



INTERNATIONAL WINDOW FILM ASSOCIATION®

Providing Information, Education, and a Powerful Voice for the

IWFA Responds to Recent Publicity

Recently, the International Window Film Association (IWFA) has received various telephone calls, e-mails, and other communication about an “investigative” news article appearing in a Canadian newspaper concerning an industry member who has recently joined the IWFA. The IWFA Executive Director, Darrell Smith, was even quoted in the article. The comments have ranged from a “This type of press is bad for our industry!” to “How could they become a member?” to “Why isn’t the IWFA doing something about this?” The IWFA will be happy to address member concerns on an individual basis but believes it would be helpful to publicly comment on some of the general concerns raised.

Quotes from IWFA Staff

Quotes from IWFA staff or board members should generally be considered with caution, unless they are in an article or publication produced or submitted by the IWFA for use. In some cases, the representatives are asked specific questions and then accurately quoted about that particular topic. Many times, however, the IWFA or its representatives are questioned about general issues in telephone calls or impromptu interviews; sometimes the statements made about these general issues are then “quoted” as a statement made and applied to a specific issue, i.e., taken out of context.

A good example of the potential confusion or misrepresentation occurred last summer when Darrell Smith participated in live, 30-minute television interview

(Continued on page 5)

IWFA Adopts Paper on “Infrared Radiation and Solar Heat Gain”

The IWFA Board of Directors voted to adopt a paper authored by the AIMCAL-Window Film Committee entitled “Infrared Radiation and Solar Heat Gain” as a part of its own educational materials to be made available to its members and to the public on its website and in its presentations on topics dealing with energy control. Darrell Smith, Executive Director of the IWFA, stated that “using an IR rejection number with the consumer which represents only a single point measurement in only the near infrared part of the entire solar energy spectrum has the potential to confuse consumers into believing that this number represents the total energy rejection they might expect. This can lead to the same kind of mistaken assumption which for years has existed that 99% UV protection means 99% fade protection.”

(Continued on page 3)

Inside this issue:

NFRC Marches Onward to Film Certification	2
Surveys Reveal Reasons to Join IWFA	2
New industry testing & definitions from WFC	4
Dealer Locator a Huge Success	7
Accreditation Testing to Reach 1000	7
SafeAmerica-Funding for Kids’ Futures	8
Member Comments on Insurance Programs	9
SEMA Week Summary	10
IWFA Phone Questions	11
PGC Goes Downtown DC in Style	11

Special points of interest:

- ♦ *Industry updates terms, definitions after 25 years*
- ♦ *Use of website to locate dealers and distributors increasing rapidly*
- ♦ *Accreditation opportunity to become more prevalent*

NFRC Marches Onward to Film Certification

From a summer meeting in Quebec City to a fall meeting in Santa Fe to a winter meeting in San Diego, the National Fenestration Rating Council (NFRC) continued to move forward with next steps to finalize the procedures for window films to be included in the NFRC Certification Program. All documentation and the design of the label are in place; the last steps include (1) getting their Glazing Products Database ready to accept window film data and (2) agreement on an NFRC price schedule for the labels themselves. Tentative targets to have these items accomplished is summer 2006, after which time window film manufacturers wishing to participate in the NFRC program can start submitting their products and product data to NFRC certified laboratories for simulation and approval for certification.



NFRC attendees consider ratings for annual energy performance of windows at Quebec City summer meeting



NFRC Board Listens to Member Comments During Board Meeting at Santa Fe winter gathering.

NFRC methods of testing are rapidly becoming standards which are cited in many building and energy codes, as well as in individual energy rebate or management programs. In addition, no window film can be submitted for consideration as an EnergyStar product without first having NFRC certification. So whether trying to show compliance with a local building code or to qualify for participation in a local energy-efficiency rebate program or to “prove” to a building owner or manager that the window film product you are proposing really does have the specifications claimed, the availability of NFRC certification is an important step for our industry for the future.

