



All About Ace •

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About ACE

ACE/Security Laminates Inc. (hereinafter “ACE or Advanced Coatings Engineering”) started operations in Ottawa in 1993 with the principle goal of becoming the dominant brand in safety and security laminates. Now a Publicly held and traded company since its inception of May 2004, ACE intends to meet this objective by capitalizing on the Company's two competitive advantages:

(i) technological superiority of the Company's products as proven by independent third-party testing; and (ii) unique, multi-faceted marketing and sales methodologies aimed at building brand awareness in both the consumer and government marketplaces.

Glass laminate products are generally divided into two categories: safety films and laminates, which typically range in thickness from 5 to 8 mils; and security laminates being 8 mils in thickness or greater. ACE currently offers tested and certified safety and security products ranging from 5 to 20 mils through their “100”, “200”, “300” and “400” Series. ACE's product advantage lies in its pro-

prietary adhesion process, a process that results in better blast absorption (by the adhesive itself) while enabling the bonding of multiple layers of films (creating a stronger product).

Government and government agencies have been, historically, the dominant buyer of safety and security laminates and hence all laminate manufacturers aggressively compete in this space. In recent months, the impetus of governmental actors has shifted from relying on the multinational manufacturers to dictate national standards to setting standards that can protect against the realities of modern day security threats. The best way for a manufacturer to gain visibility in this marketplace is to provide the safest and strongest tested product on the market. ACE's “400” Series laminate offers the highest tested level of protection - whereas competitors laminates are capable of withstanding a 500 lb. bomb from 184 feet, the “400” Series laminate can withstand a 2500 lb. bomb detonated from 184 feet! In addition to the successful test results, ACE has recently become an approved vendor by the US General Services



Administration, enabling ACE to sell directly to US federal government agencies.

All of the laminate manufacturers sell to consumers and corporate clients indirectly through third-party window tinting companies as well as glass manufacturers and retailers. The problems with these sales channels are: (i) glass manufacturers and retailers are more interested in pushing their own higher-margined competitive products; and (ii) consumers expect “expert” installation given that the product is meant to protect their family and property - nobody wants the guy who put the tint on their car to install their security laminate at home.

The laminate manufacturers have largely ignored the consumer and corporate laminate marketplaces, as they are, for the most part, large multinationals that can only support bulk-order purchases due to the administrative burden of servicing consumers individually (i.e. 3M). ACE has been actively pursuing

the largely untapped consumer and commercial markets by selling to this market through its growing dealership network. ACE currently has over 65 active dealers worldwide whose sole focus is to market, sell, install and warrant ACE products door-to-door within their territories. By effectively expanding the ACE brand, ACE will be able to essentially develop the consumer market for these products.

The Company plans to grow to over 1,000 international dealers/franchisees over the next three to five years. Herein lies ACE's market advantage - being the first to effectively bring safety and security laminates to the mass markets directly. An aggressive North American PR campaign and savvy advertising are continuously feeding and supporting the dealership network.

The following identifies the key management team along with a brief description of their principal duties and / or responsibilities.



Peter Fabian, President & CEO

Prior to founding ACE, Mr. Fabian was with the Canadian Broadcasting Corporation as an award winning Technical Director. His experience with the CBC enabled him to understand and make use of media relations. This has given ACE the public awareness that has propelled it to the top of its field. Under Mr. Fabian's direction, ACE has won numerous awards. In 1999 Mr. Fabian, was named as Businessman of the Year,

by the Ottawa Board Of Trade. He is also the honorary Chairman for the Cancer Research Society, is the Chairman of the American Society of Industrial Security and an accomplished public speaker. At this stage Mr. Fabian has over ten (10) years in the safety films and security laminates industry, with a profound knowledge and understanding of the various aspects of this rapidly expanding business.

• **Peter Fabian**



Brian Lukian, CFO/COO

Mr. Lukian has had an extensive global career in operations and financial management. He was recently with Genomics and Arcamatrix as CFO and COO where he was responsible for investor relations, daily operations and acted as the TSX liaison. Mr. Lukian's experience has spanned both Blue Chip and Medium sized entrepreneurial enterprise. His career included being

president of timber companies in Malaysia and the Philippines.

Mr. Lukian holds his Certificate in Chartered Accounting from McGill University and a Bachelor of Commerce from Loyola College in Montreal.

• **Brian Lukian**



The Marketplace

In the last 10 years, government officials worldwide have had to face the reality of a growing threat to national security. The World Trade Center bombing in New York City and the bombing of the A.P. Murray building in Oklahoma City brought to our doorstep the reality of how vulnerable we can be. Flying glass from buildings as far away as 10 city blocks hurt many of the more than 500 people injured in Oklahoma City. In the bombing of a military building in Dhahran, Saudi Arabia, many of the 19 service men killed were hit by flying glass. In Kenya, the American Embassy was the target and some 5,000

people were injured or killed including many by flying glass.

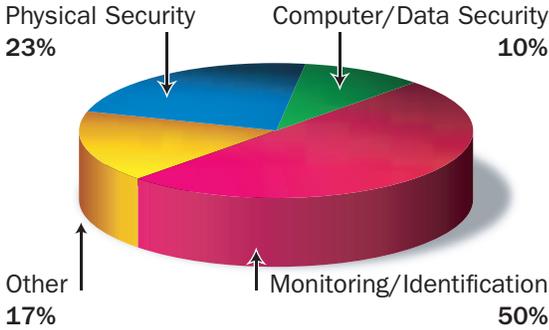
To reduce the window glass fragment hazard generated by a blast, several technologies have emerged, including safety window films, and multi-layered safety films referred to as security laminates, blast curtains, and laminated glass, etc. Safety and security films are applied to the inside surface of a window. Blast testing has demonstrated that safety and security films can be an effective way to reduce hazards from flying glass during an explosion.



Security Market in General

The US\$100 billion global security industry is comprised of manufacturers of security products (US\$30 billion) and providers of specialized security services (US\$70 billion). While the overall industry is anticipated to maintain historical growth rates of 7% for the next decade, certain sectors, such as physical security products, are projected to expand at annual rates in excess of 30%. Both security products and services segments remain highly fragmented even in the midst of continuing consolidation. Key security industry drivers include: growing public concern about terrorism, fear of crime amidst increasingly random and violent attacks, expanding global reach of US corporations into less stable geographic regions, and increasing economic losses from crime and fraud.

Products - US \$30 billion



As can be seen from the above chart, physical security products are currently a \$7 billion market. This segment is defined as products used to physically protect and prevent individuals and property from harm and includes blast resistant glass and laminates. The overall segment is very fragmented, with most participants generating less than US\$20 million in annual revenue. Historically, the security products segment has experienced high single-digit growth (7-9%). However, given the events of September 11th, demand for these products in both the near and long term, will be much higher. Morgan Keegan estimates that annual growth will be closer to 15-20% annually.

• Security Market in General



Security and Safety Films: Understanding Multi-layered Security Laminates

For the intent of this discussion safety and security will be classified in two categories:

1. safety involves reducing the risk of injury, loss or death due to accidental, natural and or unintentional causes;
2. security involves reducing risk of injury, loss or death due to the intentional actions of another person or action taken by a group.

Safety Films

Safety films contain a single sheet of polyester with either a pressure-sensitive or water-activated acrylic adhesive. They are a spin-off solar control films and are generally 02, 04, 4.5, 05, 06, 07, 08 mils (0.0002 to 0.0008 inches) in normal thickness. Safety films are available in clear, solar control reflective or architecturally tinted varieties. Some have ultraviolet (UV) protection. Safety films are essentially used to protect against light load-bearing effects that would ordinarily crack, shatter or break glass. Most have poor adhesive capabilities because their adhesives harden and dry completely and are of minimal thickness; these safety films (or tints) are more likely to suffer

"delamination" (i.e., the film separating, bubbling or peeling away from the glass). Improper cleaning methods can scratch or deface poor quality safety films. In addition, safety films do not have a strong resistance to chemicals; as a cautionary note, some manufacturers recommend not using an ammonia-based cleaner on films.

