

Airwaves

Winter 2019



Scott Lange, President

A Challenging Year with Miles to Go

Thanks to all of you, Glasfloss has had an extremely busy year. Based on what we see and hear it looks like the current trend will continue right through the winter months. We have a great deal to be thankful for and many improvements are in the works to handle your needs in the New Year and beyond. From increased staffing, to new equipment, to expanded shipping capabilities, we have been tailoring our response by facility to meet customer needs.

We hope that we have served you well through this record breaking business cycle. Extreme demand, disruptions to the supply chain, price volatility, operational cost increases across the board, are all symptoms of an overheated market place. If you experienced longer than normal lead times this past year, I assure you it wasn't due to a lack of effort. Our people worked extremely hard and appreciated a little time off over the holidays. We hope all of you enjoyed the holidays as well, you deserve a break too. Great job to all for taking care of customers in a crazy year.

We have and will continue to make progress toward operational goals and controlling costs by implementing proactive measures with the most experienced workforce in the industry. From top to bottom our team is totally focused on providing the products and services you have grown to expect from Glasfloss.

Top Gun Sales Award 2018

Brian Myslinski has won the Glasfloss "Top Gun" sales award for 2018. Brian has been with Glasfloss for over 20 years and is currently the District Manager over the southeast territory. This is the third "Top Gun" win for Brian!



Robert Burnette, New National Sales Manager, ARW Division

Robert Burnette has been promoted to National Sales Manager, ARW Division. Robert has been with Glasfloss for over 10 years and was formerly the Assistant National Sales Manager, ARW Division. Congratulations on your promotion Robert!



John Lane, New District Manager

John Lane has joined the Glasfloss sales team as District Manager, ARW Division, covering the eastern United States. John has been in the HVAC Filter Industry for 10 years and he is a Certified Air Filter Specialist.

Celebrating 20 Years in Reno!

It has been 20 years since the first air filter came off the production line in Reno, NV. Efrain Mondragon, the original Plant Manager, is still running the Reno facility along with an excellent crew of production and shipping team members. Happy 20th Anniversary to the Reno plant team!



Mike Salyards, New District Manager

Mike Salyards has joined the Glasfloss sales team as District Manager, AFD Division, covering the south central territory. Mike has extensive experience in the HVAC Filter Industry including: End user sales, distribution sales management and regional sales management.

Todd McGrath Promoted to Senior Engineer

Todd McGrath has been promoted to Senior Engineer. Now in his 18th year in the Glasfloss Engineering Department, Todd supports product development and improvement, equipment enhancements and internal and external filter testing verification. Todd is a voting member and Vice Chair of ASHRAE SSPC 52.2 and will be Chair within three years. Congratulations on your promotion Todd!



Mitchell Lange, New Process Engineer

Mitchell Lange has joined the Glasfloss team as Process Engineer. Mitchell is the first fourth generation member of the Lange family to work for Glasfloss, a company his great grandfather founded in 1936. Mitchell Lange is a graduate of the University of Wisconsin with a Bachelor of Science degree in Mechanical Engineering.

AHR Expo - Atlanta, GA

Glasfloss will be hosting a booth at AHR Expo Atlanta, GA January 14 - 16. If you will be attending the show, please stop by and visit us at booth #B3875

