

**MIDWEST GLASS - 2009
ISSUE 2**

A MINNESOTA GLASS ASSOCIATION PUBLICATION

INSIDE THIS ISSUE:**Highlights from MGA Events**

EVENT	1
HIGHLIGHTS	
CONTINUING EDUCATION	3
GOVERNMENT ACTIVITIES UPDATE	5
GOLF REGISTRATION	10
HOLIDAY GAS PROGRAM	11



Steve Burgess of Brin peers into the melter to see molten glass at the beginning of the float process - Cardinal Float Plant tour . (See more on page 4)

MGA Summer Events**UPCOMING
EVENTS**

- Annual Golf Fund Raiser, June 25
- Family Night with the St. Paul Saints August 6
- Fall 2009 Credit and Collections Seminars (information coming)

Golf Fundraiser

The MGA is returning to the Sawmill Golf Course and the Gasthaus Bavarian Hunter for our Annual Golf Fundraiser this year. The course and the restaurant have been a hit for three years running. We will use a player friendly scramble format - even novice golfers can have a good time. We have variety of great prizes again this year - you can't beat the deal - only \$99 per player. See page 10 or www.mnglass.org to register.

St Paul Saints

The second half of our summer program brings something new to the MGA - an evening at a St. Paul Saints game. Our Mix and Mingle was very successful in spite of the cold and a lot of snow, we hope to avoid that on August 6. We know members enjoy the opportunity to meet with one another in a casual setting - this will be a good time to do it. The cost will be very affordable and will include dinner in the Hardball Café. Bring your employees. Hold the date and watch for a registration materials!

MGA

Board of Directors

President: Jennifer Lang

Minneapolis Glass
14600 28th Ave N,
Plymouth, MN 55447
jenniferl@minneapolisglass.com

President Elect: Myron Schapp

Red River Glazing
PO Box 5494,
Fargo, ND 58105
myrons@rrginc.net

Past President: Erica Chandler

DEsigned Glass, Inc.
1941 West Burnsville Pkwy,
Burnsville, MN 55337
erica@designedglass.com

Secretary Treas.: Kevin Foley

Auto Glass Today
2597 Cleveland Ave. N
Roseville, MN 55113
Kevin@autoglasstoday.com

Director: Jack Beckman

All Auto Glass
1221 731/2 Ave. NE
Minneapolis, MN 55432
jack@allauto.com

Director: Steve Burgess

Brin/Northwestern Glass
2300 North 2nd St.
Minneapolis, MN 55411
sburgess@bringlass.com

Director: Joyce Johnson

Johnson Sales
2422 Tamarack, Medina, MN 55356
joyce@johnsonsales.us

Director: Mike Schenian

City Auto Glass
116 South Concord Ave.
S St. Paul, MN 55075
info@cityautoglass.com

Director: Eric Solland

Indianhead Glass
141 N Washington St
St Croix Falls, WI 54024
esolland@indianheadglass.com

Minnesota Glass Association

16112 Wake Street NE, Anoka, MN 55304

Phone 763-413-0805 - Fax 763-413-1131

Email mschmaltz@mnglass.org

Visit us online at

www.mnglass.org

The Minnesota Glass Association is an alliance of flat and auto glass merchants. Together with our suppliers we act and speak as one to promote success in a free market. We support fair competition, ethical behavior, profitable operations and strongly promote consumer safety and awareness.

We can only succeed in this endeavor if you participate. We strongly encourage members to voice their opinion - on these pages and at our meetings. Contact the MGA or an MGA Board Member - let us know what you think and what you would like from your Association. If you are not a member please consider joining - individual success is more likely if we work together on shared concerns.

Credit & Collection Seminars

The Flat Glass Committee and the MGA Board has been working to develop a Credit and Collections learning series for presentation in the fall. The subject matter is critical to business operations and the amount of material that needs to be covered led us to break it into more than one event. We will bring in credit professionals from other companies, credit information bureaus as well as attorneys and collections specialists to present the programs. The MGA wants the program to suit your needs and to provide tools you can use.

