



# Glass Facts

January/February 2008

## SEGA Chairman's Message



It's hard to believe that we are two months into 2008. I hope that everyone had a record 2007 and that your backlog is building for 2008! I want to thank everyone that attended our

Orlando Regional Meeting on February 7. The night was full of information about what SEGA has planned for this year and years to come. It appeared that a good time was had by all.

Congratulations to Susan Story from Brevard Plate Glass for winning the door prize that was sponsored by Flat Glass Distributors.

We plan to have four more meetings in Orlando and also hope to have meetings in a few of our other regions. So, if you missed this one, look for upcoming dates and locations for the future.

The future of our industry relies on education and training. Qualified help is becoming increasingly harder to find. Imagine calling your local Vocational School and having a pool of young adults with 650 hours of glaziers training. I would like to thank Stoney Stonaker for putting together a great program for us, and his commitment to helping SEGA in its promotion. Woody Waters with Pensacola Glass has been instrumental in working with Okaloosa County, and they are in the process of getting approval from the Florida Department of Education. You recently received a letter about this program. I encourage you to take a few minutes to read it and send in your donation.

We have a number of issues affecting us on the state level. Bruce Kershner was kind enough to drive back from Tallahassee and give us an update. He was able to field questions on the new I-9 regulations, Hometown Democracy, jobsite theft, statewide licensing as well as Continuing Education requirements for the upcoming year.

As a licensed glazing contractor, you are required to have 14 hours of continuing education every two years. Of that 14 hours, one hour must cover workers' compensation, one hour must cover workplace safety, one hour must cover business practices, one hour must cover laws and rules and one hour must cover Wind Mitigation Methodologies. If this is the first year that you are renewing your license, you will also be required to complete the four hour building code core course which can be completed on-line through the Florida Building Commission's website.

SEGA has submitted a one hour Wind Mitigation Methodologies course to CILB for approval. As soon as we receive approval, we plan on offering the course at future dinner meetings.

I hope that all of you share in my excitement about the year ahead. We have a lot to work on, and SEGA needs your help in being successful. I want to thank Scott Cates with Lee & Cates Glass, Inc. for stepping in to one of the vacancies we had on the board. I look forward to his help. If you would like to get more involved, please contact the SEGA office at (407) 831-7342 and volunteer to serve on one of our committees.

Thank You,

Troy A. Hein  
SEGA Chairman

## SEGA 2008 OFFICERS

### **Chairman of the Board**

Troy Hein  
YKK AP America, Inc.

### **Vice Chairman**

Terry Downs  
Glass Systems, Inc.

### **Secretary/Treasurer**

Bryan Yarborough  
Glass Doctor

### **Immediate Past Chairman**

Jim Jackson  
Architectural Glass Services

## SEGA 2008 DIRECTORS

Greg Burkhart  
Key Glass, LLC  
Scott Cates  
Lee & Cates Glass, Inc.  
John Faour  
Faour Glass Technologies  
Jeff Miller  
Lore L. Ltd.  
Robert Palmer  
Clermont Auto Glass, Inc.  
Woody Watters  
Pensacola Glass Company  
Bryan Yarborough  
Glass Doctor

### **SEGA CONSULTANT**

Roland "Stoney" Stonaker  
6741 Hidden Creek Boulevard  
St. Augustine, FL 32086  
Phone: (904) 806-3949  
FAX: (904) 797-4473

E-mail: [stoneystonaker@hotmail.com](mailto:stoneystonaker@hotmail.com)

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Please submit your news releases, articles and comments for this publication to the SEGA office, attention: Julie, 231 West Bay Avenue, Longwood, FL 32750-4125. Advertising Space is also available. Please call the SEGA office at (407) 831-7342 or (888) 869-7961 for current rates and information.

## SOUTHEAST GLASS ASSOCIATION 2008 CALENDAR OF EVENTS

### **April**

8 Regional Meeting, Tallahassee  
9 Board of Director's Meeting, Tallahassee  
17 Regional Meeting, Orlando

### **May**

6 SEGA Prep Course, Longwood

### **June**

17-18 Glass & Glazing Specialty License Exam  
19 Regional Meeting, Orlando

### **August**

TBA Board of Director's Meeting, Longwood  
19 Regional Meeting, Orlando

### **September**

26-28 Golf Classic, Saddlebrook Resort,  
Wesley Chapel  
TBA SEGA Prep Course

### **October**

6-8 GlassBuild America: The Glass, Window & Door  
Expo, Las Vegas Convention Center,  
Las Vegas, NV  
21 Regional Meeting, Orlando  
21-25 Glasstec, Düsseldorf, Germany  
TBA Board of Director's Meeting, Longwood  
TBA Glass & Glazing Specialty License Exam

