

Are You Up For Something Fresh?

By Maryanne Howell, Executive Director

I can remember sitting at my computer many years ago thinking, does the WGA really need high speed internet? At the time, I was using dial-up and wondering if it would be a worthy expense for the association. Now, umpteen years later, I can't believe that it was even a question. The answer, of course, was yes.

I can remember when fax numbers were not a part of our Washington Glass Association directory, but then one by one WGA member companies added fax numbers to their contact information. Years later, one by one emails became a part of the member listing. Then more years later, websites addresses were added. Now the latest seems to be Facebook, LinkedIn, Twitter and Google +. I am sure there are even new ones that I haven't mentioned. I have gotten as far as Facebook for the WGA; and I am sure there will be more adventures to come.



Let's face it. It is, in many respects, easier not to change, to do the same things as in prior years. Change takes effort and time. You can be sure a learning curve will be right around the corner. And, learning curves don't come stress free.

Each year, the WGA Golf Committee works hard to come up with *something fresh*, something we haven't done in prior years—at least one new thing. Some years it can be a challenge, other years the idea comes very easily.

(Continued on page 7.)

Washington Glass Association
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Summer Issue 2012



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A Pic From The Past



**GARY TOWNDROW, RGA ARCHITECTURAL SALES
WGA GOLF TOURNAMENT 2005**

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As health care reform continues to evolve with new regulations and requirements for both employees and employers, the Washington Glass Association is proud to offer an advocate and resource for our members to navigate this changing environment. The MBA Health Insurance Program, for over 25 years in partnership with Regence Blue Shield, Group Health Options and EPK & Associates has been committed to providing industry leading benefit designs, competitive pricing, and superior customer service to companies just like yours. With a strong, proven, and reliable track record of keeping costs low the program is able to provide a plan that fits every budget. Members take advantage of significantly reduced rates well below the direct market due to the large pooling power of all associated members

What makes the program different?

- ❑ *Savings: Our comprehensive benefits and competitive rates mean big savings for you!*
- ❑ *Stability: For over 25 years we have provided long-term rate stability, keeping our customers' costs low year after year.*
- ❑ *Free Wellness Benefits: All of our plans include 100% preventive care coverage at no additional cost.*
- ❑ *Dedicated Customer Service: EPK & Associates, Inc. provides personalized customer service for you and your employees, including free, full-service administration and billing.*
- ❑ *Health care reform guidance: Our knowledgeable staff will ensure your company is up to date with all necessary requirements.*

Call and see how much money you could be saving. Call 253.756.9050 WGA Office.*

The Washington Glass Association/ Master Builders Association Insurance Program

Who Can Participate?

- ▶ *The WGA/MBA Health Insurance Program is a Group Insurance Trust for WGA companies ranging from 2 employees to 500+*



Here is a partial list of WGA Members who are participants in the WGA/MBA Health Insurance Program:

- ▶ *Stephens Enterprises, Inc.*
- ▶ *National Glass Industries, Inc.*
- ▶ *Window Tech., Inc.*

Why the WGA/MBA Program?

- ▶ *Comprehensive Plan Design*
- ▶ *Focus on Preventive Care & Wellness*
- ▶ *Excellent Customer Service*
- ▶ *Regence Blue Shield Provider Network*
- ▶ *Saving on Your Benefit Package*

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Are You Up For Something Fresh?

(Continued from page 1.)

Another something fresh, the WGA launched a new website this year. After many months of preparation, the project was complete and definitely worth it. It's a website each member can be proud of when visiting. I enjoy referring industry members to our website for information gathering. We have included our member's glazing projects and also included pictures taken at WGA events. We have pictures of Board members participating in their hobbies, mine is dinner at Anthony's. We also post dinner meeting flyers, the WGA Scholarship Application, WGA Golf Tournament Registration Form, advertising opportunities and health insurance program through MasterBuilders. (See info and ad on pages 4 and 5.)

One of the most important pages is the WGA member company page. WGA members are listed with a link that links back to their own website. Your membership means you care about the health of the industry as a whole by joining an organization that promotes the glazing industry, education, its members and holds in high regard, integrity. *WGA members realize that they are not out there independently, but interdependent upon each other for success.* In addition, WGA members understand that they are giving back to their industry.

A special thank you to Bill George, General Storefronts for bringing the WGA something fresh many years ago by setting us up with our first website! What is your next fresh thing for your business?❀



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Washington Glass Association 2012 Scholarship Night



Washington Glass Association First Place \$1,500.00 Scholarship Winner Robert Borders (R) with his father, Jim Borders, Harmon, Inc., WGA Member Company.

