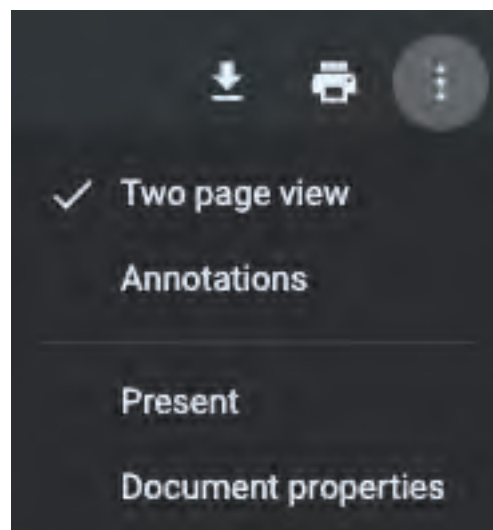


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WINDOW+ DOOR

Screen
Technology

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Hardware
Corrosion

P. 16

Manufacturing
Safety

P. 28



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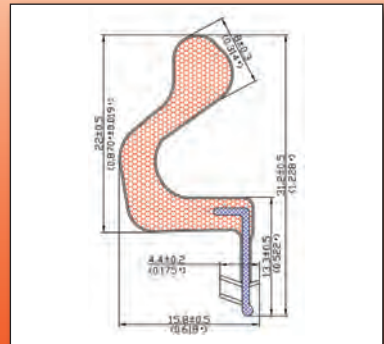
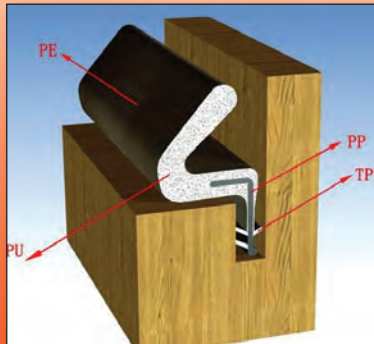
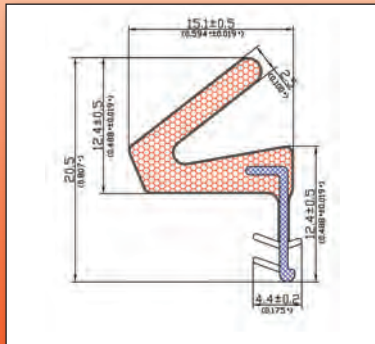


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The GlassBuild America Issue

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36. Show Preview

The inside scoop on GlassBuild America, the largest gathering in North America for all segments of the glass and fenestration industries.

By Norah Dick

40. Discover Solutions: Product Preview

From window systems and hardware to automated IG and vinyl processing equipment, and all the pieces in between, this exclusive product section shows just a fraction of the products, services and supplies that will be on display in Atlanta.

86. The Exhibitor List

This year's event will host over 450 exhibiting companies, with more than 50 new suppliers added to the 2023 event.



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On the Cover: A full range of products will be on display at GlassBuild America in Atlanta. The Corsair saddle style door from Veka North America is just one of hundreds of products. See p. 40 for the product showcase and view even more on GlassBuildAmerica.com.

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- Extended product information, including videos and links to exhibitors.
- Exhibitor profiles, including contact information and company highlights.
- Information on educational presentations held throughout the show.
- A portal with curated content for residential fenestration professionals.

➔ Inside GlassBuild // 2023 Blog Series Highlights

Market influencers share insights on why they attend GlassBuild. See the entire series at glassbuildamerica.com/inside-glassbuild.



Step Back, Zoom Out: Why I'm Attending GlassBuild

By Wyatt Castellvi



If You're Busy, Come to GlassBuild to Get It All Done

By Kevin Hardman



See Customers and Meet New People at GlassBuild

By Syndi Sim

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News

IN THE KNOW



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PGT Innovations Announces Grant of Equity, Helps Nonprofit

PGT Innovations Inc. announced a grant of equity to all eligible PGTI team members based on each employee's tenure. Team members who have worked at PGTI for at least one year, but less than two, received 50 shares of restricted stock around Sept. 1. Team members with two years of service, but less than five, received 75 shares of restricted stock. And team members with five or more years of service received 100 shares of restricted stock. Current team members with less than one year of service will receive their grant of restricted stock on or about the first anniversary of the September 2023 grant. Eligible team members include those not already participating in the company's long-term incentive plan.

"Our team members are at the heart of us achieving our strong results. Empowering them as shareholders provides the opportunity for them to directly share in the results of their dedication toward driving our company's incredible performance," says Jeff Jackson, president and CEO, PGTI.

In August, PGTI donated Eze-Breeze Horizontal Side Slider porch enclosure products to Forgotten Angels, a nonprofit organization. Team members from PGTI's facility in Tampa, Florida, installed the products to enclose the organization's 960-square-foot common area, currently used for group gatherings.

Forgotten Angels' mission is to operate as an extended family for children and young adults aging or aged out of the foster care system,

at-risk teens, and recently released incarcerated youths. The organization offers a home to teach these children life skills, provide opportunities for education and skills training, foster financial independence, and provide care and guidance.

Quanex Partners with Advanced Screen Systems

Quanex and Advanced Screen Systems Inc., a wholly owned subsidiary of Unique Home Designs Inc., entered into an exclusive manufacturing agreement for ASSI's screen systems featuring Meshtec technology. Under this partnership, Quanex will fabricate and distribute licensed products from ASSI and develop new applications to capitalize on the growing demand for high-performance window and door screens.

With its traditional insect screens, Quanex is positioned to provide upgraded screen solutions for window and door manufacturers. ASSI has established itself in this emerging market with designs and applications that are now available to Quanex.

Veka Celebrates 40 Years in North America

Veka celebrated its 40th anniversary in North America this year. Over the past four decades, Veka has grown from a small team of a dozen individuals to a company with four locations in North America and a workforce of over 800 employees. Veka attributes its workforce as the driving force behind its continued growth. Veka's average team member tenure is more than twice the industry average, according to the company.

"As we celebrate our 40th anniversary, we reflect on the remarkable journey we have embarked on together. The principle of We Care, We Act, We Grow has been at the core of our success and will continue to guide us into the next 40 years," says Joe Peilert, president and CEO, Veka North America.

Winchester Industries Celebrates 40 Years in Business

Winchester Industries is commemorating 40 years of triple glass insulating window and door manufacturing. In celebration of this milestone, Winchester plans to expand its dealer base.

The foundation of Winchester was built when the original owners, Robert Weis and George Yuhasz, combined decades of industry knowledge to debut the first triple-glass Bristol replacement double-hung window in 1983. Producing triple-pane windows 40 years ago catapulted Winchester as a leader in window innovation, say company officials.

Winchester produces the Bristol and Oxford windows and doors at its 141,000-square-foot manufacturing facility in Saltsburg, Pennsylvania, which is east of Pittsburgh.

Boise Cascade to Purchase Brockway-Smith

Boise Cascade Co., a building material supplier, reached an agreement to purchase Brockway-Smith Co., a wholesale distributor specializing in doors and millwork. The purchase price for BROSCO, including acquisition of its two full-scale distribution centers, is \$172



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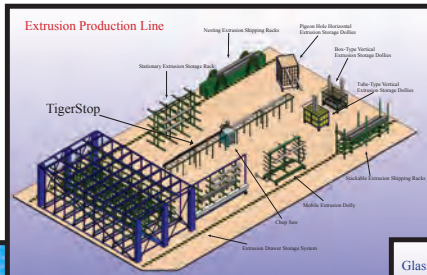
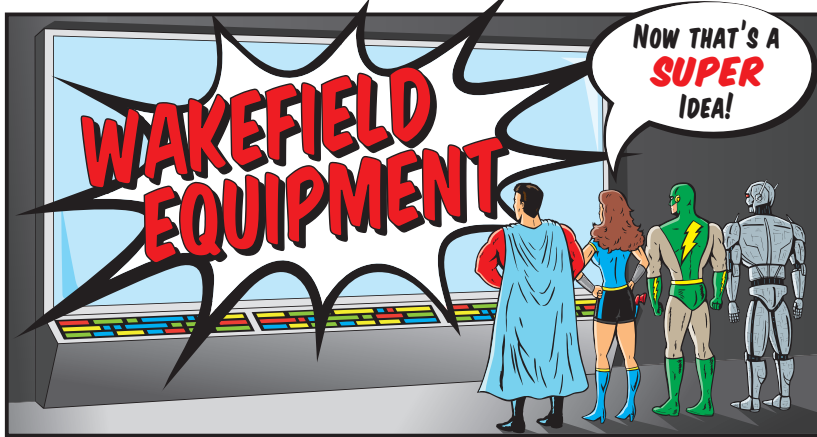
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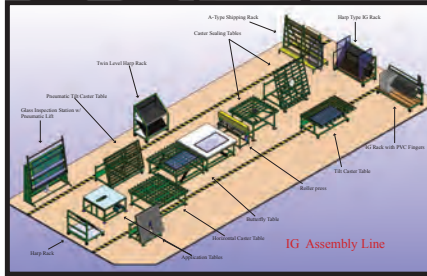
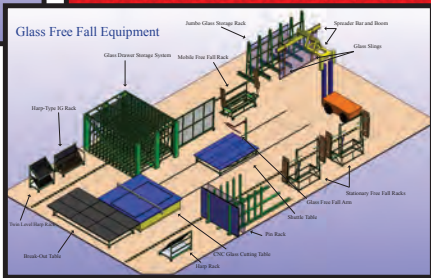
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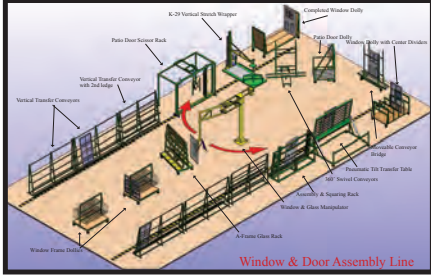
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News

million, subject to certain closing adjustments, according to a company statement. Boise Cascade plans to fund the transaction and closing-related expenses from its existing cash balance.

BROSCO is a fifth-generation, family-owned company founded in 1890. It operates distribution centers in Hatfield, Massachusetts, and Portland, Maine. In addition to interior and exterior doors, BROSCO's offerings include moldings, railings, windows, stair parts and composite products. Boise Cascade currently operates 10 millwork locations, specializing in exterior and interior doors, frames, hardware, and pre-finishing options.

Engineered Custom Coatings, NASL and PGT Innovations Join WDMA

The Window and Door Manufacturers Association announced that Engineered Custom Coatings is one of its newest members. Engineered Custom Coatings engineers and manufactures custom coatings to fit specific window and door original equipment manufacturer application and performance needs.

WDMA also announced that North American Specialty Laminations, which provides lamination, fabrication and finishing solutions to the global building products industry, has joined the association.

PGT Innovations is also a new member of WDMA. PGT Innovations manufactures and supplies windows, doors and garage doors. Its products aim to revolutionize the way people live by unifying indoor and outdoor living spaces. The PGT Innovations' family of brands include CGI, PGT Custom Windows and Doors, WinDoor, Western Window Systems, Anlin Windows & Doors, Eze-Breeze, Eco Window Systems, NewSouth Window Solutions, and Martin Door. ■

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By
Laurie Cowin
EDITOR

I haven't looked forward to October 31 this much since I was a kid and waiting for school to be over so I could run home, put on the golden retriever costume I favored for four years, have my mom paint on whiskers and a black nose, and collect as many Reese's Peanut Butter Cups as I could in one evening. Although I still use October 31 as an excuse to indulge in a peanut butter cup (or pumpkin, if I'm really lucky), this year, that date has extra import: the 20th annual GlassBuild America kicks off in Atlanta.

Stepping onto a tradeshow floor on the first day is always a thrill. Energy is high as the industry convenes to network, do business, share solutions and have some fun while we're at it. At a tradeshow like GlassBuild America, there's always something new to see and education opportunities abound. No matter what aspect of your business you're looking to improve, GlassBuild America will have a solution.

I'm especially looking forward to the Main Stage presentation by Chris Beard with John Burns Research and Consulting, where Beard will present the results from the inaugural Window & Door Market Study, which we partnered on this year. Didn't get a chance to contribute? This will be a quarterly study and one we hope you'll participate in moving forward. The economic forecast by Connor Lokar of ITR Economics is a must-attend event as he details what we can expect from the construction market in future years. And those are just two sessions out of the three days of programming on deck. See p. 36 for the schedule of events and visit GlassBuildAmerica.com to stay updated on the full education offerings.

More than 450 exhibitors will display their products and services across 180,000 square feet. See p. 40 for our extensive product preview and

view the full product showcase at GlassBuildAmerica.com.

Beyond the programming and exhibitors, however, lies perhaps the best value of an event like GlassBuild America that can't be quantified: the community, the networking, and the peer support and collaboration. These events create an environment to get to know one another, deepen existing relationships and form new ones. We are a people business, and there is no better place to engage with people than at GlassBuild America.

Coinciding with GlassBuild's 20th anniversary is the National Glass Association's 75th anniversary. Katy Devlin, editor-in-chief for Glass Magazine, writes: "Over the years, the NGA has continued to shift its mission to meet the changing needs of the industry. Today, the association is dedicated to elevating the image of glass as a safe, healthy, sustainable and inspiring building product while also advancing the industry as a viable, thriving and exciting career path. Its four strategic goals: educate, promote, advocate and workforce development.

"To meet the industry's evolving demands, the NGA has stepped up its education and advocacy activities, particularly in recent years. The association launched Glass and Glazing Advocacy Days in 2022, a two-day annual event that brings NGA and industry leaders to Capitol Hill to meet with congressional members and government agency officials. The NGA was a pivotal voice in the United Nation's 2022 International Year of Glass, a year-long celebration of glass' essential role in society, culminating in a program at UN headquarters in New York City. And the association has continued to develop technical materials and resources to educate the industry on best practices in glass and fenestration." Read more about the anniversary at GlassMagazine.com. ■



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Upping the Value with Screen Technology

Screens can be an opportunity for window and door manufacturers to separate themselves from the competition



By Adam Wilson

A screen is just a screen. Or is it? At a time when window and door manufacturers are continuously challenged to improve the functionality and performance of their window systems, it can be easy to put screens on the innovation backburner. Many customers expect basic functionality and quality, and perhaps not much more.

But for manufacturers, there may be untapped potential in their window and door screen offerings—both in the value they can bring to their customers and their impact on their production operations.

Adding value with mesh technology

Doors and windows are the single greatest point of vulnerability regarding the security of a home. Strong entry doors, windows and security monitoring devices can only go so far in securing these openings, and then only at the cost of energy-saving cross ventilation.

Advanced screen technology has the potential to improve security and better protect a home's inhabitants. Screens made with high-performance, high-tensile mesh technology have the potential to deliver outstanding durability, providing consumers with a screen system that they can enjoy for a lifetime—all with the added benefits of securing the home against unwanted break-ins, insects and UV rays. Higher-quality meshes can be paired with other security-enhancing features, including multipoint lock systems that resist common forced-entry tools.

For window and door manufacturers, these kinds of security-boosting technologies can help to change the perception of the value of window and door screens while helping to elevate the quality of screen offerings for the fenestration market.

Transforming your operations

When evaluating your screen offerings to your

end customers, it's also worth closely examining your internal manufacturing process and whether or not it might be worth outsourcing your screen manufacturing to a reliable supplier who offers differentiating technology.

There are various reasons why making screens can be a headache for the average window and door manufacturer. First, quality control on screen production can be challenging to maintain. Many companies that make their screens in-house do it by hand, via manual processes that depend on highly skilled workers consistently performing critical parts of production. Human error can influence this process and can cause breakdowns in quality issues.

Screen fabrication is also a labor-intensive process. At the standard size of $\frac{1}{16}$ inch, successful fabrication can be a delicate, time-consuming process. Screens can also be easily ripped or damaged, making production and packaging a critical consideration—one that can also slow down your overall production volume. A missed screen on an order can cause a complete job to go unpaid until the issue is rectified.

Finally, because no residential window or door is complete without its accompanying screen, screen production has the potential to artificially cap what you can produce in a given shift. For example, if you're making 600 windows daily but can only make 500 screens for those windows, you can only ship 500 orders to your customers.

There is an opportunity for window and door manufacturers to bring new screen technologies to the market, and it's worth consideration. Finding and working with the right screen partner can transform your business. ■

Adam Wilson is vice president of sales and business development, North American Fenestration, Quanex.

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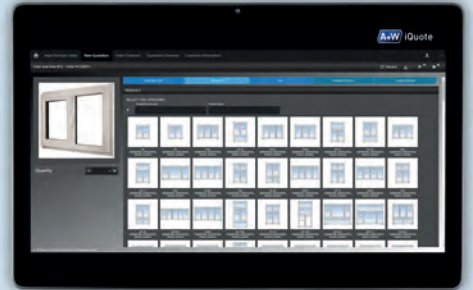
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Combating Hardware and Componentry Corrosion

When it comes to the maintenance and performance of windows, doors and skylights, components must not be a weak link in any fenestration system



By Janice Yglesias

With the increase in unusual weather events in North America, it's worth examining the toll that weathering can take on hardware regarding windows, doors and skylights. A typical example is hardware and componentry corrosion. Fortunately, industry tools pertaining to this subject can help.

AAMA 907

The “Voluntary Specification for Corrosion Resistant Coatings on Carbon Steel Components Used in Windows, Doors and Skylights,” also known as AAMA 907, was updated in 2023. The document addresses zinc plating, zinc plating of threaded fasteners, and nickel and chrome plating—the more common materials since the industry’s transition to meet new materiality, environmental and safety requirements.

One aspect of the new specification delves into the definition of “substantial substances,” or areas that are openly visible and exposed once a fenestration component is installed, when in open or closed positions. Another change involves the return of a critical table listing coating materials that address corrosion—something salt often exacerbates in coastal regions.

AAMA 902

An update of AAMA 902, Voluntary Specification for Sash Balances, is currently in the works. This specification provides the materials, testing and performance requirements for sash balances used in hung-type windows. The biggest concern is addressing the balance between outside air entry and the ease of use/force required to open or close the window. A large, heavy sash may require an equally high-performing balance system to meet the required operating force.

The most significant change to AAMA 902 was the addition of the term “Manually Applied Force Ratio,” or MAFR, which is the ratio of the force

used to operate a sash compared to the weight of the sash. The lower the MAFR, the less force is required to operate the sash. The specification provides for five classes of balances. Balances with the lowest MAFR are Class 5 and balances with the highest MAFR are Class 1. Beyond the height of weatherstripping employed, corroded or damaged hardware can add friction to the assembly, hindering free operation. Therefore, sash balances must be of corrosion-resistant material.

AAMA 701/702

The “Performance Specification for Pile Weatherstrips (AAMA 701) and Polymer Weatherseals (AAMA 702),” known together as AAMA 701/702, establishes minimum performance requirements for pile weatherstrips and polymer weatherseals. It also addresses in-service requirements of fenestration products to maintain acceptable levels of installed air leakage, water tightness and operational forces.

A key part of the document addresses “weatherability,” or the ability of a weatherstrip to maintain its construction and performance integrity under the influence of ultraviolet light, heat and moisture. The standard also assists users in selecting types and sizes of pile weatherstrips and the grooves in which they are installed.

When it comes to the maintenance and performance of windows, doors and skylights, components must not be a weak link in any fenestration system. In the face of steady extreme weather, several details relating to corrosion and the damage it can cause should be explicitly considered to help level the playing field against Mother Nature. ■

Janice Yglesias is the executive director of FGIA, overseeing the full organization. She can be reached at jyglesias@FGIAonline.org.

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M&A Market Poised to Heat Up in 2024

Owners and investors wait for the “spark” that will reignite M&A activity



By Andrew
Petryk

The building products market continues to face headwinds as owners and investors wait for the “spark” that will reignite M&A activity. High mortgage rates and home price affordability have weighed heavily on buyer and seller behavior in the sector since Q3 2023. Pressure is building, and we expect the M&A market to heat up as we get deeper into 2023 and look ahead to 2024.

Resiliency of housing demand

Critical to the housing equation is demand for which there is no shortage. To satisfy what has been characterized as “unprecedented demand,” homebuilders are turning to options such as reduced footprints, smaller lots and rate buydowns, recognizing the need for more affordable entry-level homes to aid in the housing crisis. “Buyers should expect that over the next 12 to 24 months, there will be a notable increase in the number of entry-level homes available,” says Ali Wolf, chief economist of building consultancy, Zonda, in an interview with realtor.com. The Wall Street Journal reported that the share of new homes sold and priced under \$300,000 rose to 17% in May, the highest level since December 2021. PulteGroup CEO Ryan Marshall told analysts in the company’s Q2 2023 call, “As data suggests, some first-time buyers are opting to go with less square footage or fewer options and upgrades as buyers need to purchase a home in today’s dynamic market environment.”

Despite elevated mortgage rates, new house demand is proving to be resilient. Builder sentiment rose to 50 in May, marking a 10-month high and the first midpoint reading for the index since July 2022. Housing starts also trended positively in May, registering a solid 21.7% gain to reach a seasonally adjusted annual rate (SAAR) of 1.63 million units—an 11-month high. Driving the demand for new construction is the lack of existing home inventory. “The housing market continues to show signs of optimism with new home construction activity partially offsetting the impact of the lock-in effect on existing home sales,” says Jeffrey Jackson, CEO, PGT Innovations, commenting during the company’s Q2 2023 earnings call.

