



Glass Facts

July - September 2009

SEGA Chairman's Message



I would like to thank all of you that have had involvement in the association over the past year. As we start to enter the end of 2009 and work into the beginning of 2010, I call on all of you.

Ask yourself what you can do for your industry? What could you do as a member or a board member to help better what you see happening in our industry? The association has been around for many years, and we plan to be around for many more. But, without everyone's support and help, we cannot do it alone. Think about what type of commitment you are ready to make. Consider putting forth a few hours every month into your industry association. Please look at the bullet points below and think about which ones you feel are important to you, and how you can make a difference. Call the SEGA office or a board member you may know, and tell them you are ready to be on a committee or even a board position.

The Southeast Glass Association (SEGA) is the only association in Florida representing the independent glass industry. SEGA is a chapter of the National Glass Association (NGA). SEGA's major goals are:

- Monitoring government regulations that affect the architectural and auto glass industry.
- Keeping our members up-to-date and informed on industry issues.
- Publishing a quarterly magazine, *Glass Facts*.
- Providing preparatory classes for the state certified Glass & Glazing license.
- Working with the state and votechs to develop a

new glazier certification program for entry level glaziers.

- Holding regional meetings throughout the state to discuss industry issues.
- Providing continuing education seminars for contractors licensed through the Department of Business & Professional Regulation.

We encourage all members to solicit non-members of the association and ask them to join. We are confident that the information everybody receives will help companies grow and prosper.

SEGA is currently offering October, November and December of 2009 free membership when you join the association and pay for the full 2010 year. This is a great opportunity for you to start enjoying all of the informational and educational benefits that go along with being a member of SEGA.

Sincerely,
Troy Hein
SEGA Chairman

Certified Contractor License Renewal Reminder

Just a reminder that the Certified Contractor licenses issued by the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2010.

Current law requires licenseholders to obtain 14 hours of continuing education with at least one hour in workplace safety, one hour in workers' compensation, one hour in business practices, one hour in the advance building code module, one hour in laws and rules (Chapter 489) and one hour in wind mitigation (this requirement only affects general, residential, building, roofing and glass and glazing contractors).

SEGA 2009 OFFICERS

Chairman of the Board

Troy Hein
YKK AP America, Inc.

Vice Chairman

Scott Cates
Lee & Cates Glass, Inc.

Secretary/Treasurer

Bryan Yarborough
Glass Doctor

Immediate Past Chairman

Jim Jackson
Architectural Glass Services

SEGA 2009 DIRECTORS

Greg Burkhart
Key Glass, LLC
David Cates
Flat Glass Distributors
Terry Downs
Glass Systems, Inc.
John Faour
Faour Glass Technologies
Jeff Miller
Lore L. Ltd.
Fred Poynor
Area Glass, Inc.
Will Smith
Glazing Consultants International, LLC
Susan Story
Brevard Plate Glass, Inc.
Woody Watters
Pensacola Glass Company

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

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 2009 CALENDAR OF EVENTS

September

30-Oct. 2 GlassBuild America:
The Glass, Window & Door Expo
Georgia World Congress Center, Atlanta, GA

October

TBA Board of Director's Meeting, Longwood
TBA Glass & Glazing Specialty License Exam

2010 CALENDAR OF EVENTS

September

14-16 (Tuesday-Thursday) GlassBuild America:
The Glass, Window & Door Expo
Las Vegas Convention Center in Las Vegas, NV

2011 CALENDAR OF EVENTS

September

7-9 (Wednesday-Friday) GlassBuild America:
The Glass, Window & Door Expo
Georgia World Congress Center, Atlanta, GA

2012 CALENDAR OF EVENTS

September

12-14 (Wednesday-Friday) GlassBuild America:
The Glass, Window & Door Expo
Las Vegas Convention Center in Las Vegas, NV

SEGA OFFICE

231 West Bay Avenue
Longwood, FL 32750-4125
Phone: (407) 831-7342
(888) 869-7961
FAX: (407) 260-1582
Website: www.southeastglass.org

SEGA STAFF

R. Bruce Kershner,
Executive Director
E-mail: bruce@southeastglass.org

Julie A. Kershner,
Assistant Executive Director
E-mail: julie@southeastglass.org

In Memory Of . . . Tom Lee, Jr.