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### **SEGA OFFICE**

231 West Bay Avenue  
Longwood, FL 32750-4125  
Phone: (407) 831-7342  
(888) 869-7961  
FAX: (407) 831-5803  
Website: [www.southeastglass.org](http://www.southeastglass.org)

### **SEGA STAFF**

R. Bruce Kershner,  
Executive Director  
E-mail: [bruce@southeastglass.org](mailto:bruce@southeastglass.org)

Julie A. Kershner,  
Assistant Executive Director  
E-mail: [julie@southeastglass.org](mailto:julie@southeastglass.org)

# Construction Sees a 51.4% Cut in Workers' Compensation Rates Over Past Five Years

## Workers' Compensation Rate Changes Effective January 1, 2008

Code Number	Description	2007 Rate	1/1/2008 Rate	Percentage Change
4130	Glass Merchants	10.30	7.93	-23.00%
5606	Construction Executive Superintendent	3.41	2.74	-19.64%
5462	Glazier – Away from Shop – & Drivers	14.41	9.91	-31.22%
8227	Contractor Permanent Yard	8.22	6.68	-18.73%
8742	Estimator	.86	.64	-25.58%
8810	Clerical	.48	.37	-22.91%

The National Council on Compensation Insurance (NCCI) proposed an overall workers compensation rate level decrease of 16.5% for the voluntary market industrial classes effective January 1, 2008. On October 22, 2007, the Office of Insurance Regulation (OIR) issued its order requesting that NCCI submit an amended filing for an overall workers' compensation rate level decrease of 18.4%, a difference of -1.9%. The order also provided NCCI the option of appeal.

On October 29, 2007, NCCI submitted an amended filing for -18.4% in accordance with the OIR order. The new rates and other changes will apply effective January 1, 2008 to

new and renewal policies.

The overall average rate impact at an industry group level would be as follows:

	<b>1/1/08 Filing</b>	<b>Cumulative 10/1/03-1/1/08</b>
Manufacturing	17.5%	47.6%
Contracting	17.9%	52.0%
Office and Clerical	21.3%	50.8%
Goods and Services	19.0%	51.5%
Miscellaneous	15.2%	53.0%
<b>TOTAL</b>	<b>18.4%</b>	<b>51.4%</b>

## Did You Know?

As a member of SEGA, you may take all of the National Glass Association's (NGA) certification exams and participate in continuing education re-certification programs at NGA Member rates. You are also entitled to purchase NGA's technical manuals at 25% off the non-member rate. Visit NGA's website at [www.glass.org](http://www.glass.org).

# First SEGA's Regional Meeting was held in Orlando on February 7

We had a wonderful turn out at our first regional meeting of the Southeast Glass Association (SEGA) in 2008. The meeting started by revisiting old photos of past SEGA functions.



Bruce Kershner opened the meeting with a warm welcome and spoke about the direction of SEGA for the future. He explained the Construction Industry Licensing Board's (CILB) new CE requirement for wind mitigation. He also spoke about the one hour wind mitigation

course that SEGA has submitted to the CILB for continuing education approval.



Roland "Stoney" Stonaker reviewed SEGA's sponsorship of the new glazing training program which will be offered by the Okaloosa County Technical School. He explained the training course mission: to train and certify an entry level glazer with 650 hours of class and on-the-job

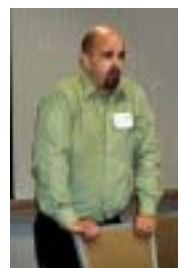
training for employment in our industry. This course is based on the same criteria as other

courses available at similar schools throughout Florida. The intent is to prototype this course at Okaloosa County Technical School, and then expand to other Florida locations. This course is paid for by the high school graduate.

Stoney presented a PowerPoint overview of the course itself, explaining each major area:

1. Basic mathematics
2. Reading plans and specifications and shop drawings
3. Basic shop skills
4. Framing systems and doors introduction
5. Framing fabrication
6. Framing installation
7. Door and frame installation
8. Pressure wall fabrication and installation
9. Project site knowledge
10. Glass and other infills for cutting and fabrication
11. Impact resistant systems
12. Installation of other products
13. Waterproofing
14. Reglazing
15. Basic Science and Physics skills
16. Employability skills
17. Communication skills
18. Entrepreneurship

Stoney also discussed the need to raise awareness of our industry to the high school student. He explained that SEGA has established a separate fund and needs donations to make this happen. If you would like to make a donation, please call the SEGA office at (407) 831-7342.