We remain optimistic that repair and remodeling demand will remain elevated, with



“As companies continue to weather short-term headwinds, we remain optimistic about the long-term demand profile of the building products market.”



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less-discretionary renovations outpacing broader activity. While growth is projected to decelerate coming off the highs observed in 2021 and 2022, many homeowners are staying in place and reinvesting in their homes, mainly as mortgage rates are likely to remain elevated over the near term fueled by additional Fed rate hikes to combat inflation.

Strategic industry transactions

Despite the challenging environment, high-quality deals are getting done, with capital availability keeping buyers in the market. Strategic buyers continue to sit on large cash balances, and private equity has raised record amounts of uninvested capital looking to be put to work in high-quality assets. The healthy mix of strategic and

financial buyers indicates a building pipeline and a deal market poised for a resurgence.

- In July, Jeld-Wen Holding completed the sale of its Australasia window and door business to Platinum Equity, an operationally oriented private equity sponsor with significant experience in the building products industry. The business operates from 41 manufacturing locations across Australia, Malaysia and Indonesia.
- PGT Innovations finalized the purchase of Eco Enterprises in June, acquiring the remaining 25% interest in the company. In addition to realizing revenue growth and margin expansion, PGTI added glass production capacity, furthering its vertical integration strategy. Eco Enterprises manufactures aluminum and impact-resistant windows and doors, primarily serving South Florida.
- In May, Pella Corp. expanded into South Florida with Lawson Industries. With the acquisition, Pella will increase its capabilities in impact-resistant aluminum windows and doors.



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Valuation metrics are improving. Public company valuations have trended up over the past three quarters, with Q2 2023 median EBITDA multiples for the Brown Gibbons Lang & Company Window and Door Composite Index up 11% from the year-ago period. As companies continue to weather short-term headwinds, BGL remains optimistic about the long-term demand profile of the building products market and believes the fundamental demand/supply imbalance in the market will result in a prolonged period of new construction growth. ■

Andrew Petryk is a managing director and leads the industrials practice at Brown Gibbons Lang & Company. Contact him at 216/920-6613 or apetryk@bglco.com.

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Contractual Choice-of-Law Provisions

Intended to create clarity and consistency, these provisions are subject to varied interpretations and enforcement



By John Nolan

The scope and enforcement of commercial contracts can pose challenges for the contracting parties in many ways. One potential area of uncertainty is when courts are called upon to interpret and enforce a contract's terms, especially where the parties and the contract have a connection to more than one state. Variables in how the parties' respective obligations, duties and remedies may be enforced in different jurisdictions create the potential for inconsistency in how the terms of the agreement may be applied to resolve disputes.

Laws differently interpreted

Our federal system is structured so that state law (as opposed to federal law) usually applies to determine the existence, performance and remedies for breach of contracts. The specific language used and the object or purpose of the contract may be interpreted differently from state to state based on how each state's jurisprudence has developed. Individual states may also have enacted laws that pertain to how specific types of contracts may be enforced, such as employment contracts and restrictive covenants like non-compete clauses. This effect of our federal system may lead to unintended results. In the U.S. legal system, contracting parties developed contractual choice-of-law provisions to create consistency as to which rules will apply to a contract.

In very general terms, choice-of-law provisions are written agreements between contracting parties to have one state's laws apply to control the interpretation and enforcement of the contract. This "choice" provides the parties with reasonable assurance that their respective obligations and rights will be interpreted in a court of law as they intend.

When a contract has no choice-of-law provision and litigation ensues, the judge, not the parties, decides which state's law will apply. In making this decision, the court may look to see how the object of the contract and its performance relate to the state within which the litigation was brought. Or the court may conclude that the state law where the contract was made applies.

This "place of contracting" analysis is unclear when the parties are from different states. The court could decide that if the state wherein the litigation is brought (the forum state) is also where the performance of the contract is to take place, the forum state's law should apply because the consequences of performance or breach of the contract are important to the interests of the state and its citizens. This court-based analysis is called a "conflicts of laws" analysis, and the potential risks and inconsistencies posed by letting the court decide is why parties may lean toward a choice-of-law provision, which decides for the court.

Most courts are willing to enforce choice-of-law provisions, so their use helps reduce potential risks of inconsistency and uncertainty. However, because choice-of-law provisions are contract terms, they are also subject to judicial interpretation, which may vary by state.

Choice-of-law provisions basics

Once a decision is made to include a choice-of-law provision, the question becomes: "Which state's law should apply?" If company A is located in one state and company B is located in another, each may perceive a performance or contract enforcement advantage in having its home state's laws apply to a dispute. However, without analyzing how those laws relate to the formation, purpose, performance and enforcement of the contract, that assumption could

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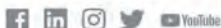
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create more problems than advantages.

Choice-of-law provisions may be ignored under specific circumstances when applying the chosen state's law causes a waiver of substantive rights protected by the forum state's laws. For instance, states have enacted statutes that specifically provide that a choice of another state's law, which would "vary a statute, administrative rule or regulation that may not be varied by agreements under the [forum state's] law," is unenforceable. Laws regarding required financial disclosures and certain consumer protection statutes are the types of laws that may invalidate a choice of law provision if it would cause a waiver of those protections.

In choosing state A's law in the contract, parties should be aware that some courts may construe law to include only the substantive law of state A and not its procedural law. This distinction may become important in determining

which state's statute of limitations applies to a claim. The majority of states in the U.S. regard statutes of limitation as procedural. Specific language may be required to confirm the intent that state A's statutes of limitation apply.

Another consideration relates to the scope of the choice-of-law provision. If the provision is drafted with reference only to the contract, e.g., "...this contract shall be governed by the laws of state A..." is the scope limited to the law of contract-based claims only, or does it include non-contractual but related claims, such as tort (negligence, etc.) or claims based in statutory law? Suppose the choice-of-law provision controls only contract-based claims. In that case, the forum court may undertake a conflicts of law analysis to determine whether the forum's laws or another state's law applies to those non-contractual claims brought within the same action as the contract claim. The parties should

consider the intended scope before deciding on the language to use.

Choice-of-law provisions are intended to create clarity and consistency in the legal interpretation and enforcement of contracts. However, choice-of-law provisions themselves are subject to potentially varied interpretations and enforcement. Their use likely reduces the potential for unintended and unforeseeable interpretations and enforcement of contracts. Given that unintended consequences may also result from their use, those entering into choice-of-law provisions should thoroughly analyze the potential impact of the chosen law and whether there are potential legal barriers to their enforcement. ■

John Nolan is an attorney with The Gary Law Group, a law firm that focuses on legal issues facing manufacturers of windows and doors.

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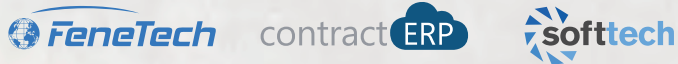


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Preparing for growth

Is your company ready to make bigger business happen?



By Ron Crowl

It's that time of year again. GlassBuild America is just around the corner, and like many in the industry, I've been preparing for the region's largest trade and networking event. Recently, I came across a promo video for the trade show, and something that stood out to me was a tagline for the event in big, bold lettering that read "Bigger Business Happens at GlassBuild."

While the motto encapsulates why many of us attend trade and networking events—to learn from others and make the connections that will grow our businesses—it reminded me of a common issue facing businesses throughout the fenestration industry.

The entrepreneurial drive to make bigger business happen is sometimes stronger than the foundation to operate as a bigger business. This disparity prompts the question: Are you sure your company is ready for bigger business?

Evolving business

That question might seem best posed to glass

fabricators or window and door manufacturers yet to implement an ERP system into their operations. Certainly, there is no better way to take your business to the next level, improve your production process and, ultimately, grow your company.

But even as integration and automation have increased across the glass fabrication and window and door manufacturing sectors, many in the industry still find it challenging to scale production efficiently and respond quickly to consumer demand for custom products. Integrating ERP software and increasing automation into your operations isn't a one-and-done scenario. Your company has achieved the next level, but there's always bigger business to make happen.

Think of it this way: You wouldn't go to a trade show like GlassBuild, learn about one piece of tech that can increase your profits or partner with another company to improve sales, and never go to another trade show again. No, your business is evolving, and you need to continue to update its backbone to make that evolution possible.

The next level

When you ask yourself if your company is ready for bigger business to happen, it tends to invite several other questions for consideration. Is your business fully optimized? Are your processes completely integrated? What is the "next level" to which you want to take your business? No matter how you answer these, it will point to one final question. Can my current ERP software handle that "next level"?

If the answer is "no," you have a really good problem on your hands. It means you're growing as a company and maturing in the right direction. And there's a simple solution readily available: upgrade. Talk to your software provider about what you need to match your production with your ambition, and put their engineering expertise to the test. ■

Ron Crowl is general manager of windows, doors and glass at Cyncly. Contact him at ron.crowl@cyncly.com.

Three present as one

There's another reason why preparing for bigger business has been front of mind for me ahead of GlassBuild America. At this year's conference, three industry-leading software providers—FeneTech, Soft Tech and contractERP—are presenting their new features for the first time as Cyncly. Cyncly's portfolio of industry-specific solutions has been strengthened by bringing these companies together to help window, door and glass manufacturers manage customer requests faster, improve overall

operating efficiency and scale production efficiently.

By combining these three brands' industry experience, engineering knowledge and software expertise, Cyncly is strengthening each of their solutions. We can't wait to share how these new features will further empower fabricators and manufacturers to optimize production processes, streamline workflows, reduce costs, and make bigger business happen for our customers and the entire industry.



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7 Heat Safety Myths in Indoor Manufacturing

How to keep workers safe amid high temperatures

By M.B
Sutherland

The increased focus on heat safety in the workplace is a welcome change that saves lives. But for workers in hot indoor facilities like window and door manufacturing plants, it can feel like all the emphasis is on outdoor work. Hot indoor environments can be just as dangerous and fraught with avoidable heat safety misconceptions. Here are seven indoor heat safety myths to watch for.

MYTH #1

Indoor facilities don't get hot enough to cause severe heat illness

If you work in a non-air-conditioned plant or in a climate where the air conditioning has trouble keeping up, we're betting you already knew this one was false. While none of the risks below are exclusive to indoors, any of the following can increase your workers' likelihood of indoor heat illness, up to and including heat stroke.

Heat and humidity. Consider both heat and humidity when you schedule breaks and cooling measures since humidity impedes the body's ability to release heat through sweating.

Heavy exertion. Hard work coupled with high facility temperatures can be deadly as workers accumulate heat internally and externally.

Heavy machinery/radiant heat. Heavy machinery churning away in your facilities can act like little indoor suns, throwing off heat and increasing danger for your workers.

Confined spaces. Workers in small, enclosed areas may be at higher risk of overheating due to poor air quality.

Medication and alcohol. Even medications as common as over-the-counter allergy medicine or having a few beers at a party the night before can lower a person's ability to regulate body heat.

Underlying health conditions. Heat safety isn't one-size-fits-all. Medical conditions like high

blood pressure, diabetes or being overweight can increase the likelihood of heat illness.

MYTH #2

You can pick just one spot to measure the temperature in your facility

Things like hot machinery, airflow, the size of a space and the number of people working in a space can make heat safety hazards very different in one area of your facility versus another.

Use a wet bulb globe temperature monitor indoors and outdoors to measure air temperature, humidity, radiant heat and airflow in various locations. This small but powerful device gives you a much more accurate measure of the actual heat load in various areas than a standard thermometer can.

MYTH #3

Air-conditioned breakrooms help prevent heat illness

The availability of nearby air conditioning is one advantage of hot indoor work over hot outdoor work. But air-conditioned break and lunchrooms will only help prevent heat illness if workers can access them at frequent intervals. If you wait for symptoms of heat illness to appear, you already need more interventions.

As indoor temperatures rise, increase the number of air-conditioned breaks in the day and create body-cooling stations in these areas with cold cotton towels in refrigerators or freezers. Ensure employees whose jobs require extensive PPE or other gear have time to remove it, cool down and put it all back on properly within their break times without rushing.

MYTH #4

Body cooling PPE is only for outdoor work

Since most of the workday is spent not on



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an air-conditioned break, provide body-cooling PPE that workers can activate and reactivate throughout the day. Specialty cooling garments are designed to harness the natural power of evaporation for cooling without the need for chemical coatings that can make other products feel slimy. Able to be activated repeatedly on the job with any water temperature, these materials cool to as low as 30 degrees Fahrenheit below average body temperature in under a minute and stay cool for up to two hours.

MYTH #5

Manufacturing work requires PPE and getting overheated is part of the job

This myth is common as the dangers in manufacturing plants sometimes require almost full-body coverage for safety. But new technologies and manufacturing techniques have made

bulky, itchy protective clothing a thing of the past.

Cut-resistant protective tops are now available that are 30% lighter weight while providing the highest ANSI Level A9 cut levels. New sleeves and gloves on the market also provide ANSI A9 protection and are paired with new glove-coating technologies and cut-resistant materials that can eliminate the hot and uncomfortable practice of double-gloving.

MYTH #6

Workers have more access to water in indoor facilities and everyone is hydrated, so heat illness isn't a concern

It's essential to address the fact that, in many facilities, workers do not have adequate access to hydration throughout the day, and managing this should be first and foremost. But on top of that, a crucial heat safety lesson that

many environmental health and safety professionals miss is that even well-hydrated workers can suffer any heat illness, up to and including heat stroke.

A worker in a hot environment, exerting heavily, covered in PPE will need more than hydration alone to prevent heat illness.

MYTH #7

Getting someone into a cool room is adequate to treat heat illness

Getting a sufferer into a cooler environment is just one weapon in your arsenal against the damage that heat illness can cause. Pay attention to the symptoms the victim is showing and treat accordingly. ■

M.B. Sutherland is the senior safety writer at Magid. Learn more at magidglove.com, or 800/444-8030.



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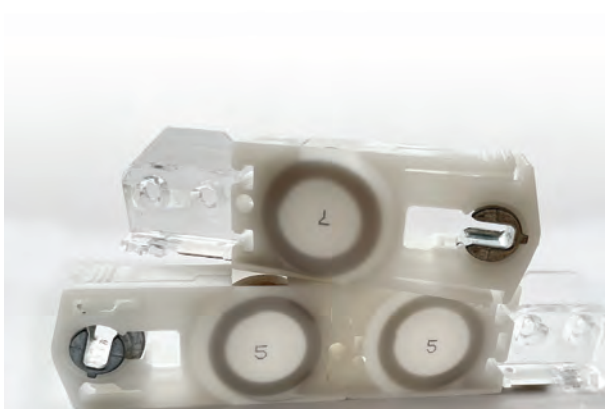
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The Long Game

VEKA North America discusses its growth, environmental commitment, employee engagement and more as it celebrates 40 years in North America



By
Laurie Cowin
EDITOR

VEKA North America celebrates 40 years in North America this year. Window + Door had the opportunity to participate in the celebration at its Fombell, Pennsylvania, headquarters and speak with Joe Peilert, president and CEO; Steve Dillon, corporate marketing director; and VEKA employees about the milestone, the company's growth and what we can expect to see in the future.

Window + Door: The growth from a dozen employees in a rented location to four locations with over 800 employees in North America is remarkable, especially during some really pronounced challenges, including COVID and the Great Recession. How did you maintain growth and do so sustainably?

Joe Peilert: Being a family-owned business, we focus on the long game. We cultivate enduring customer relationships, often spanning decades or even generations. VEKA assisted numerous companies in starting their businesses from day one, and these companies now generate revenues exceeding \$100 million. Those are the partnerships we are particularly proud of. Our primary source of growth comes from our existing customers. VEKA's goal is to provide products and services that contribute to their continued growth and success.

WD: Are there plans for further growth?

JP: Yes, we are planning on further growth. During 2021 and 2022, we completed a major expansion of our North American extrusion capacity. Our four plant locations are strategically positioned in key growth markets. We have open capacity at each site. To address local product requirements and performance expectations and meet regulatory compliance like Energy Star 7.0,

it's crucial to understand individual customer needs. Offering tailored solutions for their market is more effective than adopting a one-size-fits-all approach. Depending on the specific needs, we draw on custom, shelf or hybrid systems to find the right solutions.

WD: What are some of the 40th-anniversary celebrations?

Steve Dillon: We organized celebrations at each of our facilities (Reno, Nevada; Terrell, Texas; Morganton, North Carolina; and Fombell), starting in July and finishing with the final celebration held in Fombell. We will also acknowledge the Anniversary in our booth at GlassBuild America in Atlanta.

WD: What have been some of the most significant changes in the past 40 years?

JP: Let me address the work environment first. What stands out is that today every role within our company, whether in a plant or office setting, requires a basic level of comfort with digital solutions. That has profound implications for how we recruit and develop our team members. At the same time, our work style is much more collaborative than in our early years. COVID and remote/office hybrid work schedules have not changed that; to the contrary, it has encouraged us to be more deliberate about and to empower team members.

Over the decades, the capabilities of vinyl window profile systems have advanced in response to market conditions and regulatory requirements resulting in better thermal efficiency, impact strength and sound insulation. Above and beyond, we have seen a steady increase in the demand for color solutions. With today's product technology, we can install black laminated vinyl windows in any climate zone.



WD: Tell me about VEKA's role in vinyl recycling and environmental commitment.

JP: VEKA's environmental commitment started with our founder, Heinrich Laumann. He pioneered post-consumer window recycling in Europe. In addition to our initial recycling facility in Germany, we have expanded to include plants in both France and England.

In the North American market, we have utilized pre-consumer recycled vinyl material as a substrate in our Outdoor Living Product business, specifically for fences, decks and rail. As a member of FGIA, Kevin Seiling, vice president of engineering at VEKA, is cochairing a task force to assess options for introducing post-consumer vinyl window recycling in the United States.

For VEKA worldwide, our long-term goal is to be carbon neutral by 2045.

WD: Community outreach is something VEKA continuously commits to and serves as the foundation from which everything grows. Why is it such a critical part of the business?

JP: For our team members, especially the younger generation, it's important that we stand for more than merely

supplying vinyl window profile systems and paychecks. Our Mission statement, "We Care, We Act, We Grow," resonates with our team members, especially when we engage in community initiatives like supporting veterans or collaborating with the American Foundation for Suicide Prevention.

WD: VEKA has incredible employee tenure, reportedly twice the industry average. We talked about the education center during one of our last conversations, and in Joe's speech during the 40th anniversary celebration in Fombell, he mentioned internal mentoring, train-the-trainer programs, leadership programs, and forklift license training, among others. Tell us more about the employee experience, from hiring to training.

JP: What brings me the most pride is that after 40 years, we are seeing increasing numbers of multigenerational family members working at VEKA. The biggest compliment we can get is a friend and family referral. In Fombell, about half of our new hires are through referrals. I felt a strong sense of pride while attending this year's apprenticeship graduation gala. During the event, two graduates received their diplomas, and their fathers, who are VEKA team members, were present as well.

WD: With GlassBuild America right around the corner, I'd be remiss if I didn't ask you what we can expect to see from VEKA at this year's show.

SD: This year, we have a new booth design and layout. Drawing inspiration from our parent company's approach to tradeshow, we've provided focused areas for showcasing products and services, along with a designated area for customer and prospect interaction, as well as providing meeting space. You can expect to see a display of large doors, color options and our service platform. ■

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BY NORAH DICK

T

he tradition continues at this year's GlassBuild America: The Glass, Window & Door Expo, held Oct. 31–Nov. 2 in Atlanta. The tradition of 20 years of the longest-running glass industry trade show, where glass, window and door industries meet. And the tradition of 75 years for show organizer the National Glass Association, which advocates for a future in which glass is the material of choice to enhance spaces where people live, play, learn, work and heal.

“GlassBuild is more than a trade show, it’s a connection point,” says Molly Grenn, NGA’s vice president of event logistics. “You should step away from your day-to-day work and join us in Atlanta to refresh your mind and gain some new perspective. Come celebrate 20 years of GlassBuild with us as the tradition continues.”

GlassBuild 2023 in Atlanta will welcome over 70 first-time exhibitors out of 450-plus exhibitors. Visitors and exhibitors will enjoy 180,000 square feet of space at the Georgia World Congress Center. Over 150 international exhibitors from 23 countries will exhibit their products and services.

MEET THE INDUSTRY

While companies continue to return to trade shows and in-person events post-COVID, glass and fenestration industry leaders stressed how valuable they find in-person interactions on a personal and professional level.

“While we’ve all learned that it’s possible for many people to function

“THESE EVENTS OFFER A PLATFORM FOR INDUSTRY PROFESSIONALS TO STAY UP TO DATE WITH THE LATEST TRENDS, INNOVATIONS AND MARKET DEVELOPMENTS, WHICH CAN HELP BUSINESSES ADAPT AND THRIVE IN A COMPETITIVE LANDSCAPE.”

—Diane Hansbury, marketing manager, Deceuninck North America

remotely in their jobs, you just can't beat the feeling you get from sitting down with each other and really connecting," says Kim Schultz, product marketing specialist, Magid.

"You run into an old friend on the trade show floor. You meet a customer for dinner. You wander into an interesting booth and create a new contact. That can't happen when you're sitting in your office," says Alan Kinder, director, commercial segment and technical services, Guardian Glass North America.

Face-to-face interactions with customers and industry members allow company representatives to connect meaningfully with their customer base, and the industry as a whole. "We're excited to return to the show floor for the first time in several years. We look forward to connecting with our customers, partners and the industry at large to celebrate its progress and engage in conversations about how to move the industry forward," says Steve Schohan, marketing communications manager, YKK AP America Inc.

