

## **SUCCESS STORY**

### **Portland District Office**

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## ***The Magic of Glass Color***



Glass Alchemy, Ltd., an Oregon Corporation was established in July 1999. Owned and operated by Susan Webb-Grimmett, President and Henry Grimmert, Secretary (pictured left), the company is the premier manufacturer of Borosilicate art glass.

Susan Webb-Grimmett isn't the typical president of a manufacturing company. Most of her career was spent as an artist and a sculptor, until eight years ago, when she and her husband Henry Grimmert started their own business. Both had worked with glass as an art medium and they saw a need to expand the range of colors available in borosilicate glass, which is more durable and heat resistant than the

“soft” glass blown by artists.

The Grimmetts created most of the colors used in borosilicate today. Henry Grimmert is a chemist by education and is responsible for the development of the Boromax line, expanding the color palette from about a dozen colors to more than two hundred. His research also developed “sparkle” colors, an opal series and a Polychromatic series. The bright Crayon colored glass was developed first and remains the highest quality and widest selection in the market. It is sold in 4, 7, and 12 mm diameter canes.

Since the inception of Glass Alchemy, the Grimmetts have been manufacturing glass products in a 10,000 square foot facility. With an increase of employees from four to seventeen over the past eight years, and a continued rise in glass production volume, the company outgrew its current facility. With the help of an **SBA 7(a) loan**, the company will relocate to a larger space of approximately 20,000 square feet to accommodate it's growth.

The company originally manufactured glass for artists in Oregon; however, with the additional 200 colors researched and created by Henry Grimmert, the company now sells its glass both in the United States and abroad. The company has maintained steady growth in net worth.

Sales volume has been robust for the past three years (2004, 2005, 2006) due to the availability of more colors than ever before and the expansion of sales across the United States and internationally. Henry Grimmert travels abroad getting the word out to artists on this improved glassmaking product. He has worked with glass schools across the United States and in Europe, and given several lectures in Japan and Australia. His hard work is evidenced by an increase in profits. Continuous growth over the last three years is evidenced by rising net profits of \$51K, \$130K and \$80K for fiscal year end 2004, 2005, & 2006 respectively.

Today, Susan Webb-Grimmett, her husband Henry, and seventeen employees manufacture the raw materials used by artists in the U.S. and internationally to make beads and jewelry, decorative fireplaces, outdoor fountains, artistic goblets and teapots.

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