyham,

MGM Glass Corporation

3207 Peachtree #102

Balch Springs, TX 75180

Phone: 972-286-5141/Fax: 972-557-1760

President@tgantd.com

President Elect, Danny Goode,

Oak Cliff Mirror and Glass Corp.

2202 N. Beckley Avenue

Dallas, TX 75208

Phone: 214-747-4875

Fax: 214-747-4878

PresidentElect@tgantd.com

Treasurer, Brenda Greathouse,

Knowles Door Check

420 W Mockingbird Ln.

Dallas, TX 75247

Phone: 214-637-2896/Fax: 214-637-2917

Treasurer@tgantd.com

Secretary, Elaine Tschirgi,

SEVASA USA

100 Payne Street

Dallas, Texas 75207

Phone: 214-939-2690/Fax: 214-939-2689

Secretary@tgantd.com

Past-President, Jim Smith,

Haley-Greer, Inc.

2257-C Lombardy Lane

Dallas, Texas 75220

Phone: 972-556-1177/Fax: 972-556-1384

PastPresident@tgantd.com

1635 and Josey Lane
February's speaker will be Mr. John Wilson, Architectural Sales Manager Guardian Industries Corp. Mr. Wilson will enlighten our membership relative to Guardian's revolutionary marketing strategy to penetrate the architectural market place and still meet the ever changing needs and demands of same. Topics such as lead time sensitivity, technical support and other such issues will be addresses. He will also discuss current as well as possible future products.

Our membership should not miss this most informative as well as important session.

**Mark Your Calendar
Today for
TGA/NTD's 2004
Fishing Tournament
April 30th - May 1st & 2nd
Check-in ----- Fishing
See inside the newsletter for
more information**

**On the cover...Premier Place
- 5910 Central Expressway,
Dallas**

Haley-Greer, Inc.

**2004 TGA/NTD
Committees Chosen**

Program Committee -

Greg Oehlers - Chair; Danny Goode, Mike Efenev

Membership Committee -

Tom Blankenship - Chair; Rick Churchill, Linda Marasco, Robert Taylor

Golf Tournament Committee -

Don Moore - Chair; Jim Prater, Mark Hogan, Kevin McMillen, Maria Hanna

Fishing Tournament Committee -

Robert Taylor - Chair; Craig Hayworth, Paul Shepard, Danny B.

Reservations Committee -

Dianne Keen - Chair ; Karen Risinger, Tom Blankenship

Christmas Party Committee -

Karen Risinger - Chair; Dianne Keen, Rosemarie Mooneyham, Sandra Smith

Casino Night Committee -

Mike Efenev - Chair; Butch Sprabary, James Greathouse

Archive/Historian Committee -

Karen Risinger - Chair; Maria Hanna

Legislative Action Committee -

Johnny Lamb - Chair; Charles Risinger, Jim Smith, Rick Churchill

Newsletter/Website Committee -

Jeff Benson - Chair, Maria Hanna - Editor

FEBRUARY MEETING INFO

Tuesday, February 10th 6:00pm

Holiday Inn Select

2004 TGA/NTD

Annual Big Bass Fishing Tournament

Set for May 1st and May 2nd at Richland Chambers Reservoir. Headquarters and weigh-in will be at Clearview Marina (Phone 903-872-1442). Sign in will be Friday April 30th at the Marina. Space is limited at Clearview but additional rooms are available at Oak Cove Marina (Phone 903-972-0888).

Dinner will be sponsored by **ACI Glass Distribution**, thank you Mr. Rick Day. Beverages will be sponsored by **TJB Insulated Glass Co.**, thank you Edgar Medrano.

Call early to reserve your room! For more information contact Robert Taylor at 972-484-8892 or FishingTournament@tgantd.com

Many thanks to Beth at the Ole' Back Porch in downtown Wylie and Pam Clark of Beauty Control for the lovely door prize donations for the Christmas Party.

NOTICE

Dallas Flat Glass will be hosting a tour of the Guardian Industries float plant in Corsicana.

The tour is presently set for Saturday February 7th at 10:00am.

Anyone interested please RSVP as soon as possible.

Thank you,
Tom Holman 972-506-9580

How to enlist employees in Rx cost control

by: David Halter

Benefit managers changing their prescription drug benefit can sometimes feel as if they are about to walk into the dentist's office for a root canal, only worse. And while both experiences can be painful and costly, there is an alternative. Just as the last thought before the drilling starts is, "If only I'd flossed more," the key to managing disruption in the face of benefit changes is sound preventive maintenance: understanding your members and effectively communicating with them.

The financial challenge today is clear. Prescription drug costs continue to rise. Medco Health projects that the annual increase in plan sponsor drug spending could range from 13% to 18% per year over the next three years based on existing plan coverage designs. In response, plan sponsors need to implement more cost control measures. In a recent Drug Topics survey, 85% of 435 large employers said they are likely to raise retirees' drug co-payments or co-insurance within the next three years.

There is, however, another challenge. Members are neither universally prepared to accept drug benefit changes nor convinced that changes are necessary. When Medco Health surveyed nearly 1,000 members, almost two-thirds (614) were either neutral or disagreed with the idea that what they have to pay for prescriptions will increase over time. And 78% were either neutral or disagreed that their prescription drug plan had limited funds to provide a benefit.

Though rising drug costs are making headlines, members do not fully understand the economic fundamentals. Medco Health's consumer research, both quantitative and qualitative, has revealed some interesting results in this area. For example, many members do not know the total cost of their prescription drug benefit. Many do not even know what their plan sponsor pays for the benefit.

