



Minnesota Glass Association  
www.mnglass.org  
6300 Shingle Creek Pkwy, #320  
Brooklyn Center, MN 55430

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### GLAZING CONFERENCE

- ✓ **Exceptional Speakers**
- ✓ **Local Venue**
- ✓ **Convenient & Affordable**
- ✓ **Who should Attend?**  
*Glazing Professionals, Sales  
Managers, Owners, Architects,  
Designers*

**MGA Glazing Conference**  
**Wednesday, February 20, 2013**  
**Radisson Hotel - Roseville**  
**Limited Space...Register Today!**



## Exceptional Speakers

### **Ronald J Spellich, PE CSI - Senior Engineer CDC-USA**

Ron Spellich is a well known Industry authority and frequent speaker on glass and glazing issues. He is currently with Curtainwall Design Consulting in Chicago, CDC a leader in the design, engineering and consulting of building envelope systems. They provide a wide range of related services to clients from offices across the United States and around the world ([www.cdc-usa.com](http://www.cdc-usa.com)). In addition to his well established credentials, Ron designed a patented system for selecting, ordering and purchasing glass products. He will address the issues and problems you see on jobs today.

### **Bill Evans, Chairman National Glass Association & President Evans Glass, Nashville**

Evans Glass company has been family owned since its founding in 1956. They provide a full range of glazing services including new construction and service glazing. The success of Evan's Glass is due in no small part to Bill's expertise in marketing and strong commitment to his community. As a result of his sales efforts and community involvement bill is quickly recognized in Nashville. On September 11, 2010, he achieved his goal of running 56 miles in one day to celebrate his 56 birthday, and also to bring awareness and support to The Salama Institute in Nashville. Bill is a repeat marketing lecturer for a local University MBA Program

The MGA is grateful to the NGA for sponsoring Bill on this visit to Minnesota. The MGA has been a chapter of the NGA since its founding in 1977. With 2,200 members, the NGA is the largest and most influential trade association serving the architectural glass, automotive glass, and window and door industries.

### **Jordan Richards, President Glassopolis**

Mr. Richards is the President of Glassopolis, a fabricator and distributor of specialty glass products. Glassopolis is a division of ProScience, an established distribution company with a wealth of expertise in fire-rated, lead x-ray and other specialty glass. In 2012, Glassopolis was chosen as the winner of a \$100,000 award in a Challenge by the Toronto Globe and Mail and Telus. Glassopolis presented a business plan to bring a new fire rated glass product to the North American market. The new product is FIRESWISS a fire-resistive product. The company, beat out 1,200-plus other entrants to win the contest, which asked companies to explain the biggest challenge their business faces today, and how a \$100,000 grant would help them overcome it. The number of entrants was almost double the year before. Mr. Richards will address fire rated glass and will be able to answer questions about other specialty glass products.



# MGA Glazing Conference

The MGA is excited to present a group of exceptional speakers to address glazing issues and trends that affect you. Avoid the time and travel cost normally required to participate in events like this. You and key employees can learn and network with others who share your concerns.

When: Wednesday, February 20, 2013  
 Registration: 7:30 a.m.  
 Location: Radisson Hotel Roseville, 2540 North Cleveland Ave., Roseville, MN 55113  
 Registration: MGA Members \$49 Non Members \$79

## Full Breakfast Included

### 7:30 a.m. Registration & Breakfast

### 7:55 a.m. Welcome & Introductions

### 8:00 a.m. Glazing Project Management - Ron Spellich PE CSI of CDC USA

- |                                                  |                                               |
|--------------------------------------------------|-----------------------------------------------|
| ✓ Preparing the Site                             | ✓ Understanding & Interpreting Specifications |
| ✓ Envelope Sequencing                            | ✓ Incomplete Plans?                           |
| ✓ Field changes - Documentation & Communications | ✓ Developing a water tight system             |

### 9:45 a.m. Marketing Your Company - Bill Evans President, Evans Glass & NGA Chairman

- |                              |                                          |
|------------------------------|------------------------------------------|
| ✓ Calculated Risk v Gambling | ✓ Educating your Market                  |
| ✓ Identifying your Market    | ✓ Associating with other People & Groups |
| ✓ Developing a message       | ✓ Sales Techniques that Work             |

### 11:00 a.m. Jordan Richards, President Glassopolis

- ✓ Understanding Fire Rated Glass/Ceramic Products & Terminology
- ✓ Capabilities of Available Products
- ✓ *Understanding what equivalent products will meet the same building code*
- ✓ *Mr. Richards will be able to address your questions on a wide variety of specialty glass product capabilities including radiation shielding, EMF, security, switchable privacy glass etc.*

**Register via Fax 763-413-1131 or Email [info@mnglass.org](mailto:info@mnglass.org) or standard mail**

Please remit to MGA, 6300 Shingle Creek Parkway, #320, Brooklyn Center, MN 55430

For more information contact the office: 763-413-0805



## Registration Form

**Please Respond by February 15**

Attendees :: Attach another sheet for names if needed	MGA Member (s) \$49 p.p.	Non - Member (s) \$79 p.p.
	<b>Due \$</b>	<b>Due \$</b>
Company	<b>Please remit to MGA</b>	
Phone	___ I have enclosed a check or ___ Charge me: ___ VISA ___ MC	
<b>Email</b>	Name on credit card _____	
Street	# _ _ _ _ _	
City/St/Zip	Expiration ___/___ CID # _____	Billing Zip Code _____
	Signature _____	