GlassBuild also offers a space for companies to gather crucial informa-

tion on current, and future, market trends. "These events offer a platform for industry professionals to stay updated on the latest trends, innovations and market developments, which can help businesses adapt and thrive in a competitive landscape," says Diane Hansbury, marketing manager, Deceuninck North America.

Energy performance remains top of mind

Industry leaders say they expect to see, and are interested in learning more about, solutions to increased energy performance requirements, especially as Energy Star 7.0 went into effect shortly before this year's GlassBuild.

"The residential glass industry continues to be focused on Energy Star Version 7 and we appreciate trade shows like GlassBuild to engage with the industry on the subject of energy efficiency and work with our supply chain partners in creating solutions," says Darlene Aldred, manager, residential segment, Guardian Glass North America.

"We will be keeping an eye out for manufacturers showcasing windows

and glass products that are designed to be energy-efficient and contribute to sustainability efforts," says Deceuninck's Hansbury. "Dynamic glazing is another trend to look out for and one that we are excited to witness at GlassBuild, particularly windows and glass products that can switch between clear and tinted states, providing privacy and energy efficiency benefits."

Meet NGA at the Industry Pavilion

While mingling with the industry, attendees can also meet the show organizers. As founding association sponsors of GlassBuild America, the National Glass Association and the Fenestration & Glazing Industry Alliance have been together at GlassBuild for the past two decades, helping their members find the solutions they need to elevate their businesses. Visitors to the show can learn how these associations can help them by stopping by the Industry Pavilion, Booth #1303.

NETWORKING, EDUCATION AND INSIGHTS

In addition to offering shared space for

SCHEDULE AT A GLANCE

Monday, Oct. 30

9:00 a.m. – 5:00 p.m.
REGISTRATION OPEN

Tuesday, Oct. 31

7:30 a.m. – 5:00 p.m.
REGISTRATION OPEN

10:00 a.m. – 5:00 p.m.
TRADE SHOW OPEN

10:30 a.m. – 4:00 p.m.
GLASSBUILD MAIN STAGE
PROGRAMMING

Wednesday, Nov. 1

9:00 a.m. – 5:00 p.m.
REGISTRATION OPEN

10:00 a.m. – 5:00 p.m.
TRADE SHOW OPEN

10:30 a.m. – 4:30 p.m.
GLASSBUILD MAIN STAGE
PROGRAMMING

Thursday, Nov. 2

9:00 a.m. – 1:00 p.m.
REGISTRATION OPEN

9:00 a.m. – 1:00 p.m.
TRADE SHOW OPEN

9:30 a.m. – 11:00 a.m.
GLASSBUILD MAIN STAGE
PROGRAMMING

1:00 p.m. – 2:30 p.m.
GLASSBUILD RODEO *

**Separate registration required*

industry conversation, GlassBuild will again offer a full slate of educational and business-oriented programming provided by industry experts.

The Main Stage

The Main Stage returns to GlassBuild America this year with three days of exciting industry programming designed to inform industry leaders of need-to-know topics and provide opportunities to build community within the glass and fenestration industries. Main Stage sessions are open to all GlassBuild America attendees and can be found at Booth #1303.

In commemoration of its 75th anniversary, NGA will present leading economist Connor Lokar of ITR Economics on the GlassBuild America Main Stage on Tuesday, Oct. 31 at 2:45 p.m. EDT (subject to change; please refer to schedule onsite at GlassBuild). Lokar will provide an in-depth look at the state of the economy and what's to come for glass companies and the residential construction industry. This presentation is open to all attendees; NGA's Glazing Executives Forum registrants will receive priority seating.

Additional Main Stage programming includes a closer look at top products and technology trends in glass and fenestration; a keynote panel on issues of diversity, equity and inclusion; a Women in Glass and Fenestration meetup; and a report about the residential fenestration market from John Burns Research and Consulting. Visit GlassBuildAmerica.com for the most up-to-date schedule.

The Rodeo

As GlassBuild's 2023 edition winds down on Thursday, we'll giddyup for GlassBuild's new 2024 location in Dallas with an actual rodeo. Glass industry members are invited to an afternoon of bull-riding, calf-wrangling, games, and food and drink. This bookend to the show is a chance for exhibitors and attendees to network and engage in a fun, non-competitive setting.

Registration is required. Check GlassBuildAmerica.com for more information.

Moving industry forward

The past few years have been turbulent, as significant challenges like supply chain, material shortages and the ongoing labor crisis, combined most recently with inflation and interest rates. GlassBuild offers a shared space for industry members to discuss and troubleshoot these challenges.

"The real value [of trade shows] comes in how they create common spaces to facilitate important conversations about the most pertinent issues facing our industry today. This is crucial as we continue to develop solutions and, ultimately, move the industry forward," says Schohan.

"These gatherings bring together industry leaders and are more vital than ever. They provide so many opportunities to learn and share, and these collaborations and discussions often lead to great progress," says Robert Struble, director of brand and innovation, Vitro Architectural Glass. ■

- 42. WINDOW AND DOOR SYSTEMS + DESIGN
- 52. MACHINERY + EQUIPMENT
- 66. HARDWARE, COMPONENTS + SEALANTS
- 82. SOFTWARE, TOOLS + SERVICES

GLASSBUILD PRODUCT SHOWCASE

THE TRADITION CONTINUES

The industry meets at GlassBuild America: The Glass, Window & Door Expo. Join leading residential fenestration manufacturers and suppliers to talk about today's most important challenges, and find products and solutions to overcome them.

As the biggest fenestration event in North America, GlassBuild offers a unique opportunity for companies to meet, talk and learn about today, and tomorrow's innovations, pushing the industry forward. This year, exhibitors continue to push the envelope with new and updated products. See a preview of the products, services and supplies that will be on display on the show floor in the following pages. For even more, see the product showcase on GlassBuildAmerica.com.

CAPITAL INVESTMENT

Fenestration companies and window and door manufacturers will continue to invest in new machinery, processes and products, based on market surveys compiled from the Top Manufacturers and Industry Pulse reports. Here are some takeaways:

88% of Window + Door Top Manufacturers added production capacity in 2022

82% of Top Manufacturer customers are requesting energy-efficient products

50% of Top Manufacturers plan to add automation in 2023

54% of 2022 Industry Pulse survey respondents said they would update Energy Star-certified products

OUR GOAL WITH FLEXSCREEN IS TO REPLACE THE WINDOW SCREEN INDUSTRY COMPLETELY

-LORI GREINER

Shark Tank™ Investor & FlexScreen Partner



COME AND SEE HOW WE'RE DOING IT.

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BOOTH #1331

GlassBuild America 2023
Atlanta • Oct. 31 - Nov. 2

ERDMAN 

 FLEXSCREEN

WINDOW AND DOOR SYSTEMS + DESIGN



01



02



03

01

Blink blinds + glass by ODL

The Blink Blinds + Glass product offering, 7/8-inch custom, is the only blinds between glass product that provides light and privacy control in a 7/8-inch insulating glass platform for windows and sliding patio doors. The slat design was optimized for use in a tighter airspace, components were specifically designed to eliminate friction points and high-quality bearings and rollers were used to provide a smooth operating experience. The operator can be placed high or low on the glass, allowing homeowners to choose the most optimal use range. The 7/8-inch Custom blinds are available in multiple low-emissivity options and six colors. Booth #1823. 615/788-3525, odl.com

02

Chelsea Building Products

The 9490 Double Hung Series models include Double Hung and Double Hung combined with a T-mull for twins and triple hungs. Subtle accessory grooves come standard. The product accepts 3/4- and 7/8-inch insulating glass. The sill is engineered for high water performance with a 7-degree non-weep slope sill. The exterior simulates a 1- by 4-inch flat casing. T-Mullion system provides a continuous head and sill. The windows have dual weatherstripping at stiles, interlock, head and sill. Booth #2003. 412/826-8077, chelseabuildingproducts.com

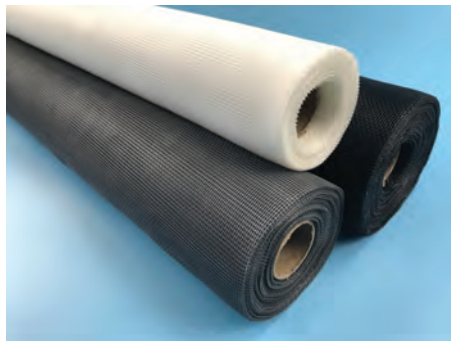
03

China Warm Edge Technology (Nanjing) Co.

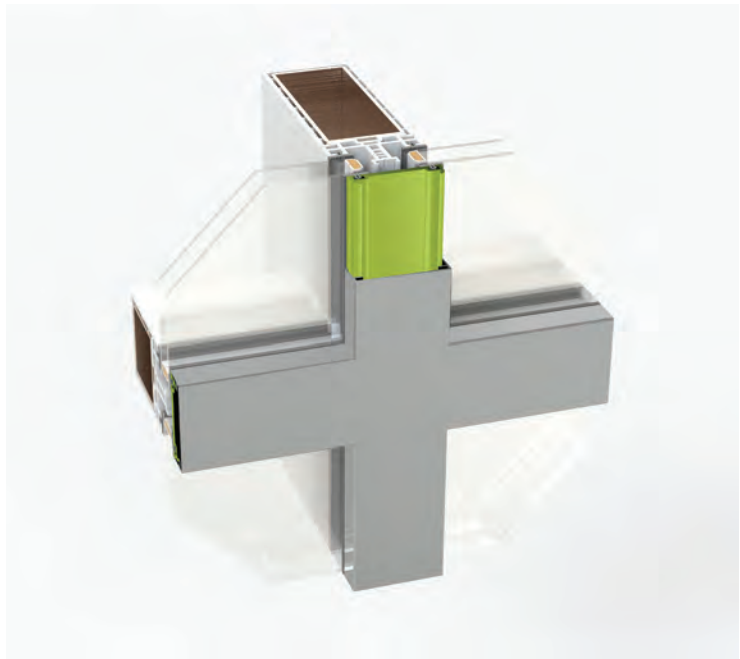
China Warm Edge Technology offers vacuum insulating glass with a gap between the two pieces of glass of 0.3 to 0.5 millimeters. This glass is low carbon and energy-saving, has thermal insulation, sound insulation, noise reduction, anti-fog, anti-dew, wind load resistance and long service life. Applications in the construction industry include energy-saving doors and windows, and curtain walls. Booth #4212. warmedge.com.cn



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C.R. Laurence Co.

The new CRL DRX Modular Door Rail System deconstructs a standard door rail into independent parts giving glass temperers and glaziers greater control over when, where and how door rails are installed, adjusted and updated. Unlike standard door rails, the DRX system features independent side covers and end caps that can be easily installed or replaced without having to remove the door from the pivot. The system also features 10 ½-inch-length rail bodies that can be moved along the glass to accommodate standard or custom door lengths. Booth #1621.

323/588-1281, crlaurence.com

05

CNBM International Corp.

This fiberglass insect screen mesh is made of glass fiber by means of a single filament plastic coating process, plain woven and thermal finalizing. It is best for keeping out a wide range of pests and insects. Booth #15.

icnbnm.com

06

Deceuninck North America

The eos windows and doors are designed to meet the criteria for Energy Star 6.0, and they have earned its “Most Efficient Window” designation by outperforming standard Energy Star requirements. The new eos patio door complements Deceuninck’s eos window system and is designed for easy manufacturing/fabrication and excellent energy efficiency. In addition, eos doors come with an optional sill that meets the most recent Americans with Disabilities Act standards. This flatter, ADA-compliant sill allows for easier ingress and egress. The window and door series accommodates up to 1-¼-inch insulating glass packages, and comes in a range of solid and laminated colors. Booth #1603.

513/539-5505, deceuninckna.com



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DeSCO Architectural Inc.

The i85h Historical Replication Series is the newest addition to DeSCO's lineup of custom AW-100 thermally broken aluminum windows. The i85h is an energy-efficient aluminum window with an advanced thermal break and a sightline that duplicates the look of a historic window. The i85h includes a 3 7/8-inch frame depth, water resistance of 15 per square foot and 1-inch glazing. Available in fixed and simulated double-hung styles with an anodized or painted finish. Booth #3411.

800/952-5534, descoarc.com

02

Guardian Glass

Guardian Glass North America launched ClimaGuard 55 coated glass, offering a best-in-class solar heat gain coefficient for the mid-VLT category product (as of this publication) to help residential window manufacturers meet increasingly stringent energy standards with industry-leading performance. Designed for Energy Star Version 7.0 compliance in the Southern, South-Central and North-Central zones of the United States, ClimaGuard 55 coating is a double-silver product with triple silver performance. Booth #905.

866/482-7374, guardianglass.com

03

HANS Building Material Technology Co.

The Blinds Between Glass from HANS is a renovation product widely used in doors and windows as an energy-efficient replacement for insulating glass. Compared with traditional insulating glass and window blinds, BBG products combine glass and blinds perfectly as one. Install the aluminum mini blinds inside the sealed insulating glass. There are two kinds of operating systems available for windows or doors: manual or motorized operating to control the blinds. Booth #3015.

501/505-0810, solarhans.com



Some things are better on the inside

Blink puts the blinds between the glass where they clearly make better sense.

Blink 1" IGs for windows and patio doors

- Light and Privacy Control
- Expanded Custom Size Range
- Easy Operation
- Increased Bottom Line

blink

BLINDS + GLASS

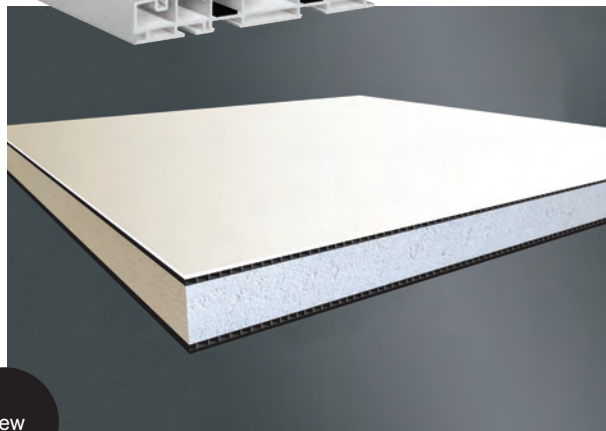
An ODG Brand



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Veka

The Corsair patio door is a saddle style door customizable for new construction or replacement use in 2, 3 and 4 panel configurations up to 8 feet tall. This gliding door delivers performance with its 1 ¼-inch insulating glass capacity (ES7 capable), a DP50 class rating and impact capability. Booth #721.

724/452-1000, vekainc.com

02

Komsta Windows and Doors

Komsta’s PVC windows and doors are distinguished by a wide range of colors and will emphasize the character of both modern and traditional buildings. The advantage of the company’s PVC windows and doors is their high parameters and affordable price. The joinery made of PVC is characterized by very good thermal and acoustic insulation. Komsta’s products are easy to maintain, solidly made and durable. Booth #307.

+ (48) 3233-8361-0, komsta.pl

03

Laminators Inc.

InfernoShield is a non-combustible, insulated glazing panel designed to provide superior fire performance when installed in window, glazing and curtain wall systems. InfernoShield panels create a decorative and durable surface. The panels are constructed of a calcium silicate core sandwiched between extruded profile stabilizers with a finished aluminum sheet on each face. The finished product has a 1-inch overall thickness, provides an R-value of 2.14 per inch, and weighs 2.77 pounds per square foot. Booth #3514.

215/703-5124, laminatorsinc.com



04



New



New

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04

Lexington Manufacturing

From dark colors, to challenging profiles, Lexington has the experience and knowledge to wrap a multitude of materials, including wood, metal, MDF, PVC, fiberglass and HDU with various overlays like natural veneer, vinyl or papers/foils to create new revenue opportunities for customers. The company has the ability to profile wrap furniture, baseboards, wall and ceiling panels, doorjamb, window frames, and more with precision with the goal to make building better. Booth #380.

218/825-8429, lexingtonmfg.com

05

NanaWall Systems Inc.

Generation 4 Folding Glass Walls is a platform of eight different systems designed to meet requirements for a wide array of project types—all with similar aesthetics, features and performance—for both commercial and residential applications, interior or exterior. Now, choice is made easier as specifiers use the system base that best fits the project. Being a customizable product family, Generation 4 offers multiple sill and hardware choices, and flexibility through customized configurations—all in three material choices—aluminum, solid wood or clad. Booth #2906.

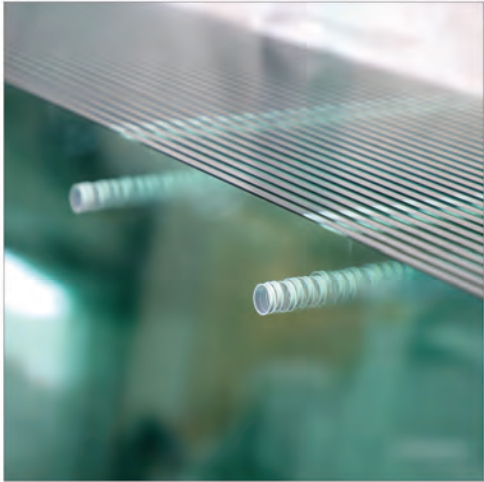
866/208-5745, nanawall.com

06

Quanex

Quanex's security screen door with Meshtec technology is designed to deliver outstanding durability, standing up to pets and humans for a lifetime of use, all with the added benefits of securing the home against unwanted break-ins, insects and harmful UV rays. High-tensile mesh technology is combined with a multipoint lock and main patio door interlock to resist common forced entry tools used by intruders, so consumers can rest easy with an extra level of security protection. Booth #1017.

740/439-6429, quanex.com



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New



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Rizhao Huaye Glass Co.

Rizhao Huaye Glass offers tempered glass. The formation of uniform compressive stress on the surface of tempered glass and internal tensile stress effectively enhances the release of bending and impact. Applications include pool fencing glass, door glass, window glass, balcony glass, canopy glass, facade glass, balustrade glass, staircase glass, tabletop glass, backsplash glass, fireplace glass, countertops, glass shelves, shower glass, shower enclosures and shower screens, among others. Booth #816.
 +(86) 6337-7998-99, huayeglass.com

02

Sphinx Glass

Solarlite glass can be glazed with the reflective coating positioned on either the first or second surface. Combined in insulating glass units with clear glass, Solarlite glass offers an expansive palette of appearance and performance options with solar heat gain coefficients ranging from 0.34 to 0.14 and exterior reflectance of up to 37%. Booth #3905.
 +(20) 4826-2522-0, sphinxglass.com

03

Tengzhou Yichuang Commercial Trading Co.

Acid-etched glass can be used in many applications, including doors, furniture, insulating glass units, partitions and store fixtures and can generally be tempered, laminated, drilled, cut, notched, polished and beveled. Sizes include 96 by 144 inches, 84 by 144 inches, 84 by 130 inches, 88.5 by 130 inches, and 72 by 96 inches in various thicknesses. Booth #3669.
 +(86) 0632-2657-888, techhighglass.com

A PARTNER WITH THE EXPERIENCE, INNOVATION AND PRODUCT OFFERING TO HELP YOU GROW YOUR BUSINESS

Starting nearly 50 years ago, Chelsea Building Products offers a rich history while always staying on top of the latest innovations and trends. We produce millions of feet of extruded PVC products and composite profiles in the United States under the strictest quality control to meet the needs of our fabricators/partners.

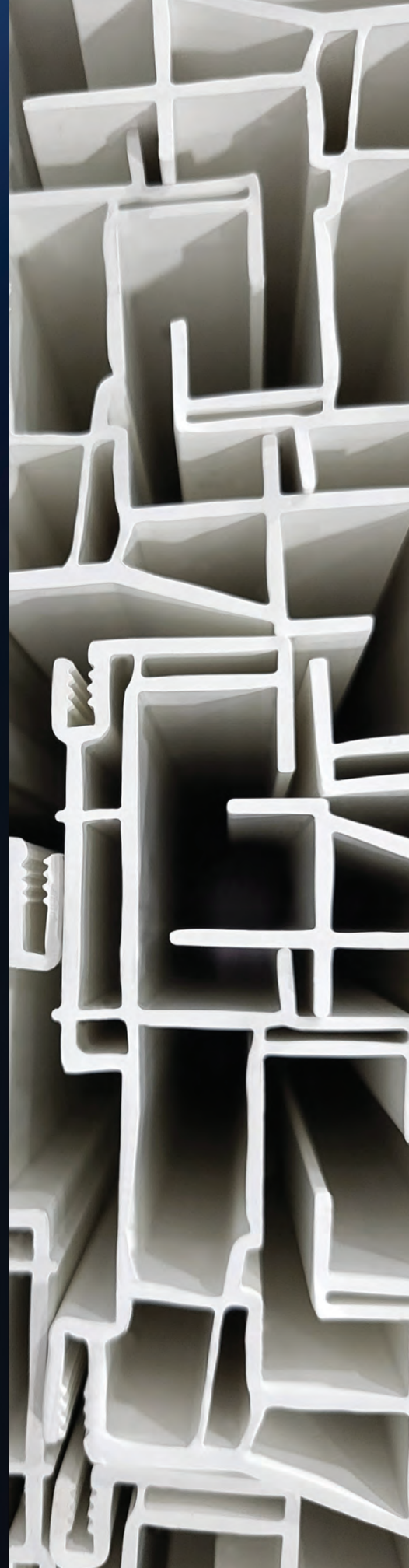
Our focus on customers and quality have made a difference for the hundreds of fabricators and distributors with whom we have partnered over the years.