Members believe "insurance companies," not plan sponsors, pay the balance of their prescription drug costs. Worse, members don't know that cost conscious behavior, such as choosing generics, helps their plan sponsor to continue offering a benefit. Instead, they think it merely helps these "insurance companies" boost their profits.

Compounding this knowledge gap is the consumer view that prescription drug benefits are part of a moral contract with their company. In one-on-one interviews, some consumers responded to a hypothetical situation saying it would not be "fair" for an employer facing a \$220 million increase in prescription plan costs to raise member co-payments. Two telling laments: "Why are drugs so much cheaper in Canada?" and "Why can't they (the company) just charge more for their product (to cover increasing benefit costs)?"

So, while plan sponsors must modify drug benefits to curb rising costs, many members do not understand why. In an environment where employees have ranked health care benefits, in one survey, higher than compensation by a *Cont...*

How to enlist employees in Rx cost control cont...

two-to-one margin, lack of information can have significant consequences. Understanding members is the first step. The next step is communication. Communication can raise member awareness, understanding and acceptance of drug plan changes, all critical to managing member satisfaction. Members who are not aware of changes or who do not understand them are most likely to be surprised at the cash register in their retail pharmacy. But managing member satisfaction is more than avoiding surprises. Members must understand why the change is happening if they are to accept it. Many times the key to savings is a change in member behavior, such as opting for generic drugs over brand-name drugs. But a commitment to a behavior change will come much more easily once the member understands and accepts their new benefit. These principles can help plan sponsors overcome the knowledge gap and raise awareness, understanding, acceptance and commitment: Educate members about costs and savings goals, and explain why they should care. When implementing a plan change, help members see the need to reduce costs and then describe the savings you hope to achieve with the change. Even better, demonstrate how all plan members benefit. Can they save money by changing behavior? Does the change make it possible to continue the benefit?

In qualitative research, members were more likely to try receiving prescriptions by mail when they understood the savings value for both the company and themselves. Members who understand that their actions can financially help both the company and themselves are more likely to take action. Aim communication to members who need it the most.

Communications are costly, so use them wisely. Communicating broad messages to all members with the objective of making them "better health care consumers" may seem like a good idea, but often only results in confusion, calls from members and no definable behavior change.

Medco's analysis has indicated that targeting specific messages to members most likely to be impacted works better. Be clear about the change, but offer choice where possible. Tell members exactly how their benefit structure and co-payments are changing. And remember to give step-by-step instructions if you're asking them to take action. Emphasize choice even if the choice doesn't appear to be a very good one. In consumer testing the message "you must use generics when available" drew a negative response. But, consumers were more accepting when given a choice: "You may continue to use brand-name drugs when a generic equivalent is available, but you will pay more." Make communications timely and ongoing. To build awareness, understanding, acceptance and compliance, members obviously need to know about changes before they happen. But the knowledge gap makes ongoing education a priority.

Effective communications between plan sponsors and members will not solve the issue of rising prescription drug benefit costs, but it's an important first step.

Thank You to Tammy Woodard, Woodard Benefits Group, for submitting this article.

Tammy Woodard, RHU, Woodard Benefits Group, Inc

2809 Regal Rd, Ste 105, Plano, TX 75075

972.612.1199 Ph - 972.612.3996 Fax

www.woodardbenefits.com

Dates Set for 2004 TGA/NTD Events

Annual Fishing Tournament - April 30th - May 2nd

Contact Robert Taylor at fishingtournament@tgantd.com

Casino Night/Membership Drive - August 13th

Contact Mike Efeney at casinonight@tgantd.com

Annual Golf Tournament - September 21st

Contact Don Moore at golftournament@tgantd.com

Gift of Glass - Sept/Oct

Contact Cliff Heltebran at giftofglass@tgantd.com

Christmas Party/Santa's Helpers - December 5th

Contact Karen Risinger at christmasparty@tgantd.com

Feature Your Project on the Cover

To recognize the projects our members undertake I would like to feature photos of those projects in the newsletter. If you have a photo (completed projects) that you can email me, I will feature your project on the title line. I will keep a catalogue of projects that are submitted and will place them on a first come basis, with one project per company. You are more than welcome to send more than one submission - just make sure you mark your 1st preference. If I get to the end of 1st submissions, I'll start over again.

Because we're so close to it, I think we sometimes over-look the amazing things our members do on a daily basis. We, as glass and glazing professionals are building the future!

This months cover features Haley-Greer's Premier Place, 5910 Central Expressway, Dallas .

Jeff Ellis, owner of Digitakes, has been servicing www.tgantd.com for almost two years in addition to hosting several members sites. He does a GREAT job and always goes out of his way to get the results we look for. If you're looking to start a web site or better utilize the one you already have - Digitakes is the answer. ~Maria

New Discounts for Internet Web Services to TGA/NTD Members

If you are a current member of the TGA/NTD and have or are looking to create a web site, Digitakes is now offering discounted services just for association members. Digitakes has been providing the web site and email services to the association for nearly two years. If you are a non-technical person, we've been dealing with others just like you for over 5 years and will make you feel at home. If you've had headaches with another provider, end them today with a switch to Digitakes!

Web Hosting (monthly based on yearly payment)

\$11.99 - small business (1-6 employees)

\$18.99 - business (6+ employees)

SPECIAL BONUS: CHANGE HOSTING TO DIGITAKES BEFORE FEB 28 AND RECEIVE FREE SEARCH ENGINE OPTIMIZATION AND SUBMISSIONS FOR YOUR CURRENT WEB SITE.

