



**PGC**

*International*

# ANNUAL [ 08-09 ] REPORT





## **[Our Purpose]**

**PGC International is the industry advocate influencing the development of protective glazing standards and performance criteria while providing guidance to government and the private sector.**

Executive Director's Message	03
General Counsel's Message	04
Year in Review	07
Organization Initiatives	06
Membership	08
Events	09
Summary of Financial Position	10
PGC International Identity	11
Volunteer Leaders	11
Board of Directors	12
Officers & Staff	13



## [Executive Director's Message]

My sincere thanks to the PGC International Board and members for a successful 2008-2009! While challenges abound, PGC International accomplished a great deal in the past year.

PGC International began 2008 with the implementation of its 2007 strategic assessment. Two of the most noticeable results of the assessment were reinvigorated committee efforts and an increased international focus.

In 2008, PGC International continued to work with other protective glazing industry associations. For example, PGC International is currently working with the Glass Association of North America (GANA) on the publication of a *Protective Glazing Manual*. Additionally, PGC International and GANA held a joint strategic session at the 2008 Annual Symposium.

A highlight of the 2008 Annual Symposium was the Virtual Tradeshow, which PGC International unveiled at the Symposium. PGC International staff will continue to search out innovations such as this to add more value to PGC International events.

With all that PGC International worked on in 2008, we must not forget that PGC International is more than just a list of association activities. PGC International exists to represent manufacturers of protective glazing products and systems, suppliers to these manufacturers, consultants and testing organizations. The association provides support

as well as use of protective glazing products for such areas as blast, bullet and hurricane resistance, and main force attack.

In order to meet its charge, PGC International needs to continue to grow and innovate. As your Executive Director, I look forward to working with you to continue the momentum of the past year.

William Yanek, Executive Director



## [General Counsel's Message]

During 2008, no significant apparent “legal” developments impacted PGC International as an organization or its members’ collective businesses. (These impacts were left to the tanked economy and the terrorist-free domestic environment to deliver.) PGC International did amend its by-laws in 2008 to expand the scope of eligible, qualified, motivated members potentially available to fill vacant Board slots and provide Association leadership and to expand the breadth of the Association’s mission to reach an “international” or global audience and market.

In 2009, PGC International members should try to track ongoing developments in the building code arena. Regulatory changes have imposed or may impose new obligations upon firms selling and installing protective glazing systems, albeit changes not necessarily directly related to the blast-resistance performance of these systems, but related more to the other attributes the codes require protective glazing to possess. There is no “exemption” built into the codes for blast or other protective glazing installations.

**Impact Safety Glazing.** The U.S. Consumer Product Safety Commission (“CPSC”) in late 2008 altered (and expanded) the certification and, by implication, the labeling requirements for safety glazing materials installed in all types of doors. The CPSC safety standard, unlike state and local building codes, requires glass fabricators to certify

their glass intended for door installations complies with the safety glazing requirements of the federal standard, 16 CFR 1201. This new certification mandate compels glass fabricators to add their business addresses and telephone numbers to the information shown in their existing compliance certificates. This information expansion poses a serious logistical challenge for laminators and temperers currently using their company labels or logos attached to the glass as their CPSC certifications. It is possible many glass fabricators will opt to place this new information on their websites, a new method of certification the CPSC’s rules also now approve, instead of expanding their already-large labels affixed to the glass.

**Energy Efficient Glazing.** The U.S. Department of Energy (“DOE”), at year-end 2008, published formal notice requiring all states, by the end of 2010, to update their energy codes to require all new commercial buildings to meet or exceed the minimum energy standards set forth in the 2004 version of ANSI/ASHRAE Standard 90.1. The 2004 edition of ANSI/ASHRAE Standard 90.1 represents a significant upgrade from and tightening of DOE’s current mandated energy standard, the 1999 edition of 90.1. DOE calculates that commercial buildings built to the 2004 standard will achieve a national average energy consumption savings of 13.9% over those built to the 1999 standard. Glass and glazing systems, as important components of the building envelope, will