Contact us today to learn how we can help you grow.

See us at GlassBuild America, booth 2003.



chelseabuildingproducts.com | 800-424-3573



New



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Unitex Glass (Chengdu) Co.

Unitex Glass offers tempered glass. Tempered glass can be four to five times stronger than normal glass. Tempering eliminates the danger of sharp edges because the glass will shatter into small particles when broken. Tempered glass is used when strength, thermal resistance and safety are important considerations, like in shower doors, patio doors, store fixtures and other applications that could be dangerous in the case of human impact. Booth #24.
 +(86) 5926-0503-71, intexglass.com

02

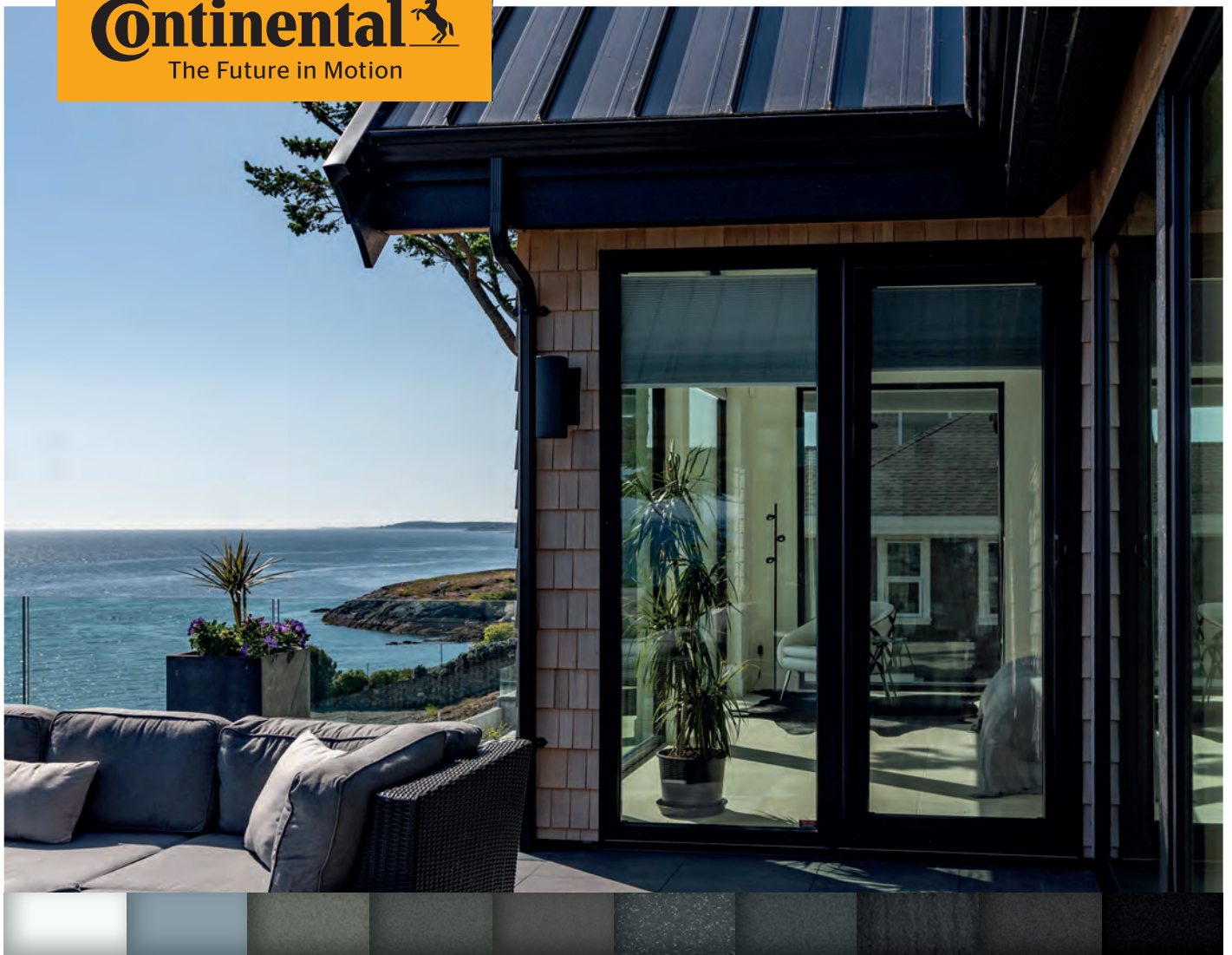
Interglass

Thanks to the use of frameless glass, the balustrades of the Garda System guarantee clean lines in both internal and external new commercial and residential construction, renovation, and restoration projects. Available with or without cap rails, the Garda system, tested in certified laboratories, is made up of different elements (profile, fixing system, casing, laminated and tempered glass) and is designed to guarantee an easy and rapid assembly and an aesthetic result ideal for contemporary architecture. Booth #2309.
 305/409-8921, interglasscorp.com

03

Vitro Architectural Glass

Starphire Ultra-Clear Glass by Vitro is a low-iron glass for interiors, exteriors and heavy and safety glass applications in thicknesses up to 3/4 inch. The design options are endless. Whether customers want to showcase intricate patterns, vibrant colors or no color at all, Starphire Ultra-Clear low-iron glass is the ultimate blank slate, featuring 87% less green than ordinary clear glass and an azure blue edge. Booth #1419.
 412/820-8138, vitroglazings.com



Matt. Extreme. Mattex.

Lamination – state-of-the-art

Continental is once again setting an example with Conti® mattex. The attractive, matte-sandy surface adds noticeable value to construction elements. It looks and feels like powder-coated aluminum. The innovative product is also impressive from a technical point of view: Conti® mattex is resistant to scratching and chemicals and is easy to clean. Equipped with proven cool colors and cool colors PLUS technology and available in current trendy colors, it is the first choice for exterior films, even in extreme climates.



[www.continental-industry.com/en/
solutions/surface-materials/living-spaces/
exterior-design/exterior-films](http://www.continental-industry.com/en/solutions/surface-materials/living-spaces/exterior-design/exterior-films)

Discover our
surfaces on
booth 622 at
GlassBuild
America

MACHINERY + EQUIPMENT

01

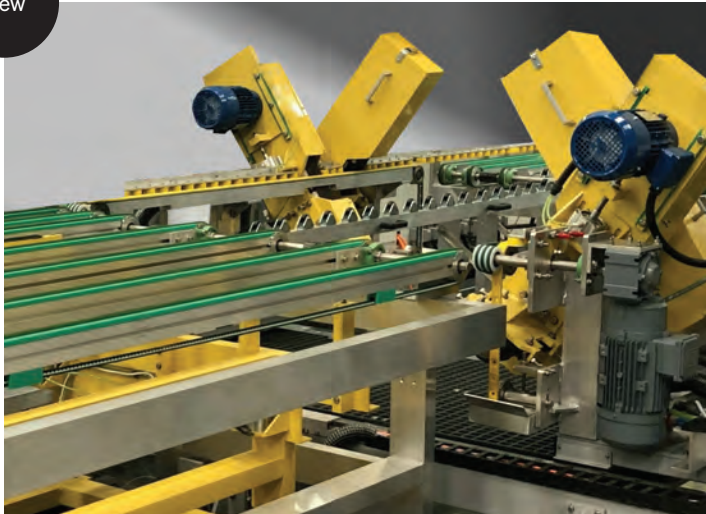


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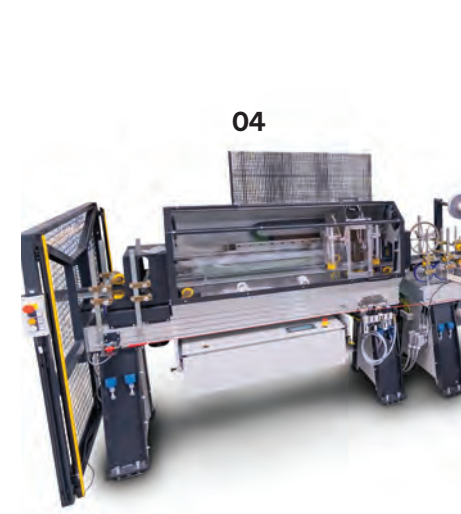
02



New



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ACM Machinery Ltd.

The C4 4-meter vertical machining center with 11 tool changer is a computer numerically controlled vertical router for aluminum, PVC, fiberglass and steel capable of working on three sides of the profile. Features include a pneumatic tilting working table: +90/0/-90 degrees, and intermediate angles are obtained by mechanical stops; optional CNC-controlled electronic rotation is available upon request. Spindle speed adjustment from 2,800 to 18,000 revolutions per minute is controlled by a frequency inverter. Booth #3943. 905/542-2055, acm-machinery.com

02

Aim Transportation Solutions

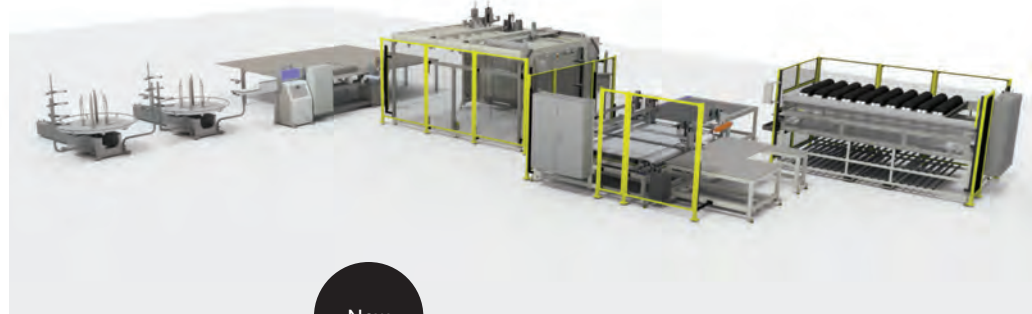
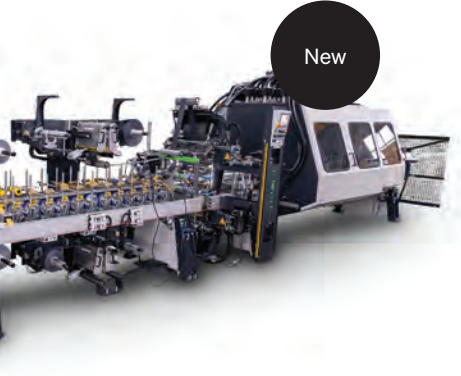
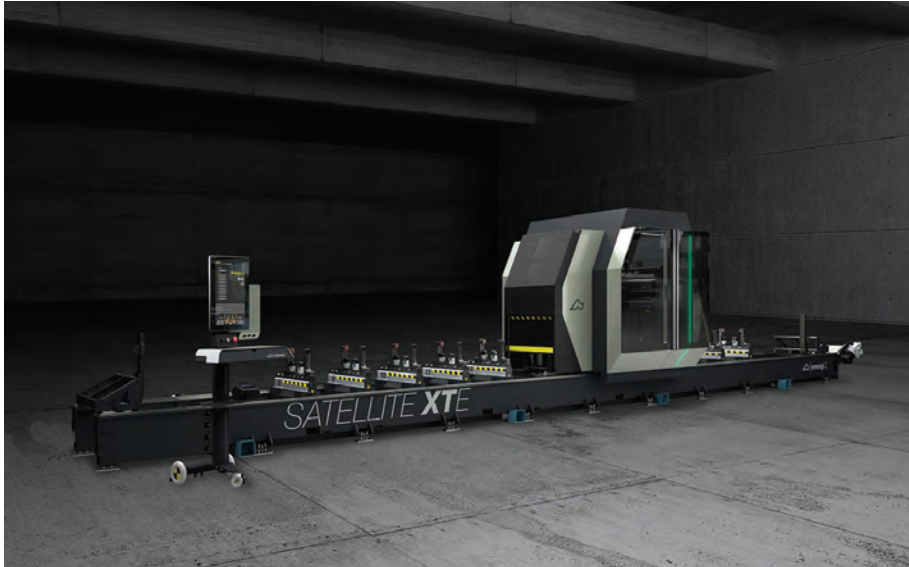
Aim Transportation Solutions offers a wide variety of commercial transportation solutions for businesses in all industries, including glass manufacturers and distributors. It offers dedicated fleet service, where Aim takes care of hiring and retaining drivers as well as dispatching, payroll, compliance and everything that goes into a transportation operation. Aim also offers full-service leasing and award-winning 24/7, 365 Road Rescue service. Beyond that, Aim can offer rentals, maintenance programs, freight brokerage and used truck sales. Booth #3510. aimntls.com

03

Ashton Industrial

The SeamMaXX Pro MKII has been designed to follow Ashton Industrial's SeamMaXX Pro range of seaming lines. Up to six or seven random sized lites per minute, seamed top and bottom on all four edges in thicknesses from 3 to 12 millimeters. The fastest, most compact L-shape lines require the smallest footprint of any seaming system and can be fed direct from breakout, adjusting fully automatically to each lite's dimensions. Booth #3845. +(44) 0127-9624-810, ashton-industrial.com

05



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04

Duespohl Maschinenbau GmbH

MultiWrap is a profile wrapper for PVC and aluminum profiles. Each line will be configured individually to meet the project's requirements. The high-quality basic equipment will be completed by a large choice of optional components to ensure constant quality, lower set-up times and easy operation of the line. Duespohl manufactures the foiling line, including premelter and glue application system with a slot nozzle that provides a homogeneous application of adhesive and prevents burnings or impurities. Booth #2946.
+(49) 5207-9291-0, duespohl.com

05

Emmegi USA Inc.

Satellite XTE is a five-axis CNC mobile gantry machining center, designed to run milling, drilling, threading and cutting processes on large bars in aluminum, PVC, light alloys and steel. The mobile part of the machine mainly consists of a gantry equipped with a precision motorization rack. The electrospindle, 15 kilowatts in S1, with HSK-63F tool connection, allows even heavy-duty machining to be run with excellent speed and accurate results. The new local safety cab was designed to combine top functionality, accessibility, soundproofing and light with safety and ergonomic requirements. Booth #2231.
201/935-0200, emmegi.com

06

Erdman Automation Corp. / FlexScreen

Erdman Automation has partnered with FlexScreen to create an exclusive, automated, high-efficiency line that can allow window manufacturers to produce FlexScreen for less than they can make standard aluminum window screens. Live machine demonstrations will be taking place in the company's booth. Booth #1331.
763/389-9475, erdmanautomation.com

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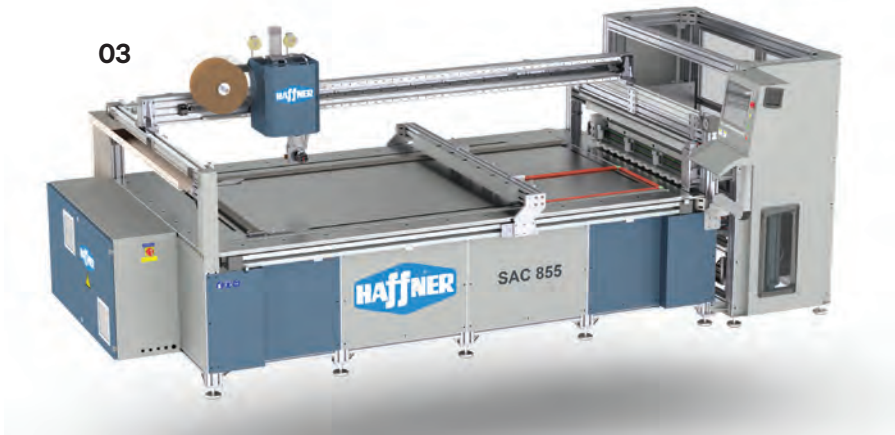


New

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GED Integrated Solutions Inc.

Unleash maximum efficiency with the Clean-Cut 1800 Series glass cutting and deletion system. Engineered for enhanced speed and increased throughput, it can handle glass sheet sizes up to 96 by 130 inches, maintaining precision with cutting accuracy of plus or minus 1/64 -inch non-accumulative. Powered by GED Software, the 1800 Series offers on-screen diagnostics and ethernet connectivity for rapid fault detection and remote diagnostics. Its unique design allows for a short cutting-head travel path, facilitating greater throughput and productivity. Booth #330. 330/963-5401, gedusa.com

02

GRAF Industries Inc.

This 4-head CNC welding machine eliminates the welding bead from the corner and allows users to weld profiles with glass or a closing panel already inserted inside the switchboard. This unique machine performs perfect welding guaranteeing flat and homogeneous surfaces also with profiles that, instead of the metal reinforcement, have inside them non-weldable products such as fiberglass, aluminum or other components. The CNC allows welding profiles coated with any type of film or foil. Booth #443. 365/650-3131, grafenergy.com

03

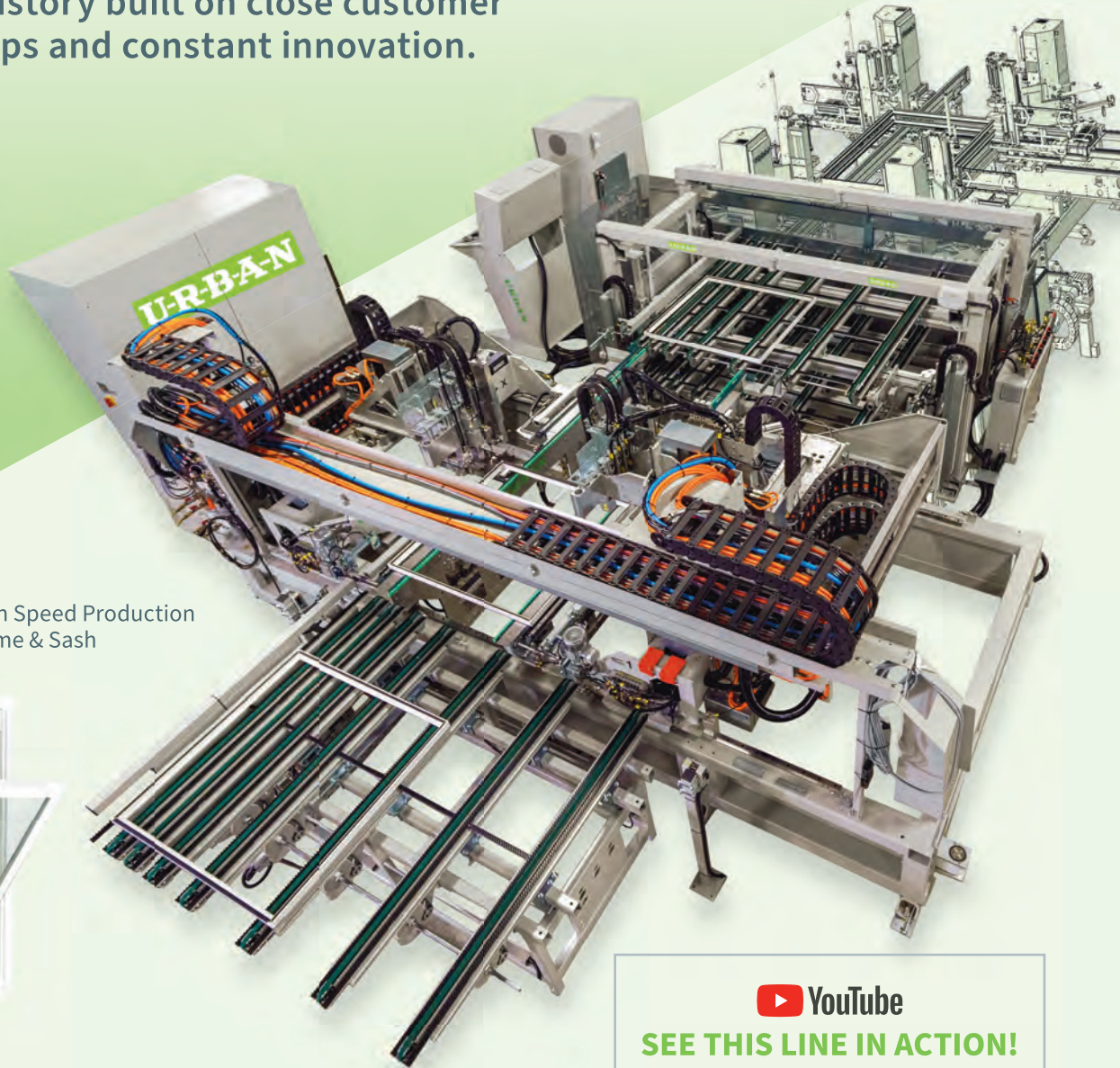
Haffner Machinery

Automate the insertion of screen mesh and spline into a pre-assembled frame with one operator. The SAC-845 utilizes bar code scanning or direct ERP input to identify the screen frame, automatically chooses and applies the correct screen mesh, inserts the screen spline and trims excess perimeter screen mesh. Estimated cycle time for an 18- by 18-inch window screen frame: approximately 35 seconds, including all handling. Booth #1631. 514/826-3620, hafferna.us

AUTOMATION CONCEPT – PLANNING – EXECUTION

A proven history built on close customer relationships and constant innovation.

