

US Glass

METAL & GLAZING

THE MAGAZINE OF RECORD FOR ARCHITECTURAL GLASS INDUSTRY LEADERS

Volume 56
Issue 2
February 2021

The Industry's Top 50 Contract Glaziers



A
KM2R
PUBLICATION

Free Subscriptions Available at glass.com/subcenter
LARGEST CIRCULATION OF ANY GLASS MAGAZINE



All Hands on Deck

Successful Project Design and Delivery Call for Collaboration



“The more collaboratively the team works, the greater their efficiency and innovation.”

I’ve worked in this industry for decades, and it still never ceases to amaze me how construction projects come together. The degree of planning, communication and cooperation required to erect a building is so extreme that it’s a wonder anything gets built at all. But somehow, our trade is able to consistently create stable, functional, safe and often beautiful structures.

Making it Work

Each component of a construction project, from the architect’s plans to the contractor’s oversight, to the individual contributions of each subcontractor and supplier, must be executed with the highest degree of competence and communication. In order for a building to come together successfully, all parties involved must work together to combine the best of their knowledge, expertise and energy in service of the given task.

One of the most concrete examples of this type of collaboration is the design-build process. This is something we offer to clients under the term “preconstruction services.” Prior to formal bid submittal, we periodically are asked to provide insights, suggestions and specialized plans pertaining to complex glazing projects. These projects usually involve work that’s required to meet specific health and safety standards, work that must comply with specialized code, or any glazing that requires a high degree of detail and precision. In this process, you’re essentially acting as glazing consultants, looking at plans to determine what’s needed, what’s been overlooked, and what you can help provide.

Design-build/assist is the fastest-growing delivery method in our industry, representing almost half of our nation’s construction projects. FMI predicts that design build will grow 18% this year. For this reason, it’s imperative that as an industry we train and educate our teams to excel in this specialty.

It Starts with Your Team

While companies can coordinate and work with outside parties on these projects, having the ability to provide these services is a product of the collective knowledge, experience and communication demonstrated within a contract glazing company’s own team. Meeting the engineering and aesthetic standards established by clients calls for all hands on deck. Estimators, superintendents, field foremen, CAD engineers, project managers and others combine their expertise and resources to find efficient solutions to problems non-glaziers would not be able to predict. The result is a streamlined approach to the project that avoids costly and time-consuming revisions to the construction. The more proactive we are at communicating, identifying issues, and bringing multiple solutions to the table, the more we set ourselves apart and keep the focus on value in the eyes of our clients.

Everyone’s All In

Every individual on your team has an essential role at every level of the construction process. Each person brings important contributions to the work based on their own skills, interests, thought processes and awareness. No one person can build a functioning building alone. But each individual’s full participation makes an enormous impact on the end result. When we each bring our unique capabilities to the conversation, when we respect and cooperate with one another, there’s no limit to what can be achieved.

The glazing industry has the responsibility to continually groom the next generation. As we take each step learning from the young and sharing from the old, we open the gates to unbelievable innovation. **USG**

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