



## Letter From the President Dog Days of Summer

Wow! I am glad the dog days of summer have almost stopped barking and baking us all. I have been told that the drought we are experiencing here in North Central Texas has made the ground dryer than the Mohave Desert. Well, just take a look at my yard and everyone would believe it.

So many things have come to fruition over the summer-such as Casino Night that was held on August 10th. It was a great time for all that attended and a missed time of camaraderie for those that were detained elsewhere. This was a great opportunity to invite companies that have not joined the TGA/NTD association yet and for past members that have not renewed their membership so they could experience just a taste of what we do as a group. Talking about taste, the food was Eddie Dean's BBQ which was wonderful and ask someone that was in attendance about the awesome peach cobbler (with ice cream!). Mike Efeney with Vistawall coordinated this event with his usual expertise and we are already looking forward to next year's event!

School has restarted for most and for the first time for many children. Although most children these days are driven to school (not have to walk up hill to and from school in snow), please keep them in mind when driving. Be alert and aware for their safety and keep money from the courts-school zone traffic tickets can be expensive, I hear.

Let's get ready for the fourth quarter of this year (where has the year gone?). This is the time of the year that as business people, we are to prepare to make things better and we as a group can do this with the Gift of Glass in October, along with Hi-Lift training session that is free to TGA/NTD members. The Golf Tournament is just around the corner in September and the Christmas event in December where all will give to the children that may not receive a gift without our participation in the Santa's Helpers program. Plan on making the most money that you can so you can give more away and you will be the one to benefit the most. As it has been said and cannot be put in any other way-It is better to give than to receive.

Charles Risinger



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Our deepest Sympathy go out to the family, friends and co-worker's of Larry Wallace who passed away Saturday, August 26<sup>th</sup>. Mr. Wallace was the owner of Farmer's Insurance in Garland and a member of the TGA/NTD.

## Future Meeting Topics

- October** Jeff Ellis/Digitakes-Updates on using E-Mail
- October** H & E Safety Training
- November** Richard Thomas/Thomas, Feldman & Wilshusen –Ten Killer Clauses in Sub-Contractors.
- December** Christmas Party

**September 19-21, 2006**

GlassBuild America

Sponsored by the NGA, GANA, AAMA, IGMA and BEMA.  
Las Vegas Convention Center.  
Las Vegas.

Contact: GlassBuild America at 866/342-5642 ext. 300.

**September 19-21, 2006**

AEC Management Conference

Sponsored by the  
Aluminum Extruders Council.  
Hilton Chicago O'Hare Airport Hotel.  
Chicago.

Contact: AEC at 847/526-2010.

**September 20-22, 2006**

GANA Fall Conference 2006

Sponsored by the Glass Association of North America.  
Monte Carlo Resort and Casino.  
Las Vegas.

Contact: GANA at 785/271-0208.

**October 15-18, 2006**

AAMA National Fall Meeting

Sponsored by the  
American Architectural Manufacturers Association.  
JW Marriott Resort.  
Las Vegas.

Contact: AAMA at 847/303-5664.

**November 1-3, 2006**

Auto Glass Technician Olympics™

Sponsored by USGlass magazine.  
Mandalay Bay  
Convention Center.  
Las Vegas.

Contact: USGlass magazine at 540/720-5584.

**January 20-25, 2007**

Glass Week 2007

Sponsored by the Glass Association of North America.  
Ritz Carlton Sarasota.  
Sarasota, Fla.

Contact: GANA at 785/271-0208.

**February 21-25, 2007**

IGMA Annual Conference

Sponsored by the Insulating Glass Manufacturers Alliance.  
Renaissance Tampa International Plaza.  
Tampa, Fla.

Contact: IGMA at 613/233-1510.

**March 4-6, 2007**

2007 Building Envelope Contractors (BEC) Conference

Sponsored by the Glass Association of North America.  
Planet Hollywood Resort  
and Casino.  
Las Vegas.

Contact: GANA at 785/271-0208.

**March 21-24, 2007**

AEC Annual Meeting & Leadership Conference

Sponsored by the Aluminum Extruders Council.  
Hotel del Coronado.  
San Diego, Calif.

Contact: AEC at 847/526-2010.

**May 18-19, 2007**

Americas' Glass Showcase

Sponsored by the Americas Glass Association and the Independent's  
Glass Association.  
Cashman Center.  
Las Vegas.

Contact: USGlass magazine at 540/720-5584 ext. 115.

**GANA Expands With Addition of Decorative Division**

(TOPEKA) – The Glass Association of North America (GANA) signaled a new era of growth for the Association as its Board of Directors officially created a new Decorative Division, which becomes the seventh Division of the Association. GANA previously added the Insulating Division two years ago, as well as the Flat Glass Manufacturing Division three years ago. The new Division will be the residence for member companies who are involved with a decorative glazing product, including acid-etched, silk-screening, multi-colored and printed interlayers, and more.