The standard used for the testing of safety films is ANSI Z 97.1-1984. This testing standard has performance criteria that are directly related to the reduction of cutting and piercing injuries to persons who impact the glazing. It should be noted that this test is centered on preventing harm to an individual impacting the coated glass. It is not designed around objects, explosions or projectiles impacting the glass, nor does it measure how well the glazing stays intact or prevents the glass from separating and impacting, cutting or piercing those behind it. The three impact levels for ANSI Z 97.1-1984 are 100, 150 and 400 foot-pounds (ft-lbs). Nearly all safety films can pass the 100 and 150 ft-lb impact testing requirements without a substantial percentage of glass loss. Moreover, very few pass the 400 ft-lb test.



Security Films

Security films consist of multiple layers of polyester film laminated together with a pressure-sensitive acrylic adhesive. Security laminates are typically made in nominal thickness of 09, 11, 13, 14, 15, 18, 20mil. Various national, US and international testing agencies, including the Security Industry Association, recommend 09 mils as the minimum thickness for security laminates.

The higher-technology security laminates provide the following benefits and features: UV radiation control (transmittance reduction) of over 99% percent in the adhesive throughout the laminate (high performance laminates have multi layers of adhesive throughout the laminate, since they consist of multiple layers of film), not just in the layer between the laminate and the glass; non-drying, non-hardening adhesives; solar control; and a limited electromagnetic interference/radio frequency (EMI /RF) protection and shielding. There are only a few quality laminates that offer composites of these features.

Security laminates are resistant to heat (900 degrees Celsius), exhibit no flame front advance (that is, flame does not expand across the laminate), are extremely hard to ignite and are self-extinguishing when removed from direct flame. When retrofitting existing glass, security laminates are the single most cost effective approach to preventing perforation and consequent injury and damage from force entry attacks, projectile entries and explosives blasts.

Underwriters Laboratories (ULC) S332-93 test has three major impact tests, which are conducted at 70 to 80 degrees Fahrenheit (21 to 27 degrees Celsius), and two major thermal conditioning impact tests, conducted at 14 to 120 degrees Fahrenheit (10 to 49 Celsius). All the tests involve dropping a 3 1/4 inch-diameter, 5 pound hardened steel ball onto a 1/4-inch thick, 24-inch by 24-inch glass pane treated with laminate on one side.



Government Standards

The US General Services Administration (GSA) has the oversight of design and construction of new facilities and manages the existing property for a large portion of the US Government. After the Oklahoma City bombing, the President issued a directive for government agencies to take action to protect government facilities. In response to this Presidential directive, the GSA developed criteria for evaluation of acceptable levels of protection from glass fragment hazards in a terrorist bombing. These criteria are part of the comprehensive security criteria (GSA Security Criteria, Final Working Version, January 1997) developed by the GSA, which includes physical security, electronic security, and many other criteria for blast considerations. The GSA has indicated that manufacturers must test their window products against the criteria to evaluate the performance of these products in blast situations if they want to be considered for use in GSA buildings.

Most government buildings have been assigned a threat level or security risk potential. The most vulnerable buildings are considered E buildings. These would

typically be US embassies in very dangerous areas. An E building is built accordingly with highly resistant blast walls and thick bullet and bomb blast resistant glass. Most government buildings, however, are already built and must each be brought up to their security risk level with a retro-fit procedure. These buildings are generally assigned a level C building or medium threat level, or a level D building or the highest threat level for a retro-fit situation. The GSA established two different minimum blast level protection levels, often referred to as GSA level 1 and GSA level 2.

Building	Protection Level	Minimum Blast Level
C Buildings	GSA Level 1	4 psi with impulse rate of 28 psi-msec
D Buildings	GSA Level 2	4 psi with impulse rate of 60 psi-msec

ACE/Security Laminates has met both the GSA Level 1 and BMAG Level 1. More recently a new standard has been introduced. With the possibility of large blasts in close range of vulnerable buildings, a new group was formed to evaluate this possibility. The new group, The Blast Mitigation Action Group (BMAG,



see www.whatisbmag.com) has established two new levels.

To qualify for high-end D buildings you must be able to withstand, through independent third-party testing, a GSA level 2 blast of approximately 2,500 pounds of explosives at 200 feet. To date, no manufacturer has been able to meet these new standards. On September 10, 2001, ACE tested its laminates with ABS Consulting and the Canadian Explosives Research Laboratories and came very close to reaching the GSA Level 2 standard -

obtaining passing grades ACE's higher end products with test results such as 9.3 psi with 71.9 psi-msec, 7.0 psi with 92.7 psi-msec. Unfortunately, the testing engineers were not able to create a controlled blast with a minimum of 10 psi (although impulse rates of 88psi-msec and higher were obtained) prior to the tests being called off due to the events of September 11, 2001. ACE is currently reorganizing testing for 2005 in order to become the first and only security laminate manufacturer to meet these new standards.



Product and Production

The Product

ACE's core strength in the marketplace is its technology, more specifically, its laminating process. The process enables ACE to join multiple layers of film together in order to provide a thicker, and hence safer, laminate. Currently, ACE is the only company that has been able to create a 20 mil laminate from four layers of film and anticipates using this laminate to meet the US government's highest bomb and blast resistance standards - standards that have not been met by any laminate producer as of yet. Moreover, our technology goes beyond the laminate itself but also includes proprietary anchoring systems for the window frames. As you learn about this business, you will understand the unique properties required to protect windows under extreme conditions.

ACE spent many years developing a proprietary adhesive for PET laminates in order to make ACE laminates the

strongest on the market. ACE laminates are continuously developed to provide greater strength and bullet and bomb resistance and are third-party tested to ensure that they meet the highest standards set by the industry (ANSI and UCL standards) and the U.S. government (GSA standards). ACE has, to date, achieved the highest recorded test scores and continues to provide best-of-breed laminates because of its ability to create multi-layered laminates with its proprietary adhesive. Most large manufacturers use standard window-tinting adhesives with all of their incumbent weaknesses and are essentially prevented from producing higher-grade products due to the deficiencies inherent in window-tinting adhesives.

One major reason most safety films fail the ULC test is their adhesives, which harden and dry over time. Hard and dry adhesives lose their elasticity. Since elasticity is necessary as glass expands and contracts, it is a prerequisite for eliminating delamination. There are



three major factors that accelerate the degradation of non-elastic adhesives: extreme cold, extreme heat and temperature ranges with a variance of over 50 degrees during the normal course of the day. Examples of adhesive failure are apparent in automobiles, where the same type of adhesives is used in tinting films. Adhesive failure can also be seen

in windows treated with safety film that have weathered an earthquake or violent wind loads. The cracked and broken glass shifts or is forced inward sliding past the lower pieces; glass fragments shear off the thin safety film and separate, falling away or risking being blown inward.



Consumer Sales

The consumer marketplace has been largely untouched by the large manufacturers of security films and safety laminates - the two most active marketplace sellers are window and solar tinting companies and glass manufacturers and installers.

Glass manufacturers and installers are not effective in this marketplace for two important reasons: (i) they typically prefer to sell their own, competing products as opposed to lower-margined laminates; and (ii) glass manufacturers and installers have greater reach in the new construction market with concurrent limited reach into the retro-fit market.

The window and solar tinting companies fail to adequately serve the market in two respects: first, they can only offer safety films as opposed to the higher-end security laminates; and second, the window and tinting companies train

their employees to apply tints to windows - they don't train employees to install higher-end safety and security products, which require a different skill set from an installation point of view as well as from the consumer confidence point of view. The importance of this last point cannot be understated - everyone has seen a vehicle tint job with bubbles or elongated delaminations and therefore the perception amongst consumers that the laminates are being installed professionally with an eye to protecting their family and property is crucial for success in the consumer marketplace.