Thomas D. Lee, Jr., who ran his family's glass business for nearly six decades, passed away on Monday, September 7, 2009 at the Hadlow Center for Caring of Community Hospice of Northeast Florida of complications of a stroke. He was 85.

In addition to his involvement in the glass industry, Mr. Lee was active in Baptist church affairs, serving on the boards of Baptist Towers, Florida Baptist Foundation and Florida Baptist Credit Union. He was an active member of Southside Baptist Church for more than 50 years, serving as a deacon and Sunday school teacher and singing in the choir.

Born in Forest Park, Ga., Mr. Lee was brought as an infant to Jacksonville, where his father founded Lee & Cates Glass Co. in 1926.

After graduating from Robert E. Lee High School, Mr. Lee attended Carson Newman College and Stetson University. He served in the Navy during World War II, returning home to run the family glass business.

Mr. Lee retired as president and chairman of the board five years ago at the age of 80.

"He was the absolute finest man I ever met; a true servant at heart," said his son, Thomas D. Lee, III.

A few weeks ago, Lee said he and his sisters gathered with their father for dinner and his father was able to say the blessing. "The last thing we remember him telling us was not to be ashamed to tell people we were Christians."

Active in industry

The National Glass Association, where Mr. Lee served as a director, recognized him with its Hank Siesel Award for his contributions both to the glass industry and to his community.

He was a founding member and past president of the Florida Glass Dealers Association and Jacksonville Glass Association.

Mr. Lee was a member of the Northside, Westside and Southside Business Men's Associations and was honored by them as Man of the Year and Business Leader of the Year. He also was a member of the Civitan Club and a veteran fund-raiser for the Salvation Army and Special Olympics. He was a former board member of Methodist Hospice.

He also is survived by his wife of 62 years, Betty Sheridan Lee; five daughters, Sheri L. Braddy of Stafford, Va., and Claudia Baggs, Becky L. Hall, Donna L. Garner and Amy L. Gurr, all of Jacksonville; 12 grandchildren; five great-grandchildren; and three sisters, Mary Maude Padgett of St. Augustine, Myra L. Lueders of Jacksonville and Billiejo Mauldin of Alachua.

The family suggests memorial contributions to Southside Baptist Church Building Fund, 1435 Atlantic Boulevard, Jacksonville, FL 32207, or Community Hospice of Northeast Florida, 4266 Sunbeam Road, Jacksonville, FL 32257.

Division of Workers' Compensation

At the July 9 SEGA Orlando Regional Meeting, Sheryle Birdsong with the Division of Workers' Compensation – Bureau of Compliance gave a presentation. Sheryle spoke about the Compliance Training Program for Employers and Contractors. This program was very informative.

Did you know that the construction industry must provide workers' compensation insurance if it employs one or more employees? The following are exemption eligibility requirements for workers' compensation:

- The corporation must be registered and listed as active with the Florida Department of State, Division of Corporations.
- The applicant must be listed as an officer of the corporation in the records of the Florida Department of State, Division of Corporations. Members of a limited liability company are considered corporate officers (in the construction industry only).
- The applicant must own at least 10 percent of the stock of the corporation as evidenced by a stock

certificate or, in the case of an LLC, a statement attesting to the minimum 10 percent ownership.

- No more than three officers of a corporation (including LLC) or of any group of affiliated corporations (including LLCs) may elect to be exempt.

Additionally:

- A \$50.00 application fee is required.
- Construction exemptions are valid for a period of two years or until a revocation is filed or until revoked by the Division.
- The original effective and expiration dates are listed on the Certificate of Election to be Exempt, which is mailed to the exempted individual.

How to obtain an exemption application

To apply for an exemption, complete form DWC 250 Notice of Election to be Exempt. Please review the Instructions prior to completing the form.

