



## ACCURATE GLASS The Lake Effect | Episode 1 - Types of Glass for Glass Showers

00:00:00.940 [Music] hey well welcome to the lake effect

00:00:07.399 Barry moka's fine homeb building podcast today we're going to talk to Michael Caden head who's uh an expert in glass

00:00:14.559 has been working in the industry for about 40 years and what we're going to talk about specifically is um what kind of glass to use in showers so um Michael

00:00:23.199 um in brief um what are the what are the main applications um and what are the

00:00:28.560 choices that we would use for a shower enclosure well I'll do my best to simplify it but the options are plenty

00:00:35.520 um first and foremost uh the clear glass the option of clear glass the philosophy of clear glass so there's no question

00:00:41.640 with today's market uh some of the projects that we get involved with in in

00:00:46.760 specifically uh are enormous uh many challenges but they're also investing a lot of time and effort so our clear

00:00:53.440 glass gets to show off the in both the inside of the shower open up remove that visual bulk give them a clear um

00:01:01.640 daylight shower as also is the unobstructed view outside the shower so

00:01:07.000 a lot of these homes that we go into have incredible backdrops so whether it's the lake their yard the mountains

00:01:13.200 whatever it is the glass and the glass is incredible um and also offers um a lot

00:01:19.880 of natural light into the shower okay so um it's been described to me um having

00:01:25.280 being involved in the glass industry um that glass is kind of like a veneer or or you know it's like you know clear on

00:01:32.159 top of the nail polish type of thing so whatever you're trying to highlight um glass would be something that would

00:01:38.680 highlight what's behind it in the case of a shower it probably be the tile work um inside the shower absolutely okay

00:01:45.399 yeah um so so most of the houses that um I've been involved with or projects that

00:01:50.439 I've been involved with they're using 10 mil clear glass so would that would you say that's pretty the predominant

00:01:56.000 material in the industry by far the 10 mil the 38 s clear tempered glass is by

00:02:01.280 far the popular choice okay um it does beg the question um why tempered right

00:02:07.159 safety end of story so anytime that you have a walkable surface on either side of the glass it really should be

00:02:13.400 tempered is there is there any options or do you see anything in the Canadian Market specifically in the Ontario

00:02:18.440 Market that is not tempered not with our sector so with the custom showers You're

00:02:25.160 vulnerable you have to be held we have to be held accountable you have to be held safely um

00:02:31.360 with us whether it's the glass outside or the glass inside is always safety glass and primarily it's going to be the

00:02:37.800 tempered glass okay um so for from a homeowner's perspective um somebody

00:02:43.640 might be building a house uh it's their second third house or the cottage you know that they've been dreaming of for 20 years and they finally get into the

00:02:50.519 construction using one of the local gc's um and then they are faced with this choice that the architect will specify

00:02:57.480 glass showers on the drawing um but then where do you go from there you know most people be okay it says glass showers you

00:03:04.840 know half inch thick or 38 thick and that's what I'm going to order and then go on from there but is there other

00:03:12.000 options well there's plenty of options but really when there spec showers there's a lot of details to be formulated from that so a lot of case

00:03:19.120 they have a designer involved the homeowners the contractors Architects there's a lot of opinions that can be done but at the end of the day we try

00:03:25.760 and take our order we find out what they want and try and Achieve that as close as human possible okay so um into the

00:03:32.760 options that they have so if you are approached by the homeowner designer and they say uh 10 mil clear that's what

00:03:40.480 everybody gets what else can I try well you can upgrade the 10 mil clear to a

00:03:45.760 low iron or Starfire brand that we use um it's really uh crystal clear so if

00:03:51.760 they want to eliminate some of that hint of green color into that that's a certainly a nice end product a bit of an

00:03:57.640 upgrade for sure uh the tint glass is now becoming more popular a lot of

00:04:03.360 requests for the tinted glass both the gray and the bronze in a shower in the shower absolutely it's it's almost a

00:04:09.280 retro thing um but it seems to be making a circle back and the textured glass um still asked for but usually at

00:04:17.720 the end of the day they're going to Resort back to the clear glass what's what's textured glass the textured glass where You' have an obscure view so it's

00:04:25.840 great if you have a shower that's in a Jack and Jill bathroom so you have a bedroom and both sides or perhaps we

00:04:31.720 might have a clear glass shower and right beside as a textured water closet to achieve some sense of

00:04:38.280 privacy um there's a few number bedroom doors that we've been done in the past where we just do it in textured glass