The consumer market is divided in 3 segments: residential, commercial and automotive. These segments are all addressed in a different manner. For residential and small commercial, sales people are required to make calls on prospective customers whereby the larger office buildings require a more



sophisticated network of real estate managers and construction companies, as well as engineers and architects. Finally, the automotive sector requires access to new car dealers and this industry has inherent expertise in up-selling customers to features like glass protection.

To qualify a dealer interested in purchasing rights to a territory, we are looking for people that can show expertise or access to one of the three

consumer segments initially. Our typical dealers are familiar with the construction industry or have been involved in consumer sales, including some times alarm businesses. The effectiveness of their local marketing plan is the key to success and our sales representatives will follow closely their progress over the first year, in addition to any regular dealer support initiatives that are part of our actual operations.



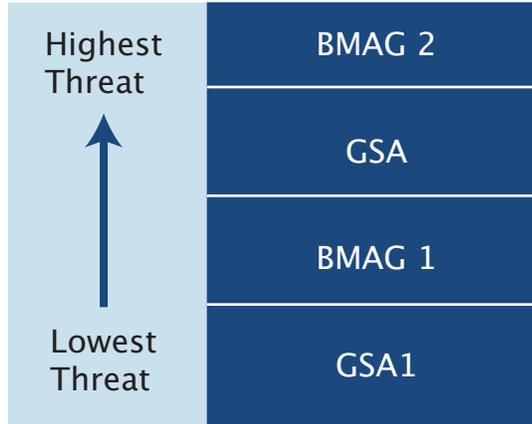
Multiple Forces Fuel Demand for Glass Protection

US Federal Government

- Upgraded threat-risk analysis of 11,000+ government properties; multi-year, multi-billion \$ implementation schedule for retrofit
- Creation of new BMAG standards for highest security threats
- Incentives for States to initiate glass protection regulations
- US Homeland Security initiative

Global

- Foreign governments following US government's initiatives
- Increasing need to protect property from civil disturbances



Consumer and Commercial

- Increase in number of natural disasters - hurricanes, tornados and earthquakes
- Increase in violent crimes in urban areas
- Insurance companies welcome security initiatives that reduce risk of property theft

Why is ACE brand powerful? Because of our unique commitment to quality, national advertising programs, constant innovation and focus on security.

Demand for Glass Protection



Introduction

Welcome to ACE/Security Laminates Inc! In this section, we will provide some biographical background on our company.

ACE is a Canadian company, founded in 1993 by Mr. Peter Fabian, to manufacture and distribute safety laminates.

Mr. Fabian is a contractor with a background in the television production sector. He was able to note that a laminate applied to glass had surprising properties in the event of an impact. This provoked him to invent a resistant laminate even more resistant than what existed then on the market.

This was put into research with specialized equipment, and with the assistance of engineers, conceived a new process that would create a very powerful multi-layered laminate. In 1996, our product had 3 layers and, once marketed, became a product that immediately developed the company. In 1999, new research was undertaken to develop an even more powerful product. At the end of 2001, ACE laminate SL20, the

most powerful rolled-iron product of 4 layers, was the only product with 4 layers of polyester and impact resistant adhesives. This resulted in a product and process used by ACE to assemble its laminates. This process also makes it possible to increase the resistance of the basic product while maintaining a great malleability. The result is a very resistant laminate, yet transparent and flexible. And to prove it, ACE underwent very demanding independent tests that showed the extraordinary properties of our laminates (see the technical handbook).

Ace's success was formed through a network of dealers that is present in forty countries. 90% of our sales consist of export sales. You will have the chance during your training session to meet the principal personnel who direct the company, as well as those who will be able to inform you of more recent developments. The goal of this handbook is to familiarize you with the many factors that will make your dealership a success. Our approach will require your participation, specifically your comprehension of this industry. Your



Introduction

answers to the questionnaire will enable us to ensure that this training is highly pragmatic.

We will also discuss the basic concepts of the market and its various methods and intricacies. We will review the 6 principal niches of the security laminate market and some of their characteristics. We will also examine the various forms of publicity that can be employed and certain distinctive aspects of our sales approach. We will discuss a phased approach to your launch, including the small details, in order that you may launch a successful dealership quickly. We will require an initial 90-day plan, with focus on marketing.

The two subsequent sections will deal with elements of management. Initially, we will discuss sales management, and then the various aspects of the daily management of your dealership and how the contribution of the ACE team can help you be successful.

What is our Mission?

Our objective is as follows: To offer a high quality service to our customers due to the most powerful range and most effective security laminates that exist in the entire world. Our slogan: To protect people and their property everywhere. ACE is emerging in a market that is in full growth. Without the strong presence of our network of dealers, ACE cannot fully benefit from the many opportunities that exist. We work together with contractors who take up the challenge to make ACE security laminate products the leading window and glass protection products in the world.



Customers

Our Clients

ACE/Security Laminates™ has completed a diverse range of projects. Some of our larger projects have included government agencies, airports, police forces, embassies, and corporate organizations in the US, Canada and around the world. We work with our clients to ensure that we provide the best safety and security possible to fulfill each individual's needs. With more than forty years of collective industry experience in the safety and security industry, ACE produces, installs, continually develops and tests our products to meet the expectations of today's high demand for safe and secure environments in which we live and work.

ACE's primary markets include the US, Canada, the Middle East, parts of Asia, and Europe. Many of our clients around the world have utilized our ability to provide safety and security solutions in order to protect themselves from damage caused by bombs, bullets, break and enter, severe weather, and civil unrest. The partial listing below identifies some of the projects ACE has completed worldwide.

- Government buildings - US National Archives, various military facilities, Canadian Parliament Buildings



- Airports - Logan Airport, Boston, Boeing



- Shipping companies and cruise line terminals; UPS, TECO,



- High tech companies such as IBM and Compaq Computers, Cognos



• Customers



Customers

- TV stations - Fox Television Studios



- Grocery stores - Loeb/Provigo, Loblaws, Pizza Pizza



- Public offices, schools, hospitals
- Corporations - UPS Courier, Sarah Lee Pastries, Hugo Boss Stores, Ritz Camera, Sears, Bell Call Centers, publishing firms, liquor stores, gun shops, Marks Work Warehouse



- Medical centers and pharmacies, Walgreen's, Shoppers Drug Mart



- Embassies around the world
- Financial institutions - World Monetary Fund, Revenue Canada
- Museums - Royal Canadian Mint
- Nuclear power plants
- Army bases- various locations
- Police agencies- FBI, CIA, RCMP and Canadian Justice Department

• Customers





100 Series Safety First

Common accidents involving windows and doors often produce dangerous shards of glass causing serious injury and costly damage. ACE safety films assist in eliminating these problems by converting ordinary windows into protective safety glass.

www.acesecuritylaminates.com



100 Series

Safety First

overview

It's not enough to protect your home with even the most advanced security system. Unless you reinforce your glass windows and doors, intruders can still enter your home after the alarm sounds.

ACE products compliment your safety and security needs. ACE provides top quality safety window films that in most cases stop thieves before a break-in occurs.

ACE safety films are almost impenetrable for a common smash and grab thief. Under attack, whether it be intentional or accidental, ACE safety films continue to resist penetration. If your window breaks, our film's adhesive grip will hold the majority of broken glass fragments together. The strengthening force of ACE safety films discourages thieves and provides clients with peace of mind.

ACE safety window films are third-party tested by the internationally renown laboratory, Intertek Testing Services (ITS) in Toronto, Canada. Test reports certify that ACE safety window films meet and exceed safety standards for glass. In fact, the ACE 100 series have a break strength measuring up to 190 pounds per inch.

When you purchase safety window films, make the right choice. Reinforce your glass windows and doors with ACE safety films. It is a one-time investment that pays off.

