

Fresh talents

Honorees come from diverse backgrounds

Glass Magazine received 60 nominations for this year's 20 Under 40 honors.

They all deserve a round of applause.

The Class of 2007 ranges in age from 25 to 39 and includes four women. Their jobs show diversity such as foreman, lab supervisor, designer, salesman, vice president and owner. Their companies represent 11 states and Canada. Outside their glass hours, the honorees spend time boating, skiing, fishing, painting, scuba diving, coaching, backpacking, wine tasting and collecting, playing paintball, learning karate and Irish dancing.

These people are shaping the industry during the early stages of the 21st century in which automation and technology continue to bring changes and improvements.

Supervisors, co-workers and peers sent in the nominations until Oct. 28. Six *Glass Magazine* staff members reviewed the nominations and then pitched their choices one afternoon. Discussions and research followed before the approval of a final list.

Randy Cohen Vice president sales and marketing | Frank Lowe Rubber and Gasket Co. | Farmingdale, N.Y.

One of the triumphal moments of Randy Cohen's career as vice president of sales and marketing at Frank Lowe Rubber and Gasket Co. was helping a leading window manufacturer address a major snafu. Air was infiltrating the firm's insulating glass units and "there was no existing product readily available to solve the problem," Cohen says. "We took a product used in a different industry, reverse-engineered it and brought it through production. It was very rewarding to start with an existing product that was failing miserably and make it into a high-end window that worked."

Cohen was in his element listening to the customer's concerns and interfacing between the customer and staff until a workable solution materialized.

"He's a general problem solver," says Brian Atkin, executive vice president of Frank Lowe. "Anything you need or want he's the guy to call. He'll be there from start to finish."

Cohen's can-do spirit has permeated Frank Lowe. Since joining the company in 2002, he has improved and expanded the customer satisfaction department, developed a strong network of independent sales representatives throughout North America and the Caribbean, led an image campaign with a new brand and marketing and advertising initiatives, and even designed new gaskets for

use in windows. The result: 15 percent to 20 percent annual growth in sales.

The fast pace and close person-to-person connection fits Cohen's personality to a T. An M.A. in educational psychology from Fordham University, New York City and a born networker, he loves golf, cooking and wine tasting. "He has amazing drive and a magnetic personality," Atkin says.

