

### K-Seal's automated growth

K-seal Glass was featured in the last edition of The Edge as they prepared to take delivery of the Ashton sealed unit production line with patented 'Leap Frog' facility, the first in the UK. The line is now in place and the sealed unit and toughened safety glass manufacturer is excited about the future.

"The Leap Frog provides a continuous production process and is compatible with Edgetech's Super Spacer technology," explains Stephen Woolley, Commercial Director/ Partner of K-Seal Glass.

"This innovative technology is the thing to use to achieve superb thermal efficiency. We've been using it for 10 years on shaped glass and more unusual projects, but we're now planning to increase the volume of our units by 30% with Super Spacer.



"We're excited about the future now **that** this new technology is in place," says Stephen. "Part L is good news for sealed unit manufacturers that are up to speed. We've gone one step further to ensure we are ahead of the game so that we can continue to grow."

### Part L Update

You could hardly pick a worse material than aluminium to use for insulating windows because it conducts heat (see article, left). Part L is here and we all know lower u-values are on the cards, probably sooner than we'd like. The government and the EU are putting the squeeze on industry to meet their Kyoto targets. When these lower u-values hit is uncertain but those of you planning to adopt a 'wait and see' strategy could find yourselves in difficulty.

At the time of writing, the latest article on the subject - in the Glazine - was written by the Director of the GGF and refers to the November paper from the ODPM. In fact, this was written in May and only went on the website in November. 'Possible Future Performance Standards for Part L October 2003', the paper Mike Rigby of Michael Rigby Associates talked about in the last edition of The Edge, is still the latest word on the subject from the Government. We're now in the consultation period with many firms and organisations attempting to influence the outcome. No one knows how far the Government will go in setting lower u-values, but we do know the direction its heading - lower u-values are on their way.

### Yesterday's products

If you want to get ahead, aluminium is not for you. It's dead in the water. It may not have sunk quite yet, but it's only a matter of time. The scientific facts can't be denied. You can't solve the problem of insulation using a material that conducts heat and cold, as aluminium does. You need a material that insulates, not a conductor. Super Spacer® is the best of the bunch and may not cost as much as you think, as new Edgetech customer Tradelink found out (see article, page 3). It may be a no cost surprise.



## did you **?** know

### It's all in the numbers

- Since Edgetech began, it has supplied 1 billion feet of Super Spacer®. That's enough to go around the world nearly 24 times.
- Truly warm-edge technology, the non-metal structural foam, has millions of tiny insulating air pockets, which conduct heat at an incredible rate of over 950 times lower than aluminium.
- Super Spacer has up to 18% better sound absorption compared with traditional metal spacers.



**Edgetech**

BETWEEN YOU AND THE ELEMENTS.

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## Warm Edge Technology is Bringing Innovative Solutions

"Welcome to this first edition of The Edge for 2004." It's packed full with the latest on how warm edge technology is bringing innovative solutions to Edgetech customers across the UK and Ireland. Manufacturers and installers explain how Super Spacer® is helping them reach - and exceed - Part L or Part J's demands for thermal efficiency. They also illustrate how—by using the latest automated sealed unit lines—there is no cost penalty attached to these superior results.

"2004 marks the start of a significant and exciting time for Edgetech in the UK. Growth in 2003 was impressive, with sales up 63% on 2002 thanks to new and existing cus-

tomers who grew with us. We forecast growth to continue and are budgeting for a 70% increase over the next 12 months.

"The direction in which Part L is heading means increasing numbers of fabricators, sealed unit manufacturers and installers are waking up to the benefits warm edge technology brings to their business. But what won't change over the course of 2004 is Edgetech's attitude to innovation, both technical and marketing, and our determination to deliver real customer value. **Find out how we can help your business by visiting us on Stand F087 at Glassex.**"



Andy Jones, Edgetech I.G. Inc.  
UK and Ireland Sales Manager

## No cost penalty u-value solution revealed on one of the longest ever Glassex stands



You'll realise reading this issue of The Edge just how much scope there is for window companies to differentiate themselves by exceeding the u-value demands of Part L with Edgetech. Fabricators, installers and sealed unit makers can find out exactly how by visiting stand F087 at Glassex. Super Spacer®, the leading warm edge spacer bar technology, has a broad spectrum of benefits from better insulation, longer sealed unit life, more pleasing aesthetics and a big reduction in sealed unit failure rates.