ACE safety films are recommended for houses, apartments, offices, hospitals, schools and vehicles.

applications

- Shatter control
- Graffiti protection
- Bomb blast resistance (SF7)
- Added protection during hurricanes, tornadoes and earthquakes
- Available in clear or shades of grey and silver

details

- Apply to new or existing glass
- Rejects up to 99% of harmful ultraviolet rays
- Visually unobtrusive
- Installation conducted by professional technicians

ACE/Security Laminates Inc. is a proud member of the Canadian Plastics Industry Association (CPIA), Society of Plastics Engineers (SPE), Canadian Association of Industrial Security (CSIS) and the American Association of Industrial Security (ASIS).

For more information:

ACE/Security Laminates authorized dealer:

ACE/Security Laminates (your area)
 address
 city, state zip
 Tel: (000) 000-0000
 Toll-free: (000) 000-0000
 Fax: (000) 000-0000

www.acesecuritylaminates.com

ACE/Security Laminates Inc. is not liable for any unauthorized statements, representations or claims made by independent dealers or installers. Also, ACE does not warrant film products against glass related injuries.

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specifications

- Physical Properties**
 number of laminate layers
 laminate thickness, with adhesive
- Strength**
 tensile
 break
- Solar Properties**
 UV radiation
 rejected

	SF 5 CLEAR	SF 6 S 20 SILVER	SF 6 G 50 GREY	SF 7 CLEAR	SL 9 CLEAR	SL 11 S 20 SILVER	SL 11 G 50 GREY	SL 14 CLEAR	SL 20 CLEAR
	SAFETY				SECURITY				
inches	1	2	2	1	2	3	3	3	4
microns	0.005	0.006	0.006	0.007	0.009	0.011	0.011	0.014	0.020
	127	152	152	178	229	279	279	356	460
lbs/inch	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000
	110	132	132	190	221	240	240	350	450
	98	98	99	98	99	98	99	98	98

Specifications are subject to change without notice.

Figures represent typical values



products are made in North America and come with a limited lifetime warranty.

ACE/Security Laminates All About ACE

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200 Series Standard Security

Not even for a second. Do not leave your windows unprotected, or you could become the next victim of a smash and grab crime. ACE standard security laminate assists in eliminating these worries by transforming your windows into a strong protective barrier.

www.acesecuritylaminates.com



200 Series Standard Security

overview

If you expect a security system or bars to protect your business, think again! Thieves can still enter your business after the alarm sounds and your window breaks.

ACE products compliment your safety and security needs. ACE's 200 Series SL 9 standard security laminate serves as part of an overall glass protection system that in most cases discourages smash and grabs.

Glass windows and doors treated with ACE standard security laminate are almost impenetrable, even under the most violent attacks. If your window breaks, our laminate's adhesive grip will hold the majority of broken glass fragments together and it will continue to resist penetration.

ACE's SL 9 security laminate also protects during life threatening situations such as explosions and vandalism. Its superior hold keeps lethal glass shards together, to minimize injury and to provide you additional time to escape.

ACE products are third-party tested by the internationally renown laboratory, Intertek Testing Services (ITS) in Toronto, Canada. Test reports certify that ACE's SL 9 security laminate meets and exceeds safety standards for glass. In fact, ACE's SL 9 security laminate has a break strength of 221 pounds per inch.

When you reinforce your glass windows and doors, make the clear choice! Buy a transparent SL 9 security laminate that keeps criminals out and protects you and your valuables. It is a one-time investment that pays off.

ACE's SL 9 security laminate is recommended for store front businesses, offices, houses, apartments, vehicles, schools, hospitals and other institutions.

applications

- Standard security in a 2 ply laminate
- Graffiti protection
- Bomb blast and explosive resistance
- Added protection during hurricanes, tornadoes and earthquakes

details

- Apply to new or existing glass
- Rejects up to 99% of harmful ultraviolet rays
- Our reflective films reject solar energy up to 76%
- Installation provided by professional technicians

ACE/Security Laminates Inc. is a proud member of the Canadian Plastics Industry Association (CPIA), the Society of Plastics Engineers (SPE), the Canadian Association of Industrial Security (CSIS) and the American Association of Industrial Security (ASIS).

For more information:

ACE/Security Laminates authorized dealer:

ACE/Security Laminates (your area)
address
city, state zip
Tel: (000) 000-0000
Toll-free: (000) 000-0000
Fax: (000) 000-0000

www.acesecuritylaminates.com

ACE/Security Laminates Inc. is not liable for any unauthorized statements, representations or claims made by independent dealers or installers. Also, ACE does not warrant film products against glass related injuries.

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specifications

Physical Properties
number of laminate layers
laminate thickness, with adhesive

Strength
tensile
break

Solar Properties
UV radiation
rejected

	SF 5 CLEAR	SF 6 S 20 SILVER	SF 6 G 50 GREY	SF 7 CLEAR	SL 9 CLEAR	SL 11 S 20 SILVER	SL 11 G 50 GREY	SL 14 CLEAR	SL 20 CLEAR
	SAFETY					SECURITY			
inches	1	2	2	1	2	3	3	3	4
microns	0.005	0.006	0.006	0.007	0.009	0.011	0.011	0.014	0.020
	127	152	152	178	229	279	279	356	460
lbs/inch	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000
	110	132	132	190	221	240	240	350	450
	98	98	99	98	99	98	99	98	98

Specifications are subject to change without notice.

Figures represent typical values



products are made in North America and come with a limited lifetime warranty.

ACE/Security Laminates All About ACE

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Caution: Bullet resistant on half-inch glass only.



300 Series

Bullet and Bomb Resistance

Today, commercial buildings, homes and automobiles are being designed with expansions of glass. Built to obtain ambiance and beauty, such constructions also provide windows of vulnerability.

To help safeguard when tragedy strikes, ACE has developed the only high-tech security window laminate that converts annealed glass into a high level of resistance.

www.acesecuritylaminates.com



300 Series

Bullet and Bomb Resistance

overview

Buildings with unprotected glass windows and doors become easy targets during serious security threats. If forcefully penetrated, vulnerable windows will shatter causing glass shards to soar like speeding bullets. Neglecting to take the proper safety precautions could destroy innocent lives and valuable assets.

Comprehensive research and testing have made ACE the world's leader in the glass protection industry. ACE has designed a micro thin multi-layer polyester security laminate that protects against a wide range of dangerous events such as gun fire, bomb blasts and chemical explosions.

ACE products are third-party tested by the internationally renown laboratory, Intertek Testing Services (ITS) in Toronto, Canada. Test reports clearly indicate that ACE security window laminates are superior compared to other imitation security films. In fact, when properly applied to the interior side of half-inch glass a certain level of bullet resistance is obtained.

ACE security laminates when applied to 1/2 inch glass can resist the penetration of a .38 caliber, .9mm FMJ or even a .357. If the window shatters, the film's adhesive grip will hold the majority of broken glass fragments together providing additional time to escape danger.

When you reinforce your glass windows and doors, make the clear choice! Buy a transparent high grade security laminate that protects lives and property. It is a one-time investment that pays off.

ACE security window laminates are recommended for banks, embassies, government and military buildings, store front businesses, houses, apartments, vehicles, schools, hospitals and other institutions.

applications

- High level of fragmentation retention
- Resistance to small fire-arms
- High-end bomb blast and explosive resistance
- Added protection during hurricanes, tornadoes and earthquakes

details

- Apply to new or existing glass
- Rejects up to 99% of harmful ultraviolet rays
- Visually unobtrusive
- Installation conducted by professional technicians

ACE/Security Laminates Inc. is a proud member of the Canadian Plastics Industry Association (CPIA), Society of Plastics Engineers (SPE), Canadian Association of Industrial Security (CSIS) and the American Association of Industrial Security (ASIS).

