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Inbound from Ireland

Carey Glass is gaining traction in North America.

They're big and they're here. Carey Glass boasts an 850,000-square-foot plant in Ireland where it produces oversized IGU for shipping around the world. The company says it makes 98,000 square feet of fabricated glass products every year.



AT A GLANCE | Carey Glass

Founded in Ireland in 1965 by three brothers from the Carey family, Carey Glass, a major global glass processor, remains a family-owned and -run company. The business grew from fabricating furniture glass and mirrors to manufacturing insulating glass units and now claims to ship 98,000 square meters of glass products worldwide every week.

“With the advent and increase of tempering technology, the business went from strength to strength”, said Michael Carew, North American sales director for Carey Glass. “We currently have three locations. Our primary manufacturing site and headquarters is 850,000 square feet and is located in southwest Ireland in Nenagh, the second largest town in County Tipperary.”

Carey has another location in Northern Ireland, which is 100,000 square feet, and a third plant in Chester, U.K., which is 85,000 square feet. Both of these plants mainly cater to the residential market while the headquarters in Nenagh is configured for both commercial and residential projects.

Carew launched the company’s North

American expansion initiative which he likens initially to an R&D project. “Our strongest market is still the U.K. We have our own fleet and are sending an average of 23 trucks per week to cities throughout the U.K. including London, Manchester and Birmingham. With Brexit negotiations ongoing, there has been great uncertainty in the U.K. market. We entered the North American market before the U.K. voted to leave the EU, and, to be honest, like many others, we were surprised with the outcome of that referendum. So our entry into the North American market place was not in any way influenced by Brexit.”

“Each year we have grown significantly the volume of projects we are supporting both in Canada and the U.S.,” says Carew. “Coming into North America, our signature strength was our oversize glass capabilities. I never thought we were going to be competitive in the quarter-inch market or tower projects, but we soon discovered that when you get over a certain square footage of volume we become very competitive.”

“We obviously specialize in double-

Headquarters:
Nenagh, Ireland

Production:
Nenagh and Lurgan, Ireland;
Chester, U.K.

Facility:
850,000 square feet

Volume:
98,000 square meters per year

Products:
Double and triple IGU,
architectural glass facades, digital
printing, internal glass partitions

and tripled-glazed high-performance products. We temper, heat soak test, laminate, curve, print and digitally print. We can fabricate a 14-foot curved IG with a simple CAD file or a PDF showing the radius.”

All of Carey’s capabilities are under one massive roof within the Nenagh headquarters, which provides benefits to architects and glazing contractors. says With the exception of the production of coated glass, which the company procures outside, all project execution

activities take place at headquarters. Unlike some of the other leading glass processors, Carey does not outsource the critical tempering and laminating processes to external suppliers. This allows it to retain total control of the attainment of the quality and delivery requirements of each project. "We're doing such high volumes of glass that we obviously have big buying power," Carew explains. "This coupled with our in-house processing capabilities makes us very competitive."

Carew shares that the initial challenge in the North American market was getting the first jobs and growing their North American fan base. Importing glass has a huge fear factor. "Keep your two fingers crossed and let's hope it all works out," jokes Carew. "It was clear that most of the professionals we spoke with were interested in importing glass, primarily to explore opportunities to improve quality and of course profits. There was real interest in both our proposals and the quality of our product. However, we needed to give a level of comfort and confidence that there would be no disadvantage from a communication or service perspective when dealing with an overseas provider."

One of Carey's strategic operating priorities is to provide exceptional support to architects and glazing contractors during the design-assist and project delivery phases. Its customers say they greatly appreciate the work of Carey's dedicated support team. For each project, there's one dedicated point of contact, the project manager. Any questions or update requirements from a glazing contractor are dealt with in real-time by the dedicated project manager. Carey recognized early that it would not only need to match but exceed the levels of support the glazing contractors were accustomed to receiving from local suppliers. "There are so many glass processors in North America," Carew says. "We knew we needed to provide world class service to further differentiate our offering."

Carew admits it was a hard sell initially convincing organizations to change direction from only buying locally. Obviously, the bottom line is what most people are concerned about. "Am I going to make money on this job? Am I getting a competitive edge? We were able to demonstrate in most cases that our solutions were very competitive even with the additional cost of transport." So the initial barrier to overcome ultimately

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Specialty products such as curved and printed glass are part of the offering at Carey. Unlike many fabricators, it does not outsource tempering and laminating.

