

Attend and Benefit

March 20-21, 2024

Long Island Marriott

Uniondale, New York

glassexponortheast.com



GLASS • EXPO

Northeast '24™



Join us for two days of education, exposition, and networking at the only glass and metal industry event in the Tri-state market.

Co-sponsored by



Follow #GlassExpos on social for event updates.





In the ever-iconic world capital that is New York City, there's always business to be done—especially glass business. This biennial event gives the architectural glass and metal industry top-notch education on cutting-edge business practices and technologies and networking opportunities including a show floor with the latest innovations.

Glass Expo Northeast™ is the only glass exhibition in the New York metropolitan area. Attending is an investment in both yourself and your company. The event provides the opportunity to discover new industry innovations, attend forward-looking seminars and workshops complete with AIA accreditation, and meet with new customers and industry colleagues.



» About the co-sponsor

The Long Island Glass Association (LIGA) is dedicated to creating a strong relationship between the glass shop and the consumer. Its more than 100 members are committed to adhering to a code of ethics to instill public confidence in the architectural glass and metal industries. For more information, visit www.liglassassoc.com.

“It was a great EXPO with very good speakers talking about current issues. The trade floor was full of many different vendors. The USGlass staff was very attentive and all around nice people.”

—Glass Expo Northeast™ '22 attendee

What Happens at a Glass Expo?

- Attendees learn how to stay ahead—Nearly 90% of previous attendees received good or excellent value at Glass Expo Northeast™.**
- Business gets done—More than 90% of previous attendees met current AND new suppliers.**
- Invaluable networking takes place—Meet suppliers and industry heavyweights alike on the show floor and beyond.**

Who Should Attend?

You should attend

Glass Expo Northeast™ if:

- You are a glazing contractor, fabricator, manufacturer, retailer, or supplier.
- You are an architect, builder, designer, or project manager that engages with glass and metal.
- You will benefit from a continuing education program on commercial and residential glass and metal and earn those desired AIA-accredited Learning Units.
- You are ready to engage with colleagues to grow your business and further your career.
- You want to expand your business acumen at an excellent location for a great price. \$90 SAVINGS for subscribers of **USGlass** magazine and USGNN™.

These are some of the industry categories that benefit from Glass Expo Northeast™

- Architectural glass and metal company owners and managers;
- Architects and specifiers;
- Contract glaziers and glazing contractors;
- Coaters;
- Customer service representatives;
- Distributors of glass and/or metal;
- Equipment and machinery operators;
- Estimators;
- Fabricators;
- Flat glass dealers;
- Glass retailers;
- Glass and metal systems manufacturers;
- Hardware installers;
- Installers of glass and/or metal;
- IT specialists;
- Metal coaters and fabricators;
- Mirror company installers and managers;
- New employees – Glass Expos are a great place to learn;
- Project managers;
- Purchasing agents;
- Retailers of flat glass;
- Shower door personnel;
- Window and door company representatives; and
- Anyone involved with glass and metal products or services.

Top FIVE reasons you should attend Glass Expo Northeast™

1 » EDUCATE YOURSELF

Two days of exceptional in-booth demonstrations and seminars, including AIA-accredited Learning Units.

2 » CONNECT WITH INDUSTRY HEAVYWEIGHTS

Engage with colleagues, exhibitors and suppliers.