have to incorporate improved high-performance glass, films, and coatings into thicker insulating units in many and perhaps most locations and applications in order to meet these revised tougher DOE-mandated energy efficiency standards. This product transformation will become even more pronounced in the years ahead in the wake of stepped-up commitments of ASHRAE and DOE separately and together to push the energy codes to adopt requirements in their 2010 editions designed to improve the energy efficiency of commercial buildings by 30% (compared with 2004 code requirements) over a prescribed timeframe – by 2015 is one suggestion, although some “green” groups are pushing for 2010. The AIA and 15 other federal agencies and environmental groups support “The 30% Solution.”

The 30% energy reduction target poses serious technological challenges for the glass and glazing industry in addition to compelling significant changes in the current physical make-up of glazed units. To ameliorate this impact, the glass and glazing industry actively seeks to convince the code organizations to accept the whole-building performance compliance path approach to energy savings and allow “flexible” fenestration trade-offs or credits for higher efficiency components (such as HVAC equipment) and to adopt a special U-factor and shading-coefficient allowance for hurricane impact-resistant glazing.

**Fire Protection Glazing.** State and local fire and building codes in recent years have adopted a complex mandatory labeling system for glazing products installed in fire-rated openings. In 2009, the principal model building code administrator, the International Code Council (“ICC”), is expected to conclude its reexamination of this labeling system to determine whether a different but simpler system should be adopted for fire-rated glazing products. If the ICC reaches that conclusion, any change in the building codes to incorporate new labeling requirements will begin appearing in approximately 2011.



## [Organization Initiatives]

In 2008, PGC International launched a number of new initiatives in response to the 2007 strategic sessions.

The Protective Glazing Council began 2008 with a shift in both philosophy and image. “International” was added to the moniker to promote a more global scope and focus. This was the first step toward preparing the association to recruit international members and include the international market in the organization’s research and resource development.

The Association’s enhanced name is also reflected in its updated logo. Thus, the word “International” was added to highlight PGC International’s global breadth. The traditional window graphic typically associated with the logo was also given a fresh, dimensional edge.



In addition to changing its name, PGC International also instituted a committee structure to effectively manage the various projects it undertakes. In the 2008-2009 year, each committee made discernable progress. At the 2009 Spring Meeting, the committees were combined due to similar projects and also duplicate memberships. This will help streamline the efforts of each committee and reduce the amount of time or overlapping work put in

by the committee members. A description of each committee’s purpose accompanied by their accomplishments follows.

Technical Resources Committee – addresses specific technical issues raised by members or customers related to protective glazing products, installation or related services, to include resource documents and fielding inquiries.

### Achievements:

- A letter was sent to the U.S. General Services Administration inquiring the status of the Building Security Technology Program and encouraging the continued update of the WINGARD software programs.
- Underway is a comparison paper of the ISO 16,933 standard with other blast mitigation standards as well as the development of basic specifications for each segment of the industry the association represents.
- Most recently the committee has elected to develop a Product Selection Guideline for each segment under PGC International’s umbrella. These guidelines will include performance based criteria to aid an architect or specifier in selecting the proper product for their particular application.

- The member listings on the website were arranged by product category to promote ease in finding companies that specialize in certain applications.
- The concept of a Speakers Bureau was formed as a means to extend PGC International's reach to industry organizations and businesses that have an interest or need for educational presentations on protective glazing technologies.
- Three documents were added to supplement the existing information on the Resources page of the website.
- The PGC Informational paper, originally written in 2005, was reviewed and updated. Changes were announced to the membership and press in December. The paper is available to download on the Resources page of the website.
- A new Video Section was created on the website. Presentations and interviews were filmed at the 2008 Annual Symposium and are available for viewing here. Videos and interviews on various subjects were also added throughout 2009.
- The development of a Protective Glazing Manual is underway. PGC International and the Glass Association of North America are collaborating on its creation as a way to combine resources and perspectives, and to reach a broader audience for both associations.
- A template was created for a basic "About PGC International" PowerPoint, from which more detailed and topic-specific presentations may be built.
- A presentation was given at the Sealant, Waterproofing and Restoration Institute's Fall Meeting in September 2008 on "Building Restoration for Hurricane Impact or Blast Mitigation."
- A presentation was also given at the GANA Glass Fabrication and Glazing Conference in April 2009. Their presentation focused on the use of glass to protect from natural and intentional threats/disasters and the importance of balanced design.