Web Site Packages:

\$249 - one page web site + 1yr small business hosting

\$599 - three page web site + 1 yr small business hosting

\$750 - Standard web site redesign (up to 5 pages)

* These packages include www.yourcompany.com, up to 10 email addresses (name@yourcompany.com), search engine optimization/submissions, visitor statistics reporting, and all of the disk space and bandwidth you'll need. These packages are the complete deal and meant to be all-inclusive - no extra charges, etc. There are some logical limits to what we can do within the scope of these special discounts, but **we'll bend over backwards to get you what you want.**

Misc:

15% off all projects and hourly services.

See www.digitakes.com for some of the projects we've completed in the past. If you're a larger company or are looking for more advanced solutions, call on one of our representatives at 972.814.1595 and we can discuss our full range of services that may fit your needs.

Jeff Ellis

Owner, Digitakes Web Design

Wylie, TX

972.814.1595

Check out our website today www.tgantd.com where you can find upcoming events, members and contacts, the board of directors, committees and much more! You can even make your meeting reservations online!!

In Memoriam

Richard Croley, Garland Texas - January 14, 2004 Mr. Croley began Able Glass Company in 1970 which he sold when he retired in 1987 and was well known throughout the industry. He will be missed. His son, Mark, is the labor superintendent at JPON Glass.

Richard Gumm, of Jennings Glass, died as result of an auto accident January 16th, his grandson was also lost and his wife is in intensive care. Richard was previously employed with JPON and was a tremendous contributor to the annual Gift of Glass - both in the field measure and installation processes. He will be missed.



Texas Glass Association

North Texas Division

Dear TGA/NTD Member,

We would like to take this opportunity to thank you for being a member of the Texas Glass Association/North Texas Division. It is members like you that are the strength of our organization and we appreciate your support.

2004 promises to be an exciting year for TGA/NTD. We have a variety of speakers lined up for our monthly programs that we hope will provide information that can be useful to you. In addition to our monthly programs, we also have our annual Fishing Tournament, Golf Tournament, Casino Night, The Gift Of Glass, The Table Top Exhibit and last, but definitely not least, is the Christmas Party benefiting Santa's Helpers.

Currently, our monthly meetings are held the second Tuesday of each month at the Holiday Inn Select, 2645 LBJ Freeway in Dallas. The Membership Committee and The Reservations Committee are currently researching optional sites in the Mid-Cities area that would be more convenient for our members and friends in that portion of our contingency. Another option we are considering is to have the meetings during an approximate 2 hour luncheon. We hope to have these issues confirmed in the next 30 to 60 days. Therefore your thoughts and/or suggestions concerning these two items would be greatly appreciated.

We would appreciate, also, if you would take the time to answer a few questions about your firm so that we can update our database and keep you informed on upcoming events and issues that affect your business.

1) What is your principal business activity?

Auto Glass

Commercial

Residential

Vendor/Supplier

2) What is the total number of permanent employees?

1-10

11-20

21 & over

3) Please update your current mailing address, phone and fax numbers, E-mail address and contact information.

4) Would you be more or less likely to attend monthly programs if they were held at a different location? If so, where?

5) What suggestions do you have to improve the monthly programs? Are there any specific topics that you would like to see presented?

6) What is it you like most about belonging to TGA/NTD?

7) What is it you like least about your membership in TGA/NTD?

8) What are your suggestions to improve the organization?

Thank you for providing this information. Please be assured that this information will be kept confidential and used strictly so we can improve our association and make it more beneficial to you. If we can be of any service to you please do not hesitate to contact any of your board members.

Tom Blankenship, Chairman
Membership Committee
972-241-0116 PH / 972-2413075 FX
Membership@tgantd.com

(Please print, complete and fax back to Tom - Thanks!)

PAYMENT:

good to the last drop

Be sure to get yours

by David Mendes

He who pays the piper can call the tune. So says an old English proverb by John Ray.

This proverb from three centuries ago, in a whimsical way, makes a simple point: He who has the gold makes the rules. Construction subcontractors know all about this rule.

Because they are several levels down the "payment chain," subcontractors are used to playing by others' rules - indeed, rules often slanted against them. Experienced subcontractors know that playing by others' rules does not, however, mean that there aren't measures you can take to protect your company from mistreatment. Preserving lien and bond rights may help protect your company from late payment and nonpayment, so make sure not to waive these rights for unpaid work. Before you start work, ask for as much information as possible that will help you assert these rights should you need to do so.

Pursuing a lien or bond claim may put pressure on the customer to pay, but sometimes it's not enough pressure or your contract isn't properly written to entitle you to timely and full payment for work properly performed. This can be especially true when it comes to final payment terms in your contract. The contract you sign may give the customer enormous leverage to keep your money as long as possible. After your work as a subcontractor is complete, the customer may be entitled to hold retainage and other sums until "final completion" of the project, or some other milestone possibly unrelated to your work. Meanwhile, your need to meet payroll and capital expenses is the same as always. A long wait for the last check can cause serious cash-flow problems.

Effective Rights

The moment your company becomes financially squeezed is exactly the time when effective rights to payment rise in importance. Under pressure to pay employees and vendors, many subcontractors have forfeited some claims to payment in order to receive retainage or final payment. These subcontractors learned the hard way that accepting a check for final payment usually legally erases the ability to pursue payment for outstanding claims such as unapproved change orders.

Consequently, ensure that your subcontract explicitly says that you do not waive the right to make claims for retainage, change orders or other outstanding items subject to dispute. Many model and proprietary contract documents do not sufficiently protect your rights, including terms of incorporated by reference. Give your company the ability to pursue such claims beyond substantial completion, owner occupancy and final completion.

