



In one of the largest capital projects in Memphis history, St. Jude Children's Research Hospital will erect a \$412 million research center complete with futuristic, glass-walled laboratories nestled amid open-space areas to give scientists a chance to share ideas and discoveries as they talk shop. This is roughly an \$11 million glass job, and we are excited to have been awarded the contract with Flintco Construction.



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Letter from the President



The first quarter of the year has always typically been the slowest quarter of the year, and this year is no different. In recent years we have been extremely busy during this time. It's just the way our projects fell. It was actually nice to enjoy the holiday season by being a little slower this year.

The early part of this year, we will be completing some of our largest projects from last year, such as Singing River Hospital, Mississippi Arts + Entertainment Experience, and St. Jude ALSAC—all good projects for the company. Although the start of this year will be a little slow, the second half of the year will have us busier than ever. We are currently negotiating our contracts on the St. Jude Research Center in Memphis, The Four Seasons in New Orleans and the Phoenix Orange Beach II in Orange Beach—just to name a few. Our current backlog of work will keep us busy through 2019. A great problem to have!

I'm excited about the projects we are landing, and I look forward to what looks like a boom for the construction industry over the next few years. Thanks again for all your hard work and for doing your part in making this company what it is today.

Under Construction

Mississippi Arts + Entertainment Experience

St. Jude ALSAC

Thirty-One



Safety Spotlight

Paul Barfield at Thirty-One

We would like to recognize Paul for his outstanding emphasis on safety at the Thirty-One condo project in Seagrove, FL.

We appreciate your hard work, Paul!



On the Horizon

Four Seasons Hotel in New Orleans, LA

We recently entered into a Joint Venture with Zinsel Glass in New Orleans to take on the Four Seasons Hotel project, which is roughly a \$25 million glass job.





Blast from the Past

Employee Birthdays

MERIDIAN

JANUARY

- 07 Pat Jenkins
- 09 Justin Smith
- 19 Sherie Dover
- 20 Kristen Smith
- 24 Mason Terry
- 25 Kelli Blackwell

FEBRUARY

- 19 Dale Minchew

MARCH

- 22 Stephen Dyess

GULFPORT

JANUARY

- 07 Djay Ladner

FEBRUARY

- 08 Paul McKeown
- 13 Wendie Marler

MARCH

- 16 Josh Smith

FOLEY

JANUARY

- 01 A.J. Davis

FEBRUARY

- 21 Adam Brumbelow

MARCH

- 07 Janet Crabtree
- 31 Josh Bowers

Milestones

1 YEAR

- Kelli Blackwell
- Keith Bowe
- Michael Harwell
- Kristen Smith

2 YEARS

- Will Covington

3 YEARS

- Josh Bennett
- Ronnie Majkrzak

11 YEARS

- Jack Rush

14 YEARS

- Keith Bowe
- Daniel Fogle

RECIPE

Bobby Sauce

Bobby Sauce was originally created by Robert's dad, Bobby Smith. Since summer is just around the corner, we thought we would share this family recipe with you—as it is perfect to put on all foods when grilling out. We hope you enjoy!



INGREDIENTS

- 1 stick of butter
- 1 whole lemon
- Worcestershire Sauce
- Tiger Sauce
- Teriyaki Sauce

- 1 Combine all ingredients in a small pan.
- 2 Squeeze lemon juice into pan.
- 3 Taste and, if necessary, add more butter.
- 4 Bring sauce to a simmer and serve.



Robert "Bobby" Barksdale Smith

August 12, 1931-March 29, 2016



Glass Inc. Trivia

1. What was our first ABC Merit Award Project win?
2. Which project did we sell the material twice on after Hurricane Ivan?
3. What is the most difficult purchase for Robert to approve?
4. Name three projects that Glass Inc. was recognized for being the largest of its type in the world at the time?
5. Who coined the term "panty head"?

TRIVIA ANSWERS 1. The Riley Foundation Building in Meridian 2. Bella Luna 3. Tires 4. Turquoise Place (largest E-Wall job); Memorial Hospital (largest unitized impact rated curtainwall project); Century Link Headquarters (largest view glass project) 5. Wendie Marler

FEATURED

Johnny Cumberland



Johnny Cumberland—Born and raised in Meridian. Married to Tina for 36 years. Together they have two children, Kylie and Hunter, and two grandchildren, Jaeger and Huntley.