00:04:45.160 okay what what are the commonly available types of texture glass that you'd be able to supply well we're a bit

00:04:51.479 limited there's many T texture glass on the market but we're a bit limited because we need the texture we need the heavy glass to accommodate for the

00:04:58.080 safety and the hardware so you're looking at a natural acid Ed glass a nice Sheen silky finish um which is

00:05:05.440 incredibly nice quiet elegant then you can start to get into The Temper uh the

00:05:10.479 texture gloss the pin heads the re the ribbed gloss are fluted there's many names for it and then there's rain glass

00:05:17.560 which is to replicate a bit of a wet moisture on the glass okay so um if

00:05:22.960 somebody was um considering going from just a 10 mil clear which a lot of the

00:05:28.240 pictures you go on Pinterest and and uh you know Instagram and you you look up glass showers you're going to get a lot

00:05:34.759 of pictures of clear um but occasionally you put in textured or you put in if you know the specific type of glass that you

00:05:41.039 might be entertaining you're going to get some pictures and I find that most people's journey into um their glass

00:05:47.319 shower design starts with an internet search a Google search in that regard

00:05:53.680 um be fair to say that everybody search for everything starts with that at this point right but that's right okay but

00:05:59.800 there's new things emerging and eventually if somebody who's watching this podcast has an interest in diving

00:06:05.240 in a little deeper and understanding you know what their choices are um so when they get to this point that they've seen

00:06:10.759 all these pictures and and I'm sure you get this because I know I do is you get an A picture it might even be a doctored

00:06:17.080 picture Photoshop picture of something that doesn't even exist in reality it's it's like you know Emer you know or what

00:06:24.360 was that artist's name mcer right where where where you know staircase that goes to nowhere and so you're looking at this

00:06:30.639 picture I'd love to do this for you but what what is the next step it would seem to be get in front of somebody with some

00:06:36.720 samples or get them into um you know our office and Barry and have a look at some of the samples and understand what the

00:06:42.560 different textures mean and yeah and absolutely I mean going back to trying to achieve as close as what they want as

00:06:48.520 possible but there unfortunately with some of the images you find online it's not reality um there might be some funny

00:06:55.039 pictures but we need to make the shower soft uh safe and long term so the end of the day there's a lot of Consulting

00:07:01.520 going on a lot of Confirmation and then you have Hardware challenges from time to time so these new colors are coming

00:07:08.000 into play we can't always have all the components available at one point okay so so that's a consideration too so

00:07:14.639 we're talking about glass types I mean the subject matter today you know for the homeowners and general contractors is what glass types are available but

00:07:21.400 it's worth noting that you also want to coordinate the color and you want to coordinate the texture and the the

00:07:27.599 overall design Theory with the hardware and the hardware color yeah unfortunately they stay attach they

00:07:33.080 marry very quickly and it might the hardware might limit the glass that they want as far as thickness fair enough so

00:07:39.960 um just to give you know any viewers the perspective of where you're you know your view of what's going on here if you

00:07:46.599 had to guess how many showers do you think you've designed thousands because it's not just

00:07:53.960 showers right because remember we do a lot of other gloss work but the showers themselves thousands just take a shot in

00:08:00.319 the dark 10,000 10,000 showers wow it's been 46 years involved in the gloss

00:08:07.560 industry and since 1981 I've been involved with custom installations so I never thought about

00:08:13.720 the number to be honest so so 46 years ago how many showers were you doing a week and now how many showers are you

00:08:19.919 doing 46 years ago they weren't available we're still working in the automotive factories but at the end of

00:08:25.199 the day when the in the early 80s when the hardware came available and we became knowledgeable enough uh to get

00:08:32.839 into this Market it took years and years of trials and tribulations and and process of elimination okay if I can

00:08:40.360 just comment you know on on where what the state of the art is at the moment yes um it would seem to me you go down

00:08:46.600 to the Southern United States um you know or or view some of the stuff that comes out of Europe and Canada kind of

00:08:53.959 lags behind and does not necessarily offer all the choices that some of those places do um but in the end when things

00:09:01.839 reach a price point that is palatable to Canadians um we eventually we pick up on

00:09:07.800 those Trends and we adopt that into our Market sure so um what I'm seeing in in

00:09:13.279 trade shows and things when I go down to the States um is that some as you said

00:09:19.680 some things that were pass a are now coming back again um because they're just not out there and it's it's not

00:09:26.040 boring if nobody has it so give you an example in a from a different um trade

00:09:33.560 um I I wanted to do a bathroom you remember those bathrooms that had the 4 and a quarter inch tile sure and you know and