On June 21, 2012, the Washington Glass Association met at the Embassy Suites in Tukwila to listen to David Walker, Vice President of the National Glass Association (NGA) speak on the state of the glass and glazing industry. He travelled all the way from Vienna, VA where the NGA is located. His slide show presentation is available at our web site, www.wg-a.org just click on DINNER MEETINGS on the left side of the homepage, then look for the June 21, 2012 dinner meeting information. The WGA is a long-time state chapter of the NGA. You can learn more about the NGA at www.glass.com.

That same night, we had the delightful opportunity to celebrate with a Hawaiian style buffet and leis for all in attendance as we awarded the 2012 WGA Scholarships. The \$1,500.00 First Place Award went to Robert

Borders, member company Harmon, Inc. Robert is the son of Jim Borders with Harmon, Inc. The second place award went to Jessica Weese, member company, Parker Henry Glass and Storefront, Inc. Jessica Weese is



Washington Glass Association Second Place \$1,000.00 Scholarship Winner Jessica Weese (L), Member Company, Parker Henry Glass & Storefront, Inc. with Amy Anderson, Atlas Supply, Inc. WGA Scholarship Chair and WGA Vice President.

the daughter of Jeff Weese with Parker Henry. Both scholarship winners read essays they wrote for the WGA Scholarship application. It is so rewarding listening to their life goals and being able to help them pursue their goals.

The WGA Scholarship Awards would not be possible without our non-industry related WGA 2012 Scholarship Judge, George Mills, Vice President of Enrollment for the University of Puget Sound. The WGA thanked George Mills and UPS by making a \$200.00 donation from the WGA's general fund and added to that figure \$226.00

Washington Glass Association 2012 Scholarship Night



David Walker, Vice President of the National Glass Association spoke to the Washington Glass Association on June 21, 2012
Topic: State of the Glass & Glazing Industry.

raised from a pass-the-hat at the WGA June dinner meeting. A total amount of \$426.00 was donated to the UPS Annual Fund which goes to support students in the classroom.

Watch for the next Scholarship announcement and be sure to forward the application to your employees. The WGA sends out a hard copy to each of the WGA members and also posts it on our website at www.wg-a.org, just click on SCHOLARSHIP on the left hand side of the homepage.

In order to be eligible for the Washington Glass Association Scholarship, the applicant must be (1) an owner of a WGA current



George Mills, Vice President of Enrollment for University of Puget Sound, served as the Washington Glass Association 2012 Scholarship Judge.

member firm or (2) an employee of a current WGA member firm or (3) a child or spouse of either. Also, the applicant must have held some type of community service work. They also must submit a letter of reference and answer the question, "What is your career goal and why is it important to further your education?" That's all there is to it! Don't miss out on the next WGA Scholarship. At the end of each year, the Board decides when the next Scholarship will be offered.

A very special thank you to Amy Anderson, Atlas Supply, Inc., for Chairing the WGA 2012 Scholarship Committee. Amy Anderson is also Vice President of the Washington Glass Association.❁

Washington Glass Association 27th Annual Golf Tournament
Friday, September 7, 2012 at Twin Lakes Golf & Country Club, Federal Way, Washington

27th TOURNEY



Mail, Fax or Email to:
Washington Glass Association
2661 North Pearl, Ste 276
Tacoma, WA 98407
253.756.9050 Phone
253.756.9030 Fax

Schedule:

Registration: 10:00 am
 Lunch: 10:15 am
 Shot Gun Start: 12:00 pm
 Social Hour Approx. 6:00 pm
 Dinner Approx. 6:30 pm

Costs:

Golf Sponsorship.....\$175.00 _____
 Golf, Cart, Dinner Members.....\$180.00 pp _____
 Golf, Cart, Dinner Non-Members.....\$225.00 pp _____
 Extra Optional Cart.....\$ 56.00 ea* _____
 Banquet Only.....\$ 55.00 pp _____
 Total Amount Due:\$ _____

WGA Accepts Checks, Visa and Mastercard

Note: Sponsors receive member pricing

Company Name for Sponsorship Promo Listing: _____

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*Each fivesome will automatically receive two carts per fivesome. You have an opportunity to purchase an extra cart for your fivesome.

Name Card Number Number Amount Expiration Date

GOLFER NAMES: FIVESOME SCRAMBLE FORMAT		COMPANY NAME	EMAIL
1. GOLF CAPTAIN:			
2.			
3.			
4.			
5.			

