

NEWS **Release**

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Lance Kling Joins Abrisa Technologies' AIG Division as Sales Manager for Specialty Glass & Fabrication

September 6, 2022 - Susan Hirst, General Manager for the Abrisa Industrial Glass (AIG) Division of Abrisa Technologies, a HEF Company, is pleased to announce the appointment of [Lance Kling](#) as Sales Manager for the company's specialty glass products and custom glass fabrication services.

Lance earned a Bachelor of Arts degree from San Diego State University and has been involved in the technical glass industry for 30 years. With numerous industry accreditations such as LEED AP, Lance's history of success in sales and marketing, client engagement, prospecting, forecasting, and cultivation of long-term business relationships, brings a unique set of focused, high-achieving sales knowledge to AIG.



According to Susan Hirst, "Lance is a perfect fit for our organization. His product knowledge and experience in developing key accounts and building long-term relationships with key customers, is just what we need here at AIG." Susan goes on to further state, "Lance understands not only the product lines we want to grow but brings in a familiarity of the special use requirements of industries such as aerospace, defense, industrial, bioanalytical, and automotive markets where we see large market opportunities where the company is well suited to serve due to our suite of capabilities and unique Total Solutions. His experience in optically coated solutions as transparent conductive coatings, solar suppression coatings, anti-reflective (AR) and anti-glare will add to Abrisa Technologies' ability to better serve customers innovative and challenging photonics applications."

According to Lance, "AIG and all of Abrisa Technologies is poised to be a significant player in the touch screen and display panel market due to their expertise in chemically strengthened thin glass and the company's ability to provide large format screen printed optics that can be integrated with other glass fabrication processes and coatings applications." He also states that "Abrisa Technologies' manufacturing facilities have unique capabilities and can provide highly customized total engineering solutions that are optimized for each application-specific customer project."

Lastly, Lance states. "I look forward to a lengthy career at Abrisa Technologies. I am encouraged to engage and grow AIG's customer base based upon the company's level of product quality, customer service and support, and most importantly the performance and value of the company's specialty glass and custom glass fabrication capabilities, products, and services."

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[Abrisa Technologies](#), a member of HEF Photonics, is a globally recognized technology glass fabrication and optical thin film coating company with expertise in high volume manufacturing and engineering capabilities, delivering Total Solutions that provide excellent performance, fitness-for-use, and economies of scale.

Our US based, state-of-the-art ISO 9001:2015 and ITAR registered facilities include Abrisa Industrial Glass in Santa Paula, CA, and ZC&R Coatings for Optics in Torrance CA. These two divisions produce solutions from cut-to-order coated glass components to custom complex and ready-to-install fabricated, strengthened, optically coated, electronically enabled, and branded sub-assemblies.

Our Total Solutions serve a variety of markets including Micro-Electronics, Defense and Avionics, Display, Industrial Automation, Optical Sensors, Imaging, Photonics, Medical & Dental, Life Science and more.

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