This is an opportunity to help us shape the program so that we can do that. Think about problems you have and questions you would like to see addressed. What questions would you ask an attorney/credit bureau/collection company? Send me an email - mschmaltz@mnglass.org.

DEsigned Glass Inc.
Erica Chandler
Owner

Phone: 952.895.1095
651.437.7311
Fax: 952.895.1065
www.designedglass.com
1941 West Burnsville Pkwy
Burnsville, MN 55337-4233

The Importance of Continuing Education & Professional Development

Jennifer Lang

How often do you think to yourself, in the middle of your daily grind, “I wonder if there is a better way to do this task,” or “I wish I had someone or somewhere to discuss ideas or to get advice?” If you are like most business professionals, you hardly have time to think about professional development opportunities let alone research where to find them. However, if you do take the time to pursue opportunities outside your organization to learn, you will find immense rewards beyond just the answers to these questions.

This term “continuing education” describes the opportunity and process of learning new skills and acquiring knowledge that is far superior to what we are taught during our formal schooling years. Today, the rapidly changing and advancing technology demands a more sophisticated and educated workforce. The need for continuous personal development is essential. As an employer, why should you invest in the “cost” of training yourself or your employees? According to the University Continuing Education Association, employers have begun to recognize that money spent on training is more realistically an investment rather than a cost. The following is a list of some of the benefits of this investment:

- Increased Productivity
- Employee Retention
- Competitive Advantage
- Exposure to New Techniques
- More Effective Interaction and Communication

In 1999, the Bureau of Labor Statistics computed the contribution of increased worker skill to increased economic productivity. They estimated that in the period 1973-79, increased worker skill accounted for only 2% of overall increased productivity. Conversely, in the period 1990-97, 32% of increased workforce productivity was estimated to be due to increased knowledge and skill. We can infer that today, the percentage is even higher. Employers are using opportunities for training and education to attract and retain the best employees. Ninety-seven percent (97%) of the “100 Best Companies to Work For,” as ranked by Fortune Magazine, sponsor and pay for a minimum of 21 hours of training per employee.

In addition to quantifiable results, individuals will benefit from professional development by identifying their own strengths and areas which need improvement. Continuing education exposes people to new ideas, research and “best practices” which can then be incorporated into the entire organization. A comprehensive professional development program helps employees, who work under pressure, connect with others like themselves and prevent them from experiencing tremendous emotional drain and burn out.

There are many vehicles available for continuing education such as courses/degree programs at local colleges and universities, seminars offered by community education programs, legal and accounting firms as well as industry specific professional organizations. Our own **MGA** has sponsored a number of programs throughout the last few years. Topics such as new building codes, architectural testing, mirror safety, sales tax and lien law, auto glass technician training and AGRSS certification. Our local organization has been able to bring in renowned speakers and relevant topics to help you as a business owner and your employees learn current information crucial to your business practice and integral in your continuing education. Next time you see an opportunity to attend one of these events, think of those harried moments when you question whether or not you have all the answers. Consider the benefits of an investment in continuing education and professional development.

Provided by Jennifer Lang, President of the MGA & Minneapolis Glass

FRANK THUMSER * STEVE BURGESS

BRIN NORTHWESTERN GLASS COMPANY

2300 NORTH SECOND STREET • MINNEAPOLIS, MN 55411

Automatic Doors • Alumax Bath Enclosures
Aluminum Doors & Frames • LCN Door Closers
Mirrors • Table Tops

PH: 612-529-9671 * FAX: 612-529-9670 * MN WATS: 1-800-458-4003

ftumser@bringlass.com * sburgess@bringlass.com



SINCE 1879

JOHN R. WEISE

PRESIDENT

F. BARKOW INC. PH: (800) 558-5580
3830 N. FRATNEY STREET FAX: (414) 332-8217
MILWAUKEE, WI 53212 E-MAIL: JWEISE@BARKOW.COM

www.barkow.com • www.stonecarriers.com

MGA Event Highlights

Bob Beranek - Sales & AGRSS Validation

MGA President Jennifer Lang highlights the importance and value of continuing education in her article (page 3). As she says we gain "... knowledge that is far superior to what we are taught in our formal schooling years." The MGA has worked hard to provide continuing education through classes and plant tours. We view it as a primary function for the MGA and we try to make the programs interesting as well as educational.