00:09:39.320 they had mud Cap all along the top and they were you'd see them everywhere everybody's grandparents you know had

00:09:45.399 one of those bathrooms and so I I started with um a 100-year-old sink that

00:09:50.880 was on Chrome pedestals and I said okay let's do a bathroom that you know for my own consumption and my wife and I that

00:09:58.480 had that tile and I remember getting boxes of that tile for you could buy you go in the basement of some tile place

00:10:05.600 and they'd sell you a box including the mud caps and the corners and everything for like five bucks a box okay but if

00:10:11.880 you want that now it's five bucks a tile right right so you know instead of

00:10:17.640 instead of spending a thousand bucks let's say in the tile for the entire bathroom and then you had to put all your skill into putting it together the

00:10:24.200 way they used to you're looking at 10,000 bucks just for the material right so

00:10:29.880 why is that because certain people it's it's become exclusive it used to be that

00:10:35.360 everybody had that because the labor was available and and it was what was available at the time so in showers and

00:10:42.000 in glass and Hardware it seems to me that when you go to these trade shows it's the same effect so um bronze gold

00:10:50.480 you know um shapes Colonial shapes that were you know they look like they're

00:10:56.160 past but they're kind of creeping back in because they're not available anymore and they become exclusive did I did I is

00:11:03.480 my assessment correct I think you're close I mean as far as going back to the glass itself I mean like I said the gray

00:11:10.120 the the bronze all coming back that was well extremely popular in the mid 80s so

00:11:16.480 and but now the cost yeah the cost is skyrocketed the Manpower there so this is gray this is solar gray

00:11:24.399 12 mil solar gray sure okay and when I look at this color and I imagine this color with brass

00:11:30.040 because of my age what I think of is like you know some kind of like you know

00:11:36.560 office space in the 70s or kok Den you know disco club or something like that

00:11:43.160 and so so what is the modern twist with black Hardware with that Hardware with that glass so you can use matte black

00:11:50.360 Hardware with the dark gray we've just had an incredible success with that to the point where the images that we show

00:11:56.800 other clients are now getting on board and wanting to order order that it looks spectacular gotcha so so it's not we're

00:12:03.680 not repeating the past we're just taking the best elements of the past yeah we're taking components of it and upgrading it

00:12:11.440 and sliding it over and using it extremely well I wasn't I was to be honest I was incredibly shocked of how

00:12:18.600 nice had turned out that project I was a bit skeptical when the client ordered it but at the end of the day when we were

00:12:24.800 done the environment looked fantastic okay so so walk us through um walk us through how a homeowner ends

00:12:33.360 up making choices on their glass on their glass types that can come from

00:12:38.480 many ways I mean you have multiple homeowners every homeowner knows a lot

00:12:43.839 of people with a lot of opinions so they're going to gather that before they even approach us um but if they're in uh

00:12:50.320 in association with a contractor or a designer there's going to be a lot more opinions thrown into there they're going

00:12:55.680 to look online as you said or Pinterest they're going to see some examples and they're going to they're going to

00:13:01.000 hone in on something that they prefer that's when we come in and say okay that looks fantastic we can do that or if

00:13:06.600 there's any challenges we can explain where that challenge is and how do we remedy it can the can the home

00:13:15.160 owner arrive at the table um through

00:13:20.440 choices so if the homeowner wants to arrive at the table with their choices

00:13:26.079 you know or some some form of Education I mean watching this podcast C would be part of that education going into a

00:13:32.279 showroom would be part of that education getting a set of samples would be a part of that education um what do you think

00:13:39.160 you know is for the homeowners who are watching this who want to help their designer and help their general

00:13:45.160 contractor know that they're arriving at the table with some idea of what they want to do um what do you suggest it

00:13:51.880 being the best possible way to do that well I then come and see us really come and see us yeah ideally it would be

00:13:58.120 great because then you can kind of we' have more access to a lot of things um it's going to boil down to the clear

00:14:04.079 glass in most cases anyways but if they were truly want to see it up they can take a look at some of our showroom

00:14:10.959 components they can look at the office doors the showers that we have there in the office um and really get a sense of

00:14:16.759 the finished product how it looks from a distance well I can attest to the fact because you know um I I I work at

00:14:23.519 acurate glass and I see from time to time the drawing packages that you put together um sometimes I'm put on the

00:14:30.680 spot where I have to do what you do and and and make a drawing and like you know

00:14:36.079 my 3D perspectives sometimes look like you know the the viewers you

00:14:42.720 know woke up with a hangover okay and and the view is Twisted okay but you