When possible, establish a date certain for final payment in the subcontract. For example, the American Subcontractors Association's generic Addendum to Subcontract includes terms setting a firm due date for final payment, including applicable retainage - 30 days after completion of your work.

Another key to receiving full, final payment is to document your out-of-scope work with approved, written change orders. Unapproved change orders may seem like they are in the "course of business," but don't count on being paid for them. Refuse to work without written, signed change orders if you intend to be compensated for the work.

In addition, you may run into may punch-list problems where out-of-scope work is added after the fact.

Be sure to photograph and otherwise document your completed work to demonstrate that any extra work is really repair to damaged work or wear and tear.

Line-item release of retainage and escrow accounts for interest on retainage can help you receive timely payment of retainage for undisputed portions of your completed work.

Remember the golden rule, and be sure that he who has the gold makes rules your company can live with.

Adapted from September 2003 Glass Magazine

The "What Was I Thinking?" Decision

Sometimes the little choices we make seem insignificant. This article attempts to remind us as business Owners, leaders, and managers that the small decisions we make every day, when added together, reflect who we are and where we're headed.

I once heard an admired leader say that "life is a lot about taking a big multiple-choice test". Instantly my mind raced back some years and I recalled many of the tests I took during my educational pursuit. I reflected on the micro test, many times referred to as quizzes, which were only to be overshadowed by the macro test, when added together, would determined whether I achieved a favorable GPA.

Upon graduating from our learning institutions, can we say things have really changed? Life and career is literally all about decisions, which when added together result in pass or failure. Life is still all about taking a big multiple-choice test. In fact, today we are a product of the sum total of the micro and macro decisions that we have made. Which only concludes that the sum total of the decisions we make will determine our destiny.

All of us have made dumb decisions, what I call the "what was I thinking?" decision! We can all relate to decisions like, that car I should have never leased, the house I should have never purchased, the spouse I should have never married, perhaps the business deal I shouldn't have made or an employee I shouldn't have hired. You see, all of us have made those dumb "what was I thinking?" decisions - including Brittany Spears fifty-five hour marriage. What a dumb decision! What was she thinking? You see, as successful as Brittany Spears is, she, or any of us regardless of that level of success, aren't exempt from making those dumb "what was I thinking?" decisions!

That is precisely why we as glass and glazing professionals, must learn to make great and strategic decisions. Making good decisions is never an easy task, however, because it involves taking risks that can influence a firm's success or failure. Because we all have the opportunity to weigh, think, and reason when making a decision, its important that we understand the steps in making a good decision.

Cont...

Cont...

But first, what is decision-making?

Decision-making is the process of recognizing a problem or opportunity and then finding a solution to it. So what are the steps in making a good decision?

1. Define the problem
 - What makes you think you have a problem?
 - How big is this problem? How serious are the consequences of making the wrong decision?
 - Determine who will be involved in the decision-making process
2. Gather information
 - Input and feedback from those involved
 - Determine what constraints affect the decision such as time, resources, and organizational issues
 - Determine the risk involved
3. Search for alternatives
 - Ensure that complete information has been sought
 - Encourage all ideas regardless of their content (brainstorming)
 - Continually challenge assumptions
4. Evaluate alternatives
 - Including differences of opinion
5. Make the decision
 - Are you optimizing? Optimizing is when you make the best possible decision.
 - Are you satisfying? Satisfying is when you make a decision that is "good enough"; probably made with incomplete information, fewer alternatives, and insufficient time for evaluation.
6. Evaluate the decision (feedback)
 - Review the results of the decision

Decision-making, as you are beginning to see, is not just an event, however, it is a process followed by an event, which ends with a result. You have to understand the process of the decision that you are making, if you expect to make a good decision, to be followed by a desired result. That's why decision-making isn't easy, and should not be considered lightly. Remember, that our decisions will determine our destiny.

As Presidents, Vice Presidents, Project Managers, and Sales persons in our industry, the micro decisions will influence our macro decisions and vice-versa. Whether good or poor, we all have a direct impact on the course of our businesses by the decisions we make. Every decision we make not only affects our businesses, but it affects every employee too. Regardless of your capacity within your organization, every decision must be made by means of a "standard".

So what is our "standard" when making a decision? Quite simply, our standard is measured by what is right and ethical as opposed to what is wrong or indifferent. How do we determine what is right or wrong when making a decision? Should our standard be based on how we feel, our good conscience, or perhaps the situation. I think not, why? Because all of us have different feelings that drive our decision making process. Likewise, depending on our background and beliefs, we all have a variant definition of what is of good conscience. What about implementing a standard, based on the situation? The problem I see when utilizing a situational based standard, when making a decision, is that a situation may often change, thus the decision outcome is subject to change too.

A school of thought, regarding decision-making is relativism. Which means, for an example, just circle the answer that you feel is right, there are no right or wrong answers, just what feels right. Decision making on a slide scale, where right and wrong becomes situational and indifferent, is not having a standard, it negates the decision making process.

Relativism view is absolute about not being absolute, a self-futile worldview. Reality presents another view, which is all about absolutes, physics, gravity, etc. We as decision makers, regardless to our role within our organizations, must make absolute decisions. We must implement a non-changing "standard" that employs a decision-making process, based on what's right and ethical. We must realize that every decision made may affect those around us directly or indirectly.

When entering into a macro decision-making process consider the following:

1. Have you consulted with someone that you consider an authority or successful, who may offer sound advice, pertaining to your decision?
2. Have you considered who will be affected, or what will be the consequences of the decision you will be making?
3. Is the decision you are about to make accurately reflect your personal and/or company goals, business plan, and/or the purpose for which your company exist?