Many MGA members took advantage of learning opportunities presented by the MGA during the last couple of months. In March, 48 members attended Bob Beranek's return for a two topic program presented in the Coon Rapids PGW distribution warehouse. Bob covered Technician Sales and the AGRSS Validation Process - both topics are "hot" given economic conditions and the quickly approaching AGRSS audits.

Bob is an accomplished auto glass expert and a nationally renowned industry speaker. His knowledge, energy and integrity combine to entertain and educate very effectively. We never have to rent a sound system when he speaks. Bob designs and delivers training programs for a wide assortment of companies. He is a "hands on" Master Auto Glass Technician and an AGRSS Board member. Thank you Bob and thank you to everyone at PGW.



Bob Beranek speaking at the PGW Warehouse in Coon Rapids



Cardinal Tour

In April over 40 MGA members were able to see a float plant in operation in Menomonie, WI. Cardinal Glass Ind. hosted the tour at this state of the art facility. Historically tours of float plants have the reputation for being boring since so much of the process occurred out of sight within the furnace and annealing lehrs. Cardinal has learned how to make the process interesting - they host over 200 tours per year. The MGA brought one of the larger groups they have hosted.

We went in small groups from the beginning of the process where raw materials are stored and conveyed to the furnace. Broken glass was pulverized and blended into the mix, this lowers the amount of fuel required to bring the mix to temperature. This led to questions about recycling; Cardinal only recycles their own glass due to the precise formulation required for their quality levels.

(Continued on page 5)



**RETRACTABLE
SCREEN DOORS
& WINDOWS**



Call for our new dealer info packet

Toll Free : 866-523-9511

Fax : 205-330-2940

Email : customerservice@genius-screens.com

Website : geniusscreens.com

OPEN THE DOOR TO PROFITABLE OPPORTUNITY

Genius is the world leader in retractable screen technology. Easy to install, adaptable to almost any window, door, garage or porch; high demand and great margins prove our product lines are a work of Genius.

Benefits of Genius Retractable Screens:

- Great profit margins
- No inventory requirements
- Drop ship to your location or to customer
- Strong customer demand
- Easy to install
- Great customer support
- Great sales support

visit geniusscreens.com

MGA Event Highlights

(Continued from page 4)

Enthusiasm and interest in the process were sustained in a variety of ways. The intense heat from the furnace contrasted sharply with cool outside temperatures. Tour guides periodically opened viewing ports so that members could look into the process and see what was happening. It was exciting to see huge jets of burning natural gas blasting over a four foot deep pool of molten glass (see page 1 photo of Steve Burgess).

The tour included view of the cutting and packaging area as well as the sophisticated control systems. The tour guides did an outstanding job of walking us through the plant; their pride in the company was obvious and was part of the enthusiasm the made the day memorable. Thank You Cardinal!



MGA Event Highlights - Stylmark & Crown

(Continued from page 5)

Stylmark & Crown Tours

One of the most commonly used products in the glass industry is aluminum. We see it everywhere from glass framing in high rise curtain walls to small mirror and showcase hardware.

MGA members were able to see the aluminum fabrication process from beginning to end. We began with a tour of the Crown Extrusion plant in Chaska. Crown is a locally owned company and has functions as a custom extruder for over 40 years. We were able to see both 7" and 9" extrusion presses in operation. The larger press took impressive 9" by 20 foot aluminum billets - they looked like aluminum telephone poles.



Members standing near 9" x 20' solid aluminum billets

Following the tour of the Crown facility we drove to the Stylmark plant in Fridley. Stylmark has a well established reputation for being a high quality producer of finished aluminum products including showcase framing and lighting, architectural trim and moldings, hardware, a wide variety of glass and glazing products and more.

Stylmark has an amazing range of fabrication capabilities; members were able to watch automated high speed machines rapidly produce precision hardware. Aluminum extrusions were encased in molten bismuth prior to being formed into curved shapes. Finishing capabilities observed included anodizing and polishing machines - some of them created by Stylmark. They can match any color but white in their finishing process.