How does one get a commercial project's worth of glass from Ireland to a jobsite in Vancouver? According to Carey, if the glass is oversized and is peeking out the top of the container, it has to go the Panama Canal route. "We have shipped IGs into Montreal and railed them across to Vancouver and down to Seattle, however we have to install capillary tubes because they're going to go over the Rockies and we don't want them popping."

Carey Glass is only seeing a small ripple effect of the ongoing trade war which is mainly transportation-related. "The trade war congests the ports and adds to our lead time," says Carey. "When containers leave our facility, we tell the customer it's a three- to four-week lead time. Every time there is talk about tariffs, everyone in America starts stocking up and it causes congestion. That three to four weeks occasionally turns into five to six because the ship is out in the water and can't even get into the port."

"Guardian and Pilkington give us phenomenal support in Europe," says Carey. "We find North American customers can be more demanding than European glaziers. They demand answers now. So, in turn, Carey Glass North America is equally demanding of our partners Guardian and Pilkington. But they give us answers straight away and it's a great service they provide to us. This obviously enables us to provide very quick responses to our customer's information requirements."

"Toronto, Montreal and Ottawa are booming," says Carey. "It's a very exciting time. In fact I heard an interesting stat in recent weeks: there's currently more cranes in the sky in Toronto than in any other North American city. There has been speculation that the U.S. is slowing down, which we obviously have to monitor closely. I had a meeting with a major U.S. glazing contractor earlier in the week and we had this same conversation about the slowdown. He says, 'We've never been busier. We don't have to quote work anymore.' I guess talk of a U.S. slowdown is premature. •

came back to trusting the service an overseas glass supplier would provide.

"Thankfully, we've done enough projects now that I can say to every potential new customer I meet, 'Go on to the website, pick any North American job you want and I will give you the customer's contact details,'" says Carew. "You can call them yourself and ask. I am very confident in providing any names to describe our customers' experience of working with Carey Glass."

Carey Glass has the interior and

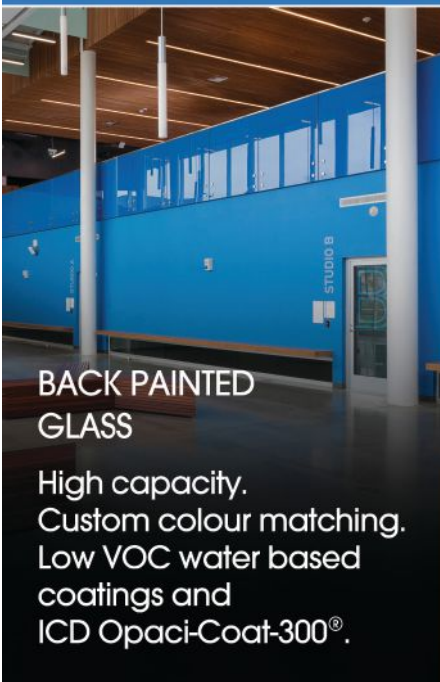
exterior of the Washington State Convention Center project which is the biggest public project in the history of Seattle.

"It's a tricky job. It's not your standard two pieces of glass. The complexities of this project are simplified with us having all processes under the one roof."

Carey Glass has projects completed or in process in New York, Boston, Chicago, Toronto and Seattle. "We're currently also finalizing an agreement to supply upcoming projects in Vancouver," Carew reports.

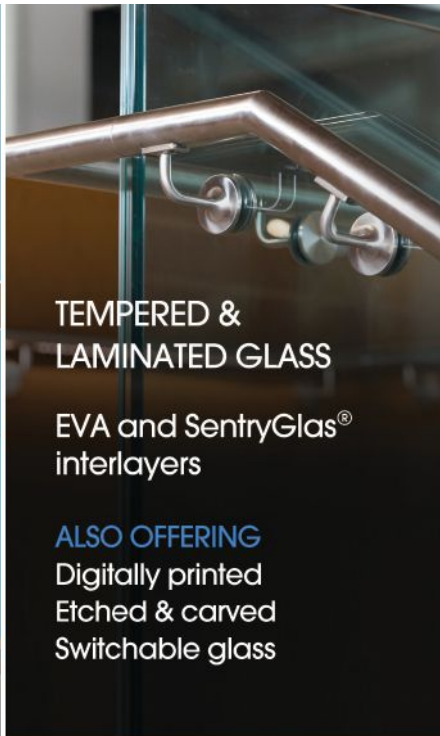
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TALKING TO ARCHITECTS

by RICH PORAYKO

With its ever-changing landscape and excess, cities like Las Vegas capture the world's imagination. Our industry's work is influenced by their trends. As an incubator of transformation, Vegas was a fitting venue for A'19 AIA Conference on Architecture 2019.

