



LINCOLN FINANCIAL | RADNOR, PA.

Custom interior glazing matches existing furniture company system at a fraction of the cost.

By: Amanda Gibney Weko

# CASE STUDY

## AGI Glazier

Reilly Glazing, Inc. | Norristown, Pa.

## Project Team

Owner: Lincoln Financial

Architect: Polek Schwartz

Contractor: D'Lauro & Rodgers, Inc.

## Scope

Custom interior glass dividers for 30 offices to match an existing furniture company system with improved quality, schedule, and cost.

## Completion

Spring 2018



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## INTRODUCTION

Lincoln National Life Insurance Company, now Lincoln Financial, has a long and illustrious history. Founded in Fort Wayne, Indiana, in 1905, the company was granted permission to use "Honest Abe" Lincoln's name to support its mission of business integrity. The first woman to pass the actuarial exam, Helen Williams, joined the company in 1920. Named the world's best life insurance company multiple times, Lincoln Financial relocated to the Philadelphia region in 1998 and today has its headquarters in Radnor, Pa. in the Radnor Financial Center.



## INTERIOR PARTITIONS

The Lincoln Financial office building complex features an interior glass partition system fabricated by Clestra Hauserman. Although elegant in appearance, the system was costly to purchase and install, and offered limited customization. Enter AGI member Reilly Glazing, Inc. who had built long relationships with both Lincoln Financial and the company's preferred general contractor, D'Lauro & Rodgers, Inc. Reilly was asked if the company could mimic the existing system at a better price point. Lincoln Financial had a series of 30 offices that needed to be fit-out quickly, and the company did not want to wait for the Clestra Hauserman system's long lead time.

Left: Radnor Financial Center Building C, in which the new interior partitions are located; Reilly Glazing previously installed new entry doors on the Lincoln Financial buildings.

*From top: conference room interior and exterior views, frameless sliding door and privacy frosting details, hallway view*

## UP TO THE CHALLENGE

According to Reilly Glazing President Dan Reilly, his team researched all parts and pieces of the glass partition system and identified off-the-shelf replacements or fabricated custom pieces for the new solution.

“We were able to create a system with a very similar aesthetic under budget and several weeks ahead of schedule,” Reilly explained. “The beauty on our side was that we had control over the project timing. We were able to mobilize in a matter of weeks instead of the eight-plus weeks it would have taken for the furniture system to arrive.”

The Reilly system uses Dorma sliding doors and a series of channels assembled in the Reilly shop and fastened together in very inconspicuous ways. The jambs feature a combination of three different types of metal to match the pockets on the existing system. Strategic frosting was applied to the glass for privacy. Most parts came from C.R. Laurence; glass came from Oldcastle.

## SMOOTH INSTALL

Once the Reilly team got over the hurdle of identifying and designing an acceptable replacement system for Lincoln Financial, the job went together very well. Installation of the 30 offices took roughly four weeks. Project Manager Dennis McGee and Foreman Doug Drysdale led the Reilly crews in the shop and on-site.

## GLAZING PARTNERSHIP

“Our team did a fabulous job getting it done and seeing the project through from start to finish,” said Reilly. “It’s a very good feather in Reilly Glazing’s cap to have developed this system that met with Lincoln’s approval. They have since given us more interior glass work.”

## LONG-TERM VALUE

In fact, Reilly Glazing recently completed another section of 15 offices in Building D and is on track to replicate the custom interior glass partition system now as Lincoln Financial offices are added or renovated.

The flexibility of the Reilly system means it can be applied in any scenario with a high degree of customization. The successful project confirms the value of engaging with a qualified glazing contractor – results can often be achieved faster with lower cost and high quality.