00:14:49.440 know there's there's an art form to it and creating the drawings I mean there's I've seen lots of companies they create

00:14:55.360 digital drawings um they have you know digital formats that give you an idea of what you're they definitely give you a

00:15:00.480 great idea of what you're going to get um but when you have a handwritten drawing in the way in which you do it um

00:15:06.399 you're able to add some kind of uh flavor to it um it also shows that um

00:15:12.720 it's not just a machine punching out variables based upon what can be sold by

00:15:19.199 by that company to get the most amount of money out of the homeowner there's a there's a design aspect to it um and and

00:15:26.040 it and it gives the um idea that you've put something into it the handwritten drawings hand

00:15:32.600 drawings kind of will always be better than anything a machine will produce you know automatically from a rote set of

00:15:39.480 variables well the the drawings themselves come directly from their premise you know their house their

00:15:44.959 bathroom their specifics so I think that that's what gets us success is that we

00:15:50.079 are designing the shower based on exactly what they are dealing with in that room so I mean the first time that

00:15:58.000 I was involved with um I had a very nice lady come in the showroom and um she was explaining to me

00:16:05.480 uh what her bathroom was like so I drew it out to the as she explained so she

00:16:10.639 said yes you understood it that's exactly what I was thinking so I'm focusing on the shower I said here you

00:16:16.920 go this would work if you build it like this well when I went to measure the job a year later they had built the bathroom

00:16:23.880 to that design so uh there is a a spot where you have to be careful but at the end of the

00:16:30.399 day a footprint of the bathroom you want it to be user friendly uh you know you want to have that gentle easy feel that

00:16:38.639 you can walk from one side to the other without an obstruction so my design

00:16:44.000 features are always ergonomics to make sure that that client can walk in and walk out of their shower without you

00:16:49.880 losing any use of their bathroom from to summarize that what I see is that um

00:16:56.240 somebody who picks up the phone or goes on Google and to find a shower company in Mok Berry and they get a you know a

00:17:03.000 polite knowledgeable person on the other end of the phone they go through websites and pictures and inspiration Galleries and they might have looked at

00:17:08.919 Instagram and things like that and that's what they're loading their head with okay and they're usually able to

00:17:14.559 come up with something they might even have pictures you know of the space and I find most of the pictures that I see

00:17:20.439 of the space it's usually when the tile is partially complete yeah often okay because they're they're they're thinking

00:17:26.359 the next step but absolutely but the actual work is not totally done um it's

00:17:31.840 usually not before that like long in advance where you have the opportunity to influence things in one way or

00:17:37.679 another when you actually show up on site and when I say you I mean collectively you the other people in in

00:17:44.320 the Acura class company who show up on site myself you have the opportunity to talk to the homeowner or the designer or

00:17:50.919 GC or whoever you're meeting on site and say hey why don't we you know the door is going to swing like this do you want

00:17:56.600 it all the way in or you want it just in or you on in and out are we going to hit the toilet are we going to hit the

00:18:01.720 ceiling and asking these questions and you kind of come up with something that is very practical for them in their life

00:18:09.320 there's no way that just punching in numbers offsite without having visited

00:18:14.960 the site you know let you know that everybody in the house is really short or everybody's really tall you know what

00:18:21.559 I'm saying like there's there's there's there is things you can do to C it is a custom product absolutely and that's

00:18:28.080 what we do and custom consultation is part of the game because of the on-site

00:18:33.400 challenges we want to come up with a remedy long before the challenges even present themselves so Sid up the hand

00:18:38.880 grenade if you will yeah I mean uh uh we do make mistakes I'm sure you've you've made mistakes right but the thing is at

00:18:46.600 least you have the opportunity to make those mistakes which means you also have the opportunity to get it right well you have a Fighting Chance of giving the

00:18:52.080 client exactly what they want slash need uh so how do you find us so we were

00:18:58.039 talking earlier um back to the point so shower types you're you're picking out your shower

00:19:04.280 your your sorry glass types you're picking out your glass types how do you find us um so we'll jump to our website

00:19:09.960 so our website is pretty easy to find accuratl products.com yes it's a long word but it's really easy to remember

00:19:16.799 accurat glasspro

00:19:22.240 docomo um we we have a factory in Barry been in Barry for 35 36 years um um and

00:19:30.280 um when you get to the site when you land on the site you want to choose installation go to the installation side

00:19:36.520 that's going to give you the resources you need um you're going to come up with um a bunch of uh um pictures and and

