



September 29, 2008

Dear PGC International member:

A primary initiative set at PGC International's last strategic assessment was to expand its influence and resulting benefits to the protective glazing industry. A clear method to accomplish this is through increased collaboration with other associations and organizations.

One such group on a similar path as PGC International is the Protective Glazing Committee of the Glass Association of North America. As you may be aware, PGC International and GANA's Committee are already working together on the development of a Protective Glazing Manual. We are finding this partnership to work well for several reasons, including the elimination of duplicate efforts and each association's ability to reach a larger audience.

To continue this progress and gain your valued input, we would like to invite you to attend a PGC International / GANA Protective Glazing Committee joint strategic session. This meeting will take place just prior to the PGC International Annual Symposium.

Date: Tuesday, November 11, 2008
Time: 8:00 – 10:00 a.m.
Location: Hyatt Regency Crystal City
Arlington, VA

We hope you will take this opportunity to participate and share your views. This joint meeting will act as an appropriate segue to the excellent presentations you will see at the Annual Symposium. The program revolves around the ability to combine protective glazing and energy efficient technologies. It will feature PGC International members as experts in their segments of the industry, as well as representatives from notable firms and organizations such as McGraw-Hill, SmithGroup, Steven Winter Associates, BOMA, Department of Energy, and the General Services Administration.

Please plan to attend the PGC International / GANA Protective Glazing Committee joint strategic session, and the Annual Symposium. Register for both online at www.protectivelazing.org.

Sincerely

A handwritten signature in black ink, appearing to read "Ron McCann".

Ron McCann
PGC International President

A handwritten signature in black ink, appearing to read "William Yanek".

William Yanek
Executive Director

Encl: Joint Strategic Session agenda
2008 Annual Symposium brochure



Joint Strategic Session

Hyatt Regency Crystal City
Arlington, VA

Tuesday, November 11, 2008
8:00 – 10:00 a.m.



PGC International Mission:

Engage PGC International's active, diverse membership:

- To promote implementation of standards and performance criteria by government and industry
- To identify and promote programs that encourage the use of protective glazing technologies
- To promote the growth of the protective glazing market
- To encourage and promote the development of emerging protective glazing technologies and techniques

GANA Mission:

- Provide industry leadership and guidance, education and knowledge;
- Promote the use of value-added glass and glazing products;
- Provide a forum for exchanging information and ideas through its Divisions and membership; and
- Provide a unified voice on matters affecting the glass and glazing industry.

Agenda

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|-------|---|-------------------------|
| I. | Call to Order / Introductions | Bill Yanek |
| II. | Review Anti-trust Statement | Kim Mann |
| III. | Confirm Agenda | Bill Yanek |
| IV. | State of the Protective Glazing Industry in the U.S. and Internationally | |
| V. | Review of 2007 PGC International Strategic Assessment. | Bill Yanek & Ron McCann |
| VI. | Review of PGC International progress on Strategic Assessment action items. | Bill Yanek |
| | a. International involvement | |
| VII. | Review of GANA Strategic Plan implementation with a focus upon glass industry collaboration. | Bill Yanek |
| VIII. | Review of GANA Protective Glazing Committee efforts. | Ashley Charest |
| IX. | Update on status of joint PGC International / GANA Protective Glazing Manual. | Chris Carter |
| X. | Discussion of other areas of collaboration between PGC International and GANA. | Ron McCann |
| | a. Participation across association committees | |
| | b. How will the non-glass specialties fit into collaboration efforts (film, consultants, test laboratories, support products) ? | |
| | c. Membership dues structure for those a part of both associations | |
| XI. | Are there cost savings associated with joint events and efforts? | Ron McCann |
| XII. | Discussion on joint advocacy. | Ron McCann |
| | a. Governmental relations | |
| XIII. | Next steps and timeline. | Ron McCann |

NOTES:

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