3 » DISCOVER NEW INNOVATIONS

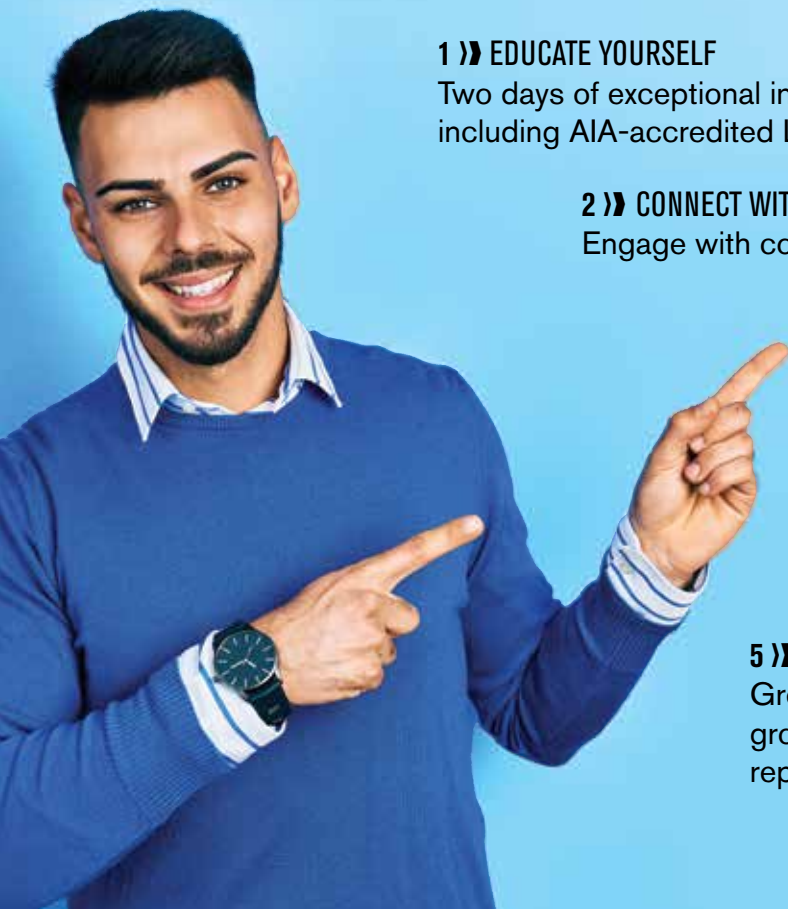
New products and services are on display on the trade show floor.

4 » BOOST YOUR CAREER WITH EDUCATION

Elevate your business and your career with critical data and industry trends in the hard-hitting educational program.

5 » ENJOY THE SHOW

Great networking with an impressive and diverse group of local, national and even international industry representatives.





Glass Expo Northeast™ Schedule of Events

Tuesday, March 19

2:00 p.m. – 5:00 p.m. Registration Open

Wednesday, March 20

7:30 a.m. – 7:30 p.m. Registration Open

9:00 a.m. – 3:00 p.m. Educational Program

3:00 p.m. – 7:30 p.m. Trade Show Floor Open

5:00 p.m. – 7:00 p.m. Welcoming Cocktail Party on Trade Show Floor

Thursday, March 21

7:00 a.m. – 2:00 p.m. Registration Open

8:30 a.m. – 10:00 a.m. Educational Program

10:00 a.m. – 2:00 p.m. Trade Show Floor Open

The schedule is tentative and subject to change. Visit www.glassexponortheast.com for more details.

Welcoming Cocktail Party



Food Sponsor

Celebrate the biennial reunion of tristate colleagues over drinks and a light bite on the trade show floor. Meet with exhibitors and network with old and new friends.

Registration is HEAVILY Discounted* and EASY!

As a subscriber to **USGlass** magazine or **USGNN™**, you can register for Glass Expo Northeast™ at \$90 OFF. This offer extends to all employees of your company*.

For the fastest registration, visit glassexponortheast.com.

You must pre-register by the end of the day on Monday, March 4, 2024, to take advantage of this incredible offer.

Onsite pricing goes into effect on Tuesday, March 5, 2024.

*These discounts are not valid for Glass Expo Northeast™ '24 suppliers, manufacturing agents/dealers, non-exhibiting manufacturers/distributors, wholesalers or exhibitors registrations, or anyone under 16.



Event Hotel

The Long Island Marriott

The Long Island Marriott is ideally situated in Uniondale, New York, close to many of Nassau County's most popular attractions. Enjoy easy access to the LIRR as well as Hofstra University, Nassau Coliseum, the Cradle of Aviation Museum and Jones Beach State Park. Discover gracious hospitality and unmatched service at our hotel near Uniondale, NY.

Room Rate: \$199 (USD) per single/double, plus tax and fees

Reservation Number: 800/228-9290. Ask for Glass Expo Northeast™ discounted group room rate (code GENE24)

Online Reservation: glassexponortheast.com and click the "Hotel Information" tab

Discount Room Rate Deadline: Available until March 1, 2024, 5:00 pm ET (first-come, first-served basis)

HOTEL SOLICITATION NOTICE: Glass Expo Northeast™ does not work with housing bureaus. Do not fall victim to solicitations for your room reservations, as many companies may charge you a fee for their services. You can book directly into the discounted room rate block for Glass Expo Northeast™ '24.





Educational Program

Educate yourself and your employees from top industry subject-matter experts. The educational program will provide exposure to the newest trends, products, services and resources that will help you maximize your business' potential in the coming years.