Remember, we are a product of the sum total of micro and macro decisions that we have made. Which only concludes, that the sum total of the decisions we make, will determine our destiny.

My desire is to see the glass business continue to expand with professionalism, integrity, and a "standard" worthy of the up most respect, as a key element of the construction industry. Today, the decisions we make are shaping and forming our future. Certainly the topic of decision-making cannot be avoided, if we want to avoid those "what was I thinking?" decisions, and know where our lives and businesses are heading.

~Written by Jeff A. Benson,
Senior Project Manager, Haley-Greer

LETTER FROM THE PRESIDENT

January was a big meeting month for the TGA/NTD. Prior to our regular monthly membership meeting, the Board Members met for the Annual TGA/NTD Retreat to elect the new Executive Board. Mr. Danny Goode, Oak Cliff Mirror & Glass, has accepted the nomination for President Elect; Ms. Brenda Greathouse, Knowles Door Check, the position as Treasurer; Ms. Elaine Tschirgi, Sevasa USA, the position as secretary; and Mr. Jim Smith, Haley-Greer, Inc, will serve as Past President.

Everyone in attendance was more than willing to volunteer their valuable time to chair the various committees for this year. Please find a detailed list in this newsletter.

My sincere appreciation for your willingness to assist in my attempt to make 2004 another profitable and successful year for the TGA/NTD.

Unfortunately, we had to start this year with a great loss to the DFW Metroplex and the glass industry as a whole, with the untimely passing of Mr. Bernie Debrecht, Haley-Greer, Inc. Our sincere condolences to his family, friends, and Haley-Greer, Inc. Bernie Debrecht will be greatly missed by all that knew and loved him.

Our Best Wishes to Mr. Haley, Haley-Greer, Inc., for a speedy recovery from his recent surgery. Our thoughts are with you at this difficult time.

The Board Meeting following the Annual Retreat afforded us the opportunity to welcome Mr. Jeff Lockenaur, Trainor Glass, (Regular Member), and Eric Cates, Alecom Metal Works, (Associate Member), as new Board Members of the TGA/NTD. We are proud to have you on the Board, and look forward to your input and support.

The General Membership Meeting, following the Board Meeting, reflected a positive turn-out for the 1st meeting of the year. The topic was Energy Conservation. Due to unforeseen circumstances our Guest Speaker Mr. Bill Lignell had to cancel. Mr. Greg Oehlers, ACI Distribution, stepped forward to take his place and gave us an up-date on new products on the market and additional details on the IECC glazing requirements. Thank you Greg for saving the evening.

Mr. Harold Freeman, informed us about Legislative actions and efforts, to include the possible



implementation of "Licensing" for Glass Shops, which will be another topic of discussion in the near future.

Further, I would like to **Thank Everyone** for their personal support in this new endeavor as serving as President of the TGA/NTD. Your assistance is as valuable as it is necessary and appreciated.

In conclusion, please remember to bring a friend and/or associate to the next meeting, in order to ensure that this Board will hear a broad spectrum of the glazing industries interests and concerns.

A Healthy, Happy, and Prosperous New Year!

Larry J Mooneyham

lmooneyham@mngmglassinc.com

Taiwan towers over the competition

For most of the 20th century, the skyscraper was a mostly American phenomenon. Developers in New York and Chicago vied for the world's tallest building. But since the 1990's, the record-setting skyscrapers are now build in Asia. Early in 2004, the new "worlds tallest" will be Taiwan 101 in Taipei, which will be about 165 feet taller than the current title holder, the win Petronas Towers in Kuala Lumpur, Malaysia. Americans still have some bragging rights, though. The Sears Tower in Chicago still has the most floors (110).

www.tgantd.com

Get more facts, see event photos and check out
upcoming events on our website
You can even make your reservations online!!

“The Best View”

TGA/NTD Newsletter
c/o Maria Hanna, Editor
1202 Britt Drive
Arlington, TX 76013



**Texas Glass Association/North Texas Division
February Meeting Reservation Form
Fax TODAY to Dianne Keen at 972-247-1052**

To: Dianne Keen, Reservation Administrator

From: _____
Your Name Company Date

For: May Dinner Meeting Tuesday, February 10th Cocktails 6:00pm
Dinner Meeting 6:30pm Holiday Inn Select, 635 & Josey Lane 972-243-3363

Board Meeting will begin at 4:30pmm and General Membership Meeting at 6:00pm

February Meeting Program:

Guardian's revolutionary marketing strategy to penetrate the architectural market place
and still meet the ever changing needs and demands of same
Mr. John Wilson Architectural Sales Manager Guardian Industries Corp

YES Please make reservations for the following people _____

RESERVATION FORM MUST BE RECEIVED
NO LATER THAN FRIDAY, FEB. 6th

Cost: With Pre-Registration \$30.00
Without Pre-Registration \$35.00

Please: (Indicate one of the following)

- _____ Bill Me (will add nominal processing fees of \$1.50 per invoice) (option for members only)
_____ Debit by TGA/NTD account
_____ Will bring cash or check to meeting

If you need to cancel your reservation for May's Meeting, please fax this cancellation request to Dianne at 972-247-1052 no later than the above date to avoid dinner charges.

PLEASE CANCEL the following reservations: _____

Signed Date

Texas Glass Association/North Texas Division
Members and Contacts List
Updated 11-01-03

AAA GLASS AND MIRROR

Jerry Wright
2405 Benbrook
Ft. Worth, TX 76110
Phone: 817-924-3239
Fax: 817-924-3281
www.aaa-glass.com
2003

A-1 AUTO GLASS, INC.