Marketing and Communications Committee - develops marketing opportunities and materials to further the exposure and influence of the association. It also works to engage other industry organizations to collaborate on matters of mutual benefit.

#### Achievements:

- In 2008, the Marketing committee played a leading role in the development of the Annual Symposium theme and program.
  - The chosen theme was "Protective Glazing in a Green World: Sustainability and Protection." A majority of the presentations centered on how and why these two approaches to glazings can be complimentary.
  - It also bolstered the promotion of Raj Goyal's presentation at glasstec and the created membership kits that were distributed at the GlassBuild America tradeshow.
  - In 2009, the Committee assisted in the planning for the Spring Meeting webinar and also issued a Members Satisfaction Survey.



## **[Membership]**

In November 2007, the Board of Directors examined its current membership structure and elected to remove the Associate category as a membership option. After two years, or beginning in July 2010, any members currently listed as an Associate member will be required to increase its membership to Full member status. There is currently one company registered as an Associate member.

Furthermore, in order to reinforce PGC International's financial standing, the yearly dues fee was increased for the first time in the organization's history. Beginning July 2008, the annual dues were raised from \$1,000 to \$1,250. This increase resulted in an overall gain of \$12,750 for the 2008-2009 fiscal year.

Below is a breakdown of the membership levels at the close of the 2008-2009 year:

Full Members – 52  
Associate Members – 1  
Individual Members – 3  
Honorary Members – 6  
Total Members - 62

Full Members Gained:  
• GTS

Individual Members Gained:  
• Vince Wohler



## [Events]

### **November 2008**

The Annual Symposium was held November 11th-13th, 2008 in Arlington, VA. The theme, "Protective Glazing in a Green World: Sustainability and Protection", featured a variety of presentations and speakers addressing the convergence of protective glazing technologies with the ongoing movement to become "green" and sustainable.

The first days' program featured many members as presenters and topics covered the various areas of protective glazing, including acoustics, seismic, forced entry, fire and blast. Each presentation incorporated information on how these products can be manufactured to also fulfill a building's energy efficient needs.

The second days' program focused completely on "green" trends throughout the construction industry. Experts including Harvey Bernstein of McGraw-Hill Construction and Marc LaFrance of the U.S. Department of Energy highlighted the schedule and gave an outsider's perspective on the glazing industry's involvement and the need for guidance.

In addition to a set of high-quality presentations, PGC International hosted its first ever "Virtual Tradeshow" in conjunction with the Annual Symposium. In previous years, the event featured an exhibit area for member companies to showcase their products and

services to all attendees. As a way to reach a larger audience, the Virtual Tradeshow was implemented. Participant's "booths" were posted on the PGC International website for the entire months of November and December. In addition, the booths were included on each attendee's USB thumb drive, which they received at registration, and a slideshow presentation of the booths was shown at the evening networking reception.

In the month of November, over 2,100 unique visitors browsed through the Virtual Tradeshow, learning more about PGC International members exhibiting there, including products and services, as well as videos and more.

Pleased with the results from this new venture, the PGC International Board of Directors will begin looking at different ways to bring the many advantages of the Virtual Tradeshow to the website for members on an annual basis in 2009.

### **May 2009**

In preparation for the Spring Meeting 2009, the focus and intent of the meeting was taken into consideration when it was determined to hold this meeting via webinar, as opposed to a face-to-face meeting. The Spring meeting focused on committee work and making progress towards each's initiatives.