Hung Window High Speed Production Machinery for Frame & Sash



 YouTube

SEE THIS LINE IN ACTION!

youtube.com/UrbanMachinery

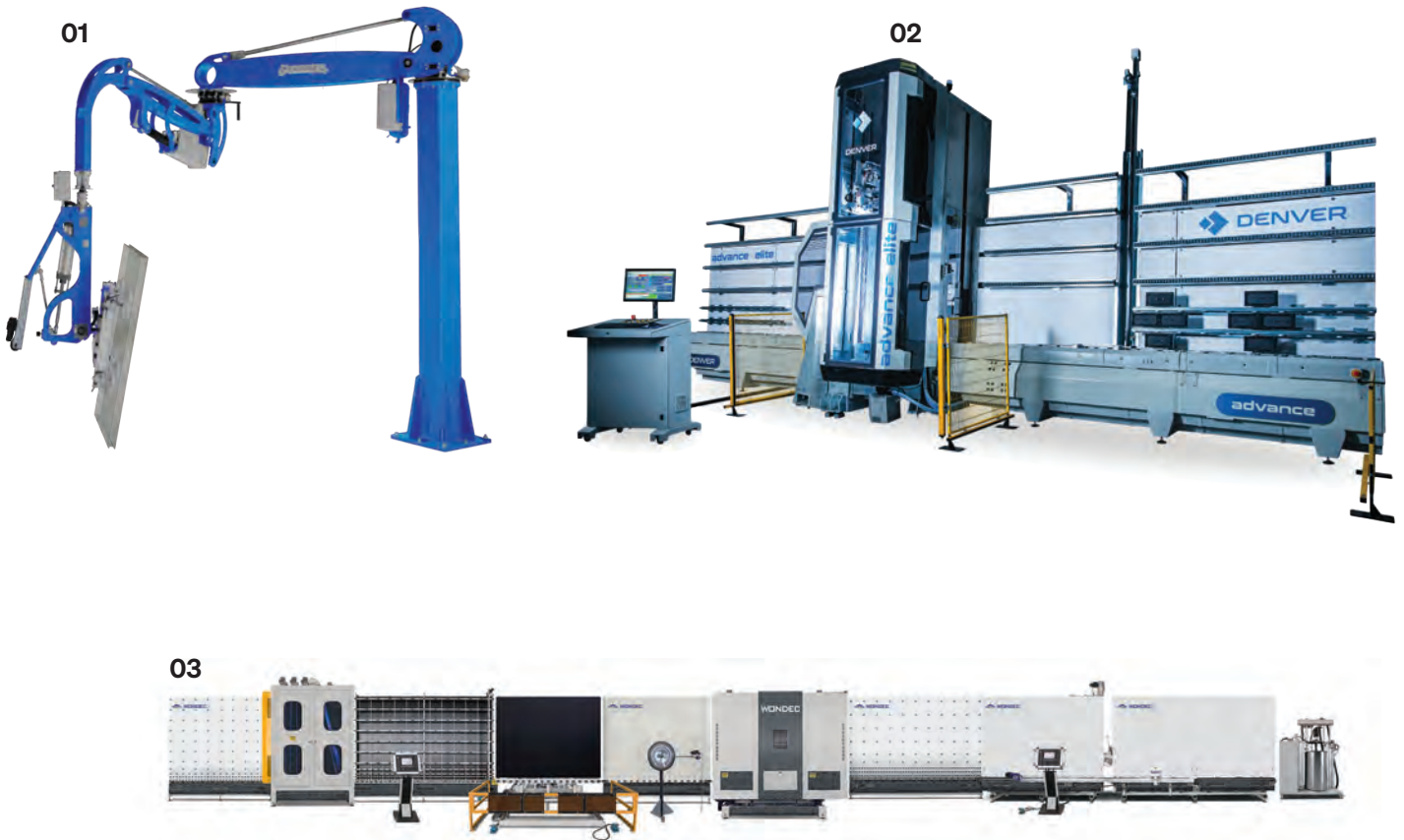
See us at GlassBuild America,
booth 2449.

urban-machinery.com

1-800-263-4216

U-R-B-A-N

Trust. Right from the start!



01

HAECO

Famatec Friendly is a standard material handling solution designed for specific applications with common requirements. Its success lies in its user-friendly design, unique appearance, safety, and attention to detail. When practicality and innovation come together, utility takes on a new dimension and becomes indispensable. The Famatec Friendly manipulator provides safe, ergonomic, and comfortable handling, allowing the operator to be in full control at all times. With the handlebar controls, the operator can adjust the position, tilt, and orientation of the material. Booth #3155.

513/722-1030, haeco.us

02

HHH Equipment Resources

HHH Equipment Resources will showcase the Denver Advance Elite, an all-in-one alternative to the horizontal CNC work center. This vertical CNC machine offers the advantage of integrated opposing drilling, and reduced overall dimensions, along with standard horizontal CNC machining capabilities. It turns glass coming from the cutting table into finished product, handling all processing steps without need for operator intervention. This zero-set-up machine has 100% uptime with its optional continuous “flow” configuration and is capable of edging, notching, countersinking and optional polishing. Booth #1931.

336/766-1104, hhhglassequipment.com

03

Jinan Wondec Machinery Co.

Jinan’s vertical semi-automatic super spacer insulating glass production line can greatly help most door and window enterprises reduce costs and increase efficiency. The vertical structure occupies less space and has high glass processing efficiency. The application of the super spacer frames is manually completed and can process rectangular and shape glass with at least one straight edge. This IG line can be connected to the hot melt sealing robot to achieve high automation production. Booth #1042.

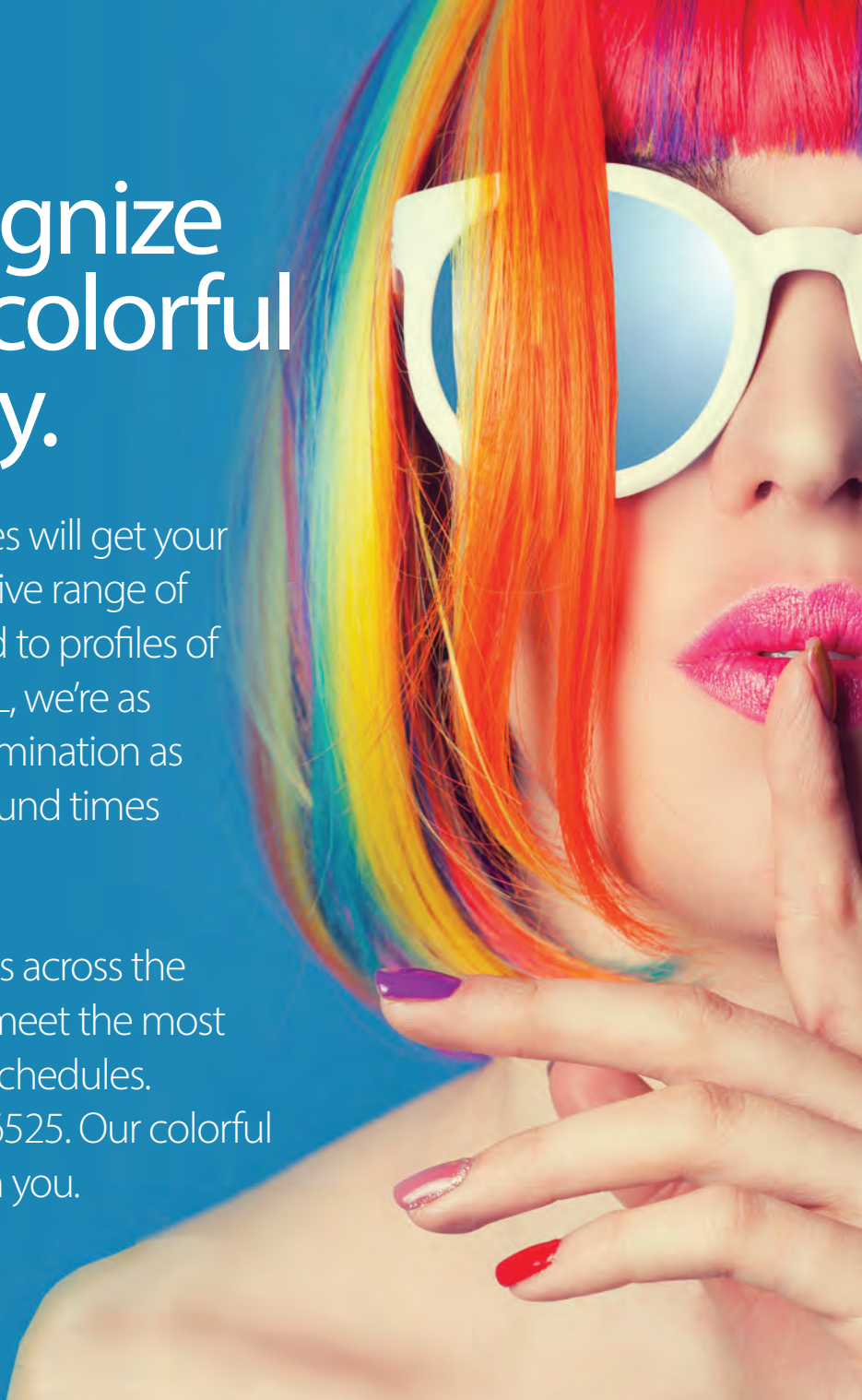
+ (86) 5316-8820-622, wondecmachine.com

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booth 3349.



NASL

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Learn more at northamericanlam.com





01

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Lisec America Inc.

The Lisec TPA is a fully automatic system for applying thermoplastic spacers directly to the glass sheet. It allows the highest flexibility by seamlessly switching between different dimensions of the glass. The stepless width adjustment allows switching between different spacer widths without the requirement for a waiting time. The thermoplastic spacer system provides a warm edge in the insulating glass due to its high thermal insulation. Operation of the insulating glass line is greatly simplified by eliminating conventional frame production. The system only requires the thermoplastic material in the form of a drum. Booth #2831.

651/686-9080, lisec.com



02

New

02

OZ Machine

Garnet Mini is a numeric-controlled compact machining center with parametric program templates developed to perform various drilling and milling operations on aluminum and vinyl, or PVC, profiles. Its user-friendly interface allows users to choose templates easily and apply them on the selected surface. With three independent spindle motors on the top, bottom and back, the operator doesn't need to rotate the profile through the process. Booth #2639.

833/390-0060, ozmachineusa.com



03

New

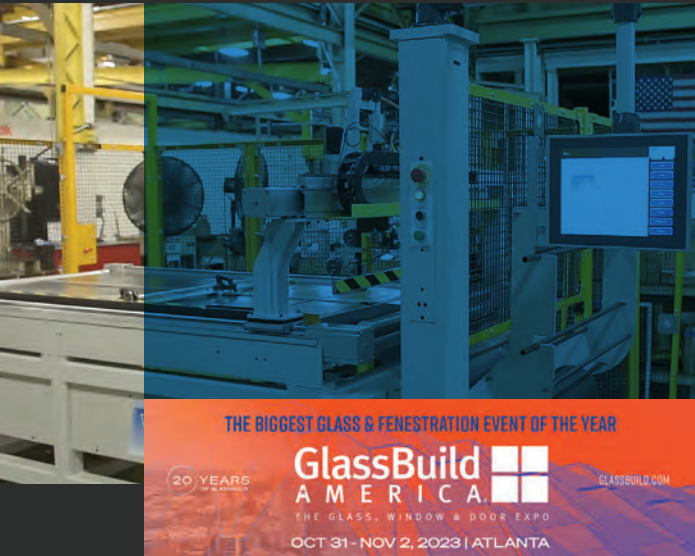
03

Quattrolifts USA

The OMNI 1800 glazes at elevated heights using a telehandler or off-road forklift. It can be used inside and outside a building envelope to allow for glazing of glass and windows weighing up to 1,800 pounds. It has a fully integrated and independent power supply to drive electric actuators and vacuum pumps. It is operated with a convenient wireless remote, which controls six degrees of precise movement for better managing precision glazing. Booth #1531.

+(61) 4115-9180-7, quattrolifts.com

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- Up to 100 size/style file batching
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Winpro Screen Express

Semi-Automatic Screen Assembly Machine

Winpro introduces the newly redesigned Screen Express providing your business with a distinct competitive advantage.

The Screen Express eliminates costly labor-intensive manual processes with the ability to automatically insert spline into grooves on window screens with minimal operator training. A first-class build and precision components ensure a quality finished screen every time.

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01



02



03

01

North American Specialty Laminations

Profile wrapping provides the ability to utilize virtually any type of laminate (paper, vinyl, veneer, fabric, HPL, plastics) on a broad, ever-increasing array of substrates (engineered wood, vinyl, PVC, aluminum, fiberglass, composites, and natural wood). In addition, it allows for the use of state-of-the-art production technology for building products during fabrication, sanding, staining and painting. Booth #3349. 715/597-6525, northamericanlam.com

02

Smartlift US Inc.

Smartlift glass-lifting equipment will make work faster and safer and minimize the risk of injuries from heavy lifting, indoors and outdoors. Use the remote control for quick and precise mounting. In high-rise projects, there will be considerable savings compared to using a large crane. Simply optimize logistics by placing the glass on each floor during initial construction and then installing from the inside. Booth #1831. 646/877-6455, smartlift.com

03

Sturtz Machinery Inc.

The ContourLine technology is ideal for laminated or painted products and eliminates the need for color touch up or corner cleaning on the visible surfaces. The ContourLine welder provides stronger welds and is approximately 50% faster than other technologies, while offering double stack capability for frame or sash. Booth #3639. 330/405-0444, sturtz.com

A large industrial machine, the LiSEC TPA, is shown in a factory setting. The machine is primarily white with a prominent red vertical stripe on its side. It is enclosed in a black metal safety cage. The machine is positioned on a concrete floor with a yellow safety line. In the background, other industrial equipment and a large window are visible.

TPA

Visit us @ GlassBuild America
Oct. 31 - Nov. 2 | Atlanta
Booth 2831

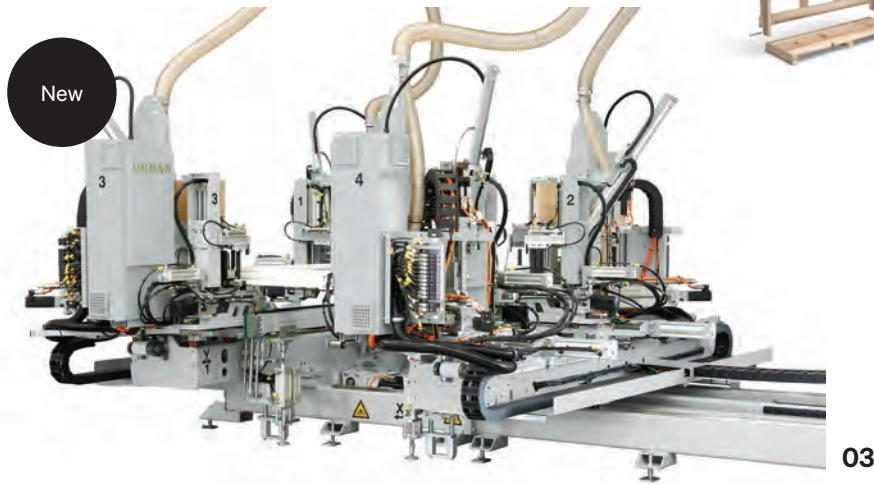
High Speed and High Quality

New standards for the production of insulating glass units with thermoplastic spacers

- Most accurate TPA material application
- Permanent support of all center glasses
- 20% higher output due to vertical lift over

www.lisec.com

LiSEC



01

TAKA-WPR

Numerous technical features increase productivity and reduce set-up times in combination with a fully automatic process control that guarantees the safety required for high quality production. This wrapping machine for PVC and aluminum window profiles has built-in options, and other optional features can be integrated to reduce set-up times and increase productivity. Booth #3761. 866/404-5401, wraptak.com

02

UFP Packaging

Easy-3 crates by UFP Packaging are three pre-assembled pieces that come together by using the provided hardware. No need for nail guns/staple guns, so the team can safely construct the Easy-3 crate in minutes. This packaging solution lowers costs on inbound shipping, reduces inventory space and increases operational efficiencies. Easy-3 crates are the ideal solution for shipping fragile items like glass, stone, tile and counters in an upright position. Booth #612. 616/365-1559, ufpackaging.com

03

Urban Machinery

The horizontal multi-head welding machine AKS 9600-CUT, optionally available with 4, 6 or 8 heads, is a machine for welding with or without weld seam formation and for aluminum covers on visible surfaces. User-friendly operation. IPC-control with high-quality color screen and online connection possibilities ensure user-friendly operation. This extremely flexible machine series is perfectly suited especially for profile welding (with or without CUT function) with foiled, coated or co-extruded surfaces as well as for all surface materials and aluminum covers. Booth #2449. 519/624-0080, u-r-b-a-n.com

HAECO



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Comparable in price to a hand-assist

**Average Cost of Work Loss
Injuries in 2020
\$44,000***

**Average Installed Cost of the
FAMATEC FRIENDLY
\$44,000**



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* National Safety Council <https://injuryfacts.nsc.org/work/costs/work-injury-costs/>



Winlet

The Winlet 1265 is a self-propelled vacuum lifter with a lifting capacity of 1,265 pounds and a reach of up to 11 feet, 10 inches. Equipped with features like a gyroscope, hydraulic controls and remote control, it ensures safe and efficient handling of glass, steel, concrete and more. From installing windows to moving heavy materials, it offers versatility and reduces the risk of injury.

Booth #1753.

281/358-7088, winletusa.com

Yilmaz Machine

AIM 3410 is CNC controlled four-axis machine designed specifically for machining all types of aluminum profiles available on the market. With the fourth axis feature, it can perform the machining operations on three surfaces of profiles. Quick tool changing is provided by the movable and in-line type magazine unit with eight pieces of tool capacity. The tool magazine is mounted on the movable machining head in order to minimize the tool change time.

Booth #551.

+(90) 2163-1228-28, yilmazmachine.com.tr



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HARDWARE, COMPONENTS + SEALANTS



01

02



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New



05

01

AmesburyTruth

The Attraction handle and cover by AmesburyTruth is a new contemporary casement cover that features a concealed magnet designed to draw the handle into proper placement. The longer slender handle, accompanied by a filled backside, provides an improved appearance when opened, resists folding and reduces operating force, providing smoother functionality. Both the Attraction handle and cover are made of zinc for lasting durability and are available in multiple painted and plated finishes. Attraction can be easily used to upgrade existing installations. Booth #1223.

704/978-3246, amesburytruth.com

02

Boton Aluminum Co.

The Push Bar and Pull Handle by Boton Aluminum is a popular product for both commercial and residential doors. Dimensions can be customized and it comes in aluminum or stainless steel. Booth #3605.

390/642-0409, aluminiumcn.com

03

Anthony Innovations LLC

Introducing the revolutionary 5000 Series Door Roller—the ultimate solution for seamless and robust door systems. With a 275-pound load capacity, this roller empowers customers to craft doors weighing up to 550 pounds, opening new design possibilities. Its end adjustability effortlessly adapts to existing rail profiles, simplifying integration. The incorporation of polymer wheels guarantees quiet operation, safeguarding the tracks from wear and ensuring enduring performance. Enhanced by precision bearing components, the roller operates with minimal force. The single bogie carriage guarantees even load distribution, culminating in flawlessly smooth door operation. Booth #2823.

747/258-5873, anthonygroup.net

New

04



06



04

Coda Products Inc.

The CX series seal from Coda is a foam-filled bulb seal with a rigid carrier design to aid in easy installation into vinyl profiles, as well as the ability to wrap a window after it has been welded. With Coda's patented installation process, operators can easily "roll" the bulb seal into a sash or frame with minimal effort and be sure the seal is installed securely and at the correct depth into the kerf slot. Booth #217.

978/219-4454, coda-products.com

05

Creative Millwork

Creative Millwork has a new black bar offering. The company has limitless potential for black profile offerings with high-quality standards. The core of the company's product is black in comparison to the white core that is the standard in the industry, so if a customer's paint is chipped, it is not a problem. The fade rate is formulated for interior and exterior use and designed for high-heat applications. Booth #2105.

888/759-7121, creativemillwork.com

06

Crimsafe North America

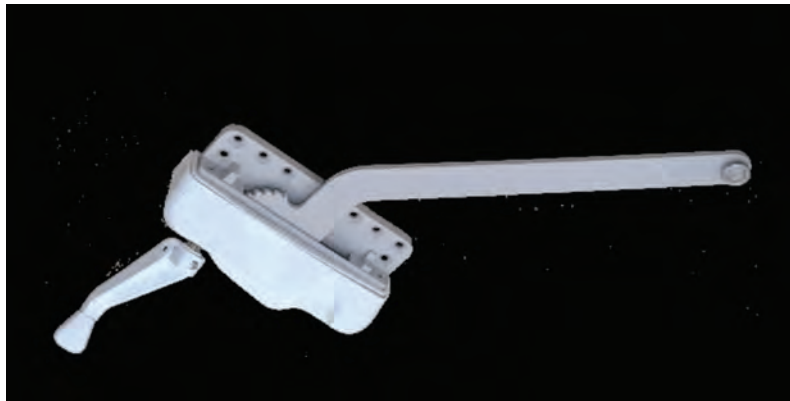
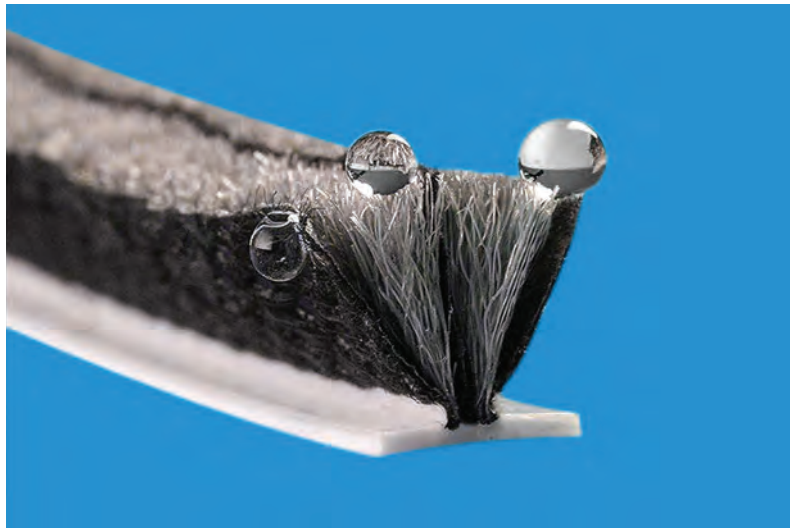
Crimsafe presents a line of Security and Storm Screens, designed to protect homeowners from intruders, pests, harsh weather conditions, and more. Combining strength and style, Crimsafe Screens provide an aesthetic appeal while delivering robust security. The unique Crimsafe technology features a Screw-Clamp system that enhances strength and eliminates potential weak points. Their Tensile-Tuff mesh is nearly impenetrable, making break-ins virtually impossible. Additionally, the screens are corrosion-resistant. Booth #3309.