Roger McDonald
896 S. Cherry Lane
Ft. Worth, TX 76108
Phone: 817-246-3001
Fax: 817-246-3090
Roger@a1autoglass.com
2003

ACI DISTRIBUTION

Joe Fisher/Greg Oehlers
12900 Nicholson Road
Farmers Branch, TX 75234
Phone: 972-484-3691
Fax: 972-620-7530
www.acidistribution.com
2003

ADDISON GLASS & MIRROR

Thomas R. Nelson
1415 Whitlock Lane
Carrollton, TX 75007
Phone: 972-323-1511
Fax: 972-323-9436
www.addison.com
2003

ADVANCED GLASS SYSTEMS

Gary Fagan
2842 Handley Ederville Road
Richland Hills, TX 76118
Phone: 817-595-3200
Fax: 817-595-1386
Agsinc@aol.com
2003

AFGD

Philip Contella
1201 Hwy 67 East
Alvarado, TX 76009
Phone: 817-477-1144
Fax: 817-783-7123
Philip.Contella@afgd.com
2003

AGALITE CORPORATION

Chuck Pence
3107 Avenue E
Arlington, TX 76006
Phone: 817-649-9577
Fax: 817-649-9579

2003

ALAMO GLASS & MIRROR

Rick Worsham
2823 N. Henderson
Dallas, TX 75206
Phone: 214-821-2886
Fax: 214-821-4702

2002

ALPHA GLASS & MIRROR

Gifford Olin
6122 Wyche Blvd.
Dallas, TX 75235
Phone: 214-637-5500
Fax: 214-637-5511

2003

ALL TEX SUPPLY, INC.

Don Tice
10724 N. Stemmons
Dallas, TX 75220
Phone: 214-357-6646
Fax: 214-357-6645

2002

ALUMAX BATH ENCLOSURES

Jake S. Hall
4200 Driscoll Drive
The Colony, TX 75056
Phone: 214-631-0341
Fax: 214-638-0361

2003

AMERICAN GLASS & MIRROR

Bill Turner
3009 Joyce Drive
Ft. Worth, TX 76116
Phone: 817-246-6963
Fax: 817-246-8850
William-23904@msn.com
2003

ALECOM METAL WORKS

Eric Cates

526 N. Britain Road
Irving, TX 75061
Phone: 972-438-1032
Fax: 972-579-3025
Alecommetal@hotmail.com
2003

AMI AUTO GLASS, INC.

Greg Venable
2100 E. Main #2A
Grand Prairie, TX 75053
Phone: 972-262-1512
Fax: 972-262-1763

2003

AMERSOL, INC.

John Heinen
9779 Skillman
Dallas, TX 75243
Phone: 214-503-9977
Fax: 214-503-0220

2003

ARCH TEMPERED GLASS

Kevin Carter
2533 Royal Lane, Suite 505
Dallas, TX 75229
Phone: 972-241-8880
Fax: 972-241-6047
www.archaluminum.net

2003

ASTRO SHEET METAL

Art Paxton
205 Sharon Street
Irving, TX 75061
Phone: 972-438-1110
Fax: 972-721-0177 or 579-7739
Apaxton@astrosheetmetal.com
2003

AUTOMATIC DOOR SYSTEMS

Gregory Smith
2207 Joe Field Road
Dallas, TX 75229
Phone: 972-484-5144
Fax: 972-243-4078
www.gscautodoor.com
2003

B&B GLASS CO., INC.

Rick Churchill
3214 Bellline Rd., Suite 426

Dallas, TX 75234
Phone: 972-481-9100
Fax: 972-481-9108
Rickc@bbglass.com
2003

BGR SPECIALTIES

Garner Roberts bgrspec@flash.net
3149 Lackland Road
Ft. Worth, TX 76116
Phone: 817-763-5831
Fax: 817-731-0625
www.bgrspecialties.com
2003

BLUE SKY SPECIALTIES

Sheridan & Cheryl Young
542 Briarcliff
Garland, TX
Phone: 972-270-6410
Fax: 972-406-0276

2002

C.R. LAURENCE, INC.

Ryan Umphrey
2080 Lone Star Drive
Dallas, TX 75212
Phone: 214-634-7305
Fax: 214-631-6519
www.crlaurence.com
2003

CAMPBELL GLASS & MIRROR

Johnny Campbell
3408 May Street
Ft. Worth, TX 76110
Phone: 817-923-6677
Fax: 817-923-1664
www.campbellglassmirror.com
2003

CARDINAL IG

Mark Loisel
201 Cardinal Road
Waxahachie, TX 75165
Phone: 972-937-4969
Fax: 972-937-4626
www.cardinalcorp.com
2003

CHESS GROUP SOUTHERN

Jake Hall, Sr.
Route 3, Box 173
Whitewright, TX 75491
Phone: 903-965-7610

Texas Glass Association/North Texas Division
Members and Contacts List
Updated 11-01-03

Fax: 817-235-2073

2003

CITY GLASS AND MIRROR

James Cain
233 S.E. 14th Street
Grand Prairie, TX 75051
Phone: 972-264-5605
Fax: 972-264-6385

2003

CONSTRUCTION CONSULTING

Bryan Stevens
1601 Luna Road
Carrollton, TX 75006
Phone: 972-466-1103
Fax: 972-245-6047
www.sunited.com

2003

COUNTRY GLASS AND MIRROR

Charles Risinger
3201 Military Pkwy., #A400
Mesquite, TX 75149
Phone: 972-216-9100
Fax: 972-216-9306
www.cgm-us.com

2003

DALLAS GLASS AND DOOR

Dallas Owens
3008 East Interstate 30
Rockwall, TX 75132
Phone: 972-772-4915
Fax: 972-772-4178
Dallasglass@sbcglobal.net

2003

DALLAS FLAT GLASS DIST.