00:19:43.480 installation resources if you scroll down you'll come to Glass showers it depends on what you're using the glass

00:19:49.320 for um so it's divided in that way so let's go to Glass showers okay and then you have your installation Berry Simco

00:19:55.440 Moka so we travel you know um let's say about three to three and a half hours away from her shop we'll get into that

00:20:01.760 in a separate conversation um and then you come to the various types of glass now um this

00:20:09.960 website um I think we're going to revise this but this gives you a good idea you look to left to right so you have clear

00:20:16.000 glass on the left um then you have just the tile on the right then you have low iron glass uh and Starfire is a brand

00:20:22.880 yes okay so the a brand of low iron glass a brand of low iron glass why is it called low iron well it's the iron

00:20:29.559 content that's naturally in the glass so you'll see a hint of celery color as I refer to it is in natural stock float

00:20:35.720 glass you'll see that in every window every mirror that you look closely in every glass that you hold up the

00:20:41.320 Starfire glass is a low iron they cannot say no iron for obvious reasons but it's

00:20:46.480 a low iron content the process is a little bit more challenging uh

00:20:51.919 consequently the price goes up it's a spectacular product for those with an eye for detail for sure okay so what it

00:20:58.400 be fair to say I mean I've heard people refer to clear glass as Green Glass because you look at the edge and it's

00:21:04.480 green and other people call Starfire Blue Glass because it looks Edge looks like light blue yeah the aqua blue it

00:21:11.480 actually looks spectacular okay so the the low iron glass you know brand name

00:21:17.679 being Starfire glass yep um what is the price Vector like if you have your average let's say a a corner shower it's

00:21:25.240 four pieces of glass you know and a door in the center um same Hardware what is

00:21:30.720 the difference between a low iron shower and a and a clear shower right I'm gonna say roughly 25% you have to remember

00:21:37.559 it's just the glass component that's going up so you look at the same parts that are required the same labors

00:21:43.679 required the same manufacturing is required um the element at risk goes up slightly and then the cost of the glass

00:21:49.960 itself goes up I'm going to say roughly 25% but that's not across the board the size of the shower the quantity of the

00:21:56.159 showers will make a difference okay so for what would you say um within msca yeah

00:22:03.279 one shower yes on in a cottage yes um drive up Cottage not on an island um in

00:22:09.960 the middle of summer yes okay and why you laughing at the island thing  
there's lots of we do lots of

00:22:16.960 islands we do a lot of islands yes okay so so um you know I don't know how  
much

00:22:22.400 in detail you want me to go but you can picture this scenario sure average  
shower how much

00:22:28.679 you call it 2,800 to 3,000 on a typical Garden variety regular shower with

00:22:35.440 roughly 40 square feet okay all right so so around 3,000 bucks yeah um so how

00:22:42.480 much is that shower going to be if that same \$3,000 shower is now in Ultra  
clear

00:22:47.679 or low iron or Starfire whatever you want to call it roughly \$4,000 okay so  
25% immediately right

00:22:54.320 there just roughly I mean like I say every job has its challenges so there's a lot  
of small components that come into

00:23:00.279 play with us whether it's more Hardware which also means more work to the  
glass because we have to accommodate for that

00:23:06.120 Hardware but that's just a general Garden variety thought process okay what

00:23:11.799 else can you do to that low iron shower now to make it even more an exclusive

00:23:17.600 product well we have the ACU Shield product now that we are um a  
distributor of so I we have more and more interest

00:23:24.640 and demand for that so it's a hygienic glass protection uh coating that goes on

00:23:30.799 the glass we do it both sides to ensure that this is a long life product um it

00:23:36.960 does not wear out it it looks fantastic it's invisible to see but it really does help  
against the impurities of the glass

00:23:43.720 slowly building up inevitably what would happen Okay so we what we're  
talking about here is um um uh glass coating

00:23:51.600 like um like rainx higher quality than rainx yes but

00:23:57.039 that idea Okay so so my understanding of this and how those glass Coatings  
work

00:24:02.840 from my my knowledge and perspective um would be that glass effectively  
because

00:24:08.120 it has metal in it um and particularly iron and like you said low iron still