"GANA has seen phenomenal growth in the past four years," said Ashley Charest, GANA's Account Executive. "We have increased our membership by over 25% in that time, and the new Decorative Division is the result of responding to the requests of both members and non-members within the industry who felt that GANA could represent the interests of the decorative glass industry."

The first official meeting of the new Decorative Division will occur as part of GANA's Fall Conference, scheduled to take place at the Monte Carlo Resort and Casino in Las Vegas, held September 20-22, 2006. The organizational meeting of the Division will happen on Tuesday, September 19, at the Las Vegas Convention Center, Room N245, which coincides with the GlassBuild America trade show, co-sponsored by GANA. The meeting lasts from 4-5 p.m., with a free reception afterwards.

"At the organizational meeting, members and potential members are invited to refine the scope and mission of the new Division," explained Charest. "GANA will be visiting non-members on the floor of the GlassBuild America tradeshow to present invitations to those companies which would benefit greatly from membership in the new Division."

Both GANA members and non-members will be able to sign up for the new Division on the GANA website at [www.glasswebsite.com](http://www.glasswebsite.com) shortly.

**Retainage Reform Bill for Commercial Projects Pending in Ohio**

The American Subcontractors Association (ASA) conducted a nationwide survey of approximately 600 subcontractors from 39 states and found that the average subcontractor carried \$620,025 in retainage receivables an average of 160 days after completing the work.

Ohio State Representative Robert F. Hagan has introduced H.B. 497, a bill designed to reform retainage practices on public and private commercial work. H.B. 497 would require:

- Retainage on private work to mirror retainage provisions of public work;
- Line item release of retainage;
- General contractors to hold no greater percentage of retainage than held on them;
- Owners to pay retainage within 60 days of certificate of occupancy;
- Prohibition of mandated and overvalued retainage – type items in schedule of values; and to
- Address any unintended problems with the Prompt Pay Act and make consistent with the retainage provisions above.

Adapted from US Glass Magazine

## What's the Difference?

### GANA Publishes GIB on Safety Glazing Standards

The Glass Association of North America (GANA) received numerous questions and requests as to the differences between CPSC 16 CFR Part 1201 and ANSI Z97.1. The association in turn has created a new Glass Informational Bulletin (GIB) titled Differences Between Safety Glazing Standards. Below is an excerpt from that bulletin.

"In 1977, the U.S. Consumer Products Safety Commission (CPSC) adopted as a mandatory federal safety regulation Safety Standard for Architectural Glazing Materials, codified at 16 CFR Part 1201. The CPSC amended its Safety Standard for Architectural Glazing Materials on several occasions subsequent to its initial adoption, the last time on June 28, 1982.

In 1966, an Accredited Standards Committee comprised of industry and public sector members first developed the American National Standard for Safety Glazing Materials Used in Buildings—Safety Performance Specifications and Methods of Test, under the auspices and protocol of the American National Standards Institute (ANSI). This ANSI standard has been reviewed and either renewed or revised periodically ever since, the last time in 2004. Its current version is ANSI Z97.1-2004.

Set forth below are the more significant differences between these two standards, both standards applicable to safety glazing materials used in architectural applications. This bulletin makes no attempt to summarize all pertinent provisions of the two standards, only their significant differences.

#### Scope

The principal differences between the CPSC's 16 CFR 1201 standard and the ANSI Z97.1-2004 standard relate to their scope and function. The CPSC standard is not only a test method and a procedure for determining the safety performance of architectural glazing, but also a federal standard that mandates where and when safety glazing materials must be used in architectural applications and preempts any non-identical state or local standard. In contrast, ANSI Z97.1 is only a voluntary safety performance specification and test method. It does not attempt to declare when and where safety glazing materials must be used, leaving those determinations up to the building codes and to glass and fenestration specifiers.

#### Non-Architectural Applications

Neither the CPSC nor the ANSI standard claims to require or address the use of tested safety glazing materials in non-architectural applications, not even in consumer products incorporating glass, such as fireplace screens, table tops or similar furniture, subject to human impact. No state or local laws or ordinances are known to mandate safety glazing in these non-architectural applications either.

Notwithstanding the absence of a law or regulation requiring safety glazing materials, a potential personal-injury lawsuit asserting product liability could call into question the reasonableness of the actions of the product manufacturer, specifier, fabricator or distributor who is responsible for installing non-safety glass in a product subject to human impact. The recognized industry standard of care to which the court holds the "defendant" accountable may dictate the use of safety glazing materials in that particular application."

