

CAPABILITY STATEMENT

JE Berkowitz, LP

ISO 9001:2008 Certified

Company Overview

JE BERKOWITZ began operations in 1920 in the Philadelphia metro area. Under the leadership of three family generations, an initial glass silvering business has grown into a leading architectural glass fabricator. Today, located in Pedricktown, New Jersey on a 23-acre site, we operate in a 200,000 square foot facility, employing over 250 people, and operating with the newest and most precise glass fabrication equipment in the industry.

Our architectural glass fabrication capabilities include: insulating glass, heat-treated glass, silkscreen and spandrel glass, laminated glass, all-glass doors and entrances and point-supported glass systems and canopies, for both the domestic and overseas markets. We have extensive experience with LEED and green build. We promote eco-friendly products and delivering systems which contribute to LEED certification.

Company Designations:

DUNS: 002283125

CAGE: 19752

NAICS

327211 - Flat Glass Manufacturing

327215 - Glass Product Manufacturing
Made of Purchased Glass

423390 - Other Construction Material
Merchants

SIC

1793 - GLASS AND GLAZING WORK

1799 - SPECIAL TRADE

CONTRACTORS, NEC

3211 - FLAT GLASS

5039 - CONSTRUCTION MATERIALS,
NEC

PSC

5680 - MISCELLANEOUS CONS'T
MATERIALS

9340 - GLASS FABRICATED
MATERIALS

Y300 - CONSTRUCT/RESTORATION

Z111 - MAINT-REP-ALT/OFFICE
BLDGS

Set-Aside:

Small Business

Point of Contact:

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Products/Services:

Insulating Glass Units (IGU): Insulating glass units are typically constructed of two pieces of glass with an air space between, sometimes it is argon gas-filled, to increase the thermal resistance of the unit. They keep cold weather out of the building in the winter and hot weather out of the building in the summer. They are available with annealed, tempered, laminated, Low-E, screened, etc., glass.

Laminated Glass: Laminated glass consists of a protective interlayer, usually PVB (polyvinyl butrayl), bonded between two panels of glass. The bonding process takes place under heat and pressure in an autoclave. When laminated under these conditions, the PVB interlayer becomes optically clear and binds the two panes of glass together. Once sealed together, the glass "sandwich" behaves as a single unit and looks like normal glass. The benefits of laminated glass include safety, security and sound attenuation.

Tempered Glass: Tempered safety glass is produced from annealed glass by a heat treating process that takes the temperature up to 1200° F and then rapidly cools the glass. The result is a glass product that is four to five times stronger than annealed glass of the same thickness. When sufficient force is applied to destroy it, the glass crumbles into small crystals that will not cut or harm anyone. An intermediate process called heat strengthening raises the strength of the glass three to four times, with a break pattern similar to annealed glass.

Ceramic Frit Glass: Fritted glass is a tempered glass to which a colored enamel ceramic is applied. Sometimes a design is applied by screening to limit the light and solar energy from entering the building. It is available in a variety of patterns and colors. When the glass is heat-treated, the ceramic is fused to the glass surface. This produces a ceramic coating almost as hard and tough as the glass itself.

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Production Capabilities:

- Three fully automated, vertical IGU lines with robotic sealing, sizes to 96" x 168". JE Berkowitz has the capacity to produce over 2,000 IGUs per day.
- Three fully automated horizontal tempering lines with capacity to 96" x 168" or 84" x 180", in thickness from 1/8" through 3/4". JE Berkowitz has the capacity to produce over 40,000 sf per day (approximately 2,000 windows 48" x 60").
- Three fully automated cutting lines for sizes up to 130" x 204", thicknesses of 1/8" through 3/4". JE Berkowitz has the capacity to cut 50,000 sf per day (approximately 2,500 windows 48" x 60").
- One heat-soak oven to test tempered glass in sizes up to 98" x 168", thicknesses of 1/8" through 3/4".
- One autoclave and laminating line for sizes up to 96" x 192", all thicknesses.
- One precision double-edger, three straight-line edgers.
- One CNC precision shaping and edging machine.
- Numerous notching and hole-drilling equipment.
- Fourteen bridge cranes for material handling.

Key Personnel:

- **Edwin Berkowitz:** Ed is the Chairman of JE BERKOWITZ and second generation of the company founded by his Father, Jacob E. Berkowitz, in 1920 after Army service in World War I. In 1950, Edwin Berkowitz joined the company after Navy service in World War II. He has a B.S. in Economics from the University of Pennsylvania and an LLD from Temple University.
- **Arthur Berkowitz:** Arthur is the President and CEO of JE BERKOWITZ and third generation of the company founded by his Grandfather in 1920. He joined the company in 1976 and assumed the presidency in 1988. He has a B.S. in Psychology from Kenyon College.
- **Shawn Smith:** Shawn is the CFO of JE BERKOWITZ and has been with the company for three years. He is a certified public accountant in both NJ and PA and an MBA graduate of Rowan University.
- **Bob Price:** Bob is the Director of Sales of JE BERKOWITZ and has been with the company for over 20 year. He is a graduate of Bucks County Community College with an A.A. degree.
- **Jim Carroll:** Jim is the Director of Manufacturing and Technical Services. He has been with the company for over 20 years. He has a B.A. degree from Holy Family University in Management and Marketing.
- **Darrell Cherry:** Darrell is the Business Development Manager for RENOVATE by Berkowitz. He has been with the company for over five years. He has had extensive project management experience in several industries. He holds a B.S. in History from the University of Baltimore.
- **Jim Mooney:** Jim is the Plant Manager. He has been with the company for over two years. He has had extensive plant management experience in several industries.
- **Lance Hayes:** Lance is the Quality Assurance Department Manager. He has been with the company for over 10 years. He and his staff have extensive experience in glass product and the required test equipment.