



**COMPANIES**

# Huffer Says Reports of Harmon Auto Glass Closings are Exaggerated

**T**he chairman of Apogee Enterprises Inc. says reports of the sale of certain of its Harmon Autoglass locations have been greatly exaggerated and that its auto glass division is on a road to strong recovery and increased profitability.

In an exclusive interview recently, Russ Huffer, chairperson, president and chief executive officer of Apogee Enterprises Inc. of Minneapolis told **AGRR** magazine that though its Harmon Autoglass division is looking at a lot of options for locations it considers as under-performing, the wide scale sale of such locations is not likely. "There are a lot of options we are looking at," said Huffer. "And it's not that some fine-tuning won't take

place ... We closed 26 stores last year and there may be a few more. But I'd say the bulk of that is done. I would not expect a significant replay of last year."

In response to reports that store managers in certain locations are being offered the opportunity to purchase such locations, Huffer said that this was not the real story of what was happening at Apogee. "The real story is that we are a new company and a different company," he said, citing the recent sale of Harmon's call center operation, and its third party insurance administration company VIS'N Service Corp. and the formation of PPG Auto Glass LLC, an auto glass distribution venture owned jointly by Apogee and PPG Industries

of Pittsburgh. "These changes will allow us to focus on our retail organization and our streamlined operation. We are positioned to be a viable company in the future. To focus on what might happen to a few shops is missing the point," he said. "We are very excited about moving our call center functions to APAC and partnering with them," he said. "APAC is a world-class operation and they



**"Did we take things away from people? Yes. But it was the right thing for our company to do."  
---Russ Huffer**

**SAFETY**

# AGRSS Committee Meets in Phoenix; Elects New Chairperson

The Auto Glass Replacement Safety Standards Committee elected a committee chairperson at its last meeting, held December 14 in Phoenix. The group chose Cindy Minon of JC's Glass in Phoenix. Henri Goudsmit, AGRSS committee member and division manager of AEGIS® Tools and the Performance Achievement Group LLC in Madison, Wis., said he is

looking forward to Minon taking charge of the committee, which was formed to create standards of safety for the industry.

"I'm very happy about [her election]. Cindy owns an independent glass shop and has in-depth knowledge of the industry," Goudsmit said. "She's very qualified and she gets things done."

In addition, now the committee

hopes to move on to its purpose with full force.

"With Cindy at the helm, we can spend the entire meetings working on the standard," said Goudsmit.

The group also gained several new members, including Donald Day, George Florentine, Roy Jacoby, Scott Owens and Heather Settler. Its next meeting will be held on March 17 in Miami.