Refund Deadline: August 10th

Deadlines: Registration is open to WGA members and sponsors through July 31, 2012. Member companies and sponsors are limited to three fivesomes until July 31, 2012. Non-members may register beginning August 1, 2012, based on a first come, first serve basis. A maximum of 160 golfers.

Golf Captain's Meeting: Captain's Meeting to be held at 11:15 am to 11:30 am in Banquet Room.

Dress code: Remember, there is a course dress code which must be followed. It includes NO JEANS.

Extra Cart: Purchase your extra cart now. One fivesome automatically receives two carts!

Rule: Absolutely no alcohol to be brought on course! Beverages/food must be purchased from course.

Starting Hole Assignments: Starting hole assignments will be given to you the day of the tournament.

Lunch and Banquet: Lunch will be provided to golfers beginning at 10:15 am to 11:30 am, compliments of our Washington Glass Association Golf Sponsors!!! Awards Banquet follows tournament: Prime Rib.

Notes: TOURNAMENT IS DESIGNED FOR THE ENJOYMENT OF THE GLASS INDUSTRY AND RELATED AREAS CLOSELY TIED WITH THE GLASS INDUSTRY PLEASE. INVITE GLASS AND RELATED GLASS GOLFERS! YOUR PAYMENT RESERVES YOUR SPOTS!

***ORDER YOUR EXTRA CART NOW AS GOLF COURSE ORDERS CARTS AHEAD OF TIME.**

A Look Back
**Washington Glass Association
2006 Golf Tournament Fun!**





WGA News to Members

NORM STOW APPOINTMENT TO BOARD



Norm Stow, General Manager of Herzog Glass, LLC was appointed to the Board in June of 2012 due to an unexpected opening on the Board of Directors. On our Board Member webpage, we welcome Board Members to submit a picture of themselves participating in their hobby, Norm's picture is in a cool red vintage Jaguar.

2013 DINNER MEETING TOPICS

The Board will be meeting this coming October to brainstorm 2013 dinner meetings. If you have an idea, please contact a Board member or the WGA office and we will throw your idea in the hat. The Board votes on topics at their year end Board Meeting.

JERRY JACKSON, VETROTECH RETIRES

Jerry Jackson was on the WGA Board back in 1987 when he owned Secoma Glass. The best to Jerry during his retirement.

LIKE US ON FACEBOOK

Are you in the Facebook craze yet? The WGA has jumped into the water. You can access us on Facebook by going to our homepage at www.wg-a.org and looking for the Facebook logo, click on it and it will take you to our Facebook page. You will find pictures of industry members at dinner meeting events, golf tournaments, and also winners of our WGA Scholarship Awards. If you "Like" us then you will receive updates of postings we make. It's a fun way to keep in the loop.

CONGRATS TO ANDREW MCDONALD

Congratulations to Andrew McDonald, member company, Savage Wholesale for winning the Timely Paid Dues Drawing which took place at our June 2012 dinner meeting. He won it for paying his dues on time for the 2011-2012 dues year. Another drawing will take place in June of 2013 for those members who paid their dues timely for the current, 2012-2013 dues year.

ADVERTISE ON OUR WEBSITE

Consider advertising on our website. The process is a little different than what you are used to! Make the WGA an offer of what you feel is fair to advertising, give us an amount, the webpage you desire and the number of months you want your ad to run. That's it! The Board will review your offer. Just shoot off an email to Maryanne Howell, Executive Director at 253.756.9050.



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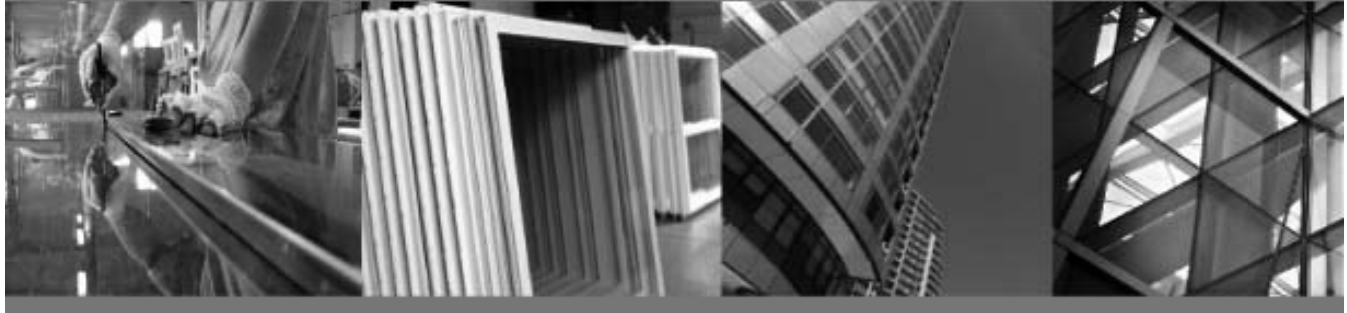
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Welcome New WGA Members