To obtain an application or for additional information about workers' compensation exemptions, please call customer service at (850) 413-1601 or (800) 742-2214. You may also visit one of the Bureau of Compliance offices.

Do you know what happens if you hire a subcontractor without workers' compensation coverage? A contractor is responsible for securing the payment of compensation for all of its uninsured subcontractors and their employees. A contractor is required to obtain evidence of subcontractors' Workers' Compensation insurance (Rule 69L-6.032, F.A.C.).

Did you know that you can be served with a stop-work order? The Department can issue a stop-work order if:

- there is failure to secure coverage by the contractor.
- a contractor materially understates or conceals payroll.
- a contractor conceals information pertinent to the calculation of an experience modification.
- a subcontractor fails to provide business records to the Department within five days.

Did you know that you can be assessed penalties? The Department can assess penalties in the amount of:

- 1.5 times what the employer would have paid in manual premium during the period(s) of non-compliance.
- \$1,000 penalty for each day the employer works in violation of a Stop Work Order or Reinstated Stop Work Order.

The above are some of the issues that were covered

during the Orlando Regional Meeting.

Who Is USF SafetyFlorida?

USF SafetyFlorida is a small business service of the University of South Florida, College of Public Health. Their service is free because it is funded by the Occupational Safety and Health Administration (OSHA) and the State of Florida. That's why they are able to help employers like you with OSHA regulations while reducing your cost for workers' compensation illnesses and injuries.

Did you know that a free on-site consultation program is offered through USF SafetyFlorida? The SafetyFlorida small business safety consultation service is not only free, but it comes to you in the form of friendly people who know how hard you are working to keep your business profitable. A SafetyFlorida consultant can help you choose the most-cost-effective ways to use safety to protect the profits you've worked so hard to make. Their consultation can produce substantial declines in illness and injury rates and all their related costs. Want proof about the effectiveness of their consultation? A paper delivered to the National Institute for Occupational Safety and Health documented that small business safety consultation in Florida reduced disabling compensable injuries and illnesses by 75%. At a conservative estimate of \$11,105 per claim, this decrease represents a savings of approximately \$10.6 million on 957 claims.

How to Reduce the Cost of Claims

If you are a small business, why wait for an injury claim to review your workers' safety practices? Ask USF SafetyFlorida to help you protect your profits with on-site consultation. USF SafetyFlorida is your ally in eliminating the cost of worksite accidents and injuries. And their services are free to you.

Not only are the services they provide you free, but they are confidential and independent of any state or federal enforcement. Their services to you can include on-site consultation, training courses, standards information, safety and health videos, informational and technical publications and access to free safety and health training and lecture materials prepared by the University of South Florida, College of Public Health consultation staff.

Their Free Services Can Lower Your Costs.

When You Ask Them to:

- Assist you in complying with federal safety and health standards to reduce the risk of injuries and OSHA citations.
- Identify deficient safety conditions with full-service worksite evaluations and to assess required

programs and determine safety needs.

- Write detailed reports that define specific actions you can take to correct problem areas and improve existing safety programs.
- Deliver technical guidance and information to you, outlining how you can comply with federal standards.
- Provide printed material on occupational safety, including copies of OSHA standards, as well as industry and government guidelines (such as National Institute of Occupational Safety and Health (NIOSH) workplace hazard studies and other workplace standards.
- Assist you in the implementation of safety programs mandated by OSHA standards such as Bloodborne Pathogens, Respiratory Protection and Hazard Communication.
- Support you in reducing workplace injuries by providing safety and health programs tailored to your workplace.

A SafetyFlorida On-Site Consulting Quiz

Consulting knowledge and management commitment can save you money. When you want to make a commitment to safety, find out what you need to know from a SafetyFlorida Consultant.