#### Topics of Interest

Throughout the bulletin, the focus is on the differences in methodology between the two safety glazing standards. Below is a list of specific topics that the bulletin addresses based upon these differences:

- Application;
- Test specimens;
- Types of glass;
- Asymmetrical glazing material;
- Impact categories or levels;
- Pass-fail impact criteria;
- Labeling;
- Certification;
- Impact testing apparatus;
- Weathering tests;
- Modulus and hardness tests; and
- Indoor aging tests.

by Ashley M. Charest

Adapted from US Glass Magazine

The newest GIB is the tenth in a growing library of GANA educational documents created for the glass and glazing industry. This new bulletin, as well as any of the others, may be downloaded from the GANA website at [www.glasswebsite.com](http://www.glasswebsite.com). There is no charge for these documents.

by Ashley M. Charest

Adapted from US Glass Magazine



**JOHN MAXSON**  
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## GANA SCHEDULES 2007 CONTRACT GLAZING EDUCATIONAL CONFERENCE

(TOPEKA) – The Glass Association of North America (GANA) announces its 2007 Contract Glazing Educational Conference, May 16-18, 2007, to be held at the Hilton Atlanta Airport hotel in Atlanta, Georgia. The meeting will be filled with meetings pertaining to the project management, sales and estimating fields in contract glazing.

Conference registration and hotel reservations will be made through the GANA office. Please add this meeting to your calendar of events. More information will follow as details become available.

## Gift of Glass

The TGA/NLD will once again be participating in the Gift of Glass this year. This is a wonderful and fulfilling program and we are in need of volunteers. If your company can participate this year with a truck and a crew, it will help us provide a wonderful gift to those residents in need. The TGA is proud to have served the City of Dallas and the People Helping People organization for 18 years.

Please let's keep the tradition going! Volunteer your company today by calling Pat O'Neil at (214) 349-1400 or Cliff Helterbran at (972) 745-0026.

Check back for dates and times for Gift of Glass Installation!

## Casino Night

We had 113 people there and it was a big success. Eddie Deen was a great change from years past and everyone enjoyed the food. We will be having next year's Casino Night at the same location on Friday August 10th. We gave away over \$7000 in prizes and plan to have even more prizes next year. We want to give special thanks to SSI Dow Corning, Door Control Services, IR Security and Safety, and Kawneer Architectural Products. Without these sponsors we couldn't have made the TGA Casino Night happen and we want to thank each one of you for your support and generosity.

Mike Efeney

## To-Do List/A Pre-Quote Check-List

When figuring a quote, there are a number of issues to consider besides the estimated costs for labor, materials and equipment. The following is a handy check-list you can clip, save and refer to when preparing quotes. This checklist may just prompt you to negotiate for more favorable subcontract terms and to adjust your quote to cover risks.

- 1. Incorporation by Reference.** Does the subcontract incorporate other documents or contractual terms by reference? If so, obtain and review these documents to see how they modify the terms of the subcontract.
- 2. Site Conditions.** Does the subcontract require you to examine the site? Have you documented the site conditions? What does the subcontract say about differing site conditions?
- 3. Scope.** Is the scope clearly defined? Confirm with any other subcontractors and suppliers that they, too, are clear about their scope. If in doubt, notify the contractors to whom you are quoting and, if not cleared up, take exception to it in your quote.
- 4. Labor.** Are there union, Davis-Bacon (editor's note: the Davis-Bacon Act is the law that outlines prevailing wage requirements for public projects) or target business requirements applicable to the project?
- 5. Schedule.** Have you included your schedule with your quote? If not, are you willing to perform at the direction of the general contractor, regardless of your cost?
- 6. Paid-If-Paid.** Are you being asked to forgo payment if the owner does not pay the general contractor? If so, is the owner solvent? What is the impact of such a clause on your lien and bond rights under your state's law?
- 7. Broad Form Indemnity.** Does the indemnity clause require you to indemnify others for their negligence? Confirm with your insurance advisor that your insurance covers the scope of the indemnity agreement.
- 8. Alternative Dispute Resolution.** Does the subcontract provide for mediation or arbitration? Alternative disputes resolution can be a more economical method of recovering disputed costs.
- 9. Acceptance Period.** Have you included an acceptance deadline in your quote to limit the general contractor's opportunity to bid-shop?

# Fill 'Er Up Glass Companies Talk About the Impact of Increasing Fuel Costs

by Alan B. Goldberg

Mention the cost of fuel to anyone, let alone a fabricator or aluminum manufacturer, and the concern is universal. While the question is whether there will be an end to this rising cost, the immediate issue is determining the best way to handle it. The balancing act between how much can be absorbed and how much must be passed on to the customer varies from one company to another. After all, no two organizations are alike.

## The Impact

"Everyone had to deal with the impact (of increasing fuel costs)," says Darell Aldrich, general manager of Northwestern Industries in Seattle, who points out the number of changes his company has made.

He says, on one hand, quotations have been adjusted to reflect some of the increased cost, while on the other, the spike in fuel charges has brought about many internal changes in order to reduce operating costs and absorb some of this expense. For example, the company has divided business between its plants based on location.

"With a start-up of a new plant (Yuma, Arizona) in January, we've been able to substantially reduce freight costs," adds Aldrich.

"With a start-up of a new plant (Yuma, Arizona) in January, we've been able to substantially reduce freight costs," adds Aldrich.

