



# TRANSPARENT ENGINEERING

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## GLASS CANADA

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## Hartung Glass opens in Vancouver

**H**artung Glass Industries and AGC Flat Glass North America Ltd., a subsidiary of the Tokyo-based Asahi Glass Company, have announced that they have signed a definitive agreement under which Hartung has acquired the Metro Vancouver location of AGC Flat Glass, a leader in insulated glass unit manufacturing and glass distribution. Terms of the transaction were not disclosed.

Hartung Glass Industries says the location will operate as Hartung Glass Canada, effective immediately. "Hartung Glass is very proud of our roots in B.C. as an active member of the local glass and metal community for over 15 years with Lami Glass and Agalite Shower & Bath Enclosures. The addition of Hartung Canada will complement our existing lines and enhance our ability to better serve the region with an extremely experienced and talented in-place team, and our own fleet of trucks delivering to new and existing customers from White Rock to Whistler and Vancouver Island through the Okanagan and into Alberta," says Hartung president and owner Nick Sciola.

The combination of the two companies further solidifies Hartung's role in the Pacific Northwest flat glass market and will increase the value that Hartung delivers to customers.

The tuck-in acquisition is a strategic addition designed to maximize the existing synergy already offered by the teams at Lami Glass and Agalite Shower and Bath Enclo-

tures, ultimately enabling the company to offer better customer service throughout the area. The acquisition will extend Hartung's delivery capability and increase the breadth and width of the company's manufacturing and distribution business.

Burnaby, B.C.-based Hartung Glass Canada will continue to manufacture coated and non-coated insulated glass units and distribute cases of glass from all leading primary glass manufacturers, including Guardian, PPG, Pilkington, Zeledyne and AGC. Hartung Glass Canada will also act as a distribution hub for the company's complete line of hardware and architectural glass products, including laminated, silkscreened, tempered and decorative. The Coquitlam location of Agalite Shower and Bath Enclosures will also be consolidated with the new plant.

Hartung's acquisition of AGC Flat Glass advances its mission of controlled growth and increasing its presence as the leading supplier of fabricated glass products on the west coast. By combining Hartung's network of glass manufacturing plants and experienced glass experts with AGC's renowned staff, customer base and distribution system, Hartung Glass Canada will be well positioned for continued expansion.

Hartung Glass Industries continues to explore additional cities and opportunities for expanding its footprint in the west coast market.

## COMING EVENTS

### March 8

CSC No Frills Trade Show  
Metro Toronto Convention Centre  
Toronto, ON

### March 11

GAMA / ABEC / SPEC  
Writers Joint Meeting  
Executive Royal Inn  
Calgary, AB

### March 23 - 26

IGMA 10th Annual General Meeting  
Las Vegas, NV

### March 24

PGAA Annual General Meeting  
Red Deer, AB

### March 23 - 24

AAMA Southeast Region Spring Meeting  
San Antonio, TX

### March 25 - 28

GlassWeek  
Paris Las Vegas  
Las Vegas, NV

### March 28 - 30

BEC  
Paris Las Vegas  
Las Vegas, NV

### April 8

GAMA General Meeting  
Executive Royal Inn  
Calgary, AB

### April 12 - 15

NFRC Spring 2010 Membership Meeting  
Doubletree Hotel  
New Orleans, LA

### April 12 - 14

BEST2: A New Design Paradigm for Energy Efficient Buildings  
Oregon Convention Center  
Portland, OR

### May 5 - 6

AAMA Western Region Spring Meeting  
Waterfront Plaza Hotel  
Oakland, CA