New Member Surveys Reveal Reasons for Joining the IWFA

In each introductory package that a new IWFA member receives, a survey is included asking what were the deciding factors for joining the IWFA. Then the new member is asked to rate the factors on a scale of one to three, with three being the most important. These factors are:

- Information on the IWFA **website**
- Information in an IWFA **newsletter**
- Information in Window **Film Magazine**
- Information/suggestions from my **distributor or manufacturer**
- Information/suggestions from IWFA **central office** personnel
- Participation in IWFA education **accreditation programs**

(Continued on page 4)

(Continued from page 1)

IR and Solar Heat Gain

In addition to this paper, the Board also adopted a revised “Recommended Standards to Calculate Properties of Window Films” which was recently completed by a special technical subcommittee for the AIMCAL-Window Film Committee and approved by the Committee as a recommended guideline for the window film industry. This aligns the recommended standards for films with those already in use by the glass, window, and door industries, as well as with NFRC and the building code references. Copies of both the paper and the guidelines are included in this newsletter on the next several pages.

“Infrared Radiation and Solar Heat Gain” **As Published by the AIMCAL-Window Film Committee** **And Adopted by the IWFA**

Solar properties for fenestration systems are calculated following recommended industry standard procedures. The recommended procedures and solar properties for the window film industry are stated in AIMCAL documents.

These solar properties are calculated in a specific wavelength range in the electromagnetic spectrum. This range is referred to as the Solar Spectrum and includes radiation from the 300nm to the 2500nm wavelengths. The Solar Spectrum is divided into three spectral regions: Ultraviolet , or UV (300-380nm), Visible, or VIS (380-780nm) and Infrared, or IR (780-2500nm). This IR range is also referred as Near Infrared or NIR. Far Infrared, or FIR, is not part of the Solar Spectrum.

Heat produced by the Sun’s rays , which passes through a glazing system, is called Solar Heat Gain (SHG). SHG has two components: directly transmitted solar radiation and absorbed solar radiation (ASHRAE 2005 Handbook Fundamentals). In order to understand the total amount of heat that may pass through a glazing system, one must understand the energy (flux distribution) that each spectral region (UV, VIS and NIR) contributes to the SHG in the Solar Spectrum.

The figure shows the direct solar energy distribution. This shows the contribution to the SHG of each spectral region to any given glazing system.

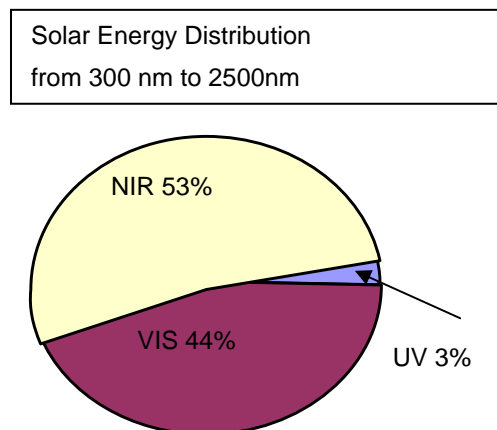


Figure Solar Energy Distribution from the 300nm to the 2500nm wavelength (ASHRAE 2005 Handbook Fundamentals– 31.14).

(Continued on page 6)

AIMCAL-Window Film Committee

Recommended Standards to Calculate Properties of Window Films

As published by the AIMCAL-Window Film Committee

And Adopted for Use by the IWFA

- Visible Light Transmittance – NFRC 200 - 2004
- Visible Light Reflectance – NFRC 200 - 2004
- Ultraviolet Transmittance – LBL Window solar and fenestration software (Tuv)
- Solar Energy Absorptance – NFRC 300 - 2004
- Solar Energy Transmittance – NFRC 300 - 2004
- Solar Energy Reflectance – NFRC 300 - 2004
- Total Solar Energy Rejection – Historical: $(1 - SHGC) * 100\%$
- Shading Coefficient – 2005 ASHRAE Handbook - Fundamentals
- Solar Heat Gain Coefficient – NFRC 200 - 2004
- U-Factor – NFRC 100 - 2004
- Emissivity – ASTM E 1933
- Light-to-Solar Heat Gain Ratio (LSG): 2005 ASHRAE Handbook - Fundamentals
- Tensile Strength – ASTM D 882 (Special reporting instructions)
- Tear Strength – ASTM D 1004
- Puncture Strength – ASTM D 4830 Section 7
- IR Reflectance or Rejection – See separate document published.