Now these advantages can be had at cost parity or better, via recent advances in sealed unit manufacturing, as visitors to the Edgetech stand will see for themselves. At an astonishing 38 metres - one of the longest stands ever taken at Glassex - visitors will see the most innovative, state-of-the-art sealed unit technology. The stand will demonstrate

three solutions for sealed unit manufacturers. One to suit firms with a capacity of 0-400 units per 8 hour shift per day, one for those producing 400-800 units and one for firms that produce in excess of 800-1200 units. All visitors can see the robotic arm applying the bar at an incredible rate of one sealed unit every 23 seconds at set times throughout the show. So there's something for everyone.

"We will also be launching our new Installer Package at the show, which includes some innovative ideas to help installers sell," explains Andy Jones, Sales Manager for UK and Ireland. "We'll also have a full presentation running on plasma screens around the stand to demonstrate just how easy it is to convert to Super Spacer. And of course we'll have plenty of Edgetech representatives for you to talk to if you want any more information. "We look forward to seeing you there."

In an article to be featured in the February edition of Window Industries magazine, Andy Jones, Edgetech I.G's Sales Manager for the UK and Ireland, says increasingly stringent building regulations favour innovative warm edge spacer bar technology.

## The writing's on the wall for cold metal spacer bars

Big changes to Building Regulations are driving innovation. In windows, most of the focus is on the need to meet u-values cost effectively. Currently Part L in England and Wales requires windows to meet a 2.0 u-value for PVC-U and timber, while Part J in Scotland demands 1.8. But nothing stands still. The EU and the UK Government are committed to lower levels of heat loss. The move to more stringent EU-driven standards of 1.5 or lower is inevitable. Only the timing is uncertain.

The sealed unit, with hard coat low E glass, has been crucial for the window industry in meeting current Building Regulations. Without it, the industry could not have achieved the Government's timetable. However, achieving lower u-values will not be so simple.

Achieving 1.8 in Scotland has proved difficult. Most window systems have had to use a combination of products. Various combinations of hard or soft coat low E, gas filled, special reinforcement, multi chambered profile and warm edge spacer bars for example. Some components have to work harder, and contribute more to lower u-values, because cold metal spacer bars are not pulling their weight.

## Are you ready for 1.8?

### Time's up for cold metal spacer bars

We use metal for cooking because it's a great conductor. If you touch a pan of boiling water, you'll get burnt by the heat conducted through the metal pan. In windows-aluminium spacer bars suck heat from the warm side of the glass to the cold side. Eighty percent of a window's heat loss is through the glass, and the edge of the glass is its weakest link. Compared with warm edge, aluminium is 950 times more conductive! When insulation was less important, few questioned the use of highly conductive aluminium spacer bars in sealed units. But the idea of using metal to insulate is like pushing water uphill. How can aluminium spacer bars insulate? They can't - you can't change the laws of physics. Using Super Spacer® in place of cold metal spacer bars and corner keys, you gain a typical saving of 0.2 on an overall window's u-value. That's the difference between 2.0 and 1.8.

In independent tests, a number of UK window system companies have used Super Spacer® in different combinations to achieve a range of u-values from 1.8 to 1.4 without redesigning their profile. Super Spacer® can help manufacturers and installers reach - and exceed - Part L or Part J's demands for thermal efficiency now.

## Simply the best

State of the art sealed unit manufacturer Goldshield has just signed a supply deal with systems company Schuco. Despite it being a four-chamber profile instead of the conventional three, the two companies have just achieved an incredible 1.2 u-value. The tests were carried out on a Schuco window with soft coat glass, argon gas and Edgetech Super Spacer® bar. While years ahead of the industry's thermal efficiency standard, this unit is the standard product offered by Goldshield.

It was just six months ago that the Essex based sealed unit manufacturer Goldshield took delivery of the first Lisec TSS® SuperSPEED production system in the UK. As a result, the company now has one of the most efficient, lowest cost sealed unit manufacturing facilities in the UK. Mark Goodman comments: "These results really underline the benefits of the Lisec to exceed Part L at no cost penalty. It means we can offer as standard something that other companies are still only dreaming about."



## Edgetech introduces S<sup>2</sup> The ultimate marketing programme for Super Spacer

Edgetech I.G. Inc. has launched the ultimate sales and marketing package for Super Spacer®. The powerful new package features an interactive CD, newly designed retail sales brochures and portable point of sale displays. "The S2 package takes selling Super Spacer in the home to a new level," says Andy Jones, Sales Manager for UK and Ireland. "The interactive CD features a web-



based home page that can be tailored for each demonstration. The features and benefits of TrueWarm edge technology are described in user-friendly terms in both the CD and sales brochure." The portable displays covering the topic of condensation that can be used in dealer showrooms and home and garden shows are being developed and will be available in early 2004.