00:24:14.159 has some iron in it and iron rusts iron corrodes and um so over time now I've  
00:24:20.720 seen showers that frameless showers that are 10 years old plus that were not  
00:24:26.640 coated in any way and they get a white film on it which I learned later you  
00:24:32.279 know in my life that that's corrosion and no matter how much you scrub and  
how much you try and clean it off you can't  
00:24:38.000 clean it's like trying to clean rust off a rusted car right so if if I I'm  
00:24:44.679 correct what the ACU Shield does is it seals it in at the beginning when it's  
fresh and it's uncorroded and it  
00:24:51.159 maintains that Surface by creating an anaerobic environment where the air  
cannot get to it and it cannot turn into  
00:24:56.760 corrosion that's what I understand as well I mean i' been involved with this  
just over a year now and it's had  
00:25:03.360 incredible success it's been around for about 25 years and I was blessed to  
meet with the the original patent owner of  
00:25:09.159 this product so who is that um is it Canadian no he's gentleman  
00:25:16.200 from um South America at some point but he's working down the states okay  
so he was in our office and it was invented  
00:25:23.880 this was in our office it's he's the patent holder yeah wow yeah so it was  
incredible to talk talk to him but you  
00:25:29.240 know he's been around for over 25 years and he's in the glass industry so he  
had spent a lot of time and effort I would  
00:25:34.640 suggest that this is not snake oil that some people refer to it as this is  
incredible product that works great for  
00:25:40.760 the homeowner we're having a lot of people that want to enjoy that long life  
and it's like I said we do it both coats  
00:25:47.679 uh both sides of the glass okay I've got a story to share sure so I don't know if  
I've told you this before so we when we  
00:25:53.679 first got into this um we had done two showers at at my partner brother's  
house  
00:25:59.480 good friend of mine Pete's house and um one shower was completed and one  
shower  
00:26:05.840 was done at the at that time and ACU shielded and then I got a phone call from  
him like a week later and he and

00:26:11.799 he's like you know what the f is going on here you're scamming your customers you know as you said you're selling

00:26:17.600 snake oil and I'm like well what's the problem and he's like well I look at that one shower and it looks brand new

00:26:24.080 and it's got nothing on it and then I look at the one you just did it's got that stuff on it and it looks EX L the same and I was like yeah well if you

00:26:31.200 come back in 10 years the one that's coded is still going to look the same and the one that is not coded is going

00:26:37.200 to be all corroded right and and so you know so I apologize if that's you know

00:26:43.080 we can't fast forward to 10 years from now and you can see the difference between one that's got totally corroded and one that's there's a bit of leap of

00:26:49.760 faith here y but they understand and we give them the literature as well so they can read exactly what we're applying to

00:26:56.159 their glass and what to expect from it long term so what can we show them what can we show homeowners and general

00:27:01.960 contractors designers you know and Architects that that it's not a leap of Fai that it's real the the literature

00:27:09.279 that we have okay so that really to me backs up everything I send it with every one of my quotes at this point because I

00:27:15.279 want to give people the option they don't have to take it but at the end of the day I strongly recommend that they do and it's supplied every time okay so

00:27:22.640 if we jump to the website um we go to the ACU Shield protective glass coding it's right here on the website

00:27:31.559 um the literature that you're referring to would be some of the the items listed

00:27:37.559 here shows that there's no cure time that it's optically clear that it's anti-corrosion um that it's a nano

00:27:43.159 coating um and then you have this lovely diagram here that shows you um can you

00:27:49.519 see that Mike right okay so to to me

00:27:54.600 there's if you demonstrated this specifically it's the same like you see rainx being demonstrated you coat half a

00:28:00.600 windshield yes and then you take it for a drive in the rain right and you can very clearly see that one side is

00:28:06.519 beating off the water and the other side is you know got surface tension and and so the biggest Advantage I see here

00:28:13.279 immediately like from day one not just day you know what's 365 times day

00:28:22.519 3,650 way to go yeah yeah I passed grade six yeah so um the was a grade six or

00:28:30.720 Canadian you know education system um the the this is

00:28:37.080 um evident immediately when you're cleaning that's correct okay so so the

00:28:43.000 that's definitely a selling point to anybody who's considering doing this you know you can clean it so let's say

00:28:49.559 you have your \$3,000 average shower in clear what happens what do how much cost does this add to

00:28:55.679 it we charged by the square foot typically I mean that price can be negotiated depending on the volume of

00:29:02.000 the showers we're doing at the time but roughly \$8 a square foot so you're looking at about 350

00:29:07.960 bucks 350 bucks and if you have to clean that shower you know uh every week or

00:29:14.360 you know a couple times whatever you're doing right yeah because it only going to protect the glass I mean you can have

00:29:21.159 high iron content in a lot of water and it's still going to affect the tiles around it so generally there's