(Continued from page 2)

New Member Surveys

Conversations with other IWFA **members**

Prior **involvement** with the IWFA

This year's annual International Window **Film Expo**

The booth at the annual **SEMA** show

Other trade shows where IWFA was present

In the recent surveys received in the IWFA office, all factors were checked at least once as being a factor. **The most determining factor, however, was "Information/suggestions from my distributor or manufacturer."** Receiving the next highest rankings were:

The most determining factor, however, was Information/suggestions from my distributor or manufacturer

(Continued on page 8)

(Continued from page 1)

about the use of security films in hurricane situations. When he made a statement that he did not believe that any window protection would stay intact throughout a direct-hit Category 5 storm hitting a beachfront residence, he was quoted as saying that “window film would not last throughout a hurricane.” The entire half-hour interview was reduced to one partial statement, taken entirely out of context. If you have questions about any IWFA statement or quote in the press, please contact the IWFA for clarification.

IWFA Membership

Recent interviews about membership in the IWFA dealt with the steps the organization uses *in consideration of all applications for membership*, and with those used in consideration of a particular application.

There are multiple steps involved in membership acceptance. Membership in the IWFA is based upon written application of a company for membership in a particular category such as dealer, distributor, manufacturer, etc. The application is submitted to the IWFA office along with a copy of the IWFA Advertising & Ethics Policy signed by an authorized officer of the applying company. Either payment for the annual dues is included or has been arranged in advance with the IWFA office. The IWFA office staff has the responsibility to see if there is any reason to exclude a company’s application for consideration in the particular category in which it has applied. This would include a review of the company’s written literature and its website, if any, as well as an interpretation of whether the IWFA definition for that membership category is applicable or not, *based on the current definition contained in the IWFA bylaws*. If the applicant clearly does not fit in the category for which application is made, it is notified that membership cannot be considered in that category and that it may reapply in another category, if any is applicable. If, after review and further study, there is any question on whether a particular applicant fits into a specific category, staff reviews the findings to date with legal counsel for additional input.

Only after all this review has been done is the application submitted to the board of directors for their review and approval. Any member of the board may raise questions about an application. If these questions represent new information not previously considered by staff, then the board may decide to delay a vote until this information can be reviewed and the application resubmitted to the board for consideration. However, if there is no new information, then a simple majority of the board of directors is needed for approval of membership. All IWFA memberships are based on the process above. There is no shortcut to membership status.

IWFA Member Categories

One other issue should be noted here, and that is one of definition. The IWFA definitions currently being used are from its bylaws:

Section 2.01(a) Active Members. To be eligible for Active Membership, a person, firm or corporation must be either: (i) a manufacturer engaged in the original manufacture of window film; (ii) a supplier of raw materials and/or equipment used by the manufacturer in the manufacture of window film; (iii) a distributor engaged in the distribution of window film to dealers in window film; or (iv) a dealer engaged in the application of window film.

The IWFA staff and counsel looked at many other organizations such as AIMCAL (uses the term *manufacturer/converter*) and the Federal Trade Commission to see if there was any more precise definition generally being used. These are the ones being currently applied to applications for membership. Any suggestions on specific language to be used in any category would be welcome from the general membership.

Handling of Complaints

The IWFA does have a formal procedure which is followed in addressing all official complaints. The IWFA has no procedure for addressing complaints which are based on innuendo, rumors, third-party information, or outdated statements. If the IWFA receives a complaint in writing, from either a member or non-member, about another

(Continued on page 6)

The IWFA Responds

(Continued from page 5)

company's actions or representations, the IWFA will respond by contacting the company about which the complaint is made. After the IWFA has investigated and/or received a response (or refusal to respond), it will contact the complaining company with its findings or response.