True or False

1. A SafetyFlorida Consultant can tell you if you are having more job site injuries than other Florida companies your size in your industry.
2. A SafetyFlorida consultant acts as a “cop” on the job site.
3. A SafetyFlorida consultant can help you lower your Workers’ Compensation cost.
4. A SafetyFlorida consultant charges an hourly fee for their services.
5. A SafetyFlorida consultant can deliver on-the-spot training.
6. A SafetyFlorida consultant cares about your ability to make a profit.

It’s true: their knowledge is free! SafetyFlorida consultants can be right where you need them, wherever your employees are working — and wherever you want to protect your profits.

You might not expect yourself to know the answers to these questions, but someone in your business should. USF SafetyFlorida can deliver the education to make everyone who works for you safety smart. They will also go with you and your supervisors to your job sites and offer hands-on practical advice. They will show you how to meet the safety standards that help reduce lost workdays and compensable injuries.

For more information and safety resources, visit www.safetyflorida.usf.edu or call toll free (866) 273-1105. Invite USF SafetyFlorida to visit your location. Ask them to help you keep your profits safe with on-site consultation.

Public Construction Projects – Chapter 2009-210 Takes Effect October 1, 2009

The law gives qualified contractors or vendors the opportunity to review a local government’s cost estimate, and in some cases gives the contractors or vendors the opportunity to present information regarding the accuracy of the cost estimates. This may lead to some additional projects being awarded to outside contractors instead of being done by the local government’s own employees.

The law amends s. 255.20, F.S., related to local bids and contracts for public construction workers. The law increases the threshold where a county or municipality must competitively award the construction project to \$300,000. Adjusted for inflation, the current threshold is approximately \$285,000 for construction and \$75,000 for electrical work.

The law revises various statutory requirements for local governments and other political subdivisions of the state to competitively bid public construction projects. In order to clarify when certain projects must be competitively bid, the law:

- Revises the threshold amounts where a local government must put a project out for competitive bid from \$200,000 to \$300,000, except for electrical work, which is changed from \$50,000 to \$75,000;
- Defines the terms “repair” and “maintenance” for the purpose of this law. The term “repair” means

a corrective action to restore an existing public facility to a safe and functional condition and the term “maintenance” means a preventive or corrective action to maintain an existing public facility in an operational state or to preserve it from failure or decline;

- Requires a 21 day public notice prior to a local government performing certain projects;
- Provides that the public notice prior to making a public interest determination must include a detailed cost estimate of the project, and the itemized estimate must be available for public review;
- Requires that contractors or vendors be provided an opportunity to present evidence to the governing board concerning the project;
- Requires local governments to support a decision to perform a project with its own resources to fully account for all project costs, including employee pay and benefits, and the cost of equipment, insurance and materials;
- Provides for exemptions for local governments operating a public use airport, certain ports, a public transit system, or a mass transit system;
- Permits local governments to consider contractors that have been found guilty of federal labor or employment laws in the last five years to be ineligible to bid on projects; and
- Changes the index for determining inflation from the Consumer Price Index to the Engineering News-Records Building Cost Index to better reflect changes in construction costs; and changes base date of inflation adjustment provision from January 1, 2004, to January 1, 2009 to conform.

SEGA 2009 Committee Members Needed

When the 2009 Board of Directors met on Saturday, October 4, the first order of business was to select committee members and chairpeople for the various committees of SEGA. The following individuals volunteered for the various committees:

Auto Glass

Scott Cates, Chair
Woody Watters

Education

Stoney Stonaker, Chair
Dick Petrie

Golf Tournaments

John Faour, Chair
Jeff Miller

Legislative

Woody Watters, Chair
Dick Petrie

Membership

Dick Petrie

Programs/Events

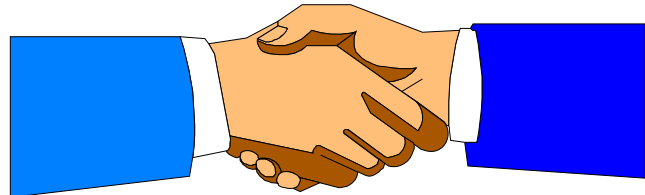
Dick Petrie, Chair
Scott Cates
Troy Hein

The officers and directors need your help and input on the committees. By serving on a committee, you can develop self-satisfaction; get an insight into how the organization is run; sharpen your leadership abilities; build prestige for you and your company; network with other peers; share various responsibilities; have an opportunity to give something back to the industry as well as help the industry; and develop a sense of accomplishment.