For more information:

ACE/Security Laminates authorized dealer:

ACE/Security Laminates (your area)
 address
 city, state zip
 Tel: (000) 000-0000
 Toll-free: (000) 000-0000
 Fax: (000) 000-0000

www.acesecuritylaminates.com

ACE/Security Laminates Inc. is not liable for any unauthorized statements, representations or claims made by independent dealers or installers. Also, ACE does not warrant film products against glass related injuries.

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specifications

Physical Properties
 number of laminate layers
 laminate thickness, with adhesive

Strength
 tensile
 break

Solar Properties
 UV radiation
 rejected

	SF 5 CLEAR	SF 6 S 20 SILVER	SF 6 G 50 GREY	SF 7 CLEAR	SL 9 CLEAR	SL 11 S 20 SILVER	SL 11 G 50 GREY	SL 14 CLEAR	SL 20 CLEAR
	SAFETY				SECURITY				
inches	1	2	2	1	2	3	3	3	4
microns	0.005	0.006	0.006	0.007	0.009	0.011	0.011	0.014	0.020
	127	152	152	178	229	279	279	356	460
lbs/inch	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000
	110	132	132	190	221	240	240	350	450
	98	98	99	98	99	98	99	98	98

Specifications are subject to change without notice.

Figures represent typical values



products are made in North America and come with a limited lifetime warranty.



400 Series

Bullets and Bombs

The **400 series** is a high-tech solution that converts annealed glass into the highest level of resistance. This multi-layered polyester laminate offers protection from life threatening situations ranging from small firearms to chemical explosions and terrorist bombs.

www.acesecuritylaminates.com



400 Series

Bullets and Bombs

overview

Extreme protection against extreme security threats.

ACE/Security Laminates window laminates reduce the risk of injury during a wide range of life threatening situations. When earthquakes or explosions erupt, ACE/Security Laminates adhesive laminates will hold broken glass fragments together to provide you with sufficient time to escape.

Originally developed to help protect against terrorist attacks in Europe and the Middle East, ACE/Security Laminates window laminates help safeguard government, military institutions, embassies, banks, hotels, hospitals, automobiles and homes with vulnerable expanses of glass.

ACE/Security Laminates offers stylish shades of grey and silver to enhance your home's appearance. Unlike traditional safety precautions such as window bars and wired glass, our safety films are visually unobtrusive.

applications

SL 20 - Anti-Terrorist Clear

- Highest level of fragmentation retention in the industry
- Hurricane resistance
- High-end bomb blast protection
- Small fire-arms resistance
- Strongest laminate on the market

details

- World's first 4-ply security laminate
- Scratch resistant surface coating
- 7 pound per ream laminating adhesive
- 14 pound per ream mounting adhesive

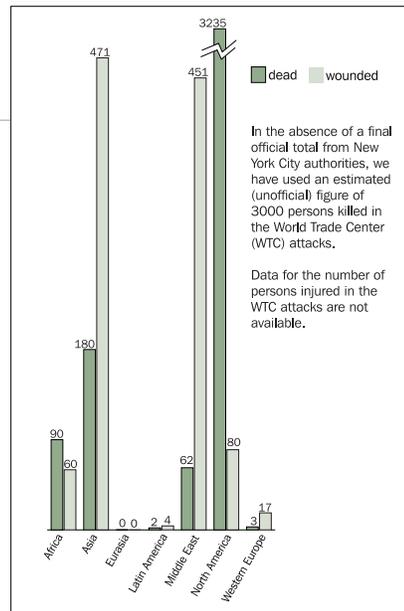
ACE/Security Laminates Inc. is not liable for any unauthorized statements, representations or claims made by independent dealers or installers. Also, ACE does not warrant film products against glass related injuries.

For more information:

ACE/Security Laminates authorized dealer:

ACE/Security Laminates (your area)
 address
 city, state zip
 Tel: (000) 000-0000
 Toll-free: (000) 000-0000
 Fax: (000) 000-0000

Total Casualties Caused by International attacks, 2001



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specifications

Physical Properties
 number of laminate layers
 laminate thickness, with adhesive

Strength
 tensile
 break

Solar Properties
 UV radiation
 rejected

	SF 5 CLEAR	SF 6 R 20 SILVER	SF 6 G 50 GREY	SF 7 CLEAR	SL 9 CLEAR	SL 11 R 20 SILVER	SL 11 G 50 GREY	SL 14 CLEAR	SL 20 CLEAR
	SAFETY				SECURITY				
number of laminate layers	1	2	2	1	2	3	3	3	4
laminate thickness, with adhesive (inches)	0.005	0.006	0.006	0.007	0.009	0.011	0.011	0.014	0.020
laminate thickness, with adhesive (microns)	127	152	152	178	229	279	279	356	460
tensile strength (p.s.i.)	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000	28,000
break (p.s.i.)	110	132	132	190	221	240	240	350	450
UV radiation rejected (%)	98	98	99	98	99	98	99	98	98

Specifications are subject to change without notice.

Figures represent typical values



products are made in North America and come with a limited lifetime manufacturer's warranty.

ITS Intertek Testing Services

Date: January 31, 1999
March 12, 1999
Report No.: 284-4891-01 Revised
Client No.: L24328
Description: **Testing of Burglary Resisting Glazing Material**
Client: **ACE/Security Laminates Incorporated**
200 Isabella, Suite 500, Ottawa, Ontario K1S 1V7
Attention: Mr. Peter Fabian

Introduction.

This test report covers the testing of glazing material in accordance with ULC-S332-93 - Standard for Burglary Resisting Glazing Material. Test samples were submitted October 8, 1998 in an as new condition. We performed testing in our laboratory on January 27, 1999, January 29 to January 31, 1999. Representative samples were subjected to Indoor use, Outdoor use, and Indoor/Outdoor use multiple impact tests after relevant thermal conditioning. The testing program was concluded in a high-energy impact test.

Description.

Thirty-three (33) samples of glazing assemblies measuring 610 mm by 610 mm, by 3.4 mm total thickness. Each assembly consisted of a nominal 3 mm glass with a burglary resistant plastic film identified as SL 14 by the manufacturer, adhered to one side. The plastic film was 0.335 mm (335 microns) in thickness.

Samples were tested after being mounted horizontally and clamped in the specified testing frame. The samples were thermally conditioned at each specified temperature for at least 24 hr prior to testing.

1. This report is for the exclusive use of ITS's client and is provided pursuant to the agreement between ITS and its client. ITS's responsibility and liability are limited to the terms and conditions of the agreement. ITS assumes no liability to any party, other than to the client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this report.
2. Only the client is authorized to copy or distribute this report and then only in its entirety. Any use of the ITS name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by ITS.
3. The observations and test results in this report are relevant only to the sample tested. This report by itself does not imply that the material, product or service is or has ever been under an ITS certification program.

Intertek Testing Services NA Ltd.
3210 American Drive, Mississauga, Ontario Canada L4V 1B3
Telephone 905-678-7820 Fax 905-678-7131



Standard's Requirement.

For the **multiple impact tests**, the samples should be capable of withstanding five 68 J impacts as produced by dropping an 83 mm diameter hardened smooth steel ball with a mass of 2.3 kg through a vertical distance of 3 m. All impacts have to fall within a 125 mm diameter circle. The steel ball shall not penetrate completely through the glazing material on any one of the five (5) impacts on nine (9) of the ten (10) samples tested.

The **high-energy impact test**, samples should be capable of withstanding one 270 J impact as produced by dropping the same ball through a vertical distance of 12 m at an approximate center of the sample. The steel ball shall not penetrate completely through the glazing material in all three (3) samples tested.

Testing Program.

A - Thermal Conditioning Test for Outdoor Use / The multiple impacts tests were conducted on ten samples conditioned at $49 \pm 1^\circ\text{C}$ and on ten additional samples conditioned at $-18 \pm 1^\circ\text{C}$

B - Thermal Conditioning Test for Indoor Use / The multiple impacts tests were conducted on ten samples conditioned at $13 \pm 1^\circ\text{C}$. We did not conduct additional conditioning and testing at $35 \pm 1^\circ\text{C}$ required based on the results of testing for outdoor use at $49 \pm 1^\circ\text{C}$.

