



Greater Wilkes-Barre  
**CHAMBER**  
of Business and Industry

For Immediate Release April 13, 2005

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## **GREATER WILKES-BARRE CHAMBER ANNOUNCES JOB CREATION PROJECT AT CRESTWOOD INDUSTRIAL PARK**

**WILKES-BARRE, PA** – The Greater Wilkes-Barre Chamber of Business and Industry recently joined Secretary of Community and Economic Development Dennis Yablonsky, other officials from the Commonwealth of Pennsylvania, federal, state and local legislators, officials from Wright Township, the Luzerne County Board of Commissioners, the Crestwood School District, as well as local education and government representatives to welcome a new manufacturing facility, Cardinal Glass Industries, and the creation of at least 150 new jobs in three years in the Crestwood Industrial Park and an approximate \$17 million investment in the community.

Roger O'Shaughnessy, President/CEO of Cardinal Glass explains, "We are pleased to announce the construction of our newest insulating glass facility which will be located in the Crestwood Industrial Park in Mountain Top, Pennsylvania. This approximately 171,000 square foot facility, on 21 acres of KOZ approved land, will be operational by December 2005 and will provide the opportunity for 150 family-sustaining wage positions within a three year period. The Governor's Action Team, Penn's Northeast, the Luzerne County Board of Commissioners, Wright Township Officials and the Greater Wilkes-Barre Chamber of Business and Industry were instrumental in proving that Pennsylvania was the best fit for Cardinal Glass Industries in the Northeast."

According to Stephen M. Barrouk, President/CEO of the Greater Wilkes-Barre Chamber of Business and Industry, "To make this project happen, the Chamber worked hand-in-hand with Governor Ed Rendell and the Commonwealth of Pennsylvania, and the dozens of economic development organizations, elected officials and private organizations that are committed to the improvement and growth of this region. The location of a successful national company like Cardinal Glass in our Crestwood Industrial Park not only brings back much-needed manufacturing jobs into Northeastern Pennsylvania, but reinforces our belief that positive progress is born out of working in cooperation."

"This project shows that regional marketing and a single-point-of-contact system for business leads can be effective," said Penn's Northeast President Jim Cummings. "Penn's Northeast presented every matching site and building in Lackawanna, Luzerne, Monroe, Pike and Wayne counties to Cardinal. No property was missed. In the end, Cardinal found the perfect site in Crestwood Industrial Park and all of Northeastern Pennsylvania will benefit."

Cardinal Glass has selected to work with Mericle Commercial Real Estate Services to construct the new building. Mericle has previously constructed several hundred thousand square feet of industrial space in the Crestwood Industrial Park.

"This is another team effort resulting in another successful announcement by a first-class company like Cardinal Glass," said Robert Mericle, President of Mericle Commercial Real Estate Services, who will be constructing the new building. "We are pleased to partner with The Governor's Action Team, Pa., state representatives, Luzerne County and Wright Township officials, the Greater Wilkes-Barre Chamber of Business and Industry, and Penn's Northeast."

“We’re thrilled that Cardinal Glass recognized that Luzerne County has what it takes to help businesses grow,” said Luzerne County Commissioner Chairman Gregory A. Skrepenak. “Making economic victories like this takes teamwork, and we’ve got the key players: a qualified, dedicated workforce, committed County Commissioners, a pro-active Chamber, a legislative delegation which is ready to step behind quality projects, and a Governor who knows how to create a positive business climate.”

Representative John Yudichak adds, “The promise of continued economic opportunity for Northeastern Pennsylvania, exhibited by the location of Cardinal Glass Industries in Wright Township, is being delivered by the great partnership that has been forged between the Greater Wilkes-Barre Chamber and the Commonwealth of Pennsylvania.”

O’Shaughnessy continues, “The project will be developed in two phases. Phase I will be the establishment of a custom tempering operation to serve our existing key customers in the window manufacturing industry. Phase II will include the development of a fully capable insulating glass operation for the manufacturing of high volume and custom, made-to-order IG units. Steve Dean, who has worked in the Cardinal system at Tumwater, WA, has been selected to plan, construct and manage this facility. Jay Campbell, an experienced industry professional, will oversee the plant’s sales activities.”

“I’m proud to note that this is the latest in a series of economic strides which have brought solid jobs with family-sustaining wages to our county,” said Luzerne County Commissioner Todd A. Vonderheid. “Cardinal Glass has clearly indicated that the salaries it will pay its workers will be competitive, the kind we need here in Northeastern Pennsylvania.”

The Chamber thanked the partners who helped to make this key job creation project possible, including: the Commonwealth of Pennsylvania (Office of the Governor, Steve Yokimishyn and the Governor’s Action Team, Team Pennsylvania and the Department of Community and Economic Development), the area’s legislative delegation, including Congressman Paul Kanjorski, U.S. Senators Arlen Specter and Rick Santorum, State Senators Charles Lemmond and Ray Musto, and Representative John Yudichak, Penn’s Northeast, Wright Township Supervisors, the Crestwood School District, the Luzerne County Board of Commissioners, the Luzerne County Office of Community Development, Citizens Bank and site developer Merlice Commercial Real Estate Services.

## **About Cardinal Glass**

Cardinal Glass Industries is a management-owned S-Corporation founded in 1962 in Minneapolis, MN. Since its founding, it has led the industry in the development of durable insulating glass edge seal systems and the introduction of thermal performance improvements for residential glass. Driven by an entrepreneurial culture and a decentralized management philosophy, Cardinal has grown to more than 4,000 employees located at 22 manufacturing locations and two R & D centers with corporate headquarters located in the Minneapolis, Minnesota suburb of Eden Prairie. They will locate an insulating glass manufacturing plant in the Crestwood Industrial Park in Wright Township.

Cardinal operates three wholly-owned subsidiaries: Cardinal IG Company (insulating and laminated glass); Cardinal CG Company (coated glass); Cardinal FG Company (float and tempered glass).

The Greater Wilkes-Barre Chamber of Business and Industry and its affiliates are community, economic development and business service organizations charged with the mission of collaborating with community and regional partners to create quality employment and business opportunities and improve the area’s quality of life through strategic planning, programs and investments in our community.

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