



Get to know TSI

TSI, LLC, was established in 2021

by a team of glazing industry professionals, Fred Tull and Robert Smith, to address ongoing supply chain challenges faced by the architectural aluminum and glazing industry nationwide. TSI is a reliable, alternative source providing the industry with aluminum entrances, door hardware, and related products and services. Our team delivers quality craftsmanship, competitive pricing, and quick turnaround times.

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LETTER FROM THE PRESIDENT

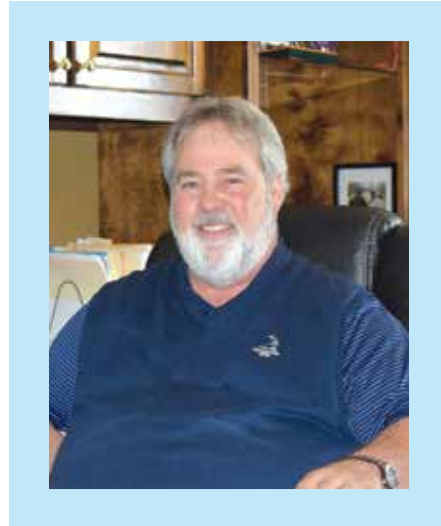
Finally, the temperatures are cooling down, and we are getting close to my favorite time of year! Fall is the time I love to get outside in the woods, plant some green fields, work on duck blinds, get hunting gear together and WATCH COLLEGE FOOTBALL! I hope your favorite teams are doing well so far. My Bulldogs are not!

While the temperature is starting to cool down, our salesmen are not! They are still on fire, landing numerous projects at all locations. Our city service departments are also setting company records for sales and are on course to have the best combined sales totals ever for Glass, Inc. Our contract sales teams are also adding more and more projects to our backlog in all locations, including our newest location in Collierville, Tennessee. TSI is on track to almost triple its best year to date and adding to its customer base every month!

We have also entered a joint venture with Tull Brothers to tackle the 19th and Church project in downtown Nashville with Yates construction that will start in October. Way to go, sales team! Thanks to our Safety Committee for helping our company achieve the Platinum Level ABC Safety STEP Award! It's a huge, national award for our company and couldn't have been won without the help of each of you!

Thank you all!

Robert Smith



UNDER CONSTRUCTION

1 Gulfport CTA Cross Walk

2 Gulfport Job Corps

3 Ocean Aero





EMPLOYEE BIRTHDAYS

MERIDIAN

AUGUST

20 Peyton Miller
20 Jack Rush

SEPTEMBER

06 Beverly Smith
12 Tammy Mollett
18 Mason Tabb
23 Ashley Jacobs
27 Gerald Coleman
30 Jack Combest

GULFPORT

SEPTEMBER

07 Rob Smith
24 Abrahan Gomez

FOLEY

AUGUST

26 Mike Crane

SEPTEMBER

26 Justin McMullan

EMPLOYEE MILESTONES

18 YEARS

Rico McCollum

9 YEARS

Pat Jenkins

6 YEARS

Mandon Toncrey

4 YEARS

Dylan Hudler

2 YEARS

Lana Chandler

11 YEARS

Paul McKeown

7 YEARS

Justin McMullan

5 YEARS

Brian Baltzell

3 YEARS

Brent Smith

1 YEAR

Ashley Jacobs

ON THE HORIZON



The Duff in Starkville



The OS Hotel



19th and Church

Glass Inc. is extremely proud to be starting our first-ever job in Nashville, 19th and Church, as a joint venture with our friends at Tull Brothers!

EMPLOYEES OF THE QUARTER

2023



MERIDIAN
Noah Heathcock



GULFPORT
Michael Guillotte



FOLEY
Daniel Fogle

Congrats, Noah Heathcock! Your coworkers chose you because you are a nice guy who will do anything anyone asks both quickly and accurately.

Congrats, Michael Guillotte! Your coworkers have chosen you to be Employee of the Quarter because you are a great leader and go above and beyond what is needed or asked of you. Michael also was just recently asked to be on the Safety Committee, to which he will be a great asset.

Congrats, Daniel Fogle! You were chosen by your coworkers because you are coming up on 20 years with Glass Inc. and have progressed from a helper to a lead superintendent. They appreciate your hard work and all you have done for the company and coworkers.