Troy Hein, SEGA President, spoke about how much the association appreciates Stoney's commitment to the glazing program that he has put together. He is excited to see this be introduced into the public school system and hopes we can get everyone to help out with in

this endeavour. He thanked Bruce for his dedication to helping us in Tallahassee. Troy appreciated everyone showing up and wanted everyone to know that this is an exciting year for the association. "We need everyone's support." In closing, he spoke about the additional programs that SEGA plans to have this year not only in Orlando but also in other areas of the state.



Congratulations to our door prize winner Susan Story with Brevard Plate Glass, Inc. and her husband Rick. They won a digital picture frame. SEGA thanks Flat

Glass Distributors for being the Door Prize Sponsor at this meeting.

## Join us for a Regional Meeting Near You

The following is a list of future regional meetings scheduled:

April 8 in Tallahassee  
April 17 in Orlando

Make it a point to come to our meetings. For your convenience, a registration form for these two regional meetings are included in this publication. We look forward to having you join us for these events.

## Tallahassee Board of Director's Meeting

The Southeast Glass Association (SEGA) Board of Director's Meeting for April will be held in Tallahassee while the Florida Legislature is in session. The dates are April 8 -9, 2008.

On Tuesday evening, April 8, SEGA will hold a dinner. Board members who respond that they will attend the dinner will be notified of the time and location at a later date. On

Wednesday, April 9, the SEGA Board of Director's Meeting will be from 8:00 a.m. - 12:00 noon at the Quality Inn & Suites in Tallahassee. After the Board of Director's Meeting, SEGA is encouraging those who attend to "walk the halls of the Capitol" with your Executive Director/Lobbyist. Please mark these dates on your calendar and **PLAN TO ATTEND!**

This is an outstanding opportunity for all SEGA members to get to know our state government and how it works. With so many critical issues facing us, the more each member gets involved, the better we can make our industry. To be successful, we need the assistance of every SEGA member.

SEGA has secured a block of rooms at the Quality Inn & Suites in Tallahassee on Apalachee Parkway. **The deadline to make your room reservation is Friday, March 21, 2008.** Tallahassee is busy this time of year and hotel accommodations are scarce.

## Career Opportunity Awareness Program

In recognizing a severe need for qualified field glass and glazing employees and that the shortage of such employees will become even more acute in the next few years, we at the Southeast Glass Association (SEGA) have been working to answer this critical industry need. During the course of the past six months, we have been updating the curriculum framework for a glazier training program to be taught at career and technical education centers across the state. The final draft has been submitted to the Florida Department of Education for approval. We are working with the Okaloosa County School District and Okaloosa Applied Technology Center to develop a pilot program for this year that can be easily replicated at other centers in Florida. The updated program is approximately 650 hours (previously only 400 hours) divided between classroom instruction (25%) and hands-on, real-world practice (75%). The program will be open to all

adult students. The graduate will receive a certification of completion, and be qualified in all the basics of glass and glazing, cutting, fabrication and installation of basic storefront, impact systems, mirrors, shower doors, windows, pressure wall, sliding doors and sealants. Training will also include preparation for the National Glass Association Glass Installers Certification Exam which may also be piloted as an online test given at the school. The training will be paid for by the student and the program, when the 650-hour curriculum is approved, will qualify for a Pell Grant and other financial aide. The graduate will not be an apprentice but a qualified entry level glazer looking for a career in the industry.

The immediate challenge for us right now is that we need to create public awareness about career opportunities in and about the glass and glazing industry, primarily at the high school and secondary school levels. To that end, the SEGA Board of Directors have determined it necessary to establish a special account for funding and fund raising to solely develop and implement a state program to create career awareness for our industry. We need your help.

We need you, as a concerned business owner, to contribute to this special fund in order for us to increase awareness, recruit young people into the industry and develop a future of qualified employees to install your products. This program is not a small undertaking and will require substantial resources to accomplish its goal. We need to create the publicity to recruit students for the program to develop a new source of employees for your business and eliminate that resource limitation of most companies – qualified employees.

The goal is to obtain a \$500.00 minimum commitment in 2007–2008 from every glass and glazing company in Florida for this fund. This fund will be obligated to the creation of career awareness of the industry and recruitment for the training program. This will include such items as: flyers, school presentations, career conferences, advertising, display posters and career cards. Also, local articles in newspapers, radio and web inputs are essential to recruit young individuals.