C - High-Energy Impact Test / The test was conducted on three samples conditioned at $21 \pm 1^\circ\text{C}$.

Results.

Test	Conditioning @	Results
A - Outdoor Use	$49 \pm 1^\circ\text{C}$	Ten out of ten samples tested passed
	$-18 \pm 1^\circ\text{C}$	Three out of ten samples tested failed
B - Indoor Use	$35 \pm 1^\circ\text{C}$	Not required as samples passed $49 \pm 1^\circ\text{C}$ conditioning
	$13 \pm 1^\circ\text{C}$	Nine out of ten samples tested passed
C - High Energy Impact Test	$21 \pm 1^\circ\text{C}$	Three out of three samples tested passed

Conclusion.

The glazing material submitted by the client satisfies the **ULC-S332-93 - Standard for Burglary Resisting Glazing Material** for the Indoor use category.

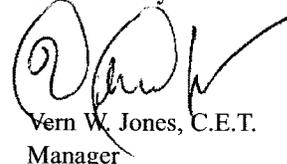
Tested and reported by: Robert Davison, Vern Jones.

Respectfully Submitted,
Intertek Testing Services, NA. Ltd.



Robert Davison,
Physical Testing Services

Reviewed by



Vern W. Jones, C.E.T.
Manager
Physical Testing Services





Peter Fabian, CEO of ACE/Security Laminates, demonstrates how a window remains intact even after being struck by the flying door of a van during the blast, below. The laminate is a multilayered polyester film that is rolled on the inside surface of windows to protect them from explosions, vandalism and natural disasters

A booming market for ACE's laminate

An Ottawa firm's product provides solid protection from natural disasters, vandalism and explosions, writes **ANDREW MAYEDA**.

Peter Fabian likes to watch his product be abused. The heavier the artillery, the better. After pulling up in a red Bentley yesterday, the president and CEO of ACE/Security Laminates watched with approval as his company's glass and window laminate took a serious beating.

First, there was the car bomb — or van bomb, to be precise.

Ten sticks of dynamite blew the side door off and left the van a mangled wreck.

One of the goals was to show ACE's laminate can withstand a car bomb planted in a delivery van or limousine, a threat identified by the FBI, said CEO Peter Fabian.

Then there was the miniature baseball bat. And the Molotov cocktails. Followed by the .357 Magnum, a gun that would do Clint Eastwood proud, and the 12-gauge shotgun.

None could seriously crack the defences of ACE's laminate, a multilayered polyester film rolled on the inside surface of windows to protect them from explosions, vandalism and natural disasters.



• News



Ex-chief having a blast

Brian Ford helps firm sell terrorist-proof laminate glass

BY VITO FILIECI

Former police chief Brian Ford has already created a big bang in his new job.

Yesterday, Mr. Ford, now a government liaison officer with with Ace/Security Laminates Inc., oversaw the detonation of a live car bomb at a pit in Almonte.

With him was a crowd of heavy-hitting security experts who had come to see how Ace's anti-terrorism window laminate stood up to the blast.

The group included representatives from the RCMP, the Canadian Security and Intelligence Service, police forces from New York City and New Jersey, and interested dealers from as far away as Australia.

Former federal industry minister Brian Tobin was also there, although he insisted "I have no formal relation to them at this stage in the game. I think it is a rather exciting Canadian success story."

Ace's anti-terrorism window laminate, designed so not even a bomb will shatter glass, has been around for about 18 months. But since Mr. Ford got on board less than a month ago, interest in the product has swelled.

"We have really noticed a big change in two weeks," said Peter Fabian, president and chief executive officer of the Ottawa-based company, which manufactures its products in Gatineau.

"These types of police people and security people all talk the same language. I come from a business side, and they want to talk about it from the crime side. He has really been a good asset."

Yesterday's bomb, equivalent to an explosion created by 15 kilograms of dynamite, gave Mr. Ford a good opportunity to engage in some cop talk.

"It's quite smaller than a suicide bomb would be," said Mr. Ford after the booming explo-



Brian Tobin, above, examines the shotgun blasts to the glass treated with laminate created by Ace/Security Laminates Inc. At right, Ashley Johnstone, who had travelled from Australia, demonstrates the futility of the smash-and-grab type of vandalism, breaking a baseball bat before penetrating the glass.



PHOTOS BY JULIE O'NEVER, THE OTTAWA CITIZEN

sion sent a plume of black smoke into the air and blew the Toyota's roof to smithereens.

"In Oklahoma City, it was 2,500 pounds (1136 kg). That is going to take the side of a building off."

The bomb was strategically placed to blow the doors clean off the car, sending them flying into glass panels placed on either side.

On the driver's side was ordinary, untreated glass. On the passenger's side was Ace's laminate-coated glass. The Ace laminate was shattered, but intact, while the regular glass had scattered.

"In Oklahoma, people as far away as 10 blocks were injured by flying glass," Mr. Ford said. "If you are a block away, you could be hurt, too."

Ace has had an easier time marketing its products to

Americans than to Canadians.

To keep up with demand, the company has released television commercials to entice people to become Ace/Security Laminate franchise dealers in the U.S.

The company already has about 85 dealers, most in the U.S. Ace will also be setting up a manufacturing facility in Ogdensburg, New York.

Some of the company's potential dealers were on hand yesterday, including Ashley Johnstone, who had travelled

from Australia after hearing about the company through an Australian friend of Mr. Ford.

"I gave it hell, it held up pretty good," Mr. Johnstone said after attacking a laminated pane of glass with a Louisville Slugger. The bat broke.

"This is my first swing of a baseball bat, and I broke the thing," he said.

Ace executives say global attention is good, but Canadians also need to start paying attention to new security technologies.

WORTH WATCHING

Going to great panes

Ace Security Laminates treats windows for safety, UV block

By Christine L. Romero
The Arizona Republic

This group of Valley businessmen loves nothing more than to take a baseball bat to this piece of treated glass to prove it won't shatter.

If the dealers of Ace Security Laminates had a crowbar or a loaded gun, they would try those just to prove that nothing could get past the regular glass, which they have coated with a laminate that is credit-card thin.

The Ace Security window coating long has been used to protect the windows of some local police departments and federal buildings, including the CIA and FBI.

The 12-year-old privately held Canadian company began offering its product in Arizona less than a year ago through a handful of independent Valley dealers and two in Tucson. It exports window laminates to more than 40 countries, including China and those in South America and Africa, where it is widely used on government buildings.

Tempered-glass windows, like those on most cars, typically will crumble to the ground or send potentially harmful shards flying in the air.

"We work well with alarms," said Jim Lowe, an Ace Security dealer in the East Valley, "but alarms won't stop your stuff from walking out the door."

Now, Ace Security Laminates is gaining popularity among businesses that deal with break-ins, such as liquor stores and small retailers.

The product also is catching the attention of Valley homeowners who live on golf courses, because golf balls can shatter costly windows. And the attention of other homeowners, too, as it offers protection from ultraviolet rays to shield valuables from the harsh desert sun.

Ace treatment costs about \$100 per window.

One sunny afternoon, the group demonstrated the product's attributes by hitting a test window at least a dozen times with a bat and then chucking a heavy rock at it. An average smack to the glass with a baseball bat did nothing.

Eventually, they got the glass to start breaking, but the film held it together, still



Christine Keith/The Arizona Republic

Jim Lowe, a dealer in the East Valley, demonstrates the shatterproof qualities of window film made by Ace.

Ace Security Laminates

■ A thin coat that keeps windows from shattering and provides added protection from ultraviolet rays.

■ Valley dealers: Larry Walker and Dennis Higgs, central Phoenix; Ron Doley and Jay Lowe, East Valley; Bill King, West Valley.