While the following changes will not save on fuel, he says they will help in other areas. "We're doing a better job of scheduling so that trucks leave our dock either full or close to it," says Aldrich. "We've combined routes in the interest of conserving. We're negotiating bulk rates of fuel from carriers and we're getting the most out of competitive rates. On the plant floor, our software helps us tremendously by increasing efficiency, which translates to cost reductions."

urse.  
Tim Nass, regional sales and marketing manager for Wausau Window and Wall Systems in Wausau, Wis., says his company is following a similar course.

Nass points out that the volatility in fuel pricing not only impacts the company, but the U.S. economy, necessitating the need for change.

Rising fuel costs is a concern at Arch Aluminum and Glass Co. Inc. of Tamarac, Fla., as well.

"We're dealing with this issue as best we can," says Max Perilstein, vice president of marketing. "It is our priority, and we are constantly looking for ways to keep our costs low so we do not have to pass anything to our customers."

Surcharges have also been absorbed at Cardinal Glass in Rockford, Ill., according to Angelo Bruscato, president, but not without question.

"To stay competitive, we have no choice but to absorb these just as we (suppliers and manufacturers) have exhausted every means of cost-cutting. But I have tried for some time to find out who or what determines the energy surcharge," says Bruscato.

In the absence of an acceptable explanation from the industry, he has drawn his own conclusion.

"I believe the real problem is with glass manufacturers who have not been able to raise prices accordingly over such a long period of time and are using a good portion of the surcharge as a means of compensation for their loss."

Vitro/ACI Distribution of Memphis, Tenn., is absorbing the additional charges as well.

"This is a tough situation," says Jim Charles, director of sales and marketing.

"We are getting caught in the middle. We have diesel surcharges on our trucks delivering flat glass and on shipments leaving our plant so that the higher fuel costs have become significant."

He points out that the company has no choice but to accept the surcharges as an added cost since it can not raise prices if it wants to remain competitive.

Guardian Industries of Auburn Hills, Mich., is also working with its customers to minimize additional charges. For instance, it is working to avoid unnecessary mileage as a way to control shipping costs while trying to find the means to absorb the increasing costs.

"Rising fuel costs are impacting our dollars," says Christine Greer, corporate logistics manager. "Every time fuel increases, we see the impact in our fuel surcharge from the carriers. Carriers are demanding greater compensation for fuel because it can make up 25 percent of their total operating costs."

"We're dealing with this issue as best we can," says Max Perilstein, vice president of marketing. "It is our priority, and we are constantly looking for ways to keep our costs low so we do not have to pass anything to our customers."

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Viracon, based in Owatonna, Minn., faces the same situation. "The rising fuel costs of transportation have impacted our overall cost structure," says Christine Shaffer, marketing manager. She says all costs are considered when defining product pricing.

"Currently we are charged an energy surcharge from our suppliers, which we do pass along as an energy surcharge to our customers."

Price increases for Brighton Glass of New Brighton, Pa., have been substantial, if not unreasonable, says Thomas Cole, president and owner.

"They are impacting my customers." He explains that the number of increases have put the company in a difficult position because "we want to help our customers in every way we can and we try to absorb as much as we can, but at some point, we must pass some of the cost on."

Colonial Glass Solutions in Brooklyn, N.Y., is making changes to minimize increases for its customers.

"We try to split the increases (with our customer) and where possible, absorb them," says John Rotchford, operations manager.

He mentions that the last time there was an overall industry increase of 7 percent, the company's increase to customers was 5 percent "and that was only on the added cost of glass."

Not every company is able to implement cost-savings programs to absorb the fuel costs.

"As a metal supplier that sells to glazing contractors, we have to treat the cost of shipping as part of the product," says Clark Folsom, marketing manager for United States Aluminum in Waxahachie, Texas.

The same is true of YKK AP America in Austell, Ga.

"We don't have our own fleet," says Doug Penn, director of marketing. "We rely on our common carriers. For smaller projects, we pre-pay and add the cost of shipping to our quote as an expense. For larger projects, we get a quote from the carrier."

With increases of 20-25 percent, Classic Glass of Alexandria, Va., has had no choice but to raise prices, says Karen Elkin, the company's president.

"Prices have continued to rise over the last 18 months," explains Elkin. "At first we were absorbing these but you can only absorb so much. Unfortunately, the company had to raise prices for the first time this year due to multiple increases from suppliers."

### **Absorbing Costs**

At Wausau Window and Wall Systems the goal as an organization, according to Nass, is to become more efficient and effective and that includes reducing waste and variation. He says the parent company, Apogee Enterprises, is encouraging all of its business units to drive costs down and efficiencies up.

"While we cannot control issues like fuel costs, we strive to keep its impact on the customer to a minimum," says Nass.

Perilstein points out that Arch Aluminum also closely monitors shipping costs and through its transportation people, is "making the most efficient use of our equipment and getting the best bang for our buck on deliveries."

For example, according to John Martin, transportation manager for Arch Aluminum, the company is benefiting from rebates from a national carrier, on-site fueling, which reduces mileage and time, and the use of aluminum wheels on its fleet to decrease weight and increase fuel mileage.

According to Folsom, United States Aluminum has established delivery service within a certain vicinity in the interest of helping its customers.

