

# A Clear Vision for Growth:

## Pilkington North America and JobsOhio Forge a Bright Future in Glass Manufacturing

In the bustling heart of Northwest Ohio, where innovation meets tradition, Pilkington North America—a subsidiary of the global NSG Group—stands as a beacon of progress in the glass industry and an example of the long-term success that companies can expect in Ohio. For over a century, this storied company has intertwined its fate with Toledo, Ohio, dubbed “The Glass City” for its pivotal role in shaping the glassmaking world. Here, we delve into the journey of NSG/Pilkington in North America, a story of innovation, community, and sustainability that redefines the essence of a modern industrial giant deeply rooted in its local heritage.

With a legacy stretching back 125 years, NSG/Pilkington in Ohio is a testament to the enduring spirit of innovation and community. Its origins began in the City of Rossford, where the city’s founders, steeped in the glassmaking tradition, laid the groundwork for a city that would become synonymous with industry-leading advancements. In this nurturing environment, NSG/Pilkington has flourished since 1898, evolving from a modest operation into an icon of industrial progress and sustainability with six facilities across the surrounding region.

Today, that commitment to innovation is reflected in its diverse and robust offerings, which include being a major glass supplier to First Solar and other alternative energy companies.

### **The Drive for Expansion:**

By 2018, the rapid expansion of the global solar market, fueled by technological advancements and increased demand for renewable energy solutions, presented a pivotal moment for NSG/Pilkington, a key supplier to First Solar, one of the industry’s leading manufacturers. This growth phase for First Solar translated into a significant opportunity but also posed a substantial challenge – scaling production capacity quickly enough to meet escalating needs without compromising on quality or sustainability commitments. Failing to match First Solar’s growth pace could strain the partnership, limit market opportunities, and potentially push the company to seek alternative suppliers.

Embracing this challenge head-on, NSG/Pilkington embarked on an evaluation to redefine its operational capacities and innovation trajectories. This led to the decision to invest in expanding its manufacturing footprint in Ohio, where the company could enlarge its physical capacity but also position itself to embrace cutting-edge manufacturing technologies, enhance sustainability practices, and foster a skilled workforce to ensure it could meet and exceed expectations. Building upon its long-standing history in Ohio, NSG Group approached JobsOhio with a proposal to invest in a site with a minimum of 100 acres, heavy utilities, and rail access.

### Forging the Future Together: NSG/Pilkington and JobsOhio

The search for the perfect location culminated in Luckey, Ohio, mere miles from First Solar, marking the beginning of an ambitious project that would ultimately become the cornerstone of the region’s industrial landscape. NSG/Pilkington committed to investing \$265 million into a 500,000-square-foot facility, creating 150 new jobs ranging from engineers to quality managers.

The decision to anchor this new facility in Luckey was influenced by a confluence of factors attesting to Ohio’s conducive business environment.

Todd Huffman, Global Director of Solar Glass at NSG/Pilkington, described the strategic underpinnings of this significant investment: “In addition to being near our customer, First Solar, proximity to essential resources such as natural gas, electricity, telecommunications, water, and sewer, along with a skilled labor force, raw materials, and transport, were all critical considerations in locating the facility in Luckey, Ohio.”

JobsOhio played a crucial role in bringing this vision to life, offering a comprehensive package of solutions tailored to the project’s needs. From critical infrastructure improvements to targeted workforce development programs, the collaboration between NSG/Pilkington and JobsOhio exemplified a partnership built on mutual growth and success.

### Beyond the Glass: Impact and Innovation

#### Project Results:

**Fixed Asset Investment: \$297,659,501**

**Jobs Created: 152**

**Jobs Created Payroll: \$9,705,290**

Since breaking ground in April 2019, the Luckey facility has surpassed expectations, contributing significantly to the local economy and exceeding job creation targets. Specializing in TCO-coated glass for solar panels, this plant stands as a testament to NSG/Pilkington’s dedication to renewable energy solutions and its pioneering role in the solar energy sector.

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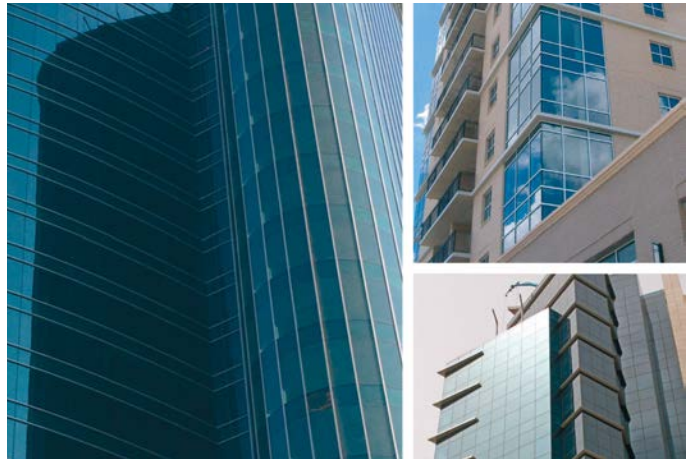
### Deepening Roots in Rossford

In a recent move to expand its oldest North American plant, NSG/Pilkington is set to increase its workforce in nearby Rossford, Ohio, responding to the soaring demand across the automotive, building, and solar panel sectors. This commitment underscores the company’s role as a positive force for change, actively contributing to the community’s prosperity and well-being.

### A Vision Shared: Sustainability and Community

NSG/Pilkington’s investments in Northwest Ohio go beyond economic contributions, embodying a deep-seated belief in the power of community involvement and the importance of sustainable practices. By actively leveraging its core business to address local challenges, NSG/Pilkington fosters economic growth and enriches the lives of its employees and the wider community.

As NSG/Pilkington forges ahead with groundbreaking innovations and expansion, we invite you to learn more about advanced manufacturing opportunities that flourish across Ohio. Positioned as the nation’s #1 glass producer and a center for advanced manufacturing excellence, Ohio is charting a bold course toward the future of this vibrant industry.



**Find out today how your business can grow and succeed in Ohio.**



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