Wednesday, March 20

9:00 a.m. - 9:15 a.m.

Welcome and Overview

Faculty: Debra Levy is publisher of **USGlass** magazine.

9:15 a.m. - 10:00 a.m.

Glass & Glazing Industry Outlook for the Northeast



This session provides recent industry-specific research and up-to-date information on the region's economic standing. Nick will provide a forecast of what the Northeast regional commercial and residential glass and metal industries can expect and what to anticipate as a result of market shifts. Understand what these shifts can mean for current and future business moves.

Faculty: Nick St. Denis is the director of research for Key Media & Research (KMR).

10:00 a.m. - 11:00 a.m.

Protecting People & Property: Fortifying Building Safety with Ballistic, Blast, Storm Impact and Forced Entry Solutions (1.0 LU/HSW)



As the number and volatility of threats to facility security and safety continue to escalate, protection is becoming paramount in the scope of today's facility design. Whether it's high-level protection from ballistics, blast, storm impact or forced entry, this course reviews the various protection levels, testing standards, best practices and the fundamental fenestration solutions which will fortify your building to protect people and property. Following this course, attendees will be able to identify key fenestration design criteria which will fortify buildings from ballistic, blast, forced entry and environmental threats.

Faculty: Wade Arnold is the director of commercial sales for Specialty Fenestration Group, encompassing U.S. Bullet Proofing & Quikserv.

11:00 a.m. - 12:00 p.m.

5 Secrets for Healthier Cash Flow



Enhance your cash flow management by discovering five proven strategies to expedite payments and optimize project finances. Modupe, drawing from her experience and insights, will unveil valuable tips for faster payments and improved cash flow, empowering subcontractors to thrive.

Faculty: Modupe Akinawonu is the senior product manager at Sitrine.

12:15 pm - 1:00 p.m.

Lower Your Insurance Costs and Reduce Liability

Insurance costs, particularly Worker's Comp Insurance expenses, are rising higher than national inflation averages. You can save money and decrease your liability by being part of the Long Island Glass Association safety group. Come learn about this highly successful, cost savings group and how you can benefit from it.

Faculty: Julius Aebly is president at Aebly & Associates Insurance Services Inc.

1:00 p.m. - 2:00 p.m.

Understanding the Liability Issues in Shop Drawings



Even the most detailed shop drawings can come back to hurt glazing contractors, if they don't understand the liability they carry. This seminar explains the steps involved in developing drawings and the areas of exposure and liability contract glaziers must protect against.

It also details items to watch for whether creating such drawings in-house or when sub-contracting estimates. Managing the process will also be discussed.

Faculty: Marcus Dreher is the owner of MP Drafting & Design and co-owner of LearnGlazing.com.

2:00 p.m. - 3:00 p.m.

Understanding Heavy Glass Handrail or Guardrail Systems (1 LU/HSW)



Join us as we take a deep dive into heavy glass handrail or guardrail systems including glass sizing, thicknesses and when laminated glass must be used. Gain a more in-depth knowledge of post systems, standoffs, dry and wet set systems. You'll learn about updated building codes, safety factors governing heavy glass handrail systems, authority having jurisdiction, understanding the International Code Council ESR-number, and other industry code entities (ADA, IBC, Local building code exceptions).

Faculty: Doug DeRusha, vice president of sales for Frameless Hardware Company LLC

Thursday, March 21

8:30 a.m. - 9:00 a.m.

What's All This About \$26,000 an Employee? The Real Story Behind the ERTC



Business owners have been bombarded with offers from firms that will help them recoup up to \$26,000 per employee under the Employee Retention Tax Credit (ERTC) Act. If it sounds too good to be true, it usually is.

But is this one? You'll learn how to figure out if you're eligible to apply and how to assess if it's worth it. There are some things the ads don't tell you that you will want to know. And you will get to hear from some in the industry who have gotten the ERTC. The financial ramifications will also be discussed. Is the ERTC good for your business? It depends. Come and find out.

Faculty: Debra Levy is publisher of **USGlass** magazine.

9:00 a.m. - 10:00 a.m.

Hurricane Glazing

The New York area has seen an increased number of hurricanes, super storms and weather events that have led to updated codes and new glazing applications. This session will explain what these new hurricane glazing codes mean and how they will affect your work.

Faculty: A panel of industry experts.