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WGA Dues Schedule	
Based on Sales Volume in Washington State	
Under \$1 Million.....	\$200.00
\$1 to \$3 Million.....	\$255.00
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\$5 to \$10 Million.....	\$495.00
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~Sam Walton

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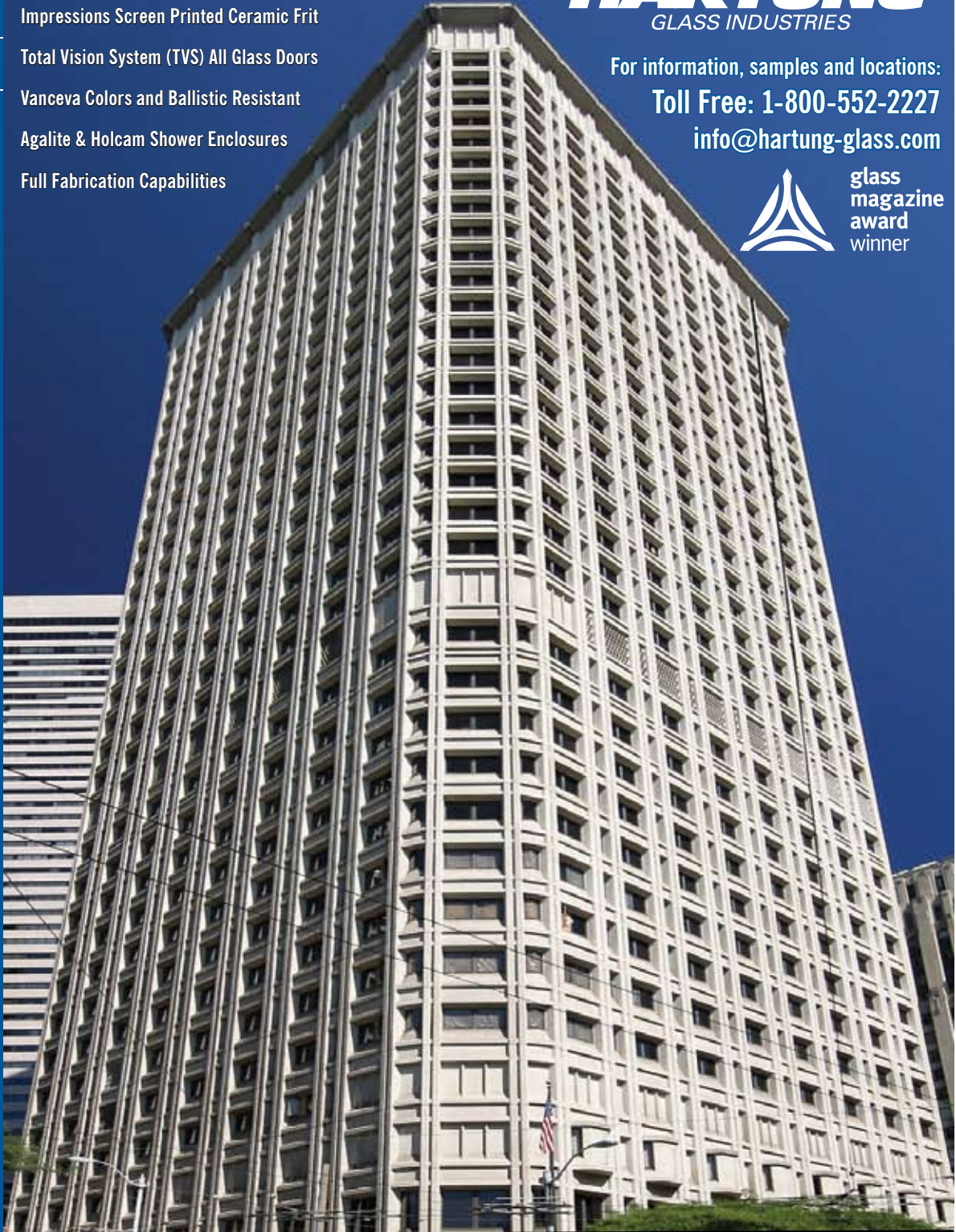
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