Your support and investment in the future of the glass and glazing industry are greatly needed. Please show your commitment today by contacting the SEGA office at (407) 831–7342 and requesting a donation form.

## **SEGA Prep Course on Statewide Licensing for Glass & Glazing Specialty Contractors**

SEGA has scheduled a Glass and Glazing Preparation Class for Tuesday, May 6, 2008 in the Longwood area. Breakfast will be at 7:00 a.m., registration will begin at 8:00 a.m., and the class will be held from 8:30 a.m. – 6:00 p.m. Lunch will also be provided from 12:00 noon – 1:00 p.m.

The cost to register for this event is \$275.00 per person for SEGA members and \$475.00 per person for non-members on or before Tuesday, April 22, 2008. Registrations received on or after Saturday, April 23, 2008 will be \$325.00 per person for SEGA members and \$525.00 per person for non-members. For individuals who only need the glass and glazing portion, the cost to register is \$200.00 per person for SEGA members and \$300.00 per person for non-members on or before Tuesday, April 22, 2008. Registrations received on or after Wednesday, April 23, 2008 will be \$250.00 per person for SEGA members and \$350.00 per person for non-members. The glass and glazing portion will be presented from 8:00 a.m. – 12:00 noon and breakfast is included in the registration fee.

Registrations received after Tuesday, April 22, 2008 will be accepted based upon availability.

Cancellation policy: SEGA reserves the right to cancel the class if a minimum of 12 individuals are not registered to attend the full class. If SEGA cancels the class, all registered attendees will be issued a refund. If a cancellation by an individual is received by the SEGA office on or

before Tuesday, April 22, 2008 SEGA will issue a full refund. If a cancellation by an individual is received by the SEGA office on or after Wednesday, April 23, 2008 up to the day of Friday, May 2, 2008, no refunds will be issued; however, the SEGA office will allow the individual to apply the money towards the next class that is offered. Cancellations received in the SEGA office on or after Saturday, May 3, 2008 and no shows on the day of the class will not be issued any credits or refunds.

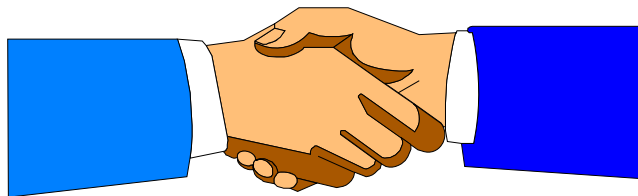
For your convenience, a copy of the registration form is included in this issue of the *Glass Facts* or you can download the form from our website at [www.southeastglass.org](http://www.southeastglass.org).

Books that will be used for the statewide test should be purchased in advance of the preparation class. Books can be ordered from the Contractor's Library by calling (800) 571-4777 or visit their website at [www.contractorslibrary.com](http://www.contractorslibrary.com).

In order to reserve a seat for testing, individuals must go to Professional Testing, Inc.'s website at [www.proftesting.com](http://www.proftesting.com) for testing locations, costs, times, etc. The next state test date for the Specialty Contractor Glass & Glazing is June 17-18, 2008. **Reserve your seat as soon as possible. Seating for the testing dates is limited.**

If you have any questions or need additional information, please do not hesitate to contact the Southeast Glass Association at (407) 831-7342.

## Welcome New Members



SEGA extends a hearty welcome to the following new members who have joined the association as of February 29, 2008. We thank

them for becoming a part of our association and look forward to their participation in helping achieve our goals.

### **C Thru Glass and Security Films, LLC**

Frank Fountas  
8206 Copeland Road  
Odessa, FL 33556  
Phone: (813) 926-1427  
Fax: (813) 920-8662  
E-Mail: [ffountas@cthruglassandsecurity.com](mailto:ffountas@cthruglassandsecurity.com)  
Website: [www.cthruglassandsecurity.com](http://www.cthruglassandsecurity.com)  
Glass & Glazing Contractor; Auto Glass

### **Kawneer Company, Inc.**

Ed Crim  
555 Guthridge Court  
Norcross, GA 30092  
Phone: (770) 449-5555  
Fax: (800) 771-9292  
E-Mail: [ed.crim@alcoa.com](mailto:ed.crim@alcoa.com)  
Website: [www.Kawneer.com](http://www.Kawneer.com)  
Architectural Glass Design

### **Troy Glass & Metal, Inc.**

Troy Sharpton  
1290 Country Road  
Port Orange, FL 32129  
Phone: (386) 767-6138  
Fax: (386) 322-8106  
E-Mail: [troy7boy@cfl.rr.com](mailto:troy7boy@cfl.rr.com)  
Glass & Glazing Contractor

## National Glass Association Adds Windshield Repair to MyGlassClass.com

The National Glass Association (NGA) announced the addition of a new line of courses covering Windshield Repair to its on-line training program, *MyGlassClass.com*.