866/740-3888, www.crimsafe.com

02

New

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**Guilin Champion Union
Diamond Co.**

Champion Union’s new Ultra Drill features two to three times the tool life versus standard core drill bits, and its better wear curve results in cleaner, high-quality holes throughout the life of the drill bit. No dressing is required for the life of the drill bit as well. And measurable payback and reduced production costs as well as longer life, less maintenance and downtime, and consistent quality are additional key features. Booth #3455.

+(86) 7735-8393-40, championunion.com

02

**Haining Lijialong Pile Weather
Strip Co.**

Pile weatherstrip is suitable for various types of aluminum/plastic steel doors and windows. With high-rebound, long-lasting yarn mixed with antibacterial and anti-mold masterbatches, pile weatherstrip has the following options: Siliconized PP yarn to gain water resistance. Optional adhesive backing with hot-melt glue. Different densities, width and height according to usage. Customized color. Monofilament yarn for stiffness. Booth #815.

+(86) 0573-8709-0118, lijialong.com

03

**Hangzhou Wintek Building
Products Co.**

Hangzhou Wintek Building Products Co. will be exhibiting its window operator, available in 7.5-, 9.5- and 13.5-inch sizes. The product is a single arm operator body, which is high-pressure and die-casting, with a powder coat finish. The gear arm is manufactured with hardened carbon steel, electroplating and powder coating. Stainless steel is an option for coastal climates. Available colors include white, tan, brown, polished brass, stained nickel and gold, as well as customized options. Booth #27.

+(86) 0571-5626-0873, wintekco.com



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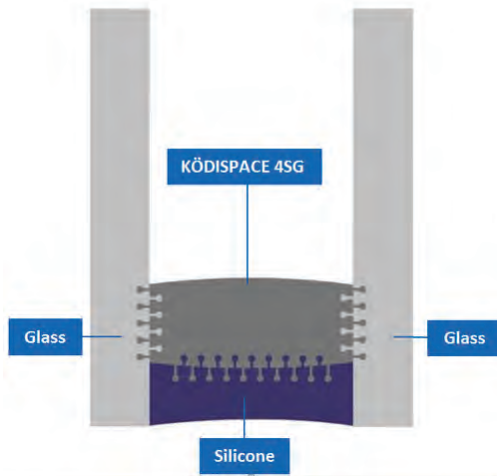
See us at GlassBuild America, booth 513.

Rockwell Security Inc

tel: 1-510-270-5633

info@rockwellsecurityinc.com www.rockwellsecurityinc.com

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02



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01

H.B. Fuller

H.B. Fuller’s Ködispace 4SG Warm Edge Spacer System is a reactive thermoplastic spacer system characterized by high energy efficiency, superior gas retention, and an automated process resulting in more precise spacer placement. The invisible thermoplastic spacer system ultimately results in a more visually appealing insulating glass, creating a harmonious connection between glass and frame. Additionally, the auto-adjusting application provides unparalleled flexible design freedom and triple-glazing manufacturing precision. Booth #613.

651/236-1645, hbfuller.com

02

JLM Wholesale Inc.

The Select SL11SD standard-duty, concealed, geared, continuous hinge by JLM Wholesale puts an end to costly hinge failure problems. Available in 83-, 85-, 95- and 120-inch lengths for nominal door heights, custom lengths and a heavy-duty hinge are also available. The hinges are tested to BHMA standards for up to 200-pound doors (high-frequency) and up to 400-pound doors (medium-frequency) without frame or door reinforcement, as well as up to 600-pound doors (low-frequency) with the use of rivnuts in the frame and door. Products come in clear, dark bronze and black anodized aluminum finishes. Booth #1903.

248/572-9006, jlmwholesale.com

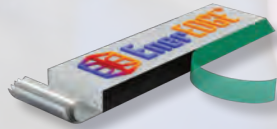
03

Kenwa Trading Corp.

The NSC-G Series sliding door closer is a solution to add a self-closing feature to glass sliding doors. Utilizing a durable pull spring device, the NSC-G Series offers all-section, self-closing functionality. The door closes automatically to a completely closed position, from any position hands are released from the door. The rotary gear damper provides smooth soft-close motion before the door hits the jamb. This is a non-electric mechanical system and is easy to install. Booth #3212.

516/933-6016, kenwa-america.com

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BOOTH #3123

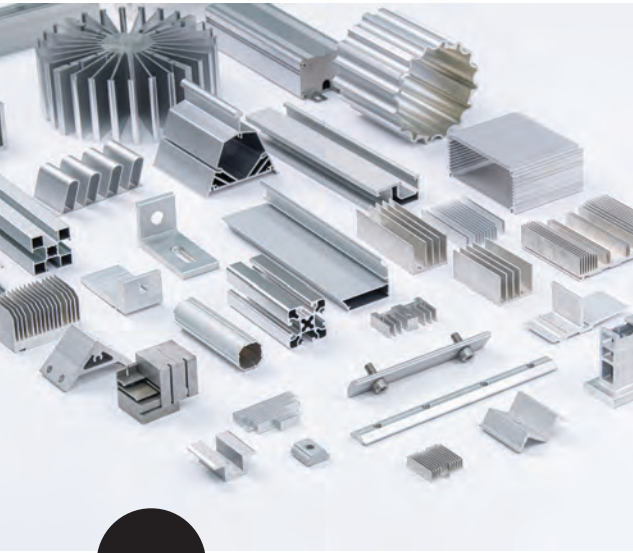


tremcosealants.com

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01

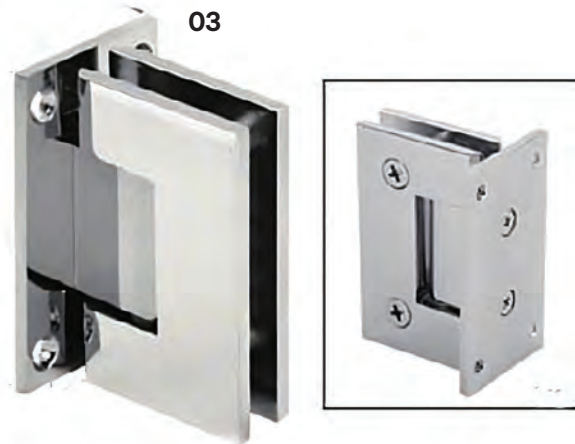


New

02



03



01

Kimsen Industrial Corp.

Aluminum extrusions serve as frames for various structures, ranging from residential houses to multi-story buildings because of the material's high environmental strength and stability, malleability, and lack of required maintenance or repair during the service period. Kimsen Industrial's aluminum extrusions are effective solutions for several construction field applications, including window and door systems; building façades and furniture. Booth #3611. 562/353-3259, kimsen.us

02

Lamatek

SmartBlox 2.0 setting blocks for glazing shim applications are compatible with various glazing sealants and systems. Unlike rigid setting blocks, 85 durometer SmartBlox 2.0 material provides a flexible cushion for insulating glass units, protects the glass from impacts and stress cracks by allowing for thermal expansion and contraction, promotes drainage and protects the IG seal from any water that might enter the glazing pocket, and supports dead load. Booth #3711. 800/526-2835, lamatek.com

03

Linkan North America LLC

Linkan's Glass Door hardware for commercial and residential applications is made to the highest industrial standards, using the highest quality materials currently available on the market, yet still at competitive prices. It can meet various loading requirements and is available with different finishes, including custom finishes. Booth #2610. 852/917-1252, linkan-group.com

New

04



06



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04

Meteor Creative/Sealing Systems

Meteor Creative is offering custom extruded and injection-molded sealing solutions in EPDM, TPE, TPV, PVC and TPO, among other products. The company offers co-extrusion with different resins as well as co-extrusion with roll form steel or wire for structural and thermal control. Other products include secondary fabrication, including welding, notching, punching, taping and inserts.

Booth #3048.

800/273-1535, meteor-creative.com

05

NuCoat North America

These one-component coatings for PVC meet the AAMA 615-20 standard and is on the FGIA Verified Components List. The product offers coverage in one coat and low VOC. Coatings are nonhazardous, have excellent leveling and are user-friendly in varying environments. Other features include excellent elasticity and weathering performance, and a 12-month shelf life.

614/598-4332, nucoat.com

06

PDS IG Equipment LLC

PDS IG Equipment launched a new and innovative product to address ever-tightening energy code requirements. The T17 spacer is a flexible, thin, stainless-steel spacer offering insulating glass fabricators a simple and cost-effective alternative to producing traditional triple-pane insulating glass units. The T17 offers the performance of a traditional triple-pane unit with only a single spacer.

Booth #2141.

608/644-8000, pdsigequipment.com

01

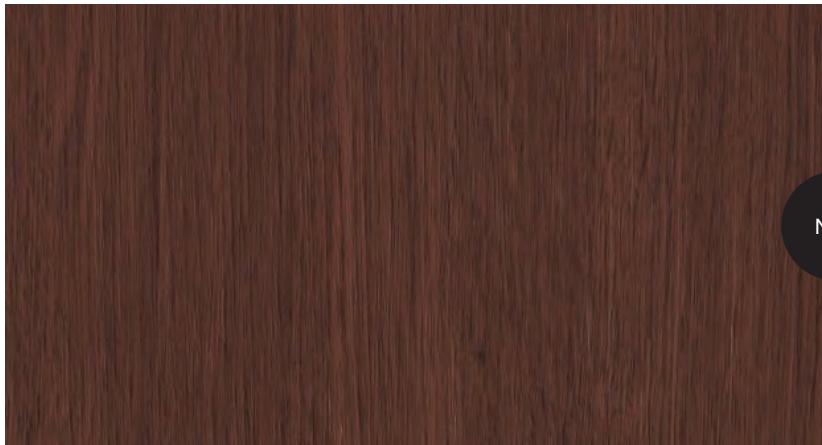


New

02



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New

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Polaris Soft Close Hinge

Polaris 125 Series Soft Close Hinges are completely redesigned specifically for exterior use on glass gates such as pool fences, security gates, and pedestrian and child access gates. Improvements in overall function, longevity, installation and maintenance were all key in the design process. In-house tested to over 500,000 cycles, the 125 Series now features a QUIK-ADJUST ratchet cap for fast and easy speed adjustment. The soft close dampers can also be removed and upgraded. Booth #2515.

+ (61) 2875-3024-4, polarishinge.com

02

Reed Rubber Products

Reed Rubber Products' 5000 Series Window Kerf Seals include 5001, which is a co-extruded kerf seal with a 0.23-inch foam bulb. 5002 is a co-extruded kerf seal with a semi-hollow 0.30-inch bulb for optimal compression. These products are ideal for residential and light-commercial compression-sealed window applications. Both parts feature anti-stretch rigid stems with flexible fins for easy installation. UV stabilized TPV offers excellent resistance to weathering, chemicals and compression-set. Booth #405.
314/450-4785, reedrubberproducts.com

03

American Renolit Corp.

American Renolit is pleased to introduce its latest innovation in woodgrain laminate collections: Renolit Exofol PFX. One of the standout features of Renolit Exofol Pfx is its scratch and chemical resistance, thanks to its resilient top layer. The product boasts a matte finish that exudes elegance and sophistication. This texture enhances the natural beauty of the woodgrain pattern. The life-like embossing technique flawlessly replicates the texture and depth of real wood. Booth #1505.
616/581-2156, renolit.com

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See us at GlassBuild America, booth 1223.

01



New



03

01

Roto North America

Roto Patio Inowa’s sealing hardware elevates living spaces with its slim, modern design and components. This hardware for aluminum, vinyl, wood and composite sliding systems supports sash weights up to 882 pounds and dimensions up to 9.8 feet wide and 11.8 feet high. It operates with ease due to its innovative closing movement and soft close and soft open functions, which protect the sliding element by mechanically braking the sash to prevent it from slamming against the frame. Booth #2123.

860/526-4996, rotonorthamerica.com

02

Smith Case Inc.

Adding to its foam insert cavity-labeling capabilities, Smith Case’s EVA foam overlay offers a cleaner, more durable application with numerous possibilities. For custom foam inserts designed around presentation tools, integrated overlays can be printed and bonded to the top of the foam insert prior to processing. Each part cavity can be labeled, and usable QR codes, tagline information and more can be printed. A charcoal base color is standard, but additional color options are available. Booth #2213.

336/774-7974, smithcase.com

02



New

03

Stretch Solutions LLC

Stretch Solutions provides various commercial and residential metal forming solutions, including stretch forming, roll forming, hydro forming, bump forming and bending for aluminum, steel, stainless steel, copper, brass and bronze for use in storefronts, curtain wall, brake metal, column covers, handrails (flat and spiral), fabrication, machining, water jet, CNC and welding. Booth #510.

951/356-3600, stretchsolutions.us

Creative Millwork Grille Products



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- SPECIALTY WOODS

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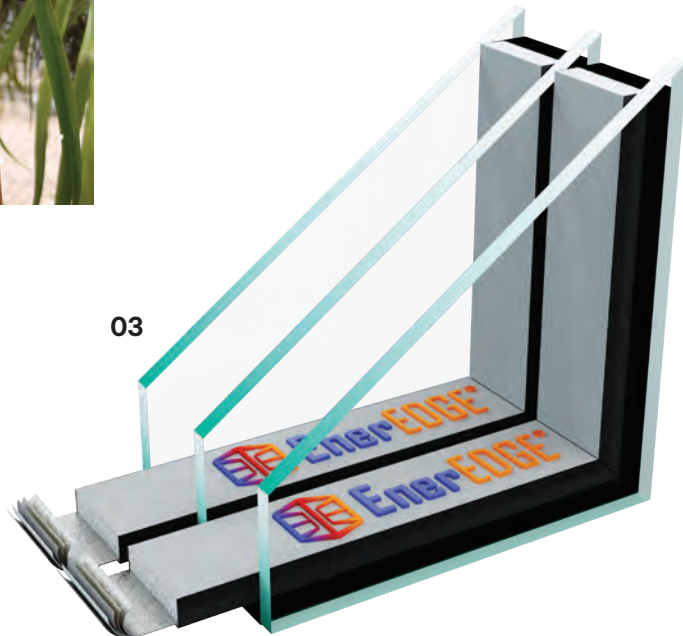
New

02



New

03



01

Sullivan Hardware

Sullivan Hardware is introducing the Bimini II handle for sliding glass doors at Glass Build America. The Bimini II is a one-piece aluminum design to reduce cost and add durability. With an extended e-plate and handsome lines, the Bimini II features a modern contemporary design in contrast to the 25-year-old one-piece designs in the market. Compatible with Sullivan Hardware single or twin-point locks, the Bimini II will be a drop-in replacement for 100-millimeter spaced routings. Booth #317. 651/707-2068, sullivanhdw.com

02

Tedee

Tedee PRO smart lock makes doors smart: it is a sleek locking mechanism that adds to everyday convenience. Users can press it to unlock the door and leave. The Tedee will lock automatically. When the resident comes back, they can unlock the door with a smart-phone or Apple Watch app. It is also possible to enable automatic unlocking when Tedee detects the app user in the Bluetooth range. Booth #62. + (48) 2230-7726-7, tedee.com

03

Tremco Construction Products Group

EnerEDGE is a pre-desiccated, ready-to-apply, cellular silicone warm-edge spacer that is suitable for a wide range of insulating glass constructions in fenestration applications. Booth #3123. 440/292-6522, tremcosealants.com

ONE team. Every solution.

Booth
802
GlassBuild



Stronger Together

ASSA ABLOY's Interlock & Caldwell brands will soon be ONE combined company, offering a broad range of fenestration products and a strengthened manufacturing and distribution footprint to create an excellent customer experience.

ASSA ABLOY

www.caldwellmfgco.com | www.interlockna.com

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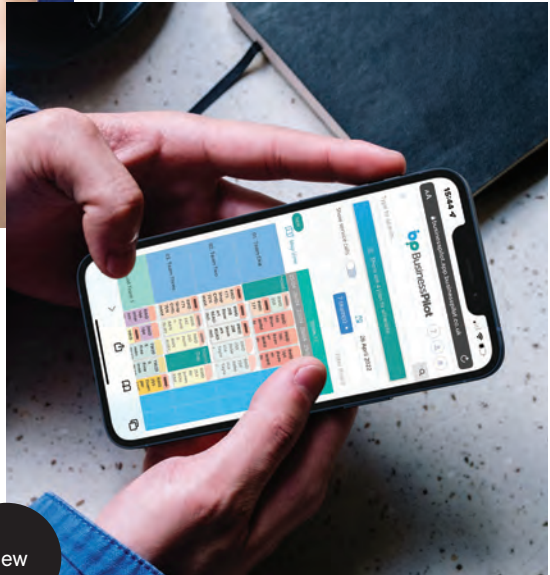
New

01

01

A+W Software

A+W Smart Companion—Stock, is the company's latest extension designed to enhance shop floor operations. With this intuitive smartphone app, users can manage digital stock, ensuring accurate information and minimizing errors, such as double bookings. Say goodbye to tedious paperwork and unnecessary legwork as users can record incoming goods and stock transactions instantly. For inventory, the Stock module's inventory function provides useful filters, checklists and dashboards, including a to-do list and various charts. Employees can trace precisely what has already been taken care of and what remains to be inventoried. Booth #2321. 847/220-5237, a-w.com



New

02

Business Pilot

Business Pilot is a software system built for installers and contractors in the window, door and glass industries to help manage leads, sales and operations more efficiently. It has all the tools needed to manage an entire company, including features like website enquiry to lead integration, purchase control, delivery schedules and more. It is completely cloud-based, with an app version that's perfect for use on-site. Personalized dashboards give an overview of daily stats. Booth #4004. +(44) 3330-5075-06, businesspilot.co.uk



03

NOT PICTURED

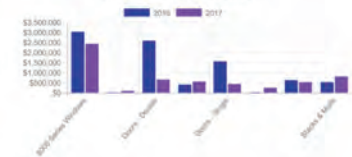
CAD-PLAN North America Inc.

Athena automates tedious daily routines, supports professional design workflow, on time and without errors, and takes a lot of work off the designer's hands by using a parts library, enabling use with any manufacturer profile systems in 2D and 3D, free semi-finished profiles and sheet metals. Booth #913. 303/205-6394, cad-plan.com

What's New

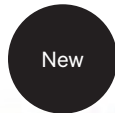
- Review new series
Review new series created.
- Create elevation templates for White Aces
Complete date changed to 9/19/2017 12:00:00 AM.
- Proposal Review for Purgert Estates
Proposal Review for Purgert Estates created.
- Review new glass packages
Review new glass packages created.
- Lunch During Glass Build

YTD Sales by Product



Resolve 2D Fabrication Drawing Woes and Meet Project Deadlines with AI-Powered Drawings

04



New



Accurate

Produce accurate and consistent drawings, eliminating manufacturing issues.



Save Drawing Time

Automate the drawing process, reducing drawing time from hours to minutes.



Customizable

Seamlessly integrate DraftAid as an Add-In within your preferred CAD software.

04

DraftAid

DraftAid is an AI solution to 2D fabrication drawing challenges. DraftAid generates fully detailed 2D fabrication drawings from 3D models in seconds. Users can automate the drawing process, reducing drawing time from hours to minutes and eliminating bottlenecks, allowing teams to deliver projects on time. Companies can leverage DraftAid's AI model to extract dimensions and place annotations accurately. Users can also customize DraftAid to match specific project and part requirements, and integrate it as an add-in within CAD software. Booth #2711. draftaid.io

05



05

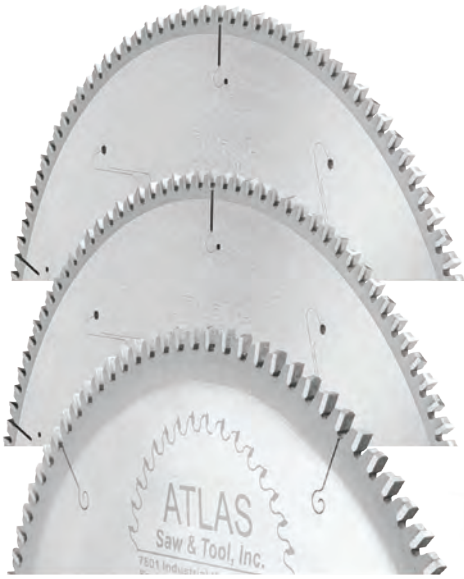
EDTM Inc.