CHASE LACOSTE WITH TSI

Chase was born and raised in Livingston, Alabama. He attended Sumter Academy and then went to University of West Alabama, where he played baseball and then graduated with an industrial technology degree. For the next 20 years, he worked for his family construction company RAC Construction as a project supervisor. He did a lot of projects at UWA during that time as well as worked with Glass Inc. on several projects.

When Chase's dad retired, he decided to close up the shop. Chase was exploring his options, and he went to see Robert. Chase was hired in 2022 at TSI as the architectural sales representative. Chase goes around to glass companies in Mississippi and Alabama to sell a service. "TSI is able to provide glass companies with doors within a week rather than making them wait 10-plus weeks or so." Chase enjoys quoting jobs and meeting new people. He feels he has a common ground with most of his customers, having grown up in the construction business.

In Chase's free time, he enjoys playing golf, hunting, and running marathons. He has been married to Heather for almost 15 years and together they have Stella, who is nine. His favorite thing to do is run 5Ks with Stella.



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– Chase Lacoste

MIKE POTATE WITH TSI

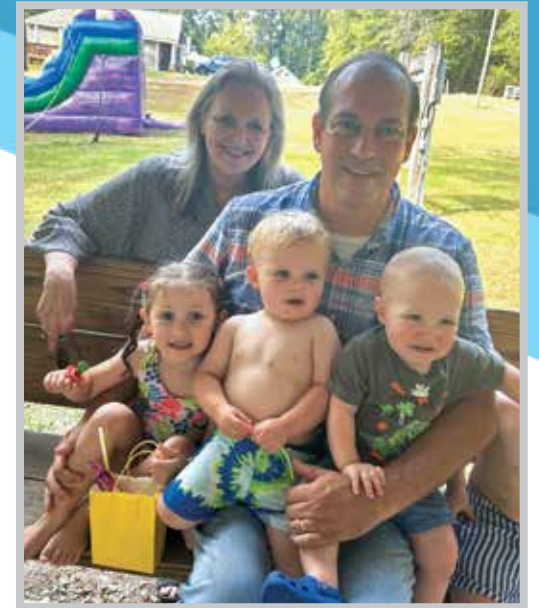
Mike was born and raised outside of Atlanta, Georgia, in a town called Temple, until he was five years old and then moved to Meridian because his dad got a job with the Southern Railway. He graduated from Clarkdale High School and then went to Mississippi State University, where he double majored in electrical and computer engineering.

After graduation, Mike went to work at Peavey Electronics. He started out as a manufacturing engineer then became a cost engineer, and he was promoted to manager. Mike worked there for about 29 years. Mike was friends with Mitchell Moffett, so when Mike was looking for a new job, he had his resume on Robert's desk within three days and was hired on the spot. Mike did not have any experience with construction, but he was good with people, and knew how to work a CNC machine. Mike is the operations manager and programmer at TSI. Mike enjoys programming the machine, because he says, "Everything that we do is custom and different, so it is like doing something new every single day."

Mike says the most challenging experience so far was doing a big Amazon order, which included 62 doors and frames for EFCO. Everything received, material wise, was all scrambled and mixed up. They didn't have a clue what to do. It was incredibly frustrating, but they got the right people involved and about six weeks later, they finally got the job done!

He added, "We met our sales goal from last year about mid-June of this year, so we are going to have a great year! We have learned a lot and we are getting better, which is leading to the need for more employees and better profit margins. Our backlog is continuing to grow. Building doors is totally different from the glazing world. Our mantra is we can give you something right away vs. the other suppliers, so we are really just providing a quality service."

Mike has been married for 32 years to Teresa, and together they have three daughters and four grandkids. In his spare time Mike enjoys playing golf.



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Our mantra is we can give you something right away vs. the other suppliers, so we are really just providing a quality service.

– Mike Potato

IN THE NEWS



Our Meridian crew representing us well at the ABC trade show in August!



We're proud to announce our world-class health and safety practices were named STEP Platinum by ABC National for our commitment to total human health and safety on our jobsites! Glass Inc. is committed to actively building health and safety into our culture, and creating industry-leading, holistic programs to protect our people and deliver for our clients. We are honored to receive the designation of ABC National STEP Platinum! It is our responsibility to ensure our workers get home in the same—or better—condition than when they arrived on the jobsite. Our company is dedicated to a top-down, bottom-up approach to health and safety, which is reflected in our ABC National STEP Platinum status.



We enjoyed helping the ABC Young Professionals renovate the old cafeteria building at Hope Village during September to transform it into their new recreation center! Teamwork makes the dream work!