■ (480) 726-8721

■ www.smashandgrind.com

the theft deterrent on some of their newer models.

A messy burglary a few years ago got Andrew Costanzo, co-owner of Tempe's Irish Gift House, thinking more about security, even though he already has a window alarm and uses other security measures. The store installed the Ace window treatment about a year ago.

"It's part of our security setup," Costanzo said. "It is possible that maybe somebody has tried to break it and (went on) to find an easier target."

The laminate's UV protection has helped save merchandise that wasn't even in direct sunlight, he said.

"We didn't want to put anything up like bars or roll-down steel doors," Costanzo said. "We want the place to look inviting. We figured anything else (besides the laminate) would distract."

Reach the reporter at christine.romero@arizona-republic.com or (602) 444-8285.

making it impossible to get past the barrier.

"Criminals are basically lazy people," said Larry Walker, an Ace Security dealer in central Phoenix. "They don't want to work that hard."

Makers of high-end cars, such as BMW, Mercedes-Benz, Lincoln and Cadillac, are taking notice and putting



Tuesday, October 1, 2002

Security laminate used on window panels to protect from shattering

By Tim Young
BUSINESS EDITOR

When people usually think of a business meeting, they envision a cushy office or a luncheon.

But not ACE security laminates. Their idea of a business meeting involves baseball bats, 9 mm pistols, shotguns and Molotov cocktails.

ACE is an internationally-known business that is stationed out of Ottawa, Ontario, Canada.

Now ACE has a dealer out of Mount Summit.

But what do guns and explosives have to do with laminates?

The laminates that ACE produces are used on window panels to protect them from shattering in the event of a violent crime or vandalism.

"Everyone needs security protection," said Kelly Searson, corporate accounts manager for ACE. "It's not just good enough to have good alarms and good locks."

The window laminates can protect against the smash of a baseball bat all the way to a high-end explosive. The window film prevents shattering from both.

At a local demonstration of Ace's product at the Monroe Township Conservation Club, business owners, police and security personnel and possible future dealers from Chicago, Pittsburgh and San Diego gathered to see for themselves how the laminate worked.

All stood and watched as bullets and bombs were used against the laminate. The out-



come — not one shard of glass had left the plane.

The laminate rolls over a glass surface like wallpaper, making installation quick and easy. Searson said not only will the laminate protect against shattering but it is also a good insulator.

Searson said the first idea to design the laminate was to stop and deter breaking and entering crimes, or "smash and grab crimes."

Government agencies are looking in to using the laminate on their buildings. Israel and Egypt decided to use the laminate on some of their buildings after seeing one of Ace's demonstrations.

85 percent of all bomb injuries are caused by flying

glass according to ACE. More than 500 people were injured by shards of glass in a 10 mile radius after the bombing of the federal building in Oklahoma City occurred.

There are four types of laminate - the 100 series, which protects against smash and grab theft, the 200 series, which is a little stronger than the 100 series and is used for homes and small businesses, the 300 series, which offers bullet and bomb resistance and the 400 series, which offers the greatest bullet and bomb resistance.

"People are skeptic, but you have to see it to believe it," said Eileen Bogdonas, security consultant for the Mount Summit office.

She said that Indianapolis is a nice-sized city and that its international airport and fed-

eral buildings make it a target for terrorist attacks. The laminate can help protect people from such attacks.

Since 1991, ACE has been striving to make protection for home and businesses full-proof.

Police have looked into using the laminate on police car windows.

2/3 of all home break-ins occur through the windows. Searson said ACE security laminates can deter criminals from entering the home.

Sheets of laminate cost around \$10-15 per square feet.

Anyone with questions or comments can contact Bogdonas at 765-836-4266.

"Why should the government be the only one to have this," said Bogdonas. "Alarm systems are great but they're not the final answer."

"Let the alarm system notify the authorities, let our product be the deterrent."



CANADIAN FIRM'S WINDOW FILM PREVENTS SHATTERING

ACE/Clear Defence impresses military with product

BY JILL VARDY

OTTAWA • To impress his customers, Peter Fabian has to literally blow his product to pieces.

Not that he has a problem with that. The president of ACE/Clear Defense Inc. of Ottawa loves to put a few bullets through his window laminates.

That's what's he's been doing for the past few days for the U.S. military's Joint Chiefs of Staff, at an elite security demonstration at Quantico Marine Corps Base in Virginia. Police and military officers have been shooting, bombing, and smashing windows treated with the laminate to see how much they shatter.

"This is the who's-who of protective gear and equipment for military purposes," said Mr. Fabian, on the phone from the Quantico demonstrations. "For the past few days we have outperformed all the big conglomerates who are here . . . we're just blowing them out of the water."

ACE/Clear Defense makes a window laminate that is as thin as paper and makes windows bomb and bullet-resistant for about one-tenth the cost of bullet-proof glass. The transparent security laminate simply rolls on existing windows like wallpaper and keeps them from shattering.

"It takes about ten minutes to retrofit a window with our laminate," says Mr. Fabian. Once it's on, it's so strong that bullets can't penetrate the glass.



Not even a bomb can blow apart this window after its been treated with blast-resistant film by ACE/Clear Defense Inc. This window was blased during U.S. military tests last year.

• News



ACE/Security Laminates All About ACE

[Go to Index](#) [< Previous](#) [Next >](#)

The Marion-Ledger

Polyester coating in sales trials locally

By Robert Schoenberger
Marion-Ledger Staff Writer

Peter Fabian stands still as another man fires a gun at him. The only thing between them is a window coated with a substance known for making ugly clothes in the '70s.

The window cracks in a spiderweb pattern, and Fabian walks out laughing. The president and chief executive officer of Ottawa, Canada-based ACE Security Laminates has demonstrated the

strengths of his products in a video presentation.

"After seeing that, we said, 'Let's buy some tickets,' and we went up to Canada," Jackson businessman Nick Myers Jr. said on seeing Fabian's video.

A few months after that visit last year, Myers and Jeff Brantley, the baseball star who retired to Clinton last year after 14 years in the major leagues, became distributors for ACE products in six Southeastern

states.

The two will demonstrate their products today to a group of invited guests and security officials.

Brantley said he had been looking for business opportunities when he heard from Myers.

"When you're playing baseball, it seems like everyone you know is bringing you a product to pitch," Brantley said. "But this one really stood out."

ACE Security Lami-
See ACE, 6C



Special to The Marion-Ledger

ACE president Peter Fabian braves a bullet fired at a glass coated with his company's rugged polyester lining.

ACE: Film on windows can help in storms

From 1C

lates produces thin, polyester films that can be attached to windows to strengthen them. The strongest films can stop some bullets, while others can stop debris such as tree limbs sent flying by hurricane-force winds.

It performs basically the same function as taping up windows to prepare for a hurricane. While flying debris might break the window, the pieces of the window will stick to the film, preventing them from falling and cutting people and keeping more debris from entering the building.

Myers said while the company will pitch the product's security benefits to clients, in the Southeast, hurricane and tornado protection will be strong sales inducement.

In addition, the product can deter simple burglaries, Myers said.

"The typical burglary only takes about 90 seconds," he said. Criminals typically break a window, quickly grab what they can from a home and leave.

But if a burglar hits a security-coated window, the glass will break, but it will not give him easy access to the building. The burglar would have to pick out the glass shards to make a hole big enough to fit through, a process that could take several minutes and increase the risk of getting caught.

Brantley said, "Sept. 11 really raised everybody's awareness of the threats out there... but it doesn't take a terrorist to break a window and take something out of your house. We protect against both."

Brantley said coating a car's windows would cost between \$750 and \$800. The cost to coat windows in a building would depend on the size, the level of protection desired and the number of windows.

• News





Friday, August 2, 2002



A CAR explodes under a tent at the Cavendish Pl. race Alberta during ACE Security Laminates' demonstration of its bomb-resistant window film.