There is also a formal process for removal of membership status, should an investigation of a *formal, written complaint about a current member* by the IWFA Ethics Subcommittee lead to a board decision to withdraw membership for a violation of the IWFA Advertising & Ethics Policy. It must be remembered that the *only enforcement power the IWFA has is to remove a company as a member*. Other means of corrective persuasion may include, but not be limited to, sending copies of the complaints or other correspondence to the Better Business Bureau, the office of the local state's attorney.

The IWFA has found that there are numerous marketplace remedies available to the complaining party, most of which are not being utilized. It is important to remember that a company suffering from unfair or illegal business practices, such as misleading or confusing advertising or claims made to the public, may have grounds for legal action. At a minimum, the threat of such action may be all that is required to remedy a situation. Unless there is misrepresentation of the IWFA itself or its members or of the benefits and uses of window film products generally, there is little legal action which could be brought by the IWFA as an organization. In such a case, more individual action is warranted.

Summary

The right to compete fairly, and in a manner conducive to the growth and best interests of the window film industry as a whole, is very important to the IWFA. The right for each member company to be viewed based on the facts surrounding its product offerings, its business practices, and the public representation of such is a guiding principle of the IWFA.

Times do change. Business practices, definitions and membership categories, dues structures—all these are reviewed periodically by the IWFA leadership. The IWFA needs and welcomes input from the entire industry in issues of concern, no matter whether positive or negative. We ask you as members to get involved and submit a list of your concerns. Fax them, e-mail them or snail-mail them to the IWFA office. They will all be presented to the Board of Directors for consideration of changes for the future. Comment or complain because the alternatives, silence or absence, change nothing.

(Continued from page 3)

IR and Solar Heat Gain

Total heat control performance comparisons between glazing systems can be done using the Solar Heat Gain Coefficient (SHGC). The US Department of Energy, the Energy Star Program, the International Code Council and the National Fenestration Rating Council require the use of the SHGC. The SHGC provides the consumer with a tool to compare the total heat gain of different glazing systems. The lower the number (less heat gain), the better the solar control performance. The SHGC includes the contribution of the UV, VIS and IR spectral regions and can be used to determine the solar control performance over the complete Solar Spectrum. *The use of performance data from any single region should not be considered representative of the total solar heat gain performance of any product.*

“any single region should not be considered representative of the total solar heat gain”

Dealer Locator on Website a Huge Success; Distributor Locator Also Available Now

The Dealer Locator function of the IWFA website has been a huge success. Last year's redo of the opening page of the site to be more of a consumer-oriented page has paid huge dividends. Not only have the total page requests increased to over 200,000, even in the slower months like December and January, consumers now use the dealer locator over 4,000 times each month with a peak in the June/July period to over 6,000 times each month. That means **consumers use the locator over 200 times each day** to find the name, address, phone number and/or e-mail address of a dealer member in a specific area. Although the IWFA office gets no confirmation from its dealer members of how many jobs are sold as a result of the website search, it is safe to say that this is bringing business to dealer members which may not otherwise have been there for them. This locator function allows the consumer to simply input a single zip code and get a list of IWFA members within a specified physical range (in miles) of that zip code.

**consumers use
the locator over
200 times each**

**this is bringing business
to dealer members**

In addition to the dealer locator, the new "Find A Distributor" function of the website is now fully operational. This locator program sorts by state in the U.S. and presents the website user with a list of all IWFA distributor members offering products for sale in that state. Outside the U.S., the program sorts by country. Although too new to have any track record yet, this added function should add much value to distributor members in their respective marketplaces.

Accreditation Testing to Reach 1000

The number of accreditation tests offered by the IWFA which have been taken to date is now 955, with more than half the year left for other testing to be scheduled.

The total number of tests taken by type are:

Automotive	51
Safety & Security	151
Solar Control	726
Advanced Solar Control	17

Of all the tests taken, over 85% resulted in passing scores, giving a total number of accreditations issued by the IWFA to date of 818. To date, Bekaert Specialty Films is the only manufacturer or distributor officially using the IWFA Tests as a part of its own dealer recognition programs, but several others (Madico, Huper Optiks, Johnson, and HanitaTEK) are already in the process of scheduling training in the balance of 2006. In addition, we expect 25-50 to sign up for testing during SEMA Week in Las Vegas in early November.



