



# Building a Network at GlassBuild

## *The close-knit world of the fenestration industry*

I recently read Jim Plavecsky's column in *Door & Window Market Magazine (DWM)*, where he describes a familiar situation.

Jim is the owner of Windowtech Sales in Columbus, Ohio and an author of several books on the fenestration industry. In his column, he describes watching an industry colleague and friend leave the industry to take a job in another – only to come back in less than a year.

The friend admits the window industry is like the lyric in the Eagles' song "Hotel California":

“ You can check out anytime you like, but you can never leave. ”

And it's so true. The fenestration industry is too interesting – and well, fun – to just leave. The common knowledge and challenges that working in the window industry present become a shared language. Industry friends grow in this knowledge together, and industry events and trade shows bring us together.

Which leads us to the upcoming GlassBuild tradeshow – always one of the biggest, if not the biggest events of the year for the fenestration industry. And a chance to reconnect with old friends, make new ones and see what's on the horizon. In short, it's a great time. And what other industries can say that about their tradeshows?

So, if you're attending GlassBuild 2018, be sure to take full advantage of the networking there.

As Jim has said, "The friendships you acquire with colleagues are true – and last a lifetime. Even when friends become competitors, the friendship never wanes."

**Please join us.**

We'll be at booth #1051 showing off our recent innovations, design trends and the latest in sustainability practices that are leading the way for window and door professionals.

Please stop by for a drink. Ask for me by name. I would love to chat with you.



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