Jason Pearson / SUN

Firm having a blast

By SEAN MCKIBBON
Ottawa Sun

You might say business is booming at ACE Security Laminates, an Ottawa company which set off a couple of huge explosions yesterday to demonstrate the effectiveness of its product.

With demand for its transparent plastic window re-entrant film heating up after Sept. 11, the company is set to open a new manufacturing plant in Ogdensburg, N.Y., to meet demand and attract more business.

"They want to buy American, as I don't have a problem with that," said ACE CEO Peter Fabian. His firm needs a better distribution network and the U.S. location will help cut transportation and labor costs, he said. "It's still a Canadian product

and will have Canadians supervising the production."

With its headquarters in the U.S. already — each selling for \$28,000 — it's not like the company has had trouble selling into the U.S.

Fabian said ACE has always had more success south of the border, but with terrorism on everyone's mind, the company has ramped up production of a tear-pipe, bomb-resistant laminate.

Demonstration

ACE reps were showing it off to a number of U.S. and Canadian police forces and secret service types yesterday with a car bomb demonstration at the Cavendish Pl. race Al-

www.mckibbon@ott.sunpub.com

Thursday, July 22, 2004

Security outfit shatters records

By SEAN MCKIBBON
Ottawa Sun

A rash of heists has ravaged area jewelers, but raised revenues for Ace Security Laminates Corp. "Sales are up locally about 40%," says company CEO Peter Fabian.

In the last month, he says he's sold \$100,000 of product in the Ottawa area and Fabian thinks it's the spate of property crimes that boosted sales of his firm's thin plastic film, which toughens glass enough to resist smash attempts and even bullets.

For years, Fabian says, jewelry stores in Ottawa stayed under the radar of thieves who concentrated on Toronto and Montreal.

"Sadly for Jubilee (Fine Jewelers) — God bless them — they sell a great product and thieves recognized it," Fabian says. The crimes have led the stores to improve security, but Fabian says the public in general has to do "a rethink of their own personal security."

Malls targeted

"At one time it was street level," he says. "Now it's right in the mall where everybody thought they were safe."

The latest robbery took place Thursday night at the Carlingwood Mall location. Two men, armed with a gun and a hammer, smashed display cases and made off with their expensive loot shortly before closing time.

Fabian says his firm has been doing a lot of residential business as homeowners are beginning to recognize thieves will happily



Jeff Bossert / SUN

ACE SECURITY offers a plastic film that, when applied to glass, is able to withstand a bomb blast.

smash their way into a home even if it is protected by an alarm, knowing police won't get there in time to catch them.

Although Fabian's firm also makes and sells laminates that will harden windows enough to withstand bomb blasts, he says governments have been slow to protect buildings.

"It happened three years ago and only now are some of the budgets being released," he said of the U.S. government.

Canada, he said, has been even more complacent.

"Sadly it's going to take something awful to happen," he says.

www.mckibbon@ott.sunpub.com

• News





USGlass
THE ASSOCIATION OF UNIFIED THE GLASS INDUSTRY LAMINATE

With security glazing, teller sections in banks, convenient stores, motels, hospitals and pharmacies are a new market with glass shop's existing customer base.

The rise in violent crime—and our society's growing need to combat it—has translated into bigger opportunities for the glass industry.

Traditionally, the need for bullet- and attack-resistant systems has been confined to jails, prisons, government buildings and military facilities. Today, however, you'll find highly secured gas stations, hospitals and even strip malls. The need for more security is growing, just as quickly as crime itself.

Now is the time for glass people to get involved in security. I am still amazed when glass shop owners stop by our booth at glass shows and tell us they don't do security. Even if your business doesn't handle high-level security products, your business is very likely the first place a local convenience store owner calls once he or she decides to beef up on security. Since you were the one who installed his storefront windows, he's assuming your shop is the logical first step.

So you receive the call. Now what? There is no simple answer or one-size-fits-all approach to securing a structure. Whether it's a big commercial office building, hotel, motel or a mom-and-pop pawnshop, each individual customer has a set of problems and solutions uniquely his or her own. Considerations such as weight, cost, usage, threat level and aesthetics come into play.

One way many local glass operations are handling this potentially lucrative upswing in business is by forming partnerships with security product manufacturers. Security experts can help with specs and costs, and also layout the many security options your customer has. There is no one way to secure a business—there are dozens. Framing choices, glass density, threat levels and more all come into play.

Breaking Into Security Glazing

Can Security Glazing Be Beneficial to Your Glass Shop?

by Craig Washing

Working with someone—from security glass fabricators to total security systems providers—who knows the field will help you present your recommendations to the customer, show him what he is getting for his money and what he is protecting.

Let's talk for a minute about security products and what's available. First, there is no such thing as bulletproof glass. Yet this probably is what your customer is going to ask for right off the bat. Bulletproof products do not exist. Every product is capable of being penetrated at some threat level. What your customer wants is a bullet-resistant product. These are certified to resist a specific caliber round with defined placement and a specified number of impacts.

Another category of security products is a product's attack-resistance. This is defined by and certified to duration of attack, type of weapons used and sequencing of the attack tools. Attack-resistance is also known as forced-entry in government circles.

In many cases a customer only knows he needs more security. He may be totally oblivious to the actual product or products he needs. The obvious first question to ask then is "What is your real threat?" Every job starts with this simple query.

As security needs continue to grow, you will no doubt be answering the telephone calls of businesses in your area more frequently. They will be asking you if you can help them with security. Will you be ready with the answers? You will, if you prepare in advance. You can make even more hay out of the rise in security needs by letting your community know in advance that your shop can provide security products and consulting. You can do this with a simple marketing plan aimed at your area businesses—send out a mailer or take out an ad in the local paper. You may start getting the calls your competition usually passes on.

Now is the time to increase your knowledge in order to take advantage of the security products field. As a glass shop you are on the front line to provide that security solution.

Security glass can help prevent forced entries.



the author

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• News

Press Releases

DATE	PRESS RELEASE TITLE
June 14, 2005	ACE laminate to be installed on vehicles in Iraq
May 13, 2005	ACE appoints new board members
March 11, 2005	ACE announces its alliance with the Canadian leader in auto glass
May 4, 2005	“Another Break-Through in China” - China Taking Security Seriously: ACE Security Laminates announces a 250% increase in roll orders from China
February 24, 2005	ACE Protects Another Major Canadian City
December 17, 2004	ACE/Security Laminates Corporation - New Authorized Dealers Joining ACE Dealer Network
November 25, 2004	ACE/Security Laminates Corporation Finalizes its Private Placement
September 2, 2004	ACE/Security Laminates™ Corporation “ACE Announces Second Quarter Results”
August 24, 2004	ACE/Security Laminates™ Corporation "Assignment of Shares by President/CEO to Employee Trust"
August 9, 2004	ACE Announces Proposed Private Placement
July 27, 2004	ACE awarded Metropolitan Life Building contract and Peter Fabian Nominated chairman of Canadian Corporate Leadership council of the UN



Press Releases

July 7, 2004	ACE Nomination of an Additional Director and Stock Option Grants
June 30, 2004	ACE/Security Laminates™ Corporation “Federal Schedule Supply Contract”
June 17, 2004	ACE/Security Laminates™ Corporation “ADT Canada”
June 8, 2004	ACE/Security Laminates™ Corporation “Department of the Army”
June 3, 2004	ACE/Security Laminates™ Corporation “Banco Provincial Venezuela”
June 3, 2004	ACE/Security Laminates™ Corporation “First Place Security Presentation Award
June 2, 2004	ACE/Security Laminates™ Corporation “Glass Award”
June 2, 2004	ACE/Security Laminates™ Corporation “US Naval Headquarters Washington DC”
May 26, 2004	ACE has Completed its Initial Public Offering of 6,000,000 Common Shares.”
May 25, 2004	ACE/Security Laminates™ Corporation “Goes Public”



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