Greer explains that, at Guardian, finding the right balance between price, service and available capacity is becoming more challenging and complex. The transportation planning process of matching capacity to meet customer demand is becoming more critical. Expecting transportation resources to be available without any planning just does not happen anymore with the recent Department of Transportation (DOT) changes over the last couple of years. "We will continue to keep our eye on transportation costs while working with our partner carriers to optimize our transportation resources," says Greer.

To keep increases to a minimum, Colonial does a lot of cost-cutting based on a lean manufacturing philosophy.

"We don't just run one size all day," says Rotchford. "We cut according to the order, first in, first out. The cutter cuts just enough. This [practice] lowers our cost as far as managing the shop and so far it has been successful. The proof is with our customers who are happier with on-time performance."

Rotchford explains that glass manufacturers will increase prices on a quarterly basis via surcharges.

"We did away with surcharges and this (change in policy) was well received by our customers," he says. "We had a price increase but no surcharges."

Part of the lean manufacturing has been capitalization.

"We have grown by adding capability and enhancing our image from a 'mom-and-pop' operation to a significant player in the market," adds Rotchford.

### **Adding Fuel To The Fire**

On January 4, 2004, a new Federal regulation limiting the number of hours a driver could operate a commercial motor vehicle went into effect (see related article in the February 2004 USGlass, page 56). At the time, the Federal Motor Carrier Safety Administration (FMCSA) stated that the new rules "will save as many as 75 lives and prevent up to 1,326 fatigue-related accidents involving trucks each year." Since then, there have been modifications, which went into effect in October 2005, that some believe are even more restrictive.

Charles says his company has felt the impact of the trucking regulation in terms of scheduling.

"The limit on driver hours has contributed to an existing driver shortage that makes scheduling even more difficult. Once an incoming truck is unloaded with our flat glass, we can't load it for another shipment if the driver's time has already been committed to someone else or if he has reached his maximum driving time."

The modified rules have tightened up parts of the regulation," says Greer. "From our (Guardian's) standpoint, these changes affected driver productivity and the ability to regenerate available transportation capacity."

She explains that the revised regulation is more defined on split breaks; in other words, how much a driver can split up driving time.

"It is even more devastating (for the entire transportation industry) than we originally thought," she adds.

Greer's concern is that the transportation industry did not fully understand the impact of the new restrictions. Both of the revisions to the DOT regulations have hurt the transportation market in terms of pricing and available capacity.

"We surveyed our carriers (on how the limitation on miles was going to affect them). It became apparent that they had underestimated the impact of this change—that is, until they started operating under the new rules."

So what brought this change? Why was it necessary to modify the original regulation?

Greer points out that the Public Citizens Group believed the regulation needed to be more stringent to achieve greater safety. The outcome has been even more litigious than when the regulation was implemented in January 2004. She says owners/operators are suing the government because their businesses are being affected.

"Those of us who are playing by the rules are doing capacity pricing and trying to optimize our transportation resources so we can meet customer demand," she says.

At this point, the outcome of the revised regulation is anybody's guess. Who's paying the additional freight from the rising cost of fuel? Manufacturers and their customers. But many companies are attempting to absorb these costs, either in part or in total, in one way or another.

## **Glass Shops Beware of Ordering Scams**

USGNN has learned that Indiana glass shops have been the target of a recent ordering and shipping scam. According to Sherry Allender with Bedford Glass in Bedford, Ind., a man calling himself the Rev. Able Frank is calling shops to order 100-200 lites of glass, paying with stolen credit cards and then asking that the glass be shipped to Ghana, Africa. He asks the shop to contact an international shipping company and to provide them with the weight and dimensions of the glass. The shipping company then provides the cost to ship the glass to Africa.

Allender told USGNN that the freight company is part of the scam; it asks for pre-payment of \$1300 by a Western Union money order.

She told USGNN she learned it was a scam when she called her glass supplier to place the order. Her supplier informed her that she was the fourth person to place this same order for shipment to Africa.

"I called my local police," said Allender. "The police said to fax the man back and let him know we knew it was a scam."

TEXAS GLASS ASSOCIATION / NORTH  
TEXAS DIVISION

**AT WORK FOR YOU !!!**



**The TGA/NTD will host the  
3rd Annual Safety Training at H & E Equipment Services, Inc.  
on**

***Wednesday, October 11th, 2006***

**from**

**8:00 a.m. to 12:00 p.m.**

**This training includes Boom lift / Sissor lift Training  
and  
Certification**

**FREE TO ALL TGA/NTD MEMBERS!!!**

**Lunch will be furnished by the TGA/NTD,  
and served at 12:00 p.m.**

**Please take advantage of this opportunity,  
and consider H & E Equipment Services, Inc. for your next  
equipment rental.**

**Deadline for registration will be Not Later Than:**

**Monday, October 2nd, 2006**

**If you are interested, please complete the attached Registration  
Form and forward to Larry J Mooneyham,  
via Facsimile no 972-557-1760.**