Stylmark's lighting design area

It is unfortunate that this update is limited to so little space - we can't do justice to what we saw. You should have been there - don't miss the next tour. As with Cardinal, we saw tremendous pride in all employees throughout. Again the MGA extends heartfelt appreciation to both Crown and MGA member Stylmark. They both put on great tours and Stylmark provided a great lunch for our group.

Government Activities Update

Contractors Bill of Rights Coalition (CBRC)

House File 1056 passed both the Minnesota House of Representatives (134-0) and the Senate (63-0). The bill was approved by the Governor on May 12.

The bill contains provisions which were part of the Contractors Bill of Rights Coalition (CBRC) draft legislation. As passed, it removes an exemption granted to residential builders in Minnesota Statute 337.10 in 1997. The specific sections affected pertain to prompt payment, progress payments and retainage. With the change, subcontractors may now bring suit and if successful recover costs, disbursements and legal fees. Prompt payment under the existing law means paying within ten days, with an interest penalty of 1.5% per month for nonpayment of undisputed amounts within that time period.

The passage of this bill is very good news for anyone working with residential builders. It provides residential subcontractors and suppliers with another tool to improve their ability to get paid. This right continues unchanged for commercial subcontractors.

Toward the end of the session, two additional bills were introduced; SF2163 and HF2393. The companion bills introduce additional language from the CBRC draft. The first section modifies Subdivision 2 of 337.10 so subcontractors can get paid for their work according to the original contract schedule. Contractors higher up in the contract stream sometimes tell their subcontractors that the subs cannot be paid since the contractor has not been paid by the owner. This new provision would prohibit that excuse so that subcontractors can pay their suppliers and employees.

The bills also introduce a new subdivision, number five. It requires construction lenders to give written notice to all contractors on a project should the project owner default on the construction loan. This is needed so that construction contractors do not continue to work on a project where there is no possibility of receiving payment.

Work on these bills will continue in the next session.

Insurer Ownership of Auto Shops

The collision industry, led by the Alliance of Automotive Service Providers supported a bill HF978/Sf842 that prohibited insurers from holding or acquiring any ownership interest in a business that repairs or replaces the nonmechanical exterior or interior body parts of a car - that would include both collision and glass shops.

The bill appeared to be moving toward passage, it passed the commerce committees of both houses. Since no insurers currently own or (reportedly) plan to buy shops in Minnesota serious opposition was not expected. That opposition did develop; it was very strong and the bill was blocked and did not make it to the floor.

(Continued on page 8)

Government Activities Update (continued)

(Continued from page 7)

Federal Stimulus Funding

Allocations from American Recovery and Reinvestment Act may be used for window replacement as specified by SF 657. The bill passed and was signed on May 21. Unsuccessful predecessors to the bill attempted to specifically direct more dollars to window replacement; as passed the dollars will be used as assigned by the Commerce Department and other officials.

Under the Energy Efficiency and Conservation Block Program Appropriation the Commerce Department will distribute \$10,644,100 to local governments and school districts. The language of the bill directs that "funds may be used for grants for activities including, but not limited to, planning, consultant services, energy audits, implementing energy-efficient building codes and inspection services, and energy efficiency renovations, including window replacement, street lighting, and the installation of renewable energy devices used in public buildings." Immediate implementation is part of the requirement.

In the State Energy Program Appropriation section of the bill an additional \$15,672,000 is allocated to to local government and school district buildings and state government buildings. The same fund use requirements described above apply to these dollars.

Residential window manufacturers Anderson and Marvin were key forces working for specific window language. Additional money was dedicated to low income residential weatherization and window replacement.

"Windows" or "energy-efficient windows" as used in the bill means new or replacement windows that are Energy Star qualified under federal guidelines or for windows for nonresidential structures it means windows of reasonably similar energy performance to Energy Star windows.