00:29:26.320 maintained at least once a week uh wipe on the glass that's all it is okay so if

00:29:31.799 we so so we've covered here's your average clear glass sure here's your average um clear glass if you convert it

00:29:39.000 to low iron and here's your average clear glass if you convert it to ACU shield glass yes what about your average

00:29:44.399 shower \$3,000 and then you're now adding low iron and then you're also ACU shielding it yeah so then you're at the

00:29:50.679 \$4,500 Mark roughly right okay you know just under I guess could you argue could

00:29:55.720 you get that anywhere else you we have a hard time we can offer every single service available okay yeah um is it

00:30:03.679 going to Che affect the timing no not at all so what is our timing that we're

00:30:08.880 promising you know going into 2025 here yeah I think it would be fair to say from us boots on the ground measuring

00:30:15.360 the job Consulting and finding the final designing and getting the final price to the home workk contractor whoever we're

00:30:20.720 dealing with I'm going to say three weeks is a reasonable time for us to manufacture the glass give us enough

00:30:26.399 time to do it properly if they're going to code it we can code it we'll show up on site coordinated with our staff to

00:30:32.640 theirs and then get it done so then you have your warranty after that but I think three weeks from measure to

00:30:38.799 install is a reasonable timeline and the and specific to the point of the type of glass is it going to change it in the

00:30:44.960 timing in any way unless it's a specific glass that we don't have in house so it

00:30:51.720 be a tinted glass I mean it's a good chance that we don't have all textured or all tinted at all times but if that

00:30:57.559 cost a week so be it that's roughly what it would be so they get what they so for the for the main choices it doesn't

00:31:03.880 affect the timing if you're going to change to a textured glass like readed glass nager glass um or or you know a

00:31:10.559 tint glass yes it might add a week's time that would be generally yeah okay yep okay and and so back to the glass

00:31:18.840 types again um is ACU Shield let's just be clear here ACU Shield can be applied

00:31:24.440 to any type we're always clear yeah yeah and we sell glass the texture glass

00:31:31.399 that typically is we tested that on the acid edch glass so we really referred to uh this this clear side only so there's

00:31:38.799 a smooth side and a textured side on the on the glass and we're do finding that on the texture gloss it's a bit tough to

00:31:46.080 adhere to the textured side but at the end of the day we still have the smooth side that we can apply it to the smooth

00:31:51.760 side is typically in the shower side yes so it still controlled the environment there okay so let's let's jump to um

00:31:59.600 from here I I guess it's a glass type you know conversation maybe it's a hardware type conversation we can save for another episode but um there's this

00:32:07.919 Pinterest picture and and I don't know where it's from and I've gotten it people have like you know friends of

00:32:14.760 mine who know that I'm involved in the glass business have texted it to me or emailed it to me at all hours of the day

00:32:20.720 and night which I'm sure that happens to you from time to time and it and it's got this grid on it sure okay yep

00:32:28.760 does anybody actually do that in a shower they ask for it but then through conversations they realize it's a bit of

00:32:34.639 a maintenance concern it certainly is an option um basic economics is going to

00:32:39.760 come into play so how they want to do that there's a stick on grid that can give them that appearance yes that can

00:32:45.760 look fine uh I'm really okay with that but they have to remember that that they're giving themselves um a

00:32:51.159 maintenance concerned there's going to be a spot where the water can start to stack we cannot cure that product okay

00:32:57.399 but we're fine finding that more and more people we might frame the gloss in a nice black frame and leave the grid

00:33:04.880 off in the shower portion so what I can find online there's this picture that kind of haunts me online yes okay that I

00:33:11.760 get you know sitting on the bathroom on Saturday at 10:00 my friends are texting me these pictures of this very specific

00:33:18.919 divided light stuff yes okay so here's an example of what happens when you start an industrial divided light shower

00:33:26.159 and you get all these lovely pictures but what the pictures aren't telling you that as I'm looking through these

00:33:31.200 pictures these are actually different products sure they are okay some of them are very thin glass with an aluminum

00:33:37.000 frame around them yes some of them are um a piece of thicker glass with like a

00:33:43.320 peel and stick as you described okay and and others are a frit printed um grid

00:33:50.760 pattern based upon the size of the shower that they're installed in right if you did this the proper way and um in

00:33:59.679 in this group of pictures I think this one this bin swanger glass one is

00:34:05.080 actually done the proper way the Grid it's the frit it's a frit printed grid

00:34:10.399 yes so correct me if I'm wrong that's about 1,200 to \$1,00 per panel and it'll