The twelve members of the board cannot do everything. This is why it is important for others to be involved. SEGA belongs to all of the members . . . not just the officers and directors. Thinking about becoming a board member in the future? Why not get your feet wet by serving on a committee? Get involved today.

Please contact the SEGA office at (407) 831-7342 and let them know which committee(s) you want to be involved with.

Welcome New Member!



SEGA extends a hearty welcome to the following new member. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

FDS Engineering Associates

951 South Orange Blossom Trail
Apopka, FL 32703

Phone: (407) 814-2125

Fax: (407) 880-2309

E-Mail: cbrown@fdseng.com

Website: www.fdseng.com

Engineering – Shop drawing preparation and certification

GlassBuild America® Right Around The Corner

GlassBuild America®, running from September 30 through October 2 at the Georgia World Congress Center in Atlanta, features an agenda packed with industry and outside experts, cutting-edge technologies, and some of the most timely and insightful conferences and seminars in the business. Among this year's highlights —

- A new Innovations Pavilion showcasing many of the most advanced technologies from across the glass industry;
- A series of outstanding education seminars spanning a wide range of disciplines, from a blue-chip solar energy panel presentation to an interactive website clinic (seminars), and many more;
- An Energy Efficiency Town Hall forum that will undoubtedly generate headlines (press release);
- A must-attend Opening Reception that is sure to be the networking event of the year for glass industry professionals;
- Boundless opportunities to transact business with the largest collection of targeted and qualified buyers you'll find all year; and,
- The 4th Annual NGA Glazing Executives Forum — one of our most popular events — including an industry-specific economic forecast and interactive breakout sessions that could be invaluable to your 2010 planning.

“Not only will this GlassBuild America show be a very strong event, but we believe this will be the place where our industry collectively prepares to turn the corner to economic renewal,” said Phil James, president and CEO, National Glass Association.

For the first time ever, GlassBuild America® will feature a special “Innovations Pavilion,” showcasing cutting-edge technologies and other groundbreaking advances from across the glass industry. The Innovations Pavilion will be one of the highlights of the show, a “must-see” destination for every expo participant. Be sure to visit the pavilion to explore the latest innovations in energy conservation, solar energy, “green” technologies, products and design. Leading manufacturers, fabrications and design companies will be showcasing their newest product innovations. We'll also offer several informative programs at the pavilion, including an unveiling of new training courses on MyGlassClass.com. And in conjunction with the pavilion

there will be special presentations on energy efficiency, solar, decorative glass, and more, in conference rooms outside the pavilion area. Don't miss this state-of-the-art “show within a show” at GlassBuild America 2009.

Join thousands of your industry peers in Atlanta, September 30 – October 2, for the 2009 GlassBuild America: The Glass, Door & Window Expo. For more information, or to register to exhibit or attend the 2009 event, visit www.GlassBuildAmerica.com.

About GlassBuild America: The Glass, Window & Door Expo

GlassBuild America is organized by the National Glass Association, in partnership with the Glass Association of North America, the American Architectural Manufacturers Association, the Insulating Glass Manufacturers Alliance and the Bath Enclosure Manufacturers Association. Since 2003, it has been listed as one of the Top 200 largest U.S. tradeshow in the annual listing compiled by Tradeshow Week magazine. GlassBuild America 2009 will be held September 30 – October 2 in Atlanta, Georgia. For more information on GlassBuild America, contact: (866) 342-5642, extension 300 or visit www.GlassBuildAmerica.com.