The special notation that a member has reached a level of being IWFA-Accredited in certain areas is listed on the website and in the dealer locator section. So don't be left out! Sign up today.

If you or your company is interested in participating in the IWFA Educational Programs, please contact the IWFA office at admin@iwfa.com or by calling Laura McGee at (276)666-4932.

(Continued from page 4)

New Member Surveys

- Information on the IWFA website
- Information in an IWFA newsletter
- Participation in IWFA education accreditation programs

Other reasons given for joining the IWFA were membership in a large recognized association, listing of company information on the Dealer Locator, and professional recognition for the dealer.

As shown by the survey responses, members join for various reasons, but at this point our distributors and manufacturers appear to be an important influence on new membership. The IWFA welcomes any window film manufacturer, distributor and dealer, nationally and internationally, to become members in order to keep informed on current issues facing the window film industry and to exhibit that extra step toward professionalism.

SafeAmerica Golf Tournament- Funding for Kids' Futures

The International Window Film Association was a co-sponsor along with the Weather Channel for the late fall SafeAmerica Charity Golf Tournament held this past November at the Brookfield Country Club in Roswell, Georgia. This twice yearly event raises in excess of \$50,000 two times per year with the support of its participating members and their customers and vendors. The use of this money is devoted entirely to providing scholarships to those in need to attend the Safe Teen Driving Program developed by SafeAmerica to utilize driving simulators to offer an enhanced model of driver training to young teens who can least afford such training and may need it most. Darrell Smith, Executive Director of the IWFA and member of SafeAmerica's Executive Board, serves as co-host of the event along with SafeAmerica's President Len Pagano. Darrell states "that safe teen driving includes an understanding of the need to see clearly while operating a vehicle, reducing the desire of young drivers for films so dark that it might hinder their driver performance behind the wheel." In addition, the window film industry is viewed as a full partner in road safety by SafeAmerica's other members, which includes Travelers Insurance, Allstate, Motorola, Nextel, Verizon, Ford Motor Company, Lockheed Martin, Dodge, Pepsi, Lowe's, Publix, Home Depot, and Cox Communications, to name only a few.



Darrell Smith helps hand out donated prizes to tournament winners.



Officers of SafeAmerica participate in announcement of opening of new education and training center.

John Marshall of Delta Airlines, the 2005 Chairman of SafeAmerica, also used the tournament as the venue to announce that a grant had been received which would enable the organization to begin work on the new Siegel Center for Education (named for Ms. Betty Siegel, the very first Chair of the Foundation) wing of the SafeAmerica facility. This facility will serve to enlarge the training, meeting and education offerings of the foundation.

The next tournament is scheduled for June 5, again being held in the Atlanta area. If you are interested in playing or in sponsoring a foursome to play in this very worthwhile tournament, please contact Darrell Smith by e-mail at darrell@sitestar.net or by phone at (276)666-4932 for more details.

**Dealer Member Comments on
IWFA Insurance Programs Offered**

CARBERRY WINDOW FILM, INC.

230 Ferris Avenue
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February 16, 2006

IWFA ADMINISTRATIVE OFFICES
LAURA MC GEE

Dear Laura,

I would like to thank IWFA for the opportunity to align me with Chuck Schuelke at B.B. & T. Insurance Services, Inc. located at 113 South Wayne Avenue, P.O.. BOX 700 Waynesboro, Virginia 22980

From the very start, Chuck made me feel like an old friend. His confidence in his ability to save me money on my insurance premiums came through loud and clear. The fact that there is a category for window tinters specifically helped me secure a very favorable policy. Not only is Chuck a comforting voice on the phone, his staff exudes the same sense of hands on know how and understanding. All business interactions should be this pleasant, quick and positive.

I recommend that anybody in the Window Film business, regardless of company size become a member of IWFA if they are not already one, and contact Chuck and his stellar team to get the best bang for their buck. They will be pleasantly surprised.