00:34:17.839 probably take you about a month to get it yes I agree it's ultimate custom

00:34:23.599 there's nothing you can do about that you're going to set up the machines to do your custom pieces the other metal grid ones are typically

00:34:30.839 box doors that are restricted in widths and Heights okay and then the stick on

00:34:36.879 grid cosmetic is again a custom side so you can take your custom glass fit it  
00:34:42.918 into that custom opening and then dress it up if you wish so there are divided  
00:34:48.119 light systems that accurate glass offers where if you really enjoy this look and  
you want to see it somewhere in your  
00:34:54.239 house yes you can see it but you're better off to use it as an office divider yeah  
we've had great success in  
00:34:59.880 both offices I've done separation panels privacy panels uh in entrance doors  
so  
00:35:05.440 we had a particular um scenario where we had a cottage you came in the front  
door  
00:35:10.480 and you just look and saw too much at one point so they uh put we put up a  
privacy panel we did it in a um textured  
00:35:17.000 glass and then we managed to put the Grid on it it really turned out fantastic it  
gave them the look and  
00:35:22.359 achieve the Privacy as well okay I think uh in some future podcast um you  
know where we're our discussion is you know  
00:35:29.280 divided panel divided light panels um not in showers obviously not a  
00:35:34.720 preference in showers I agree we can discuss that you know in depth okay so  
back to Glass types in showers I mean is  
00:35:42.920 there anything that we haven't covered I don't think so you've done a  
incredible job Mike I mean obviously the clear  
00:35:48.160 glass is Paramount it's the by far 95% of the showers we do for obvious  
reasons  
00:35:54.440 whether we upgrade it from a 10 mil to a 12 mil from 38 to half inch that's  
00:35:59.640 optional it's not my go-to choice but at the end of the day the hardware will  
accommodate it you are increasing your  
00:36:05.599 price you're increasing the weight um with really little to no effect when you  
00:36:11.000 get into the Starfire glass as we talked about it's a huge upgrade it can make a  
lighter bathroom even lighter and then  
00:36:18.359 when you start to introduce the texture glass the rained the I'm sorry the acid  
etch the uh ner glass the pin head then  
00:36:28.359 that's a look that is preferred by some which can look fantastic but the whole  
philosophy of clear glass is to remove  
00:36:34.599 some of that built our main focus here is at Accurate glass is serving Barry in

00:36:40.480 the communities north of Barry and msca and a lot of what we do is Cottages um

00:36:46.760 uh you know small medium large Cottages some on Islands um some water access

00:36:52.000 only um some places that are really just small industrial buildings you know

00:36:57.119 they're lodges you know and can be quite um uh wellapp appointed let's say so if

00:37:05.960 you were offering somebody something call it a standard opening that they've designed um 60 by 60 in by 40 in and you

00:37:15.400 show up and it's already tiled and it's got a maybe a curb um and you have to

00:37:21.000 pick some offerings to them what what's the what are you going to suggest to

00:37:26.079 them is the best value for their their money over the long term and to have something that is um very nice looking

00:37:33.079 very aesthetically appealing and has longevity as far as glass types are concerned exactly I'd stick to the 38

00:37:39.800 regular clear glass and I would strongly recommend the ACU Shield finish product okay I think that that's a long-term

00:37:46.240 effect it'll never go out of style they'll always have their daylight they'll always have their room it'll

00:37:51.359 look Spectacular from day one to Day end okay um speaking of days end um ours

00:37:57.599 approaching at some point here yeah um so I think we uh you know thank you for your time my pleasure yeah and we've

00:38:03.960 talked through um some issues I think and some of the choices that people have

00:38:09.119 and people should be able to refer to our website at some point um or come visit us and of course we're located in

00:38:14.880 Barry at the corner of tiffan and Patterson um okay I think we've talked

00:38:20.440 that out thank you for watching the podcast we appreciate it the purpose of course

00:38:26.400 is to um educate um Barry in Moka area homeowners

00:38:31.599 contractors gc's designers and Architects um on their choices in the glass industry so thank you very much

00:38:37.880 for watching and we'll see you next time what is the subject of our next podcast do you have that there Mike winter

00:38:44.000 installations in Moka winter installations in Moka so the the timing is right and if you're looking out your

00:38:50.119 window and you're looking at um soggy slush or or beautiful you know mountains of white um we're going to talk about

00:38:56.800 how our trucks are are going to get through that how we're going to get the glass safely into the cottages and houses and be able to get them installed in the winter so um we'll see you then

00:39:05.030 [Music]