Future Dates and Locations: 2010

September 14 – 16 (Tuesday–Thursday) at the Las Vegas Convention Center in Las Vegas, Nevada

2011

September 7 – 9 (Wednesday–Friday) at the Georgia World Congress Center in Atlanta, Georgia

2012

September 12 – 14 (Wednesday–Friday) at the Las Vegas Convention Center in Las Vegas, Nevada

NGA To Offer Window and Door Installation Training On-Line

The National Glass Association (NGA) announced a partnership with member company Architectural Testing to develop window and door installation courses for NGA's groundbreaking on-line training program, MyGlassClass.com.

“This partnership with Architectural Testing will help us

make MyGlassClass.com an even more valuable and effective training tool because it moves us into an important and growing area of the glass industry," said NGA Vice President, Association Services David Walker. "We are pleased to add a new dimension to our training programs in order to further enhance their breadth and relevance."

Architectural Testing is headquartered in York, PA and specializes in performance testing for fenestration products. The company is already an industry leader in instructor-led training.

"Computer-based training is a cost-effective and convenient educational tool, and we are happy to have the opportunity to add an on-line component to our popular instructor-led training programs," said David Moyer, Architectural Testing's Vice President of Certification Services.

MyGlassClass.com was launched in 2006 and offers dozens of courses specifically designed for both the auto and flat glass industry, ranging from safety instruction to professional development to industry certification. It was developed in partnership with leaders in the glass industry and will be continually updated and enhanced to reflect industry needs.

The InstallationMasters™ Training and Certification program is a nationwide program for installers of windows and patio doors in the residential and light commercial markets, and is based on an industry consensus standard (ASTM E2112). The program was developed by AAMA after prompting from the Building and Thermal Envelope Council (BETEC) through the U.S. Department of Energy (DOE), and was launched in 1999. The goal of the program, since the beginning, has been improving energy performance and reducing field service "callbacks" to correct faulty installations.

For more information on MyGlassClass.com, contact NGA's Alyssa Kirkman at (703) 442-4890, ext. 151 or at www.myglassclass@glass.org.

New Training Website Goes Live

MyWindowClass.com, an on-line training Website developed by the National Glass Association in partnership with the American Architectural Manufacturers Association and Architectural Testing Inc., is now live. The site, which provides InstallationMasters™ training for employees of window

and door manufacturers, distributors and dealers, will officially launch at GlassBuild America.

"Two years ago, the NGA introduced the on-line training platform known as MyGlassClass.com, geared toward technicians and others in the auto and flat glass industries. Since that time, thousands of professionals have taken courses and many have gone on to secure their NGA Certification," reports David Walker, vice president of association services for NGA.

"Working with AAMA and ATI, NGA is launching MyWindowClass.com to provide the same world-class training tools and benefits to the residential window and door industry," he continues. "This state-of-the-art on-line training platform now offers InstallationMasters™ courseware customized to the unique needs of residential window and door dealers, as well as any companies involved in the installation of vinyl, wood, aluminum and other types of residential products."

MyWindowClass.com currently has 35 InstallationMasters™ courses, which can be used in preparation for testing and certification. A course catalog on the site provides a list of available courses.

NGA's MyGlassClass.com includes an additional 123 courses designed to meet the varied needs of installers, managers and sales professionals involved in flat glass and auto glass. NGA plans to roll out more courses for both MyGlassClass.com and MyWindowClass.com in the coming months.

About NGA

Founded in 1948, the National Glass Association is the largest trade association representing the flat (architectural) and auto glass industries. Based outside Washington, DC, and representing over 3,000 member companies and locations, NGA offers certification, education and training, including MyGlassClass.com – a state-of-the-art on-line training resource. NGA publishes the industry's leading trade magazines: Glass Magazine® and Window & Door®; and e-newsletters: e-glass weekly™ and WDweekly™. In addition, NGA serves the industry and general public with its websites: www.glass.org, www.GlassBuildAmerica.com, www.GlassMagazine.com, www.WindowandDoor.com, and www.MyAutoGlass.org. NGA also hosts the industry's premier annual trade events: GlassBuild America®: The Glass, Window & Door Expo and the National Auto Glass Forum. For more information on NGA, visit www.glass.org.