Registration

*To subscribe to the USGlass magazine or USGNN™, please visit glass.com/subcenter to sign-up or scan the QR code.



Save Money, Pre-Register Today!

Depending on your registration type, early registration could save you up to \$90.

For the fastest registration, visit glassexponortheast.com

Discounts and complimentary offers are not valid for Glass Expo Northeast™ '24 suppliers, manufacturing agents/dealers, non-exhibiting manufacturers/distributors, wholesalers or exhibitors registrations, or anyone under 16.

FULL REGISTRATION

Includes admission to all educational seminars, trade show floor access on both days, and the welcoming cocktail party. Registrations below are not valid for non-exhibiting industry suppliers.

\$29 USD – LIGA Member or Subscriber of USGlass magazine, USGNN™

\$119 USD – Non-member or Non-subscriber

TRADE SHOW ONLY REGISTRATION

Includes admission to the trade show floor only. Registrations below are not valid for non-exhibiting industry suppliers.

FREE – LIGA Member or Subscriber of USGlass magazine, USGNN™

\$25 USD – Non-member or Non-subscriber

(Free subscriptions to USGlass and USGNN™ are available at glass.com/subcenter.)

NON-EXHIBITING SUPPLIER – Full or Trade Show Only Registration

\$299 USD

Includes admission to all educational seminars, trade show floor access on both days, and the welcoming cocktail party. If we determine you have registered in the incorrect category, show management will send an invoice following the GENE '24 dates. Visit glassexponortheast.com and click on the attending tab to read our Glass Expos Attending Policy.

Cancellations/Refunds: Please submit all requests for cancellations and/or in writing by January 2, 2024, for non-exhibiting suppliers and February 13, 2024, for member and subscriber attendees. No refunds after these respective dates.

Suppliers

Non-exhibiting suppliers are not eligible for any free or discounted registration options. Clothing with company logos or other identifiers is not permitted. Show management reserves the right to refuse admission to anyone deemed to violate these terms and conditions. Please direct questions to the registrar at registration@glassexpos.com or 540/720-5584. To sign up to exhibit, email exhibits@glass.com.

Registration Fees

All fees must be payable in U.S. dollars.

Pre-registration rates only apply until the end of business on March 4, 2024. After March 4, 2024, registration is at onsite rates.

Interested in Having a Booth or Sponsorship?

Returning exhibitors: contact Tina Czar at 540/602-3261 or email tczar@glass.com.

New exhibitors: contact Barry Atkins at 540/602-3268 or email batkins@glass.com.

For general questions: please call 540/720-5584, email exhibits@glass.com, or visit glassexponortheast.com.

Previous Glass Expos Exhibitors:

