

One On One With Gary McQueen of CGH



Gary McQueen

Vice President of Sales & Marketing

Consolidated Glass Holdings - Architectural Division



Q Consolidated Glass Holdings has some unique services and offerings; can you give an overview of the organization?

A CGH is uniquely positioned to fabricate a wide variety of high-quality architectural glass and security glazing products. Our Architectural Division includes Columbia Commercial Building Products, J.E. Berkowitz, and Solar Seal, while our Security Division is comprised of Dlubak Specialty Glass Corporation and Global Security Glazing. As a single-source fabricator, we provide customers with an integrated package that may include exterior insulating glass units, decorative interior glass, bent glass, bullet-resistant glazing, delayed forced-entry CHILDGARD® security glazing and INVISIWALL® engineered glass systems for their buildings. We recently merged our Architectural Sales Team across our northeast facilities to deliver consistent high-quality customer service, reduce lead times and meet customer expectations.

Q Let's talk more about INVISIWALL® glass systems. What makes this product line so popular in the industry?

A INVISIWALL offers the beauty and visibility of glass in attractive all-glass doors and entrances, interior office spaces, glass canopies, point-supported glass applications, shower enclosures, glass balconies and glass handrails. Our customers gain a competitive advantage in sourcing architectural glass, hardware, shop drawings and engineering stamps as part of a complete package. CGH offers standard and customized INVISIWALL solutions that can be shipped across the country with flexible delivery options. We are excited about the launch of our new INVISIWALL shower enclosures, which also include architectural glass and hardware as a package.

Q The CGH companies continue to evolve with product offerings, but also focus on quality and manufacturing. Can you give us some insight on the attention to detail that takes place on the floors at CGH locations?

A CGH production leaders are continuously improving both quality in manufacturing and production efficiency. As a result, customers receive high-quality architectural glass and security glazing products that meet the tightest industry standards. Our project teams value customer feedback, which enables us to improve service quality and maintain on-time and in-full orders.

Q Most economic forecasts are showing positive growth in 2019. What are you and the team at CGH expecting?

A We anticipate another strong year for both the industry and CGH. There is increased demand in "hardening the building shell" in K-12 schools, and CHILDGARD security glazing is the ideal solution for delayed forced-entry glass. The architectural segment continues to grow and there is significant focus on shipping glass on time to meet project schedules. CGH's fabrication facilities are strategically located throughout the United States. We align each new project with the optimal fabrication site to meet quality and schedule requirements.

Q There are many excellent fabricators in the industry. Why should someone work with CGH?

A Our People. CGH offers industry-leading sales, customer service, delivery, quality and technical support—all driven by employees who care about customers and our relationships. Each project offers a new opportunity to partner with our customers, meet expectations, and help our customers secure new work.

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