"The value of this windshield repair training program goes beyond the quality that our NGA Windshield Repair Committee wrote into the content," said Leo Cyr, the Vice President of

NGA's Auto Glass Division. "Through *MyGlassClass.com*, the program is available 24/7, 365 days a year; and there is no extra cost or lost time in travel. In addition, the course has been vetted against the new ANSI/ NGA Repair of Laminated Auto Glass Standard (ROLAGS)."

The new courses cover the repair of laminated automotive glass, the science of windshield repair, and windshield repair. In a first for the site, each course is accompanied by an audio track, provided by Cyr. These courses can be purchased through the course catalog or as a bundle.

"The instant accessibility of the *MyGlassClass.com* modules to our employees for training is a giant leap ahead of traditional training methods," says Jay Sampson of Safety Auto Glass. "The *MyGlassClass.com* modules are an outstanding new resource for our employees."

The NGA created *MyGlassClass.com*, a state-of-the-art on-line technical school, to benefit the hundreds of thousands of professionals that comprise the flat/architectural and auto glass industries. *MyGlassClass.com* serves as an affordable, flexible, and time saving resource for improving worker skills, enhancing workplace safety, complying with training requirements, and achieving professional certification.

The program offers over 100 courses specifically designed for both the flat and auto glass industries, ranging from safety instruction to recertification. It was developed in partnership with leaders in the glass industry and is continually updated and enhanced to reflect industry needs.

For more information on *MyGlassClass.com*, call (866) 342-5642, ext. 126 or (703) 442-4890, ext. 126 or e-mail [www.myglassclass@glass.org](mailto:www.myglassclass@glass.org).

## NGACertified.com On-line Auto Glass Certification

Now there's a quicker, more convenient, more affordable way to get certified, because the NGA Auto Glass Technician exams are available on-line!

You'll save valuable time and money, take the same secure exam, and get the exact same certification patch you would get if you took the test in person. And by taking your certification exam on-line, you'll show that you're a pro at what you do and that you have the auto glass know-how recognized by trusted industry organizations like Metryx.

### **Basic exam fees:**

Please see registration form for complete pricing options.

*NGA Member:* \$129 for Technician (English/ Spanish) or Master

*Non-Member:* \$229 for Technician (English/ Spanish) or Master

### **Includes:**

Professionally administered on-line exam. Successful candidates receive special "NGA Certified" benefits, including an on-line company listing, certificate of achievement, wallet ID card, six uniform patches, and one-year subscription to AutoGlass magazine.

For more information about NGA On-line Certification, visit [www.NGACertified.com](http://www.NGACertified.com).

## Glass Management Institute

Whether you're just starting out in management or you're an experienced professional, the more you know, the further you'll go. Which is why the National Glass



Association is relaunching the Glass Management Institute on May 5.

But this is not your father's GMI. It's reinvigorated. It's redesigned for your busy 21st-century worklife. And it's on-line.

The new GMI is a combination of on-line instruction via MyGlassClass.com, weekly interactive webinars, teleconferences, instructional books and case studies. Four ten-week modules will take you through Bidding and Estimating; Sales and Marketing and Project Management; Finance and Legal; and Strategy/Leadership Development.

You'll get an education you can't get anywhere else, because GMI is for the glass industry, by the glass industry. You'll learn from some of the best in glass without ever leaving your office.

Surge ahead in your glass-management career with GMI. Classes begin May 5, so go to [www.glassmanagement.org](http://www.glassmanagement.org) today for more information and to register.

## 2008 National Auto Glass Conference

Attendees of the 2008 National Auto Glass Conference gave a collective "thumbs up" to the event's new educational emphasis. The 18th-annual event was hosted by the National Glass Association and held February 11-13 at the beautiful Starr Pass Resort & Spa in Tucson, AZ.

Nearly 200 professionals from America's leading auto glass companies attended the conference and offered high praise for its enhanced focus on executive education and practical problem-solving. Participants raved about first-time sessions on such topics as changing technology demands for the independent shop owner, increasing profitability through diversification, and training, recruiting and retaining employees.

