

# GLAZING EVOLVED.

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CONFERENCE™

**March 3-5, 2024**  
Nashville  
[glass.org](http://glass.org)



# Project Perspectives Panel

Estimating – Project Management - Field



Daniel Cothorn  
Alexander Metals, Inc.



Matt Kamper  
Woodbridge Glass



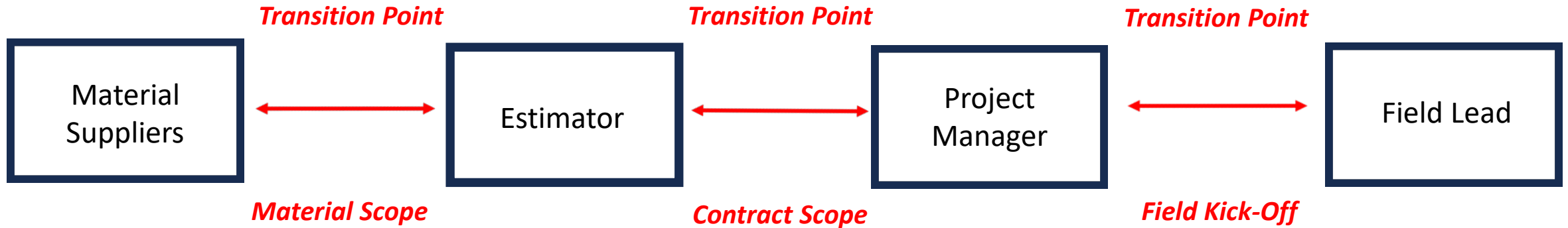
Alyssa Wolf  
Assured Glass



Henry Taylor  
Kawneer Co.

# Project Chain of Critical Communication

Critical Issues at Each Transition Point



Alyssa Wolf  
Assured Glass



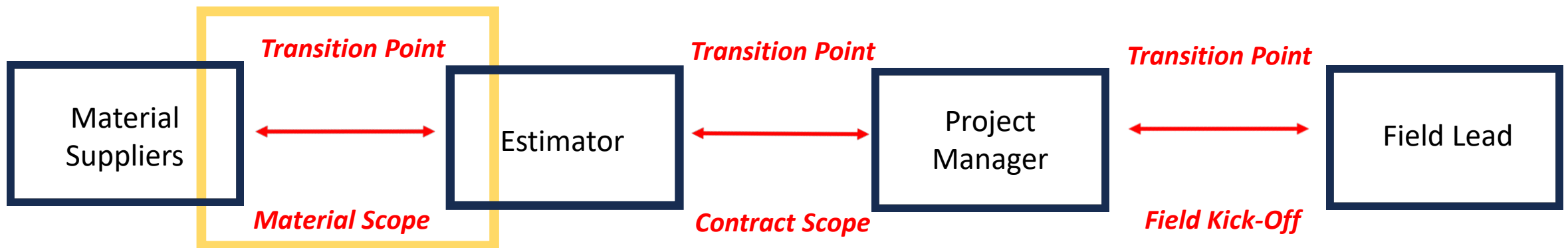
Matt Kamper  
Woodbridge Glass



Daniel Cothern  
Alexander Metals, Inc.

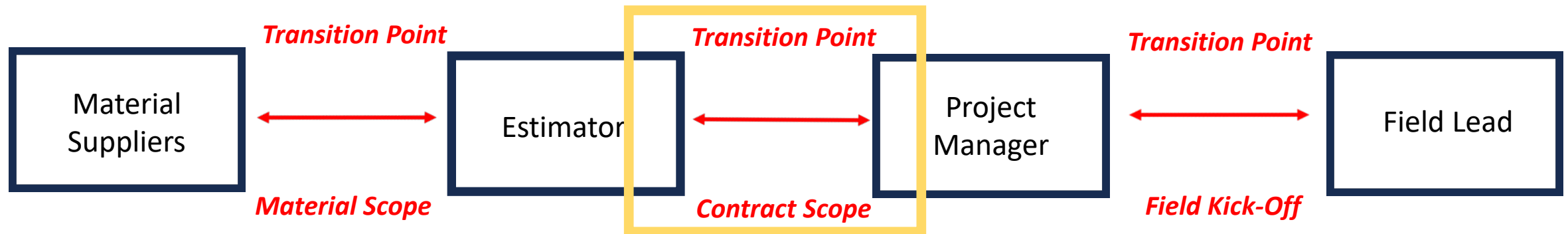
# Critical Communication of Material Scope

- Clearly understand the proposal scope or the expectation of the material from supplier, including *engineering services*
- Communicate what the customer wants included and excluded to prevent multiple revisions
- Allow time to provide a complete and accurate proposal
- Questions deserve timely responses and document processing
- Outline accurate and complete performance requirements, including specification review, deviations and exclusions
- Confirm Schedule and Lead Times
- Determine alternates & allowances
- Clarify needed documentation and tone up the communication chain