**We look forward to see you there.**

Texas Glass Association/North Texas Division

H& E Equipment Services, Inc. Safety Training  
Reservation Form

Wednesday, October 11<sup>th</sup>  
8:00 am

At  
3040 Roy Orr Blvd.  
Grand Prairie, Texas 75050

Barbecue Provided by TGA/NTD

Cost: Free to TGA/NTD Members  
\$85.00 per Person for Non-Members

Please Reserve for \_\_\_\_\_ people

The Reservations are for the following people:

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Your Company Name:

Phone Number:

Your Name:

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Please fax this form to Larry J. Mooneyham at 972-557-1760 by Monday  
October 2, 2005 or e-mail me at  
[lmooneyham@mgmglassinc.com](mailto:lmooneyham@mgmglassinc.com)

Mark your calendar TODAY for this event!

Please cancel the following reservations:

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# AFGD & S.S.I./Dow Corning

## Presents

The Texas Glass Association/North Texas Division

### 17<sup>th</sup> Annual Golf Tournament

When: Tuesday, September 26, 2006 1:00 pm Shotgun Start Florida Scramble

Pricing: Employees of Member Companies \$100 / Non-Members \$125

Location: Great Southwest Country Club, 612 Ave. J East, Gr. Prairie 75050

Includes: 18 holes of golf, cart, range balls, buffet, awards for 1<sup>st</sup>, 2<sup>nd</sup>, & 3<sup>rd</sup> place

Net Score, 1<sup>st</sup>, 2<sup>nd</sup>, & 3<sup>rd</sup> place Handicapped, 2 closest to the pin and longest drive.

**WE HAVE OPENINGS FOR 120 PLAYERS ONLY!!!! PLEASE REGISTER EARLY!!!!**

For more information, call Don Moore (972) 243-0676, John Lamb (972) 241-0116, Jim Prater (972) 243-0402 Jeff Cates (972) 438-1032

#### REGISTRATION FORM TGA/NTD 2006 GOLF TOURNAMENT

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

Home Phone \_\_\_\_\_ Work Phone \_\_\_\_\_

Golf Handicap \_\_\_\_\_ If not known, your avg. score \_\_\_\_\_

Check# \_\_\_\_\_ Cash \_\_\_\_\_

I wish to be paired with the following players:

Name: \_\_\_\_\_ Handicap: \_\_\_\_\_ Name: \_\_\_\_\_ Handicap: \_\_\_\_\_

Name: \_\_\_\_\_ Handicap: \_\_\_\_\_ Name: \_\_\_\_\_ Handicap: \_\_\_\_\_

Enclose your check for \$100 for members or \$125 for non-members and mail to : TGA/NTD Golf Tournament/Jim Prater: 2333 Glenda Lane, Dallas, Texas 75229 or fax to 972-484-2827

# Membership List

## **AAA Glass and Mirror**

Jerry Wright  
2405 Benbrook  
Fort Worth, TX 76110  
Phone: 817-924-3239  
Fax: 817-924-3281

2006

## **AFGD-Alverado**

Bob Taylor  
1201 Hwy 67 E  
Alvarado, TX 76009  
Phone: 800-777-5171  
Fax: 817-783-7123

2006

## **Allied Plastics**

Ed Walker  
10828 Shady Trail  
Dallas, TX 75220  
Phone: 817-392-2708  
Fax: 817-386-4218

2005

## **American Glass & Mirror**

Bill Turner  
3009 Joyce Drive  
Fort Worth, TX 76116  
Phone: 817-246-6963  
Fax: 817-246-8850

2006

## **Arch Aluminum & Glass**

Kirk Lockenour  
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Fort Worth, TX 76155  
Phone: 817-785-1220  
Fax: 817-785-1224

2006

## **B & B Glass**

Rick Churchill  
3214 Beltline Rd, St 426  
Dallas, TX 75234  
Phone: 972-481-9100  
Fax: 972-481-9108

2006

## **Campbell Glass & Mirror**

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

2006

## **ACI Glass - Farmers Branch**

Joe Fisher  
12900 Nicholson Road  
Farmers Branch, TX 75234  
Phone: 972-484-3691  
Fax: 972-620-7530

2006

## **Alecom Metal Works**

Allen Cates  
526 N. Britian Rd.  
Irving, TX 75061  
Phone: 972-438-1032  
Fax: 972-579-3025

2006

## **Alpha Glass & Mirror Co**

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

2006

## **Amersol, Inc.**

John Heinsen  
9750 Skillman  
Dallas, TX 75243  
Phone: 214-503-9977  
Fax: 214-503-0220

2006

## **Astro Sheet Metal Co.**

Arthur Paxton  
205 Sharon  
Irving, TX 75061  
Phone: 972-445-1294  
Fax: 972-721-0177

2006

## **BGR Specialties**

Garner Roberts  
3149 Lackland Rd  
Ft. Worth, TX 76116  
Phone: 817-763-5831  
Fax: 817-731-0625