"These newly formatted sessions were a highlight," said Steve Mort, CEO of Don's

Mobile. "I learned a lot and connected with my peers in a stronger way than ever before. I'm impressed."

"I had a great conference. Met with all the right people," said Troy Mason, Owner of TechnaGlass. "The NGA Auto Glass Conference is our favorite and the most productive of the several conventions we attend each year. I look forward to attending Auto Glass Conference for many years to come."

"The sessions were the best we've had at this conference," echoed David Taylor, COO of Cindy Rowe Auto Glass. "A great improvement."

Among the conference highlights:

- Jeff Dietrich of Ecotrends delivered a timely analysis of the state of economy and its impact on the auto glass industry. Dietrich's analysis underscored the need for planning and offered insights into several developing opportunities.
- Glen Moses of Safelite commanded the stage with his popular breakdown of planned changes to many vehicle makes and models and their impact on the way auto glass replacement and repair shops handle window installations and repair.
- A blue-chip panel capped the conference with its "State of the Industry" presentation. A nearly standing-room-only audience heard from executives representing a broad cross-section of the industry—from small independent shops to a regional chain and the largest player in the business—offering their insights on recruitment and retention strategies, marketing, and customer care and service.

A copy of each presentation will soon be available on [www.glass.org](http://www.glass.org). The NGA will alert its members via e-mail when the materials are fully loaded.

**SOUTHEAST GLASS ASSOCIATION PREP COURSE  
STATEWIDE LICENSING FOR GLASS & GLAZING SPECIALTY CONTRACTORS  
TUESDAY, MAY 6, 2008  
REGISTRATION FORM**

Company Name: \_\_\_\_\_  
 Contact Person: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 Phone: (\_\_\_\_\_) \_\_\_\_\_ FAX: (\_\_\_\_\_) \_\_\_\_\_  
 E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

<u>Date</u>	<u>Person(s) Registering</u>	<u>Full Class</u>	<u>Specialty Portion Only</u>
May 6	_____	\$ _____	\$ _____
	_____	\$ _____	\$ _____

Breakfast will be from 7:00 a.m. – 8:00 a.m., registration from 8:00 a.m.–8:30 a.m. and the class from 8:30 a.m.–6:00 p.m. The registration fee includes breakfast, lunch and the prep course. Books that will be used for the statewide test should be purchased in advance of the preparation class. Books can be ordered from the Contractor’s Library by calling (800) 571–4777 or visit their website at [www.contractorslibrary.com](http://www.contractorslibrary.com). The actual location of the class will be determined by class size and will be e–mailed or faxed to all attendees 10 days prior to the class. **Go to Professional Testing, Inc.’s website at [www.proftesting.com](http://www.proftesting.com) for testing locations, costs, times, etc. The next state test date for the Specialty Contractor Glass & Glazing is June 17–18, 2008. You must register for the state test a minimum of 30 days prior to the testing date.**

The registration fee for the Prep Course is \$275.00 per person for SEGA members and \$475.00 per person for non–members on or before Tuesday, April 22, 2008. Registrations received on or after Wednesday, April 23, 2008 are \$325.00 per person for SEGA members and \$525.00 per person for non–members. The deadline to register for the Prep Course is Tuesday, April 22, 2008. After Tuesday, April 22, 2008, space is based on availability. The registration fee for the specialty portion only is \$200.00 per person for SEGA members and \$300.00 per person for non–members on or before Tuesday, April 22, 2008. Registrations for the specialty portion only received on or after Wednesday, April 23, 2008 are \$250.00 per person for SEGA members and \$350.00 per person for non–members.

***Cancellation policy: SEGA reserves the right to cancel the class if a minimum of 12 individuals are not registered to attend the full class. If SEGA cancels the class, all registered attendees will be issued a refund. If a cancellation by an individual is received by the SEGA office on or before Tuesday, April 22, 2008, SEGA will issue a full refund. If a cancellation by an individual is received by the SEGA office on or after Wednesday, April 23, 2008 up to the day of Friday, May 2, 2008, no refunds will be issued; however, the SEGA office will allow the individual to apply the money towards the next class that is offered. Cancellations received in the SEGA office on or after Saturday, May 3, 2008 and no shows on the day of the class will not be issued any credits or refunds.***

SEGA accepts checks, American Express, MasterCard and Visa. If paying by credit card, please complete the following:

Type of card: American Express \_\_\_\_\_ MasterCard \_\_\_\_\_ Visa \_\_\_\_\_  
 Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
 Name on card: \_\_\_\_\_  
 Mailing Address for statement: \_\_\_\_\_  
 V-Code on card: \_\_\_\_\_  
 Signature: \_\_\_\_\_

Please make checks payable to SEGA and mail to:

SEGA/Prep Course  
 231 West Bay Avenue  
 Longwood, FL 32750–4125  
 Phone: (407) 831–SEGA (7342), (888) 869–7961 • FAX: (407) 831–5803

# Southeast Glass Association Tallahassee Regional Meeting

**WHEN:** Tuesday, April 8, 2008  
**Registration and Social Hour:** 5:00 p.m. – 5:30 p.m. (cash bar)  
**Program:** 5:30 p.m. – 6:30 p.m. (old photos from various SEGA events will be shown. If you have photos that you would like to share, please e-mail in a .jpg to julie@southeastglass.org no later than Tuesday, March 25, 2008.)

**WHERE:** Quality Inn & Suites (2020 Apalachee Parkway, Tallahassee, FL 32301)

**COST:** Free for members and non-members. A \$5.00 per person surcharge will be implemented for reservations made after noon on Tuesday, April 1, 2008 or for walk-ins.

**PROGRAM:** What is SEGA working on in 2008?  
 Bruce Kershner, SEGA Executive Director, will give an update on the 2008 Legislative Session and Glass & Glazing Licensure. Roland "Stoney" Stonaker, SEGA Consultant, will give an update on the Career Awareness Program. Chairman Troy Hein, YKK AP America, will give his Chairman's Address.

**Please return the reservation form below to the SEGA office no later than Tuesday, April 1, 2008. If you must cancel, please do so by noon on Tuesday, April 1, 2008. SEGA must give a guarantee number of attendees to the Quality Inn & Suites for seating at the meeting.)**

All attendees of the Tallahassee Regional Meeting are invited to join the SEGA Board of Directors at dinner (dutch treat) at 7:00 p.m. (location to be determined at a later date). If you plan to stay over, please join the SEGA Board of Directors for the board meeting on Wednesday, April 9 from 8:00 a.m. - 12:00 noon. SEGA has secured a room block at the Quality Inn & Suites.

Please make \_\_\_\_ reservations for the Tallahassee Regional Meeting on Tuesday, April 8, 2008.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ FAX: (\_\_\_\_) \_\_\_\_\_

**Please make reservations for the following individuals.**

**NAME:** ***I will be attending: Regional Meeting Dinner (dutch treat)***

- |    |       |       |       |
|----|-------|-------|-------|
| 1. | _____ | _____ | _____ |
| 2. | _____ | _____ | _____ |
| 3. | _____ | _____ | _____ |
| 4. | _____ | _____ | _____ |
| 5. | _____ | _____ | _____ |

Please complete the above form and fax to the SEGA office at (407) 831-5803 **no later than Tuesday, April 1, 2008** or mail to:

SEGA/Tallahassee Meeting  
 231 West Bay Avenue  
 Longwood, Florida 32750-4125  
 Phone: (407) 831-7342 • FAX: (407) 831-5803



# Southeast Glass Association Tallahassee Regional Meeting Sponsors Needed!!!!

Southeast Glass Association (SEGA) will be holding a Tallahassee Regional Meeting on Tuesday, April 8, 2008 at the Quality Inn & Suites located at 2020 Apalachee Parkway in Tallahassee. The meeting will be held from 5:00 p.m. – 6:30 p.m.

SEGA is currently looking for sponsors. The following sponsorship opportunities are available:

- Dinner Meeting Sponsors at \$250.00 each
- Door Prize Sponsors at \$100.00 (only two sponsors needed)

Dinner Meeting Sponsors will be provided with a space on one of two 6' tables to display their company's brochures, afforded the opportunity to introduce representatives from their company during the program and recognized on a sign prominently displayed at the function.

Door Prize Sponsors will be recognized on a sign prominently displayed at the registration table and a door prize for the evening will be purchased.

If you are interested in being a sponsor of the Tallahassee Regional Meeting scheduled for April 8, 2008, please complete the form below and return to the SEGA office **no later than Tuesday, April 1, 2008.**

-----  
Yes, my company would like to be one of following sponsors for the Tallahassee Regional Meeting on April 8, 2008:

- Dinner Meeting Sponsors at \$250.00 each
- Door Prize Sponsors at \$100.00 (only two sponsors needed)

\_\_\_\_\_ Please send my company an invoice in the amount of \$\_\_\_\_\_.