The first days' program included a Board and Membership meeting. At the Board meeting, it was elected to combine the existing four committees into two, following this meeting. This will help reduce member's time on multiple committees, will foster greater collaboration, and decrease duplicating efforts. The Membership meeting featured Bill Koffel, of Koffel Associates, as a keynote speaker. He spoke of the recent changes seen to the 2009 International Building Code and how it will affect the protective glazing industry in the coming year. The remainder of the day was reserved for the *Protective Glazing Manual* task group - a joint effort between members of PGC International and the Glass Association of North America.

The second days' program was geared completely towards the work of the four committees: Liaison, Marketing, Resources and Technical. Highlights of the meetings include the idea of creating a Frequently Asked Questions page on the website; reviewing the responses to the member survey and determining a response; the pursuit of additional presentation opportunities at which to educate audiences on the benefits of protective glazing technologies, and of PGC International; and the formation of subcommittees and a more organized approach to the Product Selection Guidelines.

## [SUMMARY OF FINANCIAL POSITION]

The 2008-2009 fiscal year was somewhat challenging, as it was for many organizations. Finding acceptable alternatives to existing operations and spending conservatively was regularly considered.

By doing so, it was determined to hold the Spring Meeting as a webinar, resulting in expenses that were reduced by over 90%. In addition, PGC International's memberships in TISP and USGBC were not renewed.

Beginning in January 2009, telephone expenses increased notably due to more frequent Committee activity through the use of conference calls, and also as a result of the monthly educational webinar series - both good "problems" to have. In response, a caller-paid conference call account was set up to begin using in the next fiscal year.

Looking ahead to 2009-2010, PGC International looks forward to adding revenue-generating activities to its budget, primarily through the release of the *Protective Glazing Manual*. Profits seen from the sale of the manual will be split 50/50 with the Glass Association of North America, once its printing expenses have been recouped. Developing a meeting with a positive budget effect is also a significant goal.

# PGC INTERNATIONAL VOLUNTEER LEADERS

## Technical Resources Committee

Bhaskar Adusumall, TRACO, Co-Chair  
Ryan Russell, Hope's Windows, Co-Chair  
Ken Smith, 3M  
Curt Taufman, American Defense Systems, Intl  
Quincy Alexander, Applied Research Associates  
Jim Brokaw, Applied Research Associates  
Ken Herrle, Applied Research Associates  
Joe Smith, Applied Research Associates  
John Stacey, Architectural Testing, Inc.  
Andres Vasquez, CPFilms  
Michelle McManus, Dow Corning Corporation  
Valerie Block, DuPont Laminating Solutions  
Urmilla Sowell, Glass Association of North America  
Brian Frest, GlassLock, Inc.  
Scott Haddock, GlassLock, Inc.  
Tom Haines, Graham Architectural Products  
Gordon Smith, Gordon H. Smith Corporation  
Carl Kernander, Madico, Inc.  
Chris Carter, Momentive Performance Materials  
Jeff Razwick, Technical Glass Products  
Jerry Razwick, Technical Glass Products  
Rick Fiderius, Tremco, Inc.

## Marketing and Communications Committee

Jon Johnson, Arch Aluminum & Glass Co., Co-Chair  
Scott Haddock, GlassLock, Inc., Co-Chair  
Darrell Smith, AIMCAL  
Joe Smith, Applied Research Associates  
Valerie Block, DuPont Laminating Solutions  
Urmilla Sowell, Glass Association of North America  
Ryan Russell, Hope's Windows  
Ron McCann, Viracon

## PGC INTERNATIONAL BOARD OF DIRECTORS AS OF 2008-2009 YEAR END

Ron McCann, President  
Viracon

Scott Haddock, Vice President  
GlassLock, Inc.

Darrell Smith, Treasurer  
International Window Film Assn.

Michael Hassenauer  
3M

Joseph Smith  
Applied Research Associates

Michael Burriss  
Cytex Industries

Urmilla Sowell  
Glass Association of North America

Carl Kernander  
Madico, Inc.

Bhaskar Adusumalli  
TRACO

Jim Stewart  
Tremco, Inc.





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