- 3M
Access Door
Access Hardware Supply
Action Bullet Resistant
Agalite Bath Enclosures
AGC Glass North America
AGM Machinery Suppliers
AGNORA
Alumax Bath Enclosures
Americlad Quality Metalcrafts, LLC
Architectural Grilles & Sunshades
Architectural Products of Texas
arcon Flach- und Sicherheitsglas GmbH & Co. KG
Arteferro Miami
ASSA ABLOY
Astro Sheet Metal Co., Inc.
Ballistic Glass & Armor Solutions
Banner Solutions
Bavelloni America Inc.
Bella Architectural Products & Manufacturing Inc.
Besana-Lovati Inc.
BidClips
Bilco Manufacturing
Blue Star Glass
BluTec Glass Fabrication
Bohle
Bottero Flat Glass Inc.
Bronx Westchester Tempering
C.R. Laurence
Capital Tape
Cardinal Shower Enclosures
ClearShield Technologies
Cline Aluminum Doors, Inc.
CMS North America
Coastal Industries Inc.
CompanyCam
Complete Equipment Rentals
Complete Line Glass Fabricators
Cooltemper USA
CoolVu
Coral Industries Inc.
Crystal Window & Door Systems, Ltd.
Dalton Architectural Systems, Inc.
DefenseLite
DeGorter, Inc.
DeMichele Systems, Inc.
Dependable Glass Works Inc.
Diamon-Fusion International
Dip-Tech A Ferro Company
Door Control Services
Door Controls USA
dormakaba Americas
DynaLock Corporation
[DWM] magazine
Eastern Glass Resources
Eastman
EDTM, Inc.
Elumatec
Emmegi USA
Ensinger
Erdman Automation Corp.
Ergo Robotic Solutions
ESWindows
Ever Bright Hardware Company Ltd.
F. Barkow, Inc.
facades X
Faraone
Ferro Corporation
FHC - Frameless Hardware Company
FILTRAGLASS
Flexijet North America
Forel North America
GAMCO Corporation
Gardner Glass Products
GDS Estimating
GE Silicones
General Glass International | GGI
Great Lakes Lifting Solutions
Glass + Metal Craft
Glass Coatings & Concepts
Glass.com®
Glaston America Inc.
Glazlock Shims
Glazier Nation
Glazier Software
Global Security Glazing
Gonzato Group CA
Graham Architectural Products
Great Lakes Lifting
Groves Incorporated
Guardian Glass
Gunther Mirror Mastics
Haffner Machinery LLC
Hartung Glass Industries
HAWAII HINGES
HEGLA Corporation
Heiberg Engineering & Forensic Services
Helterbran Associates, Inc.
Horton Automatics
IDN Inc.
IGP Tools
IGT Glass Hardware
Illustrated Interiors
IML Security Supply
Infinite Recycled Technologies
Innovative Glass Corp.
Interglass
Ironworkers Union
JEI Structural Engineering
JLM Wholesale
Jordon Glass Machinery
Joseph Machine Company
K.S.F./Job Site 8
Kawneer Co.
KENWA Trading Corp.
Key Media & Research
– Research Division
KLEIN USA
Kuraray America, Inc.
Lattuada North America, Inc.
Leed Himmel Industries
Layr
LearnGlazing.com
LiftMyGlass
Lisec
Long Island Glass Association (LIGA)
LTS
Lucid Glass Studio
M3 Glass Technologies
Machines and Wheels, Inc.
Mainstreet Computers LLC
Magid
Mapes Panels
MAPPI AMERICA INC.
Matodi USA
Mayflower Sales Co. LLC
McGrory Glass
Mecal USA, Inc.
Midwest Wholesale Hardware
Millet Glass Industry
MyGlassTruck
NABCO Entrances
National Fenestration Rating Council (NFRC)
National Glass Association (NGA)
North American Contractor Certification (NACC)
Oldcastle BuildingEnvelope®
Omaha Wholesale Hardware
Orchard Lock Distributors
Orgadata USA, Inc.
Palmer Mirro-Mastic
Panda Windows & Doors
PDS IG, LLC
Peerless Products Inc.
Petersen Aluminum
Pilkington North America
Precision Glass Industries
Premier Glass Products (PGP)
Pres-On Tape & Gasket
Prodim USA
PTF Industrial Coatings
Pulp Studio, Inc.
Q-railing
Quality Enclosures Inc.
Quattrolifts USA
Quick Fabrication Inc.
Ray-Bar Engineering Corporation
RAMCO
Rebco Industries LLC.
SADEV USA, Inc.
SAF
Saint-Gobain Glass International
Salem Fabrication Supplies
SATINAL SPA
SBG (Standard Bent Glass)
SEG Fabrication
Select Hinges
Sika Corporation
Siteline
Skyreach Equipment, Inc.
Smart Glazier Software
Smartlift
Southern Stretch Forming
Southwest Architectural Sales LLC
SPH GLOBAL/Protectapeel
Steve Brown Machinery Solutions (S.B.M.S.) Inc.
Strategic Materials
Strybuc Industries
SuperGlass Repair and Restoration
SWISSPACER
Tanner
TBP Converting Inc.
Technoform Group
Technical Glass Products (TGP)
Tecnoglass
Techno Rubber Industries
Tempco Glass Fabrication
Top Notch Distributors, Inc.
Tristar Glass
TriState Sun Control Corp.
Triulzi North America
TRUE Contractor Software
Trulite Glass & Aluminum Solutions
TSF Supply
TSS Sales & Service
Tubelite, Inc.
Twin Pane, The Glass Source
U.S. Bullet Proofing
Upstate Glass Tempering
USGlass magazine
Vetrotech Saint-Gobain North America
Vicone High Performance Rubber Inc.
Virginia Glass and Mirror
Virginia Glass Products
Vitro® Architectural Glass
Walker Glass Company Ltd
Waterfall Bath Enclosures
Weiss USA LLC
Wesco
WHTB Glass LLC
Window Film Depot
WINDOW FILM magazine
Winpro WinTech Inc.
Winlet USA
Wood's Powr-Grip Co., Inc.
Wrisco Industries Inc.
YKK AP America Inc.