



# FGIA

## 2020 VIRTUAL SUMMER CONFERENCE

### NICK LIMB *FGIA U.S. Market Studies Overview with Forecasts*

Thursday, June 25  
10:00 – 11:30 a.m. CT

#### Presentation Overview

The most recent FGIA industry market study will be discussed by Nick Limb of DuckerFrontier (the company that conducts research on FGIA's behalf). The presentation will feature highlights of current trends and future changes in the fenestration market, notably how COVID-19 has affected future forecasts, and will also cover how the study is prepared and how prior forecasts compared with actual market results.

This **members-only** session will include responses to questions submitted prior to the event, as well as in-person. **Send questions to Angela Dickson, FGIA Marketing and Communications Director, at [adickson@FGIAonline.org](mailto:adickson@FGIAonline.org).** These will be provided to Nick in advance to allow better preparation for response. The last 15 minutes will be allotted for new questions that arise based upon information presented at the conference.

#### Discussion Topics

- Recent Market Study Results
- Anticipated Effects of COVID-19
- Discussion of Forecast Accuracy
- Additional/New Questions

#### Speaker Background

Nick Limb is a Managing Principal at DuckerFrontier. He has worked with dozens of manufacturers, suppliers, distributors, associations, and publishers associated with flat glass and fenestration products to build an understanding of markets and to assist in strategic market decision making.

Nick leads Ducker's fenestration industry research practice, with a focus on flat glass, fabricated glass products and components, commercial glazing, windows, doors, skylights, new technologies and energy efficient products. Nick also co-leads Ducker's construction industry practice, covering the building envelope to include cladding, siding, roofing and insulation products. His expertise encompasses market forecasting and demand modeling, channel strategy, acquisition analysis, brand positioning and competitive benchmarking as well as new product development and innovation feasibility.

Prior to joining Ducker, Nick worked for Pilkington Plc for 15 years in various sales and marketing management positions, including Global Market Management and was responsible for the residential window market.

He speaks frequently at industry forums and contributes articles to many journals and industry publications. Nick holds a Bachelor of Arts degree and Master of Arts degree in Economics from Cambridge University, England.