Thanks again Laura,


Bob Carberry

SEMA Week Successful Once Again

Over 2,000 companies came to Las Vegas in November 2005 as exhibitors with 552 of them for the first time. Over 100,000 attendees from all 50 states and over 100 other countries converged on the huge event, which grows larger every year. And the number of registered buyers on the show floor increased by 10% over the previous year.



The window film industry was also out in full force, with all the IWFA member manufacturers exhibiting, as well as several others from the U.S. and at least six international ones. So if you want to be where the industry and action is next November, make your plans early to get to Vegas for SEMA 2006.



Categories of Questions Handled by the IWFA Staff

The IWFA staff handles many different types of phone calls each day. These calls generally come from three distinctly different groups: consumers, dealers, and researchers. "Consumers" would include vehicle owners, car dealers, homeowners, renters, owners and managers of apartment buildings and commercial buildings, and government officials responsible for the operation or oversight of a public facility such as a post office, social security office, or military base facility. The calls from them would include:

- Questions about tint laws
 - Referred to state law charts
- Asking for dealer referrals
 - Referred to dealer locator
- Requests for more information on film specifications
 - Referred to manufacturer websites and sent brochure
- Checking to see if a particular dealer is a member or not
 - Referred to dealer locator
- Questions about whether film qualifies for energy tax credits
 - Referred to statement posted on website
- Questions about how to inspect finished film jobs
 - Sent copy of Visual Quality Standards handout

Dealers would include all types (automotive, residential/commercial and safety/security) and both members and non-members. The IWFA gets just as many calls with questions from dealers whose distributors and/or manufacturers are not members than we do from our own membership. In fact, in many cases a dealer joins the IWFA as a result of this assistance help. Questions from dealers would include all the consumer questions listed above as well as the following:

- How to help consumer who has gotten a ticket for illegal film
- How to join the IWFA
- What insurance programs are offered by the IWFA
- What manufacturers belong to the IWFA
- Does his/her distributor belong to the IWFA
- What are steps to becoming IWFA-accredited

Researchers would include investment firms looking at the window film industry for lending or investment purposes; architectural or engineering firms looking for alternatives to window or door replacements; energy management firms or utilities looking at film use for energy conservation or demand side management programs; safety/security firms or company security specialists looking at mitigation technologies; members of the glass, window, and door industries seeking general information on films; media personnel from press, radio, and television looking for story information; and actual students, from high schools to graduate schools, doing research for use in writing papers on energy control or safety issues. Any calls from these types of individuals or companies are not answered by staff but referred directly to the Executive Director to handle.

Questions they would pose would be:

- Size of the window film market, both domestic and international
- Market segments, and the estimated contribution of each to the total market
- Market share estimates by brand and/or manufacturer
- Key players in the market, both at manufacturing and in distribution

(Continued on page 12)

Types of Phone Calls

(Continued from page 11)

- Distribution channels utilized in the industry
- Trends in the marketplace and how industry is responding
- Threats to the industry, both near-term and longer term
- Technological breakthroughs on the horizon

Much of this information is either not available to the IWFA and/or not shared by the IWFA. General estimates of the entire industry size and of channels utilized, discussions of the trends in the marketplace, and threats to the industry have already been shared in magazine articles or in presentations to other groups or at tradeshow, so these items do not present any problems. However, any questions about market segments, market shares, key players, or new technologies (not yet announced to the public) go unanswered and the researcher is referred to speak directly with the manufacturing members of the industry instead.

As you can easily see, the IWFA is becoming viewed more and more as an unbiased repository of answers and references about window film both outside and inside the window film industry. And more and more people are calling or checking the website for information consistently (see the companion article in this issue about website use).

PGC Goes Downtown in Style for Fall Symposium

After a moderately successful Spring Symposium in Chicago in March 2006, the Protective Glazing Council (PGC) has announced that its fall symposium scheduled for October 17-19 in Washington, D.C., will be held in the Ronald Reagan Building and International Trade Center, a prestigious downtown Washington meeting and conference center. In addition to the symposium, there will be a full hall of exhibitors as the spaces sold out immediately upon announcement of the date and site. Make your plans early to attend the membership meeting on October 17 and at least one if not both days of the symposium held on October 18 and 19. For more information, go to www.protectiveglazing.org.



