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Material Matters

What You Need to Know for Successful Product Selection



“In some cases ... the contract glazier might actively consult on which materials to use, and can choose the preferred supplier. In these cases, the selection often comes down to relationships.”



Material selection was critical for Giroux Glass. Its San Bernardino team worked on fabricating a system for the Hollywood Presbyterian Hospital.

Like every part of the construction process, selecting and installing materials is more complex than it might appear. A high degree of thought, experience, knowledge, and skill is required to ensure the project in question is built for durability, longevity, and aesthetic value.

A Unique Approach

When submitting a bid proposal, estimators look at the building plans and specs and assess which materials will be required for the job, and from which manufacturer they'll be sourced. In larger commercial projects, the preferred manufacturer is usually specified, but in luxury residential or retail projects, contract glaziers may find they have more flexibility to select a manufacturer. In some cases, such as design assist or design build, which are more collaborative, the contract glazier might actively consult on which materials to use, and can choose the preferred supplier. In these cases, the selection often comes down to relationships. While there are countless manufacturers creating excellent glass and glazing materials, many companies, including ours, have developed longstanding, ongoing professional relationships with a select few.

Once a bid proposal has been accepted, contract glaziers can get more concrete about which vendors and materials to use.

Perhaps a storefront window is too large to support its surrounding structure, or maybe the architect's plans left out fire-rated glass where the state requires it. It's the contract glazier's job to identify these issues before ordering materials, to prevent bigger problems later.

When it's time to order materials, it's essential to also consider lead times and how they'll affect scheduling and sequencing, especially for installations that are more intricate or customized. Project managers and superintendents should work together to make sure the project schedule is aligned with the material deliveries.

Attention to Detail

Finally, be meticulous with material assembly and follow manufacturers' directions to the letter prior to installation. This ensures the work is built not only to last, but also to maintain the material's warranty.

Our team holds internal "pre-activity" meetings and overviews everything from scheduling to assembly technique, to delegation of responsibilities. Having experienced people you can count on is perhaps the greatest guarantee of quality performance for any company.

USG

➔ **Nataline Lomedico** is the president and CEO of Giroux Glass, headquartered in Los Angeles. The company has been in business since 1946.

↓ KUDOS
G3E



Ralph Aknin

Ralph Aknin, founder of Glass 3 Enterprises (G3E), a U.S. and Canadian supplier and sourcing provider for commercial architectural glass, is celebrating 45 years in the glass industry. He began his glass career in product sales for National Glass in Langley, B.C. and Calgary, Alberta-based operations. In 2005, he joined Glass 3 Enterprises. Reflecting on his 45 years in business, Aknin says, "Once travel bans have been lifted, it will be back to personal one-on-one visits and building up my frequent flyer program! At the end of the day, I always reflect that conversations continue to help decide who to do business with and help drive a successful procurement and a long-lasting relationship."

Alumicor



Steve Gusterson

Construction Specifications Canada (CSC) has elected Alumicor's Steve Gusterson to the College of Fellows. Gusterson has held numerous roles in his many years with Alumicor and currently serves as the company's vice president of sales for the central region. Based in Toronto, he works most closely with design teams and customers in Ontario.

Throughout his career, Gusterson has remained an active member of CSC. He has volunteered on numerous CSC committees during more than two decades of involvement and has served as the Toronto Chapter's chair and director. He is a Certified Technical Representative (CTR) and the CTR coursework instructor for the Toronto Chapter. CSC twice recognized his leadership with a Chapter Award of Merit and presented him with a Programme Director's Award for his contributions to the education program. He also assisted with creating the Ontario version of the "British Columbia Glazing Systems Specifications Manual," which became the basis of the 2010 national version that is still referenced today.

RETIREMENTS →
Giroux Glass

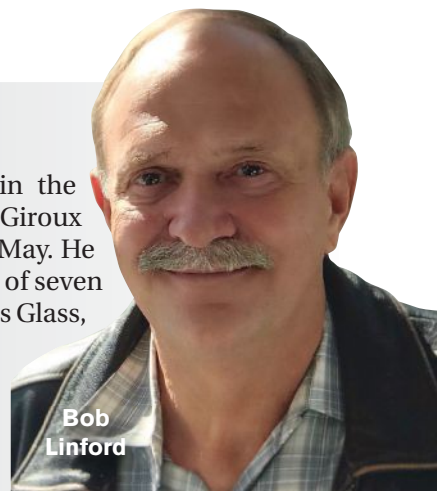
After more than 50 years working in the glass industry and about 15 working for Giroux Glass, Bob Linford retired at the end of May. He began working in the industry at the age of seven for his father's company, Linford Brothers Glass, in Ogden, Utah.

Linford joined Giroux in 2003 as a project manager and then, an estimator. In 2004, he was promoted to general manager.

In 2008, he left Giroux, but returned in 2011, because he says he missed the company culture.

"The Giroux culture is why I have stayed here so long," Linford says. "It starts and is maintained at the top."

"It's been a pleasure working with Bob and watching him enthusiastically mentor others," says Nataline Lomedico, CEO and president of Giroux Glass. "His wit, humor and knowledge have inspired others to want to learn. My heart is full knowing that Bob, a man of great integrity and passion for the glazing trade, will leave a piece of himself with so many of us here at Giroux. He is a rare gem indeed!"



Bob Linford

Key Media & Research



Tara Taffera

USGlass editorial director Tara Taffera writes about more than glass. In her spare time, Taffera recently completed her first novel, *Love Ordained*, published by Winged Publications. The book is available in print and on Kindle at Amazon.com.

Completed in March 2020, the Christian romance was an occasional focus for Taffera, who says it "was 20 years in the making." After stepping away from her efforts, she resumed the project for a brief period in 2019. Then, while on a trip in February 2020, a close friend inquired about the project, asking, "Why haven't you finished your book?" Taffera says. "It was something my husband had also been asking me, and I wondered myself," she adds. A month later, her first novel was done. "Once I set my mind to something, I put a plan of action together and I did it," she says.

The story began as a simple romance novel, but as a lifelong Christian, "I knew God wanted more for me," Taffera says. "The next time I sat down to work on the novel, I said this is going to be a Christian romance and I never looked back."

As a writer, journalist and editorial director of 23 years, Taffera is quick to clarify that she has no intentions of making a career change. "Not a chance," she says. "After all of these years, I still love coming to work every day and cherish the people and industries we serve. The series, *A Divine Love*, will remain my nighttime and weekend focus ... I can't wait for people to experience these stories," she adds. "It's my sincere hope that they will not only be entertained, but that it touches their lives in some small way."