Darren Graham, a former employee, and Johnny were coaching their sons' baseball team together back in 2003. Darren was working for Glass Inc. as an estimator then, and he had encouraged Johnny several times to talk to Robert about working here. *"At the time, I was working for Celotex Corporation, and I was content to stay there until I was eligible to retire at the early age of 54."* It took Darren almost two years to convince Johnny to sit down with Robert, but when he came and interviewed in early September 2005, it was an immediate connection. *"I came to work for Glass Inc. October 17, 2005, and my first day on the job I started working on a glass take-off for the Turquoise project. I thought to myself... man they really do some big glass jobs here... not knowing at the time it was the largest job Glass Inc. had ever done, and the largest still to this day."* There were only two other estimators, Darren and Doyle Bryan, who was the Contract Manager at the time. It didn't take Johnny long to feel at home when he discovered they all loved the outdoors. *"My nickname back then was MacGyver, and it didn't take me long to figure out that when you are off on one of those Smith Adventure Trips, you will probably need some of those fix-it skills just to survive."* Johnny was promoted to Contract Manager in 2011, and he now has six Estimator/Project Managers and two wonderful employees in the Contract Billing department.



In his spare time, Johnny enjoys hunting, fishing, traveling (mostly on hunting and fishing trips) and spending time with his family. Another hobby of Johnny's is building things. He even built his house—his entire house! Johnny cut down the trees and sawmilled and dried his own lumber before he began the building process. *"It took me four years from the time I started digging footings to the day we moved in. It was a rewarding experience that I could not have accomplished without the help of my family and a few close friends. I will tell you now, I would never do it that way again."*

Johnny and Tina attend NorthPark Church and attribute their successful marriage to "our faith in God and the support of our Church family." Not long after joining Glass Inc., Johnny began encouraging others to join the Glass Inc. team. *"I have known and/or worked with several of the men and women here for well over 30 years. Henry Eldridge, Pat Jenkins and, of course, my brother, Jerry Ray, are a few on that list. Glass Inc. is a great place to work. Most days are very challenging, but I actually enjoy it. I consider Robert and many of my co-workers to be close friends. Most days, you will find us neck deep in a set of drawings; but other days, you may find us knee deep, in the Delta mud or up in a deer stand or at 10,000 feet in the Rocky Mountains. I am truly blessed to have such a great place to work, and I appreciate the opportunity Robert gave me so many years ago."*

FEATURED

Henry Eldridge

I was born and raised in DeKalb, MS, and I moved to Collinsville, MS, in 1986. I worked at CertainTeed for 19 1/2 years. I started working here on April 17, 2007 to run the fab shop. Robert said, "Henry, can you read a tape measure?" "Well, yes I can." "Okay good, that's all you need to know." I realized real quick that there was way more to this job than just knowing how to read a tape measure. The first six months of working for Mr. Max really tested me. Once we got over that hump, I couldn't have asked to work for a better man. He was a hard man, but a good man. That was rough for the whole company... losing him.

The biggest thing I like about Glass Inc. is the ability to see our work on these big jobs once they are all said and done. It is nice to say I had a part in that.



I have been through a lot in the last 11 years, and Robert and Beverly have been very good to me. Glass Inc. is a very family orientated place, and Max loves it too. Plus, I have never worked at a place where you get to hunt, fish and enjoy the outdoors as much as we do. It's nice that Robert gives you the time to enjoy the things you want to enjoy.



What I love is that Glass Inc. is not just all about the work. It's my family. I couldn't have made it through the passing of my wife, Barbra Joe, and my dad without the help of Robert and Beverly. I truly understood how great of a place Glass Inc. was when I went through that tough life experience. I wish I could've worked here several years before I got here. I love working here, and I couldn't ask to be at a better place.

"What I love is that Glass Inc. is not just all about the work. It's my family."

Popular Quotes

“ Ideas are a dime a dozen. People who implement them are priceless.”

– Mary Kay Ash

“ The quality of a person’s life is in direct proportion to their commitment to excellence, regardless of their chosen field and endeavor.”

– Vincent T. Lombardi

“ Human progress is neither automatic nor inevitable... every step toward the goal of justice requires sacrifice, suffering, and struggle; the tireless exertions and passionate concern of dedicated individuals.”

– Martin Luther King, Jr.

“ No matter what language we speak, we all live under the same moon and stars.”

– John Denver



In the Spotlight



ASA Drawdown Event

On February 23, we were proud sponsors of ASA's first annual \$10,000 Mardi Gras Drawdown in Jackson, MS. ASA is the united voice dedicated to improving the business environment in the construction industry by representing subcontractors before all levels of government. We are proud to be a part of such a great organization!



Leadership Lauderdale Youth Tour

In Meridian, on February 13, we had the opportunity to educate the students of Leadership Lauderdale Youth on the glass business and give them a tour of the MAEXX, which is scheduled to open in April.



10-Year Jackets

We would like to thank Jack, James, Henry, John and Jerry for 10 years of service at Glass Inc.!

Glass Inc.

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Thoughts and suggestions are welcome. Please submit comments to kristenmc@glassincorporated.net