Steve Smith of GSA review glazing requirements



Attentive Crowd at Chicago PGC Meeting

Meet Your IWFA Staff



Darrell Smith, Executive Director

I have been involved with the window film industry in one way or another for over thirty-five years, serving the last ten as the Executive Director of the IWFA itself. I am fascinated by this industry-- with its market range from consumers to large hotel and commercial building chains and government agencies; with its product ranges from simpler colored products needing only to stick to a glass-like surface to those redirecting light rays and using ceramics and nanotechnology; and with its educational and promotional needs from small training classes with dealers to testimony before hundreds of building officials.

I enjoy new ideas, new challenges, and new approaches to old problems or situations, so the IWFA presents me with a goldmine of opportunities for working in areas which appeal to me personally. When not traveling, I reside in Martinsville, Virginia, with my wife and son. I enjoy golf, dirt-biking, and trying to keep my lawn in decent shape.

Laura McGee, Administrative Manager

After leaving my career as a high school media specialist, I found that I was not cut out to be a "stay-at-home" person. So I started looking for the perfect "second career". After trying several things such as working as a substitute teacher (could not deal with the discipline problems), serving as a customer service rep at a major home center (loved the job but did not like working at nights and on weekends), and answering e-mails at a catalog call center (found this boring), I answered an ad in the local newspaper looking for multi-tasking office staff personnel.

This turned out to be my lucky day because I found the perfect second career and, after five years, I am still here and can honestly say, "I love this job!" Having been in the field of education, I had never heard of window film. But working with the IWFA and learning about the window film industry has been an education in itself. I enjoy the phone contact with members each day and meeting them at the various trade shows. Working with the Accreditation Program goes along with my philosophy of education: the more you learn, the more professional and credible you are. Another major plus to the job is there are no teenagers to deal with!



Jessica Gray, Office Assistant

I am 21 years old and an elementary education major at Old Dominion University. I enjoy reading and taking outdoor trips in my spare time.

I enjoy working for the IWFA because it allows me to work in a relaxed environment, learn many new things, and chat with interesting people while still pursuing my goal of becoming an elementary school teacher.

I especially appreciate the patience and understanding that many of you showed me in these first few months that I have worked here. I look forward to working with you more in the future.



SPRING 2006



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Ask your distributor or manufacturer if they belong to the IWFA! If not, why don't they, especially if you do!!

INDUSTRY CALENDAR 2006/2007

EVENT	SPONSOR	WHEN	WHERE
Glass Expo 2006	Americas Glass Assn	May 12-13, 2006	Anaheim, CA
AAMA National Summer Meeting	AAMA	June 25-28, 2006	Lake Tahoe, CA
NFRC Summer Membership Mtg	NFRC	July 24-27, 2006	Minneapolis, MN
Glass Expo Midwest	Key Communications	August 9-11, 2006	Chicago, IL
GlassBuild America	NGA, GANA, AAMA, IGMA, BEMA	September 19-21, 2006	Las Vegas, NV
IWFA Annual Meeting	IWFA	September 20, 2006	Atlanta, GA
GANA Fall Conference	GANA	September 20-22, 2006	Las Vegas, NV
AAMA National Fall Meeting	AAMA	October 15-18, 2006	Las Vegas, NV
PGC Fall Symposium	PGC	October 16-18, 2006	Washington, DC
2006 SEMA Show	SEMA	Oct 31-Nov 3, 2006	Las Vegas, NV
NFRC Fall Membership Mtg	NFRC	November 5-9, 2006	Arlington, VA
Glass Week 2006	GANA	January 20-25, 2007	Sarasota, FL
AAMA Annual Meeting	AAMA	February 11-14, 2007	Marco Island, FL
BEC Conference 2007	BEC	March 4-6, 2007	Las Vegas, NV
NFRC Spring Membership Mtg	NFRC	March 5-8, 2007	Austin, TX
NFRC Summer Membership Mtg	NFRC	July 23-26, 2007	Seattle, WA
NFRC Fall Membership Mtg	NFRC	November 5-8, 2007	Memphis, TN