Held in early June at the Las Vegas Convention Center, the AIA is enormous. With over 150 architect-led seminars, 24 workshops, 150 tours, 130 manufacturer continuing education sessions and 650 exhibitors, there is no way you could see it all.

Glass was relatively under-represented in the over 500 sessions but did include "Designing with Fire-Rated Glass" presented by Tim Nass of Safti



Report from the American Institute of Architecture conference.

First, "Principles of Glass Selection for Façades" by Guardian Industries' Jacob Kasbrick and "Critical Code and Design Considerations of Glass Railing Systems" by C.R. Laurence's Brian Clifford and Kevin Perttu of Rice Engineering.

Big is better and biggest is best. Much to the dismay of NYC's mayor, there is a heated race to see who can produce the biggest, most efficient window or door. The variety of oversize stackable walls, tilt windows, doors on display was insane.

Matte black finishes are still hot. Apparently bronze is growing. Oddly enough, dynamic glazing such as electrochromic glass was quieter than expected.

"There needs to be engagement with the architects," said An-

drew Haring, vice-president of business development for the National Glass Association. "The specifications process is the point of entry for glass in the building so there needs to be awareness on the technical side about what glass can and cannot do. And they're not getting a version that's spun by a manufacturer. They are getting it straight from an association that doesn't have an agenda. It's about promoting glass as a building material."

"There is an assumption that everyone is here for the continuing education but that can be achieved in a million different ways," added Haring. He says that more and more architects want to see the real article. "They want to touch and hold products. There is always going to be that interest there. That firsthand experi-

ABOVE: The steady growth of the AIA Conference has turned it into a premier opportunity for Canadian architectural glass companies to interact with their most important clients: architects.



ence with the product and access to the manufacturers who are subject matter experts. We see more and more architects coming to the AIA show and in turn we're seeing them show up at GlassBuild as well."

"We're here to raise awareness among the architectural and design community about the advantages of having an independent third-party prequalification for glazing contractors," said Architectural Glass and Metal Technician program manager, Ben Beeler. "At the end of the day, we'd like the North American Contractor Certification (NACC) specified as a requirement for the installation entity." According to Beeler, NACC reduces exposure to liability to architect and glazing contractors and provides glaziers a way to secure additional projects by differentiating them from glazing contractors who have not had an independent evaluation or certification.

"We want to talk to architects," said Danik Dancause, marketing operations manager for Walker Glass. "We want them to be able to see our products in a bigger form. It gives them an opportunity to see our first-surface bird-friendly glass. AviProtek is a clear glass with visual markers following the two-inch-by-four-inch rule established by leading scientists such as Daniel Klem."


Walker's AviProtek-E bird-friendly glass solution combines acid-etched visual markers on the first surface with Vitro's Solarban high performance low-E on the second surface, creating a bird-friendly glazing solution while saving energy. "This innovation enables architects to achieve their environmental goals and earn LEED credits, while meeting solar performance targets," said Dancause.

Walker has also partnered with Pilkington to offer AviProtek-T, a discrete bird-friendly glass solution using Pilkington NA's pyrolytic coated glass. According to Dancause, Walker Glass etches patterned contrasts on the pyrolytic coated outside surface that are visible to birds but barely perceptible to humans.

Dancause says all of Walker's bird friendly products support the new CSA A460:19 Bird-friendly Building Design standard which requires first-surface application.


"By being at AIA, we have a chance of helping architects solve problems with different issues including daylighting and bird-friendly design. Ultimately, the goal is to meet with them and help support them in future projects. When you are not here, you don't have the same opportunity to meet with them."

If your world involves architects or designers, you need to be at the AIA Convention and Expo 2020 in the City of Angels. •



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