\_\_\_\_\_ Enclosed please find my company check in the amount of \$\_\_\_\_\_.

Contact Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

FAX: \_\_\_\_\_

Please complete this form and return **no later than Tuesday, April 1, 2008** to:

SEGA/Tallahassee Mtg. Sponsor  
231 West Bay Avenue  
Longwood, FL 32750-4125  
Phone: (407) 831-7342 • FAX: (407) 831-5803



# Southeast Glass Association Orlando Regional Meeting

**WHEN:** Thursday, April 17, 2008  
**Registration and Social Hour:** 5:00 p.m., **Dinner:** 6:00 p.m. and **Program:** 7:00 p.m.

**WHERE:** The Orlando Courtyard Downtown (730 North Magnolia Avenue, Orlando, Florida 32803)

**COST:** \$27.00 per person for members and \$32.00 per person for non-members. A \$5.00 per person surcharge will be implemented for reservations made after noon on Thursday, April 10, 2008 or for walk-ins, if seating is available.

**PROGRAM:** Stoney Stonaker will present a one hour program entitled *Wind Mitigations for Openings*. This course pertains to the adding or strengthening of opening protections in commercial and/or residential structures. This course has been submitted to the Construction Industry Licensing Board (CILB) for approval for the one hour wind mitigation methodology requirement.

**Please return the reservation form below to the SEGA office no later than Thursday, April 10, 2008. If you must cancel, please do so by noon on Thursday, April 10, 2008, or we must bill you for the reservation. (SEGA must guarantee reservations and pay for those dinners.) No credit will be given for cancellations after noon on Thursday, April 10, 2008. No shows will be billed at the \$27.00 per person member rate or \$32.00 per person non-member rate.**

Please make \_\_\_\_ reservations for the Orlando Regional Meeting on Thursday, April 17, 2008.

Enclosed is my check in the amount of \$\_\_\_\_\_ Please invoice my company \$\_\_\_\_\_.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ FAX: (\_\_\_\_) \_\_\_\_\_

**Dinner will consist of a Sautéed Boneless Breast of Chicken with Lemon Dill.**

**Please make reservations for the following individuals.**

**NAME:**

- |          |          |
|----------|----------|
| 1. _____ | 5. _____ |
| 2. _____ | 6. _____ |
| 3. _____ | 7. _____ |
| 4. _____ | 8. _____ |

Please complete the above form and fax to the SEGA office at (407) 831-5803 **no later than Thursday, April 10, 2008** or mail to:

SEGA/Orlando Meeting  
231 West Bay Avenue  
Longwood, Florida 32750-4125  
Phone: (407) 831-7342 • FAX: (407) 831-5803



# Southeast Glass Association Orlando Regional Meeting Sponsors Needed!!!!

Southeast Glass Association (SEGA) will be holding an Orlando Regional Meeting on Thursday, April 17, 2008 at the Orlando Courtyard Downtown located at 730 North Magnolia Avenue. The meeting will be held from 5:00 p.m. – 8:00 p.m.

SEGA is currently looking for sponsors. The following sponsorship opportunities are available:

- Dinner Meeting Sponsors at \$250.00 each
- Door Prize Sponsors at \$100.00 (only two sponsors needed)

Dinner Meeting Sponsors will be provided with a space on one of two 6' tables to display their company's brochures, afforded the opportunity to introduce representatives from their company during the program and recognized on a sign prominently displayed at the function.

Door Prize Sponsors will be recognized on a sign prominently displayed at the registration table and a door prize for the evening will be purchased.

If you are interested in being a sponsor of the Orlando Regional Meeting scheduled for April 17, 2008, please complete the form below and return to the SEGA office **no later than Thursday, April 10, 2008.**

-----  
Yes, my company would like to be one of following sponsors for the Orlando Regional Meeting on April 17, 2008:

- Dinner Meeting Sponsors at \$250.00 each
- Door Prize Sponsors at \$100.00 (only two sponsors needed)

\_\_\_\_\_ Please send my company an invoice in the amount of \$\_\_\_\_\_.

\_\_\_\_\_ Enclosed please find my company check in the amount of \$\_\_\_\_\_.

Contact Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

FAX: \_\_\_\_\_

Please complete this form and return **no later than Thursday, April 17, 2008** to:

SEGA/Orlando Mtg. Sponsor  
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Longwood, FL 32750-4125  
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