EDTM's Glass-Chek Elite GC3200 measures a window's glass and air space thickness, and identifies the surface location and type of low-emissivity coating. The Elite can also identify laminated glass and measure the inner-layer thickness of the lamination. The graphical display illustrates the window profile, labeling each glass surface, and simplifying the window construction and low-e location. The GC3200's ability to store recent measurements in its memory saves time in the field. Booth #1208. 419/861-1030,edtm.com

03

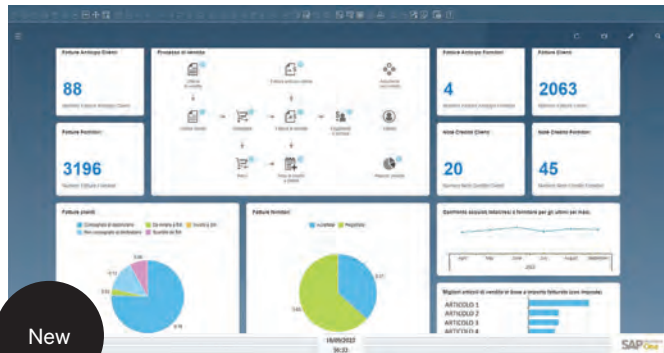
Cyncly

contractERP will exhibit its latest release, an ERP software for distributors, manufacturers and service organizations as well as glass fabricators and window and door manufacturers. FeneTech will be presenting the latest release of FeneVision ERP software for glass fabricators and window and door manufacturers. Soft Tech will be exhibiting its latest release of V6 and Web (Dealer) module, a software solution for glass fabricators and window and door manufacturers worldwide. Booth #1919. 330/954-7530,events.cyncly.com

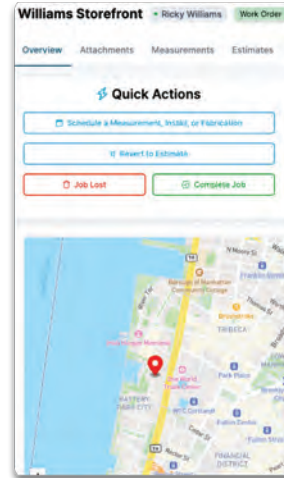


01

02



New



04



03

01

Fletcher Business Group

Atlas Saw & Tool Technology provides customers with high-quality saw blades and sharpening services, specializing in cutting tools for the plastics, wood, metal and paper industries. Atlas also designs and manufactures custom saw blades to unique performance specifications. Its saw blade portfolio includes a variety of sizes for wood-working and for several types of mechanical plastics, acrylic, phenolic and foam board. Sharpening services and blade management programs are available to prevent production downtime. Booth #2357.

800/843-3826, fletcher-terry.com

02

Florence One Srl

The SAP Business One application offers an affordable way to manage an entire business—from accounting and financials, purchasing, inventory, sales and customer relationships, and project management, to operations and human resources. SAP Business One helps companies to streamline processes, gaining a greater insight into the business, so that they can act fast and make decisions based on real-time information to help drive profitable growth. Booth #353.

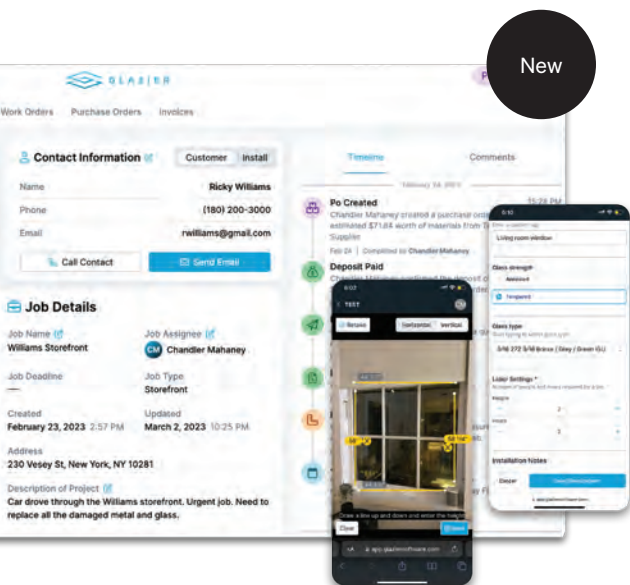
+(39) 0573-1935-507, florence-one.us

03

GlassManager Software

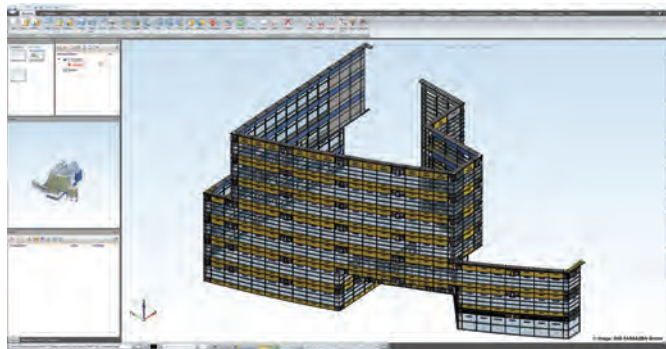
GlassManager is an innovative software solution designed specifically for glass companies. Unlike other software, its robust and user-friendly platform offers an all-in-one solution with features that streamline operations, enhance productivity, reduce costs and improve profitability. Features include job management, quotes and estimates, field team management, vendors and purchase orders, materials management, invoicing and payments, and accounting integration. Booth #3006.

403/770-3089, glassmanager.com



New

06



05

04

Glazier Software

Glazier Software is a software solution that empowers glazing contractors to increase revenue while saving time and reducing costs by streamlining operational workflows and running every aspect of a job in one platform. Stay on top of ongoing jobs with automated follow-ups and win more bids with the automated quote creation feature. Manage customers, create quotes, send purchase orders, track materials, schedule crews and more, all from one platform. Booth #4015. 203/273-6820, glaziersoftware.com

05

Hegla Corp.

With Cut+, Hegla-Hanic introduced completely reprogrammed software, HMI, for cutting table organization. At GlassBuild, the company will give visitors insight into the next generation of the ERP system that can integrate all processes: from digital order collection, storage and individual machines to delivery at the construction site. Standard OPC UA, digitalization and an increasing level of automation all motivated the company to make its ERP even more open with the Dynamics 365 development platform from Microsoft, say company officials. Booth #1047. 419/335-2244, hegla.com

06

ISD Group USA Inc.

HiCAD is the 2D/3D CAD software for all-rounders and specialists in the field of engineering and development. The software is adaptable to the needs and size of a company. With HiCAD, in addition to industry-relevant functions, both 2D and 3D can be used in a single interface. The use of multiple CAD solutions is a thing of the past. With HiCAD, drawings can be transferred directly to the machine, production or manufacturing. Booth #3211. 704/519-2498, isdgroup.us



01

01

Magid

Glass work gear is usually bulky, cumbersome and hot, but Magid's new PPE innovations for glass handling offer high levels of protection with unmatched comfort and range of motion. Its M-GARD breathable garments are up to 30% lighter than competitive products and deliver ANSI Cut Level A5-A9 protection. Featuring AeroDex technology with integrated fibers and yarn-wrapping techniques, these garments provide lighter-weight garments that won't trap heat. The new mesh back version aids in heat dissipation. Booth #1411. 708/629-5919, magidglove.com



02

Salem Fabrication Supplies

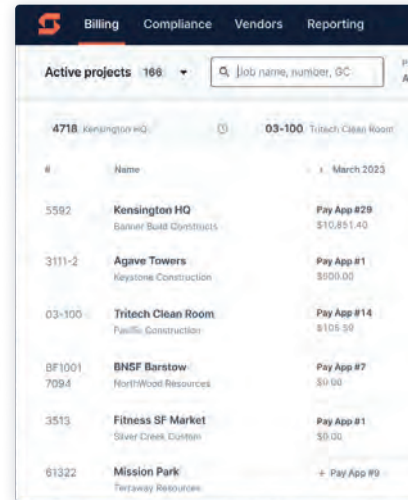
Salem Fabrication Supplies has brought back its premium core drill line, the Thunder Cut. Feel the power of the storm with these new and improved high-speed core drills, part of Salem's Storm Series of products. The Thunder Cut line of drills offer self-dressing capabilities and have an increased feed rate of up to 1.8 millimeters per second. These drills are designed for heavy industrial use on CNC and Forvet machinery and are available in both 75-mm and 95-mm overall lengths. Thunder Cut drills boast significantly reduced cycle times. Booth #1931. 336/766-1104, salemftg.com



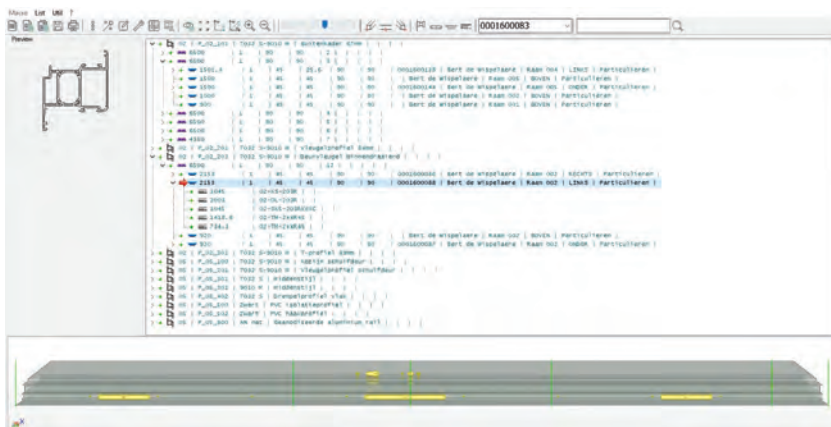
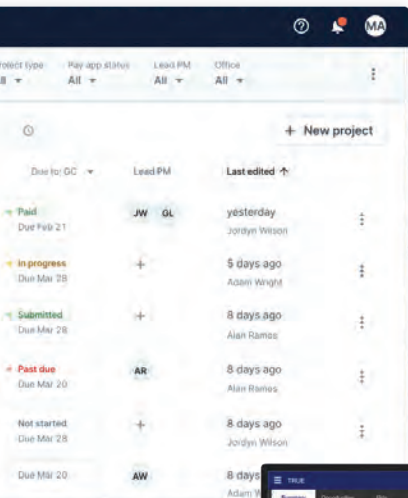
03

Siteline

Siteline is a pay app management tool for subcontractors. With Siteline, generate pay apps precisely to GC's specifications, centralize and manage all pay apps in one spot, automate and manage lien waiver collection, track compliance requirements, monitor A/R health with visual reports, and forecast billing to identify dips in backlog. Siteline integrates with ERP and GC payment portals to prevent double entry and streamline A/R workflow. Booth #3704. 419/215-6096, siteline.com

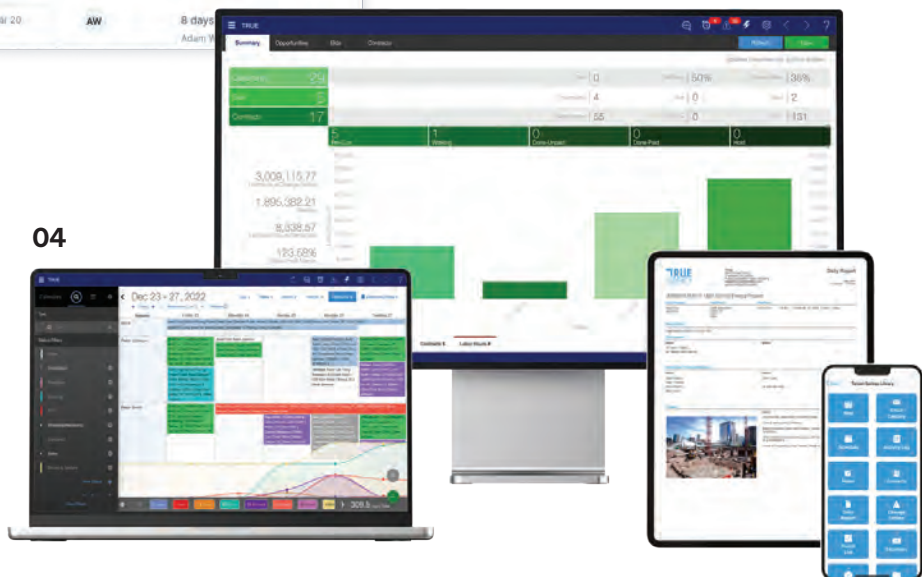


03



05

04



04

TRUE Contractor Software

TRUE is a web-based, all-inclusive ERP software solution designed for subcontractors in glass and glazing. For residential/ service work or commercial contract work, TRUE provides tools like sales lead tracking, proposal generation with eSign, full project management, scheduling, work orders, time-keeping, procurement, inventory control, job costing, invoicing, pay apps, accounting and more. TRUE's integrations with other leading software vendors in Division 8 help make TRUE truly the best fit to help run operations. Booth #2804. 844/362-8979, constructtrue.com

05

UniLink Software and Automation USA

Unilink is a software platform for automation of production on CNC machines in the industry for extruded aluminum, PVC or light steel profiles. Unilink's first goal is to be a universal CAM environment to create in a very user-friendly way the operations to be performed on CNC profile machining centers. Second there is a powerful production list editor to manage and edit all users' production lists and convert them to all machines of the user's choice. Booth #913. 312/917-6212, unilinkautomation.com

EXHIBITOR LIST

Exhibitor list as of Sept. 13. Visit GlassBuildAmerica.com for the most up-to-date listings.

Booth No.	Company Name	Booth No.	Company Name	Booth No.	Company Name
2321	A+W Software	2851	Artifex Dr. Lohmann GmbH & Co. KG	2633	Bottero Flat Glass Inc.
2604	ABC Hardware	3715	Asaş Alüminyum Sanayi Ve Ticaret AŞ	631	Bovone North America
2504	Accurate Lock and Hardware Co.	3257	ASC Process Systems	4118	Bridgeport Worldwide
3362	Acer Industrial Ltd.	451	Ascentium Capital	3331	Bromer Inc.
3943	ACM Machinery Ltd.	3845	Ashton Industrial	1241	Burkle North America Inc.
2704	ADDEV Materials	3404	Aspire	4004	Business Pilot
239	Adelio Lattuada – Lattuada North America	802	Assa Abloy	3447	BVC Group Inc. (Better Vacuum Cups Inc.)
3053	Adfast	1003	Assa Abloy Opening Solutions	1621	C.R. Laurence Co.
3550	Adhesives Research Inc.	4216	Astro Plastics	64	C2A Longterm Inc.
2523	ADI Srl	2853	Athmer	913	CAD-Plan North America Inc.
2507	Advanced Screen Systems Inc.	3215	AutoMAK Assembly Inc.	3409	Cardinal Paint & Powder Inc.
3310	Advantage Drafting	3959	Automated Systems Engineering Group Inc.	2723	Casso-Solar Technologies LLC
3510	Aim Transportation Solutions	3360	Avant Glass	4209	Certified Enameling
3046	Akarmak	2345	Bailey Specialty Cranes & Aerials	2003	Chelsea Building Products
3671	All Glass (SuQian) Holding Co.	3508	Banner Solutions	4212	China Warm Edge Technology (Nanjing) Co.
2510	Alloy Fasteners Inc.	3341	Barberán SA	508	Citadel Architectural Products
514	AllYourHardware.com	3631	Bavelloni America	219	ClearShield Technologies
3315	Alpha Solar Tech	941	Beijing HanJiang Automatic Glass Machine Equipments Co.	641	CMS North America Inc.
3803	Alum Fab	912	Beijing Lead-Top International Fair Co.	15	CNBM International Corp.
2204	Alumax Bath Enclosures / Hydro Extrusion USA LLC	3254	Beijing MGM Glass Machinery Co.	217	Coda Products Inc.
3863	Aluproject LLC	522	Benteler Maschinenbau GmbH	3710	Colour Alliance Inc.
2648	Aluro	2904	Best Print Solution	3259	Combilift
351	Amdoh Inc.	1541	Billco Manufacturing Inc.	3410	CompanyCam
4218	American Architectural Coatings	751	BINAR a Schmalz Company	622	Continental
1505	American Renolit Corp.	3915	Bisam Facade Inc. / Facade 41 LLC	3504	Continental Group
1223	AmesburyTruth	4013	BizDog Payments	3250	Cooltemper USA
2823	Anthony Innovations LLC	4169	Blackline Aluminum	1913	Cooper Standard ISG
3361	Arcadia Products LLC	3857	Blackwater Technical Services Inc.	240	Coroplast Tape
3408	Archie Hardware North America	1823	Blink Blinds + Glass by ODL	3458	cove.tool
1841	Argon Filling Systems Inc.	3506	Blutec Glass Fabrication	4157	Creation Classic Americas
3106	Argotec (formerly SWM)	414	Bohle Portals	2105	Creative Millwork
1713	Arizona Shower Door Inc.	3605	Boton Aluminum Co. (Qingdao)	3309	Crimsafe North America
512	Arkema Inc.			450	Crone Metals LLC

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EXHIBITOR LIST

Booth No.	Company Name	Booth No.	Company Name	Booth No.	Company Name
3405	Cuhadaroglu Metal San. Ve Paz. AS	2537	Faraone	1551	Glassline
2947	Custom Conveyor	2543	Fascan International	3006	GlassManager Software
347	CWI – ColorWrap Inc.	3108	Faulkner Fabricating Inc.	1113	Glassopolis
1919	Cyncly	4116	Fenestration Canada	4114	glasstec 2024 / Messe Dusseldorf
2855	Daubert Chemical Co.	3814	Fenzi-North America	4112	Glass-Technology International
1603	Deceuninck North America	1303	FGIA – Fenestration and Glazing Industry Alliance	3014	GlassTrax & Glaziers Online
2431	DeGorter Inc.	1205	FHC Frameless Hardware Co.	3956	Glassworks Industry LLC
4031	DeMichele Group	550	Filtertech / US Centrifuge Systems	4049	Glaston America Inc.
3411	DeSCo Architectural Inc.	2741	Filtraglass	3415	GlasWeld Systems Inc.
2605	Deslauriers	2357	Fletcher Business Group	3706	Glazier Nation LLC
1231	Diamon-Fusion International	1412	Flexijet North America	4015	Glazier Software
222	Dip Tech Machinery	353	Florence One SrL	713	Goldstar Co.
3009	Door & Window Market (DWM) Magazine	1031	FOM USA	3703	Gonzato Group
2203	Door Controls USA	1945	Forel SpA / Forel North America	413	GPI Group
2315	dormakaba USA Inc.	416	Fornax Door and Window Accessories	2706	Grabo
2711	DraftAid	3558	Foshan Addtech Glass Machinery Co.	443	GRAF Industries Inc.
4023	Dreamwalls by Gardner Glass	2734	Fratelli Pezza SrL	411	Griffin Glass and Metal Werks
2946	Duespohl Maschinenbau GmbH	2321	Friedman Corp.	4058	Grove Shims
3650	Edda Pack	212	FrontLine Bldg. Products Inc.	1317	Groves Inc.
554	Edgeworks	3561	Fujian Baineng CNC Equipment Co.	3768	Guangdong Golive Machinery Technology Co.
1208	EDTM Inc.	316	Gang Gwo Industrial Ltd.	905	Guardian Glass
431	Elumatec North America Inc.	2953	GCV Glass Machinery	3455	Guilin Champion Union Diamond Co.
2231	Emmegi USA Inc.	2308	GDS Estimating	22	Guizhou Golden Ocean Trading Co.
4123	EnduroShield	2631	GE.MA.TA SpA	3110	Gulf Rubber Industries LLC
3462	Engineered Custom Coatings	330	GED Integrated Solutions Inc.	2702	Gunther Mirror Mastics
2806	Ensinger – insulbar North America	1523	GGI General Glass International	2912	Gutmann North America
1331	Erdman Automation Corp. / FlexScreen	3861	glascad LLC	613	H.B. Fuller
923	Ergo Robotic Solutions	2503	Glass Coatings and Concepts	3155	HAECO
3551	Ervin Sales Group	2621	Glass Co.	1631	Haffner Machinery
503	ES	4109	Glass Inc.	815	Haining Lijialong Pile Weather Strip Co.
2606	eSUB Construction Software	3049	Glass Machinery Direct	1040	Hangzhou Jinggong Machinery Co.
3460	Excel Engineering	1303	Glass Magazine	27	Hangzhou Wintek Building Products Co.
1215	F. Barkow Inc.	1841	Glass Pro Inc.	3015	HANS Building Material Technology Co.
3117	Fapim SpA Hardware Manufacturing	3208	Glass Vice USA LLC		

Booth No.	Company Name
3107	Hardware and Glass Group Ltd.
3012	Hardware Everywhere
3359	Hawaii Hinges
1047	Hegla Corp.
1108	Hilti Inc.
2709	HMI
3353	Hot Melt Technologies Inc.
3557	Howden
2115	HP3 Software Inc.
2805	Hub Industrial – Specialized PPE – Inventory Management
2603	Hydro Extrusion North America
2006	Hygrade Components
4213	Hyundai L&C Bodaq Exterior
3419	IGE Glass Technologies Inc.
3144	IGK North America Inc.

