

**1. CALL TO ORDER**

The meeting was called to order at 4:00 p.m.

**2. INTRODUCTION OF ATTENDEES**

<b><u>Committee Members</u></b>
Ed Zaucha (Chairman) – APG International
Jerry Haber – W&W Glass Systems
Greg Renne - FTI
<b><u>Guest Attendees</u></b>
Mark Bartlett – DC 36
Daryn Weatherman – St. Charles Glass
Jim Purdy – Job Corps
Al Shapiro – Active Glass
Kevin Schloerb – County Glass & Metal
Al Reynolds – Boss Glass Co.
Skip Weltz – Walters & Wolf
Joe Brescia - AGA
John Kuser - NCGMA
Grant Mitchell – DC 36
Kelly Humann – FTI ATR
<b><u>FCA Staff</u></b>
Stuart Binstock, FCA CEO

**3. APPROVAL OF MINUTES:** Motion to approve the minutes was made by Jerry Haber and seconded by Greg Renne.

**4. OLD BUSINESS:**

- A. Greg Renne reviewed some of the training programs offered through FTI. Renne indicated that sheetmetal contractors are installing skylights in many parts of the country. FTI is working with SuperSky to try and change that practice.
- B. Committee members were strongly encouraged to complete the Labor Productivity Study. Currently, glazing contractors have only completed 8 surveys and substantially more are needed for statistically relevant results.

**5. NEW BUSINESS:**

- A. An extensive discussion was held on the subject of new technology, particularly regarding photovoltaics. There appears to be all across the country a blurring of jurisdictional lines between glaziers and electricians. Glaziers appear to be awarded work where the installation is systems integrated whereas electricians are being awarded the work when it is a flat panel.
- B. The IBEW is working state by state to make it illegal for anyone but an electrician to install photovoltaic panels. One attendee indicated that there are three states already where electricians can only do this work and they are working in many other states to limit this work to only being performed by electricians.
- C. The Finishing Trades Institute is working on a new glazing curriculum, which includes photovoltaics and is scheduled for release in March 2010.
- D. Architects and engineers are the professionals that are selecting the contractors to do photovoltaic installation. The opinion was expressed that if we can show them that glaziers are certified, we will have a better opportunity to obtain this work. There was some suggestion that glaziers may need a license to do this work at least in the western portion of the United States.
- E. The issue of lapse benefit payments by competitors was raised as a serious problem. The issue becomes particularly problematic when the IUPAT allows a contractor to fall behind in their benefit payments while other contractors pay their benefits in a timely fashion and are therefore at a competitive disadvantage. It was recommended that contractors who fall behind in benefit payments should have to pay interest and liquidated damages to these funds.
- F. Chairman Zaucha raised the issue of obtaining insurance for trust funds. One company that provides this kind of insurance is the Coface North America Insurance Company.
- G. In the summer Glazing Committee meeting, it was recommended that all training centers have a test wall installed in order to test frame and glass assembly for water infiltration under negative pressure. This test wall has been very successful in Pennsylvania and it was recommended that this should be included in all training centers. Perhaps one way to address this need would be to make a portable test wall and move it around to the various training centers on a regional basis.

## **6. ACTION ITEMS:**

- A. The committee recommended that the FCA needs to work with the IUPAT in a coordinated fashion to work on the issue of photovoltaics and the jurisdictional issues that are being raised around the country.
- B. Given the regional differences around the country regarding the installation of photovoltaics it the committee recommended that the FTI create regional programs that will be tailored to the requirements of that particular area.
- C. The committee recommended that the minutes of the Business Practices Advisory Committee be sent to all of the participants of this meeting and it was recommended that the Labor Productivity Study Survey form be emailed to all of the attendees of this meeting and all glazing contractors.
- D. The committee recommends that purchasing a test wall to be used on a regional basis should be accomplished by applying for an FTI grant.
- E. The committee recommended that issues for discussion at the next Glazing Committee meeting will include local labor management concerns, job targeting, and the immense growth of Chinese products in the glazing industry.

## **7. ADJOURNMENT:**

The meeting was adjourned at 5:30 p.m.