2006

## **Cardinal IG**

Mark Lousel  
201 Cardinal Rd  
Waxahachie, TX 75165  
Phone: 972-937-4969  
Fax: 972-937-4094

2006

## **Advanced Glass Systems**

Gary Fagan  
2842 Handley Ederville Rd  
Richland Hills, TX 76118  
Phone: 817-589-7702  
Fax: 817-595-1386

2006

## **Alliance Glass**

Gary Lane  
Box 1587  
Keller, TX 76244  
Phone: 817-379-1936  
Fax: 817-379-1890

2006

## **Alpha Insulation & Waterproofing**

Justin Roberts  
1010 E Dallas Rd.  
Grapevine, TX 76051  
Phone: 972-446-2600  
Fax: 972-245-7974

2006

## **AMI Auto Glass, Inc.**

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

2005

## **Automatic Door Systems**

Gregory Smith  
P.O. Box 1321  
Lewisville, TX 75067  
Phone: 972-484-5144  
Fax: 972-243-4078

2006

## **C. R. Laurence, Inc.**

Ryan  
2080 Lone Star Drive  
Dallas, TX 75212  
Phone: 214-634-7305  
Fax: 214-631-6519

2006

## **City Glass & Mirror**

James Cain  
283 SW 14th St.  
Grand Prairie, TX 75051  
Phone: 972-264-5605  
Fax: 972-264-6384

2005

**Country Glass & Mirror**  
Charles Risinger  
3201 Military Pkwy. #A400  
Mesquite, TX 75149  
Phone: 972-216-9100  
Fax: 972-216-9603

2006

**D.F.W. Automatic Doors**  
J.L. Gilchrist  
P.O. Box 851650  
Mesquite, TX 75185  
Phone: 972-247-4006  
Fax: 972-247-4222

2006

**D.G.B. Glass, Inc.**  
Brad Baker  
Box 123470  
Fort Worth, TX 76121  
Phone: 800-894-1955  
Fax: 817-261-9923

2006

**Dallas Flat Glass Distributors**

Tom Hollman  
2150 Hutton  
Carrollton, TX 75006  
Phone: 972-506-9580  
Fax: 972-506-9585

2006

**Dallas Glass & Door Co., Inc.**

Dallas Owens  
P.O. Box 440  
Fate, TX 75132  
Phone: 972-772-4915  
Fax: 972-772-4178

2006

**Door Control Services**

Don Gilchrist  
321 Van Zandt Co Rd. 4500  
Ben Wheeler, TX 75754  
Phone: 903-833-5815  
Fax: 903-833-5282

2006

**Dorma Architectural Hardware**

Ken Theaker  
115 Meadow View Drive  
Argyle, TX 76226  
Phone: 940-455-2772  
Fax: 940-455-2882

2005

**Fashion Glass & Mirror**

Thomas Pratkan  
585 South Beckley  
DeSoto, TX 75115  
Phone: 972-223-8936  
Fax: 512-295-8251

2005

**Faulkner & Associates**

Joe Faulkner  
2709 Hillside Drive  
Lewisville, TX 75077  
Phone: 972-251-1353  
Fax: 972-251-1787

2005

**Garland Glass & Mirror**

310 Gautney St.  
Garland, TX 75040  
Phone: 972-276-6524  
Fax: 972-494-1272

2006

**Complete Line Glass**

Jarman Cooper  
2510 W. Main #200  
Grand Prairie, TX 75050  
Phone: 972-206-1000  
Fax: 972-206-1009

2005

**Gillham Glass Co., Inc.**

David Gilham  
3532 Miller Park Drive  
Garland, TX 75042  
Phone: 972-487-8999  
Fax: 972-487-9033

2005

**Guardian Industries**

John Maxon  
3801 S. 287  
Corsicana, TX 75109  
Phone: 903-872-4871  
Fax: 903-872-4871

2005

**H&E Highlift**

Abe Farrington  
3040 Roy Orr Blvd  
Grand Prairie, TX 75050  
Phone: 972-642-9766  
Fax: 972-642-4422

2005

**Haley-Greer, Inc.**

Jeff Benson  
22570 Lombardy  
Dallas, TX 75220  
Phone: 972-556-1177  
Fax: 972-556-1384

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**Hall Sales Company**

Jake Hall, Sr.  
RT 3, Box 173  
Whitewright, TX 75491  
Phone: 903-965-7610  
Fax: 800-235-2073

2006

**Helterbran Associates**

Cliff Helterbran  
110 Tennyson Pl.  
Coppell, TX 75019  
Phone: 972-745-0026  
Fax: 972-745-0306

2006

**Hilti, Inc.**

Chris Stanford  
13635 Stemmons Fwy  
Farmers Branch, TX 75234  
Phone: 972-824-9643

**Insulation Solutions**

Gene and Penny Wiggs  
3200 Ashford Lane  
McKinney, TX 75070  
Phone: 972-548-7058  
Fax: 972-542-0270