It was difficult to follow the bill as it moved through the legislative process due to the chaos and legislative infighting. Competition for the stimulus dollars was intense and a well represented utilities industry fought for language that would direct dollars to their benefit. That completion will continue. Glass manufacturers, fabricators and installers are in a position to benefit if the funds are used for window replacement versus other energy projects. Contacts with local governments, schools and state agencies may pay off if you are aware of pending projects.

Construction Jobs Coalition

The MGA worked with a diverse coalition of construction industry members united during this past legislative session to address the doldrums we face in the industry.

Coalition members include organized labor, the American Institute of Architects, NECA, Minnesota Mechanical Contractors, AGC, AWC, several Minnesota cities, law firms etc. Over 80 firms and construction related organizations ultimately added their names to the member list.

(Continued on page 9)

(Continued from page 8)

The organization found its start as architects watched the accelerating decline of work in the construction industry pipeline last year. Architecture, the first step in the construction process is down by 60% - 80%. Since architects are the “canary in the coal mine” it didn’t take long for them to foresee the impact on the industry at large. In testimony before the Joint Tax Committee architect John Hamilton testified that he now spends a lot of his time writing letters of recommendation for fellow architects.

Minnesota is one of the hardest hit states in the country and has lost construction jobs every month since May of 2007. For the 12 months ending in February 2009, the state lost an estimated \$963 million in wages. Unemployment is between 30%- 50% in the Minnesota vertical construction building sector today and is expected to top 60% this summer. Construction is 10% of the Minnesota economy and an export industry for Minnesota; we rank 6th or 7th in the country.

Key members of the coalition worked a number of innovative proposals into a bill to alleviate the problem. The need for innovation was key given our economic situation; neither the governor nor the legislature were expected to readily embrace any additional spending. The bills were designed to get shovel ready projects moving, provide gap financing and creatively leverage spending. The need to leverage private investment was seen as being crucial since the federal stimulus package does little to promote “vertical construction”. Provisions of the legislation included:

- A Loan Guarantee Fund to provide limited credit enhancement to help strong projects.
- Monetizing the \$8000 federal new home buyer credit
- A temporary sales tax exemption for large projects started within the next 24 months
- A temporary extension of all permits to avoid the cost and delay of restarting this process
- TIF district extensions

Coalition members developed the legislation with input from legislative leadership and the Governor’s staff. Primary authors were Senate President Jim Metzen and House Speaker Tony Sertich. On April 16 MGA Executive Director Mike Schmaltz joined 150 coalition representatives to lobby members of the state legislature; nearly every legislator was contacted that day.

Though introduced late in the session the bills (SF 2078 and HF 2364) moved through committee hearings and were well received by many legislators. It passed the Senate on May 11. The final hearing before the Joint Tax Committee was on Friday night May 15, it went until 1:30 a.m. There were 35 - 40 construction industry representatives there in support.

Co-Chair Rep. Lenczewski was adamant in her opposition to the TIF proposition and was not at all sympathetic to the loan guarantee fund. Co-Chair Bakk was very supportive of the bill’s proposals. Bakk and Lenczewski went back and forth on the issues repeatedly. Lenczewski’s staunch opposition so irritated Metzen that he repeatedly stepped in to explain issues and try to bring her around. Toward the end of the hearing Sen. Bakk took TIF off the table in an effort to get Lenczewski’s support.

Unfortunately, the bill did not get sufficient support for final passage. This was a good bill which brought an innovative approach to a huge problem facing our industry. The turmoil between the governor and the legislature; between the House and the Senate and the overall budget issues were too consuming to allow it to go through.

2009 MGA Golf Fundraiser

SCHEDULE:

11:00 am. Registration
 12:15 pm. Be At Your Carts
12:30 p.m. Shotgun - Scramble is the Game
 Dinner and Party to follow golf

COST:

Golf per person, includes 18 Holes of Golf, Golf Cart, Great Prizes, Party and Dinner at the Gasthaus Bavarian Hunter Restaurant

\$99.00 with paid registration **before** 6/17/09

****PLUS you get THREE (3) Grand prize drawing tickets with each paid registration!**

\$120.00 with paid registration **after** 6/17/09

Sponsorships available, please visit our website www.mnglass.org.