Tom Holman
11330 Luna Road
Dallas, TX 75229
Phone: 972-506-9580
Fax: 972-506-9585

2003

DGB GLASS, INC.

Brad Baker
Box 123470
Ft. Worth, TX 76121
Phone: 800-894-1955
Fax: 817-261-9923

2003

DFW AUTOMATIC DOORS

J.L. Gilchrist
2412 Richland, Ste. 103
Dallas, TX 75234
Phone: 972-247-4006
Fax: 972-247-4222

2003

ECONO-GLASS, INC.

Faye
2808 West 7th
Ft. Worth, TX 76107
Phone: 817-336-6110
Fax: 817-336-3540

2003

FASHION GLASS & MIRROR

Thomas Pratka
585 South Beckley
DeSoto, TX 75115
Phone: 972-223-8936
Fax: 972-223-5111

2003

FAULKNER & ASSOCIATES

Joe Faulkner
1602 E. 6th Street
Irving, TX 75060
Phone: 972-251-1353
Fax: 972-251-1781

2003

GARDNER GLASS PRODUCTS

Joe McAdams
2510 W. Main Street
Grand Prairie, TX 75050
Phone: 972-206-1000
Fax: 972-206-1009

2003

GARLAND GLASS & MIRROR

Diane Garrett
310 Gautney Street
Garland, TX 75040
Phone: 972-276-6524
Fax: 972-494-1272

2003

GILLHAM GLASS COMPANY

David Gillham
3532 Miller Park Drive
Garland, TX 75042
Phone: 972-487-8999
Fax: 972-487-9033
Davidggc@aol.com

2003

GLASS DESIGNS UNLIMITED

Leon Johnson
6120 Adlwick Drive
Garland, TX 75043
Phone: 972-226-6675
Fax: 972-226-4380

2002

GLASSCO

Rex Downing
2841C White Settlement
Ft. Worth, TX 76107
Phone: 817-332-4436
Fax: 817-877-0431

2002

GUARDIAN STOREFRONT

John Szymczak
2210 I-35E
Red Oak, TX 75154
Phone: 972-617-7243
Fax: 972-617-7745

2002

GUARDIAN INDUSTRIES

John Maxson
3801 S. Hwy 287
Corsicana, TX 75109
Phone: 903-872-4871
Fax: 903-654-6560

2003

H & E HI-LIFT

Abe Farrington
3485 Roy Orr Blvd.
Grand Prairie, TX 75050
Phone: 972-642-9766
Fax: 972-642-4422

2003

HALEY-GREER, INC.

Jim Smith
2257C Lombardy Lane
Dallas, TX 75220
Phone: 972-556-1177
Fax: 972-556-1384
www.haleygreer.com

2003

HANS-JOHNSON COMPANY

Reid Hill
8901 Chancellor
Dallas, TX 75247
Phone: 214-879-1550
Fax: 214-879-1530

2003

HELTERBRAN ASSOCIATES

Cliff Helterbran
110 Tennyson Place
Coppell, TX 75019
Phone: 972-745-0026
Fax: 972-745-0306
Cliff@helterbran.com

2003

HORTON AUTOMATICS

Craig Hayworth
2529 Windchase
Flower Mound, TX 75028
Phone: 972-814-2548
Fax: 972-874-8321
Chayworth@hortondoors.com

2003

IGM

Mike Dozier
2148 Royal Lane, Ste. 600
Dallas, TX 75229
Phone: 972-446-2269
Fax: 972-446-1359

2002

Texas Glass Association/North Texas Division
Members and Contacts List
Updated 11-01-03

INSULATION SOLUTIONS

Gene Wiggs
1104 Stoneport Lane
Allen, TX 75002
Phone: 214-547-9377
Fax: 214-547-9383

2003

JENNINGS GLASS CONTRACTORS

Jerry Jennings
4251 Cedar Lake Drive
Dallas, TX
Phone: 972-285-0004
Fax: 972-285-1080

2003

JPON Glass

Pat O'Neal
1825 S. Jupiter
Garland, TX 75042
Phone: 214-349-1400
Fax: 214-349-1314
Jponglass@sbcglobal.net

2003

KAWNEER COMPANY

Frank Earley
3116 Royalty Row
Irving, TX 75062
Phone: 972-438-1212
Fax: 972-438-5462

2003

KNOWLES DOOR CHECK

Brenda Greathouse
420 W. Mockingbird Ln.
Dallas, TX 75247
Phone: 214-637-2896
Fax: 214-637-2917
www.knowleddoor.com

2003

MAMMEN GLASS & MIRROR

Chris Mammen
2924 Rock Island Road
Irving, TX 75060
Phone: 972-790-4527
Fax: 972-790-4544

2003

MGM GLASS CORPORATION

Larry Mooneyham
3207 Peachtree #102
Balch Springs, TX 75180
Phone: 972-286-5141
Fax: 972-557-1760
Lmooneyham@mngmglassinc.com

2003

MOONSHADOW WINDOW TINTING

Mark Leitch
3329 N. Buckner Blvd.
Dallas, TX
Phone: 214-503-9909

Fax: 214-824-7877
Mleitch@mindspring.com
2002

NORTH TEXAS WINDOW

Bryant O'Neal
P.O. Box 8
Kennedale, TX 76060-0008
Phone: 817-572-4994
Fax: 817-561-5467

2003

OAK CLIFF MIRROR & GLASS

Sam Hill
2202 N. Beckley Avenue
Dallas, TX 75208
Phone: 214-747-4875
Fax: 214-747-4878
s.hill@ocmginc.com

2003

OLDCASTLE GLASS

Mike Carter
1101 Fountain Parkway
Grand Prairie, TX 75050
Phone: 972-647-4028
Fax: 972-647-2439

2002

PANEL CONSTRUCTORS

Linda Salazar
2321 Pioneer Drive
Irving, TX 76061
Phone: 972-721-1825
Fax: 972-721-0172

2003

PECORA CORP

Kit Broussard
11501 Hillguard Road
Dallas, TX 75243
Phone: 214-348-5313
Fax: 214-348-5421

2002

PILKINGTON NA, INC.