2006

**Jennings Glass Contractors**

Jerry Jennings  
Box 271025  
Dallas, TX 75227  
Phone: 972-285-0004  
Fax: 972-2851080

2006

**JPON Glass Co.**

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

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**Kawneer**

Ken Rossi  
3116 Royalty Row  
Irving, TX 75062  
Phone: 972-438-1212  
Fax: 972-438-5462

2006

**Knowles Door Check**

Brenda Greathouse  
302 Hwy 251 South  
Olney, TX 76374  
Phone: 214-637-2896

2006

**Lloyd Consulting & Engineering**

Ken Lloyd  
143 Classon Drive  
Dallas, TX 75218  
Phone: 214-340-1517  
Fax: 214-340-1519

2006

**MGM Glass**

Rose Mooneyham  
 3207 Peachtree # 102  
 Balch Springs, TX 75180  
 Phone: 972-286-5141  
 Fax: 972-557-1760

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**Mammen Glass**

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

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**Oak Cliff Mirror & Glass**

Sam Hill  
 2202 N. Beckley Avenue  
 Dallas, TX 75208  
 Phone: 214-747-4875  
 Fax: 214-747-4878

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**Old Castle Glass**

Don Clark  
 10000 North Harrison  
 Shawnee, OK  
 Phone: 405-275-5510  
 Fax: 405-275-5245

2006

**Optical Security**

Koko Katanjian  
 1932 Valley Viasta  
 Farmers Branch, TX 75234  
 Phone: 972-241-4527

2005

**Precision Door**

James Allen  
 925 22<sup>nd</sup> Avenue #106  
 Plano, TX 75074  
 Phone: 972-423-6182  
 Fax: 972-633-8132

2006

**Pro Glass & Remodeling**

2435 Squire Place  
 #100  
 Farmers Branch, TX 75234  
 Phone: 972-484-6233  
 Fax: 972-484-6204

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**Quality Automatic Doors**

J.L. Gilchrist  
 P.O. Box 1539  
 Van, TX 75790  
 Phone: 800-221-6534  
 Fax: 800-503-5566

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**Quality Power Coating**

Jim Hester  
 1828 Forms Drive  
 Carrollton, TX 75006  
 Phone: 972-488-0625  
 Fax: 972-488-0636

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**Redbud Glass, Inc.**

Jan Voskamp  
 4325 SW 29<sup>th</sup>  
 Oklahoma City, Ok  
 Phone: 800-943-0883  
 Fax: 800-813-7991

2005

**North American Glass Distributors**

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

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**Somaca**

Bill Dawson  
 2750 Electronic Lane  
 Dallas, TX 75220  
 Phone: 214-350-0350  
 Fax: 214-350-0764

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**Southern Stretch Forming**

David Arthur  
 Box 50047  
 Denton, TX 76205  
 Phone: 940-591-0410  
 Fax: 940-271-0570

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**Southwest Glass, Inc**

Jim Prater  
 2333 Glenda Lane  
 Dallas, TX 75229  
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 Fax: 972-488-2827

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**SSI – Dallas**

Don Moore  
 2367 Glenda  
 Dallas, TX 75229  
 Phone: 972-243-0676  
 Fax: 972-243-0693

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**TJB Insulated Glass, Co.**

Robert Taylor  
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 Dallas, TX 75229  
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 Fax: 972-484-8383

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**Tepco Contract Glazing, Inc.**

Dianne Keen  
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 Fax: 972-247-1052

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**U.S. Aluminum**

Arthur Roux  
 2000 Singleton Dr  
 Waxahachie, TX 75165  
 Phone: 800-627-6440  
 Fax: 800-289-6440

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**Universal Glass**

John Lamb  
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 Dallas, TX 75229  
 Phone: 972-241-0116  
 Fax: 972-241-3075

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**Vistawall Architectural Products**

Mike Efeney  
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 Terrell, TX 75160  
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 Fax: 972-475-9349

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**Wallace Insurance Agency**

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

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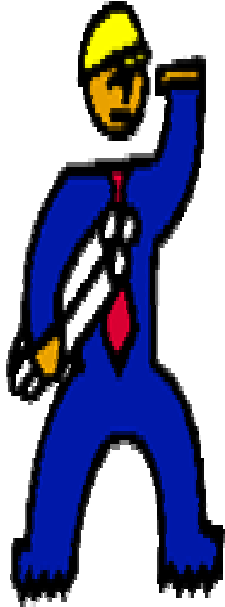
YKK AP America  
 Jason Merritt,CSI,CDT  
 Dallas, E. Texas  
 Arkansas, N.Louisiana  
 Cell: 214-287-3050

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YKK America  
 2025 W. Beltline Road #130  
 Carrollton, TX 75006  
 Phone: 972-245-9551  
 Fax: 972-245-9522

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If you need to update your info.  
 Please contact me at 817-849-  
 1812 or editor@tgantd.com!



**Don't forget to contact Cliff  
Helterbran to volunteer your  
company to help:**

**Gift of Glass!**

**Check in next month's  
newsletter for more  
information!**

TGA/NTD  
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