The party following the tournament alone is a great reason to come. We are returning to the Gasthaus Bavarian Hunter Restaurant, a short drive from the Sawmill, for an authentic German Buffet, drinks and award ceremony. We got rave reviews for the last three years - **Don't miss this one!**



11177 McKusick Road North • Stillwater, Minnesota 55082

Phone: 651-439-7862 www.sawmillgc.com

Great Golf, Great Scenery, 18 holes of championship golf interwoven with the natural beauty of the St. Croix Valley.

For more information please contact MGA PH: (763) 413-0805 | FX: (763) 413-1131

www.mnglass.org

Participator(s) Information Please Print Clearly, Teams of 4 not required		Golf & Dinner (paid before 6/13) \$99 @	Golf & Dinner (paid after 6/13) \$120 @	Food & Refreshments Only \$30 @	TOTAL DUE
PRIMARY CONTACT / Company					
Address, City /State/Sip					
GOLFER NAMES/Preferred foursome					
Phone:	Fax: EMAIL				

☐ I have enclosed a check for registration fees or ☐ Please charge my credit card: ☐ VISA ☐ MasterCard

Name on credit card _____

Number _ _ _ _ _

PLEASE MAIL Payment (Payable to MGA) and FORM TO:

MGA 16112 Wake Street NE Anoka, MN 55304 Office: (763) 413-0805 Fax : (763) 413-1131

www.mnglass.org

SIGN UP FOR THE HOLIDAY GAS PROGRAM...IT'S FREE TO MEMBERS

Free MGA Membership!

The MGA continuously works to attain a variety of objectives; advocating for shared interests, education, and helping you to run a profitable operation. One program that addresses this last objective is the Holiday Gas Program.

This program has worked so well that the savings exceeds the MGA dues outlay for members. Many companies already participate in gas programs; the problem is that individually, very few dealers reach the volume needed to reach the savings level you will get in the MGA program.

Holiday Stationstores is a proud partner of the MGA. Any association member that opens a new Holiday Fleet account between now and April 30th, 2009 will receive a total of 6 cents per gallon discount for the first 90 days. That is an extra 2 cents per gallon discount. At the end of 90 days, your discount will be 4 cents per gallon discount. An excellent value in today's economy.

Don Keis - Fleet Sales Manager - Holiday Stationstores - 952-830-8889 - 800-745-7411

MGA Membership Application			
Company Name		Company Name	
Address		Address	Address
Fax	Fax	Fax	
Primary Business - Check One <input type="checkbox"/> Flat <input type="checkbox"/> Auto Glass <input type="checkbox"/> Combination Auto & Flat <input type="checkbox"/> Trade Representative			
Annual Dues Structure:		Dues covers all employees. To list branch locations or additional company names under the same ownership on the MGA member list, please add \$25 per name/location, this will also include them on all MGA mailings.	
o up to \$499,999 \$300		Total Amount Due	
o \$500,000-\$1,999,999 \$500			
o \$2,000,000-\$4,999,999 \$800			
o Over \$5 million \$1,000			
o Associate Members \$300			
o \$25 per location or name (please list separately)			
Payment Type <input type="checkbox"/> Check (made payable to MGA) <input type="checkbox"/> VISA <input type="checkbox"/> Master Card			
Phone		Phone	
Billing Address (if different than above)		Billing Address (if different than above)	Billing Address (if different than above)
Number		Number	Number
By applying to become a member of the Minnesota Glass Association, our company and personnel agree to abide by the MGA Code of Ethics and bylaws. Auto glass installers must be AGRSS registered and certified.			
Please send and remit payment to:			
Minnesota Glass Association, 1611 1/2 Wake Street NE, Anoka, MN 55304			



Minnesota Glass Association

16112 Wake Street NE

Anoka, MN 55304

Phone: 763-413-0805

Fax: 763-413-1131

Please note our new contact information



MGA 2009 Program Lineup

June 25 MGA Annual Golf Outing

August 6 MGA Family Night with the St. Paul Saints

Fall 2009 Credit & Collections Series - Details Coming