

**What are the overall benefits of an etched glass solution?**

- Aesthetics
- Privacy
- Permanence
- Value
- Panel-to-panel consistency
- Environmentally-sustainability; 100% recyclable at end-of-life

**Why is glass a stronger environmental solution than vinyl?**

- Glass is a naturally pure material made from sand and minerals; it is 100% recyclable
- No PVCs or resin-based materials are used in glass applications
- No off-gassing from resin-based materials occur with glass applications
- Vinyl film on applied glass will undoubtedly end up in a landfill at end-of-life
- All of Skyline's glass components and etching treatments originate 100% in the US

**What interior applications does the Eco-etch Volume Program address?**

- Glazed walls
- Demountable walls for offices and conference rooms
- Workstation screens
- Exterior decorative glass
- Any combination of the above equal to 5,000 square feet or more

**Isn't etched glass far more expensive than vinyl application?**

The national cost average for standard pattern vinyl film is between \$10 – 20 per square foot to buy and install. Skyline's pricing for Eco-etched glass is comparable at the right project scale, and, in fact, at times can price up to 20 percent less expensive than vinyl.

**Does etched glass have an aesthetic advantage over vinyl film?**

Yes. Because glass is cut and abraded during the etching process, after installation, natural light may pass through, causing refraction, ever-changing luminosity, and sparkle. These qualities are missing with vinyl applications, which often look flat by comparison.

**How does etched glass compare to vinyl applications from a durability standpoint?**

Durability for etched glass is far superior. Once Skyline glass is etched, it is permanent and there is no liability of applied material scratching, peeling, de-laminating, bubbling, or discoloring over time.

**Is it true that vinyl is quicker to install and easier change than glass?**

No. When etched glass is designed and budgeted into a project at the beginning of the concept stages, the lead time and order process are efficient. Vinyl film is only quicker to work with when adding a pattern in the field after glass has been installed, or when the project team wants to take a less sustainable, shortcut path to the end result.

What's more, all vinyl films permanently adhere to the glass over time. One type sets in the first two weeks, and a second type cures within 18 months. Rather than allowing change, vinyl bonds, making it difficult and expensive to remove.

**What type of buyer is going to be most inclined to show interest in the Eco-etch Volume Program?**

- Environmentally-conscious buyers
- Price-driven buyers
- Buyers engaged with major design firms
- Facility members interested in long-term care and maintenance issues

**Why has Skyline Design offered these specific 12 patterns in the program?**

The 12 chosen patterns are best-selling classic designs that offer a variety of privacy levels. These patterns are also unlikely to have repeats or continuation issues to adjoining panels once installed. You may view the patterns online [here](#).