Booth No.	Company Name
3356	Inagas Ltd.
1303	Industry Pavilion
415	iNOEX LLC
2131	Integrated Automation Systems
2309	Interglass
3622	Interlayer Solutions Inc.
3431	Intermac America / Biesse America
3406	International Union of Painters and Allied Trades
3211	ISD Group USA Inc.
1013	Isoclima
2425	Italcarrelli Srl
2623	Italian Trade Agency (ITA)
452	Jansen America Inc.
3314	JEI Structural Facade Engineering & Consulting

Booth No.	Company Name
2813	Jeske Hardware Distributors
3559	Jiangmen Yijie Glass Bathroom Co.
3770	Jinan Glasino Glass Technology Co.
1042	Jinan Wondec Machinery Co.
18	Jinfer Railing
1903	JLM Wholesale Inc.
1653	Joe's Refrigeration Inc. / Clean Room Solutions
2511	Jordahl USA Inc.
2741	Jordon Glass Machinery
831	Joseph Machine Co.
3448	Jowat Corp.
419	Jura Films North America LLC
3212	Kenwa Trading Corp.
3131	Keraglass Srl



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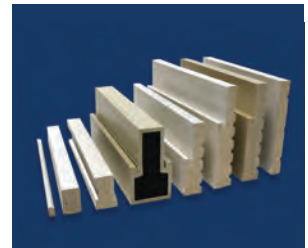
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- Closed Cellular Structure



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EXHIBITOR LIST

Booth No.	Company Name	Booth No.	Company Name	Booth No.	Company Name
2907	Keystone Certifications Inc.	3561	Liaoning Alger Building Material Industrial Co.	1411	Magid
2609	Kich Architectural Product Pvt Ltd.	4008	Lien Yeu Glasstech (M) Sdn Bhd	1109	Mainstreet
3611	Kimsen Industrial Corp.	3663	Lindenbridge Lechitrading Inc.	2714	Mapes Panels LLC
21	Kingtom Glass Co.	4208	Link Co.	2731	Mappi America Inc.
1946	Kleiberit Adhesives USA Inc.	2610	Linkan North America LLC	3141	Matodi USA
3011	KMR Research	2831	Lisec America Inc.	2310	Maxest Industrial Inc. / McThermo LLC
3954	Koja USA Inc.	3221	LiteSentry – Softsolution	3760	Mazzaroppi Engineering Srl
307	Komsta Windows and Doors	28	Loire Hardware Co.	61	McGrory Glass
3217	L.M. dei F.lli Monticelli Srl – Gruppo Montifin	2809	LTC USA LLC	1907	McKeegan Equipment
3711	Lamatek	3667	Luoyang Aotu Machinery Co.	3831	Mecal USA Inc.
3514	Laminators Inc.	448	M.J Energy Wall System Inc.	3048	Meteor Creative / Sealing Systems
3323	LandGlass Technology Co. / IGE	2817	M3 Glass Technologies	2303	Millet Glass Industry
2411	Larson Engineering Inc.	943	MAC Glastech & Automation Co.	3515	Moderno Porcelain Works
323	Leading Edge Distribution	247	Machines and Wheels Inc.	2730	Mole Moreschi Srl
3802	Lexington Manufacturing Inc.	2531	Macotec Srl	1303	MyGlassClass.com

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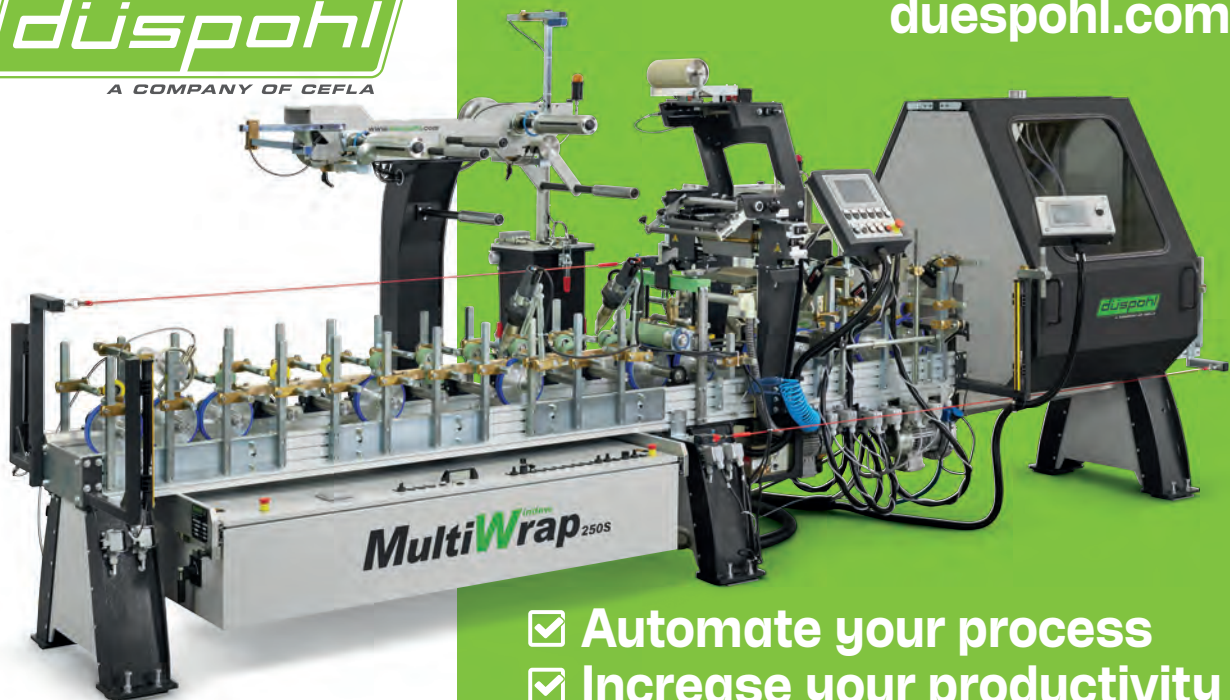
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EXHIBITOR LIST

Booth No.	Company Name	Booth No.	Company Name	Booth No.	Company Name
2223	MyGlassTruck	3869	Open Architectural Windows & Doors	2561	Pertici Industries SpA
2906	NanaWall Systems Inc.	2636	Optima Srl	3923	PH Tech Inc.
1303	National Glass Association (NGA)	3809	Orange Aluminum	3867	Philadelphia Hardware Group
3413	North American Contractor Certification (NACC)	1103	Orchard Lock Distributors	2321	PMC Software
3349	North American Specialty Laminations	913	Orgadata USA	3010	Podium
947	Nova Plastech Inc.	4057	Orion Laser Tech / IGE	2515	Polaris Soft Close Hinge
1311	Novagard Solutions	2639	OZ Machine	4010	Polytronix Inc.
3951	Novatech Group	2506	Ozone India	3305	Privacy Glass Solutions
25	Novofactor Technology Co.	1112	Palmer Product Corp.	3512	Process Label Systems Inc.
1615	NuCoat North America LLC	3855	Panther Pro Tools	3140	Prodim USA
1847	Oemme SpA	2209	Paradigm	3961	PTF Industrial Coatings
1009	Omni Cubed Inc.	3811	Paramount Extrusions	2351	Pujol
3808	Omni Glass SCT	3031	Pat Mooney Saws	20	Qingdao ChinaStar Holding Co.
2524	OmniDecor Srl	2141	PDS IG Equipment LLC	3658	Qingdao Dinganda Glass Technology Co.
		3839	Perfect Score Technologies	23	Qingdao Haisen Glass Co.



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- Improve energy efficiency

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Booth No.	Company Name
17	Qingdao Laurel Glass Technology Co.
3560	Qingdao Migo Glass Co.
16	Qingdao Panda Railing International Trading Co.
947	Qingdao Sea Nova Building Profiles Products Co.
1513	Q-railing – North America
3503	Quality Enclosures Inc.
1017	Quanex
1531	Quattrolifts USA
4158	R.C.N. Solutions Srl
409	RA Workshop Software
3414	Raco Interiors
405	Reed Rubber Products
3908	Reliable Products / Ruskin
4217	Resource Recovery LLC

Booth No.	Company Name
3464	RhinoDox
211	Richelieu
812	Rider Glass Co.
1909	Riot Glass
2208	RiteScreen
816	Rizhao Huaye Glass Co.
513	Rockwell Security Inc.
2123	Roto North America
3465	Rotox USA Inc.
406	SAF – Southern Aluminum Finishing Co.
1410	Safti First Fire Rated Glazing Solutions
1931	Salem Fabrication Technologies Group Inc. – Salem Fabrication Supplies / HHH Equipment Resources
3148	Satinal SpA

Booth No.	Company Name
3709	Saw Trax Mfg.
2913	SBMS Group Inc.
2431	Schiatti Angelo Srl
2705	Schilling Inc.
2415	Screenco Manufacturing Ltd.
412	SEM Specialty Products
2810	Sevasa Technolitics
4210	Shandong Jinjing Science & Technology Stock Co.
717	Shandong Paneu Glass Co.
3660	Shanghai Refine Machinery Co.
13	Shanghai YY Windows Pty
2710	Sherwin-Williams
3552	Shijiazhuang ASA International Trading Corp.
3459	ShiXing Glass (Fujian) Co.
3206	Sika Corp.



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EXHIBITOR LIST

Booth No.	Company Name	Booth No.	Company Name	Booth No.	Company Name
403	SilGuard by Inverge	3457	Tengzhou Fenghua Glass Co.	931	Vision Hardware Inc.
3316	Simpson Strong-Tie Edge-Tie System	3669	Tengzhou Yichuang Commercial Trading Co.	2908	Visionar Window Systems
3704	Siteline	1247	Tenon (Beijing) Equipment Co. / TSS – Sales	3661	VistaSafe
2722	Skill Glass SrL	3648	TexMan LLC	1419	Vitro Architectural Glass
3769	Sky Building Material	216	The Architect's Newspaper	2949	Vitrum SrL – GIMAV
3646	Skyreach Equipment	3552	The WeaveX Co.	3450	Walco powered by Novacel
1813	Smart Glazier Software	318	Top Notch Distributors	2217	Walker Glass Co.
2602	Smart Logistics	3859	Torreid USA LLC	446	Walter A Wood Supply
3547	SmartGroup America	2909	Total Security Solutions	3546	Water Treatment Solutions
1831	Smartlift US Inc.	3123	Tremco Construction Products Group	851	WEGOMA
2213	Smith Case Inc.	2441	Triulzi Cesare Special Equipments SrL	916	Weland Hardware Manufacturing Co.
3312	Soundproof Windows Inc.	3151	Trucent Inc.	3205	Westlake Royal Building Products
3766	South Glass Technology Co.	2804	True Contractor Software	2608	Wieland Metal Services
2715	SPH Global / Protectapeel	2807	Trust Seal	1303	Window + Door
3905	Sphinx Glass	2109	Tsubaki – Kabelschlepp	4017	Windowmaker Software
2013	Spider by BrandSafway	502	Tuff-N-Lite	1753	Winlet
2522	SRD Tools Di Zoli Derek	605	TurkishGlass	230	Winpro
2002	Stainless Structural	2611	U.S. Bullet Proofing / Quikserv	2321	Winsys
4117	Stoett Industries	612	UFP Packaging	3656	Witte North America
510	Stretch Solutions LLC	2123	Ultrafab Inc.	3023	Wood's Powr-Grip Co.
517	Strybuc Industries	2405	Unelko Corp. – Invisible Shield	313	Wurth Construction Services
3639	Sturtz Machinery Inc.	913	Uni_Link Software & Automation USA LLC	715	Xiamen Tider Import & Export Corp.
317	Sullivan Hardware	2615	Unikoo Glass & Hardware	3045	Xinglass America
912	Sun Design Plus Ltd.	24	Unitex Glass (Chengdu) Co.	4007	YaoHai US Inc.
3113	Sunbelt Business Advisors and True North M&A	2919	Unruh Fab Inc.	551	Yilmaz Machine
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Products



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01



02



03

01 / Alside

ClimaTech Prime is a family of high-performance insulating glass packages, recognized by Energy Star as meeting the criteria for the "most efficient" designation on select Alside vinyl windows and patio doors. The glass package is offered on Mezzo and Fairfield 80 Series windows. ClimaTech Prime meets the energy-efficiency performance requirements for all four climate zones of the country, according to a news release. **800/922-6009 | ALSIDE.COM**

02 / Crystal Windows & Doors

The Series 2700 is a 3-¼-inch jamb, aluminum, tilt-in sash, double-hung window with enhanced energy performance and an AW-rated model. Suitable for various replacement and new construction applications, the Crystal Series 2700 meets the latest energy code requirements of New York City and other jurisdictions. It is available in both commercial window CW-PG50 and architectural-rated AW-PG50 versions. **718/961-7300 | CRYSTALWINDOWS.COM**

03 / VBH

VBH's addition of the Altro variant allows fabricators and installers to access a slimmer hardware option at 120 kilograms per sash. Altro works with the existing Clearspan locks and magnetic catches, as well as Alpha, Securifold and Coastline handle options for the passage door and a choice of Aspire, Centrefold and Slimfold handles for the intermediate locking points. The weight capacity is the same as the standard system. **+(01) 6342-6326-3 | VBHGB.COM**

Product/Solution



FlexScreen Automated
Window Screen Line //
Erdman Automation



Challenge

Since introducing FlexScreen, manufacturers have expressed great interest in increasing productivity and decreasing costs by making it themselves. Although FlexScreen knew this would be the evolution of their product, the process was not simple or efficient enough for that to happen—until now.

Solution

FlexScreen worked with Erdman Automation Corp., the premier automation com-

pany in the window and door industry, to design and build an almost fully automated manufacturing line for FlexScreen.

What used to take an entire production crew can now be done with four people in less than 1,500 square feet of space. Smaller, less automated lines are also available. Erdman's genius engineers delivered what is quite simply the fastest, most efficient window screen line in the world, and now it's available to every window manufacturer.

FlexScreen appeared on U.S. business reality television series Shark Tank in 2020, winning a deal with inventor and entrepreneur Lori Greiner. "FlexScreen is one of the most innovative household

products we've seen on Shark Tank," says Greiner on the FlexScreen automated window screen line and FlexScreen/Erdman partnership. "Licensing the manufacturing technology was the next logical step in making FlexScreen the industry standard. I'm excited to be a part of history in the making and proud to partner with Joe and his amazing team."

Visit erdmanautomation.com or call 763/389-9475 and flexscreen.com, 888/983-3539. ■



01

02



03

01 / Cornerstone Building Brands

The Ply Gem West Pro Series black interior and exterior products create a high-contrast appeal for new construction and replacement projects. The West Pro Series is available in black for the following products: West Pro Series 200 Windows Single-Hung and Sliding options, West Pro Series 700 Windows Casement and Awning options, and West Pro Series 960 Series Sliding Patio Doors. **800/746-6686 | CORNERSTONEBUILDINGBRANDS.COM**

02 / Masonite

Masonite M-Pwr Smart Doors are powered and connected residential front doors that integrate power, LED welcome lights, a smart lock and a Ring Video Doorbell into the door system. This front door is directly available for homeowner purchase in the U.S. The technology is incorporated into premium fiberglass doors in various styles, colors and finishes, including multiple glass options to complement any home design. **800/663-3667 | MASONITE.COM**

03 / Kolbe Windows & Doors

Kolbe launched its privacy glass solution for homeowners, partnering with Gauzy Ltd. to integrate LCG Smart Glass Technologies into select window and door products for various levels of privacy on demand. When electricity is applied, the glass changes from obscure to transparent, allowing adjustable shading. This glass option is available in white or gray within a selection of Kolbe products. **715/842-5666 | KOLBEWINDOWS.COM**

People ON THE MOVE



STAY CONNECTED // [Keep up with the latest people announcements at windowanddoor.com/people](https://www.windowanddoor.com/people)



Pierce

Deceuninck North America hired

Tim Pierce as the organization's new vice president of operations at its Monroe, Ohio,

headquarters. Pierce brings more than 30 years of professional experience to this role, including textiles, industrial building products, technology, medical devices and PVC. His specialties include strategic planning, supply chain transformation, operations optimization, total quality management, lean manufacturing and Six Sigma.



Shelton

YKK AP America Inc.

appointed *Raymond Shelton* as vice president/ chief sustainability and communications officer. In his new

role, Shelton is responsible for leading and directing YKK AP America group companies in developing, implementing and leading sustainability efforts. He will also oversee the company's corporate communications and community engagement initiatives. Shelton comes to YKK AP after more than 20 years at The Coca-Cola Company, where he worked as an experienced sustainability, public affairs, communications and finance executive.



Spence

Eric Spence joined the leadership team of **North American Specialty Laminations** as its executive vice president

of sales and marketing. Spence comes to NASL after serving as president and CEO of RAM Industries for three years. In this role, Spence is leveraging his 30-plus years of window and door industry experience and relationships to lead new business and channel growth at NASL.



Hilton

Jeld-Wen Holding Inc.

appointed *Michael Hilton* to its board of directors. His appointment expands the company's board to 10 members, eight

of whom are independent. Hilton was president and CEO of Nordson Corp., an engineering and manufacturing company, from 2010 until his retirement in 2019.



Banda

Renolit hired *Juan Banda*

as a technical support person to help grow lamination in the fenestration market. In his role, Banda will assist

all players in the lamination market by offering assistance for issues regarding the entire lamination process.



Kastner

Sunshine Rooms Inc.,

the parent company of Crystal Structures, appointed *Ron Kastner* as the new company president. Kastner has

served as chief operations officer for the past three years. Before joining Sunshine Rooms, Kastner served as vice president of operations at Red Guard.



Stephens

PGT Innovations

appointed *Chris Stephens Jr.* to its board of directors to serve on the audit committee. He will serve as a class

III director, and the board expects to nominate him to stand for election as a director at PGT Innovations' 2024 annual meeting. Most recently, Stephens served as the senior vice president and chief financial officer for Sealed Air Corp.



DeRusha

Frameless Hardware Co. LLC appointed

Doug DeRusha as vice president of sales for the company's

Northeastern and Mid-Atlantic Regions. Before joining FHC, DeRusha served as sales director for C.R. Laurence, where his tenure lasted 39 years, comprising leadership, sales and educational roles.



Heydet

Cyncly appointed *Ashley Heydet* as its new senior vice president of sales for North America. In her capacity as SVP, Heydet will play a strategic

role in driving Cyncly's growth. Heydet has extensive experience building and leading successful teams, pioneering new markets and scaling organizations. A vital part of her role will encompass the expansion of Cyncly's North American client portfolio, with a particular emphasis on the enterprise segment. ■

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ODL	45		blinkblinds.com
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PRL Glass Systems	27	877/775-2586	prlglass.com
Quanex Building Products	1, 103		quanex.com
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Roto North America	3	800/243-0893	rotonorthamerica.com
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The Adelaide features WinGuard windows and doors. Photos courtesy of PGT Custom Windows and Doors.



WinGuard Aluminum sliding glass doors with modern hardware.

Customized Views

EXPANSIVE WINDOWS AND DOORS HELP HIGHLIGHT A CUSTOM FLORIDA MODEL HOME'S SURROUNDING ENVIRONMENT

Project: The Adelaide, Sarasota, Florida

Products: WinGuard Vinyl windows and WinGuard Aluminum doors from PGT Custom Windows and Doors

Description: John Cannon Homes' newest model—The Adelaide, at The Founder's Club in Sarasota—features 5,204 square feet of open living space with three bedrooms and three-and-a-half baths. John Cannon selected the windows and doors to highlight the surrounding

environment and bring the outdoors inside.

The owner's suite features windows and double French doors that lead to a private patio. In the women's dressing room inside the owner's suite, two picture windows form a glass corner leading to the private lanai.

Single-hung windows are in every bedroom, and several single 12-foot French doors are featured throughout the main living area. Sliding glass doors meet at a 90-degree corner, leading to the pool area in the family room.



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Fishing for the Phishers

By Sara Barchak

Of the 347.3 billion emails sent daily, almost 3.4 billion are scam emails seeking to infiltrate our systems and take information. Here are a few tip-offs to help us recognize these phishing attempts.

1. Asking for sensitive/personal information. Most reputable organizations will not require you to respond by email with information like your social security number, banking information, etc. If you are being requested to do so, take another look!

2. Inconsistencies with links. Hover over any blue links with your mouse to display the full URL. If the URL does not match the email or generally seems nonsensical, do not click!

3. Poor spelling and grammar. If you recognize multiple spelling issues or awkward phrasing, consider that a warning bell!

4. Too good to be true. If you get an email claiming you won the lottery or you have been left a large inheritance (just me?), then it probably is too good to be true.

See all tips at
WindowandDoor.com



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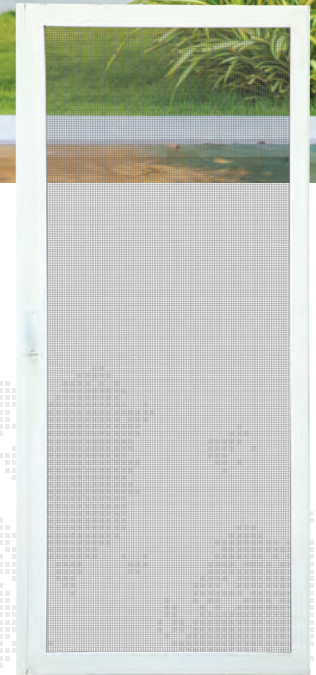
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