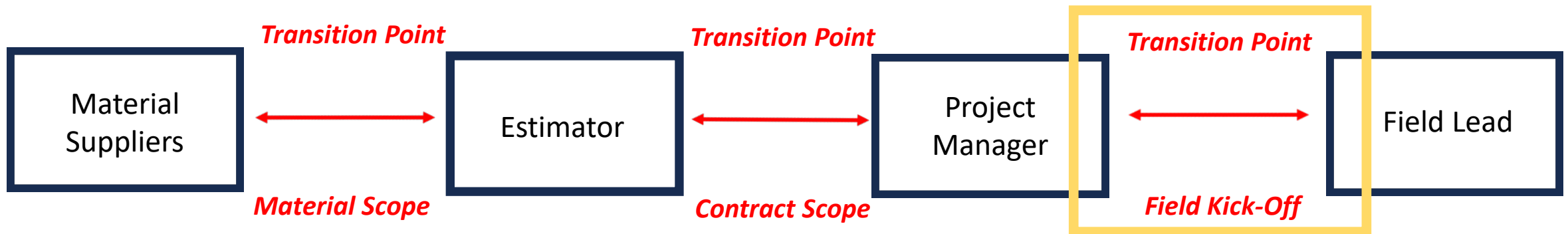
# Critical Communication of Contract Scope

- System selection: frame & glass
- Vendor selection & quote review
- **Field installation considerations**
- Equipment ownership considerations
- Portion of work assigned to sub-contractors
- Fabrication Method Estimated
- **Qualifications/Exclusions/Modifications/RFIs and Open Items**
- Field Testing and/or Mock-Ups
- Submittals and/or Imbed Drawings
- Critical Contract Clauses
- **Timeline and Schedule Review**
- **Project Budget, Alternatives and Allowances**



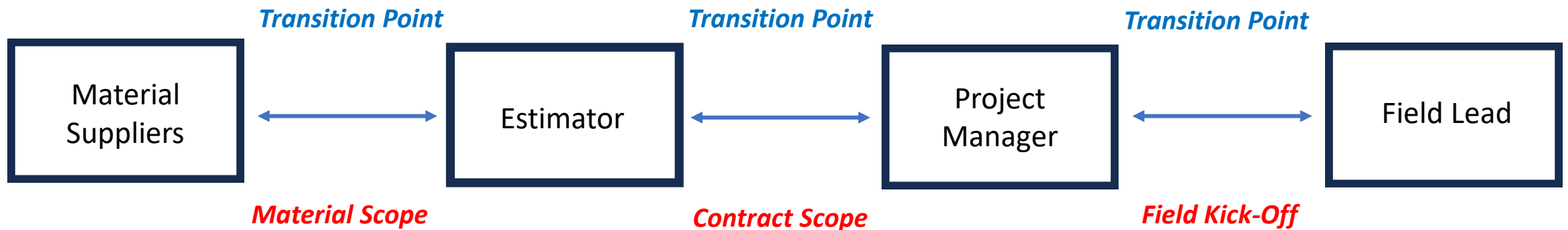
# Critical Communication at Field Kick-Off

- Pre-installation commitments
- **Final contract review**
- General Contractor information
- **Installation start date and duration**
- **Installation sequence (floor by floor or elevation)**
- Field Testing and/or Mock-Ups
- Degree of shop fabrication
- Delivery method and on-site material handling
- Installation method and special equipment needed
- System tolerances
- Safety JHA
- Shop drawing review
- **Engineered attachment details**
- Installation progress tracking
- Site visit before mobilization
- **Communication and meetings consistency**



# Key Takeaways

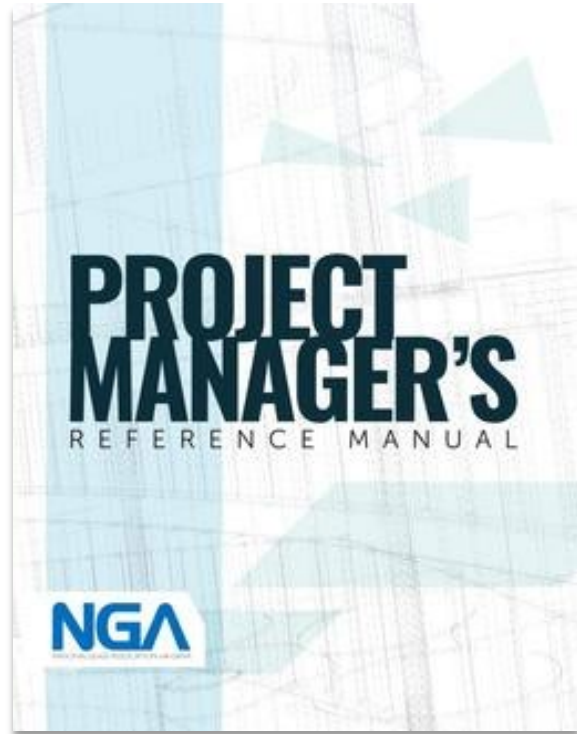
- Communication is **key** – no matter your position – from float to field installation
  - It is a forced multiplier that can enhance excellence or mishaps
- Always conduct a post-mortum / debrief upon project completion that factors in each level and project player



# NGA Resources



05. Codes & Estimating -  
Course Bundle  
Course Bundle





# More NGA Resources for YOU

Search NGA resources and member benefits directly pertaining to your Industry Segment!

- Contract Glazier / Glazing Subcontractor
- Full-Service Glass Company
- Specialty Window & Door Company
- ... and more!