Charlie Olivares
6314 Airport Frwy, Ste. C
Haltom City, TX 76117
Phone: 817-831-1525
Fax: 817-834-5866

2003

PREMIER GLASS PRODUCTS

Kyle Jones
P.O. Box 97
Canton, TX 75103
Phone: 214-475-3417
Fax: 903-567-6458
Premierglassprd@aol.com

2003

PROGRESSIVE PRODUCTS

Jim Bloesel
2808 Chapman
Plano, TX 75093
Phone: 972-398-8887
Fax: 972-398-8868

2003

QUALITY AUTOMATIC DOORS

J.L. Gilchrist
299 Pine Chase Street
Van, TX 75790
Phone: 903-963-8373
Fax: 903-xxx-xxxx

2003

REDBUD GLASS

Jan Voskamp
4325 SW 29th Street
Oklahoma City, OK 73107
Phone: 800-943-0083
Fax: 800-813-7991

2003

REGAL PLASTICS

Ed Rowland
2356 Merrell Road
Dallas, TX 75229
Phone: 972-484-0741
Fax: 972-484-0746
Regaldal@regal-plastics.com

2003

SOMACA

Bill Dawson
2750 Electronic Lane
Dallas, TX 75220
Phone: 800-527-5170
Fax: 214-350-0764
Somacatx@att.net

2003

SEVASA USA

Elaine Tschirgi
100 Payne Street
Dallas, TX 75207
Phone: 214-939-2690
Fax: 214-939-2689
www.sevasa.com

2003

SOUTHERN GLASS & MIRROR

Chris Baugh
1121 Capital Ave
Plano, TX 75074
Phone: 972-423-9572
Fax: 972-422-4932

2002

SOUTHERN STRETCH FORMING

David Arthur
Box 50047
Denton, TX 76205
Phone: 940-591-0410
Fax: 940-484-1514

2003

SOUTHWEST GLASS

Jim Prater
2333 Glenda Lane
Dallas, TX 75229
Phone: 972-243-0402
Fax: 972-484-2827
Swglass@swbell.net

2003

Texas Glass Association/North Texas Division
Members and Contacts List
Updated 11-01-03

SOUTHWEST PROFESSIONAL

Tom Tebyanian
11610 Reeder Road
Dallas, TX 75229
Phone: 972-243-2121
Fax: 972-241-3376
2003

SSI

Don Moore don-moore@ssicm.com
2367 Glenda Lane
Dallas, TX 75229
Phone: 972-243-0676
Fax: 972-243-0693
www.ssi.cm.com
2003

T.J. REPSCO

Tom Jones
P.O. Box 852609
Mesquite, TX 75185
Phone: 972-222-0245
Fax: 972-222-9743

2002

TEPCO CONTRACT GLAZING

Dianne Keen
2131 Joe Field Road
Dallas, TX 75229
Phone: 972-247-1055
Fax: 972-247-1052

2003

THERMOTEC

Jesse Janasik/Jennifer Simms
811 Alpha Road, Suite 343
Richardson, TX 75081
Phone: 972-479-1626
Fax: 972-479-0602
Jjanasik@aol.com

2002

**TJB INSULATED GLASS
COMPANY**

Robert Taylor
11220 Goodnight Lane
Dallas, TX 75229
Phone: 972-484-8892
Fax: 972-484-8383

2003

TRAINOR GLASS

Brian Clark
11422 Grissom Lane
Dallas, TX 75229
Phone: 972-247-7201
Fax: 972-247-7209
Brian.clark@trainorglass.com
2003

UNIVERSAL GLASS

Johnny Lamb
2426 Merrell Road, #103
Dallas, TX 75229
Phone: 972-241-0116
Fax: 972-241-3075
Lamb5@swbell.net
2003

UNITED BUILDING PRODUCTS

Pat Barry
9101 Chancellor Row
Dallas, TX 75247
Phone: 214-688-9000
Fax: 214-688-9001
Pbarry@unitedbuildingproducts.com
2003

U.S. ALUMINUM

Don Walker dwalker07@cs.com
200 Singleton Drive
Waxahachie, TX 75165-5094
Phone: 800-637-6440
Fax: 800-289-6440
www.uslaum.com
2003

VISTAWALL ARCH. PRODUCTS

Mike Efeney
803 Airport Road
Terrell, TX 75160
Phone: 800-869-4567
Fax: 469-698-0039
Mefeney@vistawall.com
2003

WALLACE INSURANCE

Larry Wallace
4242 Rosehill
Garland, TX 75043
Phone: 972-240-8075
Fax: 972-303-1400

2003

Ben Young
1213 W. North Carrier Parkway,
#430
Grand Prairie, TX 75050
Phone: 972-206-2554
Fax: 972-206-2569

2003

**Please Contact Sam Hill at
214-747-4875 for any
updates or changes or
email s.hill@ocmginc.com**

YKK AP AMERICA INC