For your copy of the CD and retail sales brochure, call Edgetech on 02476 363614.

## A cost free upgrade

Having grown to 1400 frames per week, Tradelink wanted to extend its service and offer sealed units too. "We wanted to take control of the sealed unit process so our customers receive the same levels of quality and reliability they have come to expect from our frames," explains Bruce Morely, Sales and Marketing Director of Tradelink. "Our response time is much quicker because we don't have to wait for another supplier. It's no good making the windows on a quick lead-time if the glass isn't ready at the same time. The more customers can get from one supplier, the better."

Tradelink invested a total of £1million to move the company forward and continue its successful growth rate. A large proportion of this investment bought the company an automated Bistrionic Lenhart line to apply Edgetech's Super Spacer bar, the first one of its kind in the UK. Every 30 seconds a sealed unit comes off the line. "Automation is so important when it comes to sealed units," continues Bruce. "The less you need to handle the units, the less room for error and damage. The fewer people involved, the better the quality of the sealed unit. The glass only needs to be handled three times from beginning to end with the Lenhart line. And one of these times is when the sealed unit is delivered to the customer."

## Why Edgetech?

"There are a lot of trade windows **that** installers **can** choose from. Many have 28mm sealed units, shootbolts and 70mm profile. We wanted to go one better and differentiate ourselves even more for our own benefit, but we wanted to make our customers' lives easier too.

"We all know about Part L and that all replacement windows must meet a u-value of 2.0 in England and Wales. Everyone has achieved this or just below at 1.9. We also know that sooner or later the regulations are going to get tougher and will probably go down to 1.8 in the near future.

"With argon gas and Edgetech's Super Spacer® product our windows achieve 1.5. That makes our sealed units 21% more efficient than our competitors.

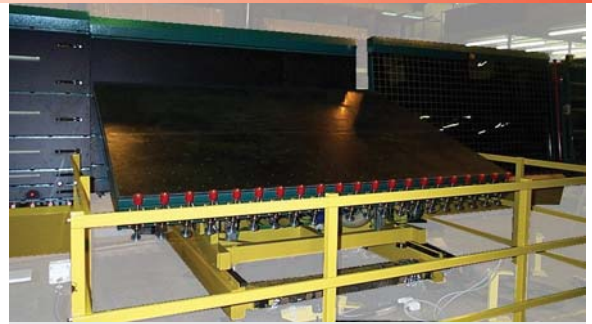
"And the real bonus - it is a cost free upgrade. We've taken a massive leap forward and given our customers a massive competitive edge, and we've done it for no extra cost. To support our differentiation and make it even easier for our customers to sell, we have our own branded products.

"The feedback from customers has been superb. They are over the moon with the benefits they get from us over other trade fabricators. And if our customers are happy, we're happy!"

I took out the word us

**"It's no good making the windows on a quick lead-time if the glass isn't ready at the same time."**

I took out the word Like



## The right machinery for you

From the largest, fully automated robotic machinery down to a range of smaller smart innovations, there's a lot on offer to companies who want to differentiate themselves in the market while meeting - or exceeding - new Building Regulations. Edgetech has innovative solutions for every size of company, depending on what they want, or have the capacity to produce per 8 hour shift per day.

- Firms making between 0-400 sealed units can choose between a single-sided and double-sided Ashton horizontal air float table.
- Firms with a capacity of 400-800 units can invest in a William Spadix, an Ashton line or a semi-automated Liseac.
- Firms who produce 800-1200 or more sealed units can choose the fully automated Liseac.

## Innovative installer package

Edgetech is launching an innovative package of marketing support materials for installers. Just some of the items the spacer bar supplier has up its sleeve include the 'whispering window' - a great addition to any showroom, the S2 marketing package (see page 2) and a refrigeration unit to allow you to demonstrate the Super Spacer® product. This is all in addition to our stylish range of brochures. For more information on any of these products, visit our stand (F087) at Glassex where we will be officially launching the package.

## Brochure for Architects

A new dedicated Architect and Specifier brochure has been launched by Edgetech IG Inc. Detailing the company's Warm Edge Super Spacer technology and the specific options and benefits available to specifiers, it goes into specific details that are so important for specifiers. For example, it provides the best option for superb perimeter insulation for sealed glazing units and another option best suited to centre-light glass and triple glazed units. "It's designed with architects and specifiers in mind," says Andy Jones. "Not only does it detail the range of options available, it also compares the performance of our product against the alternatives available. It's easy to use and talks in architect friendly terms. We realise that architects are inundated with materials and product information, so it was important we made our brochure as easy as possible to use as well as making sure it looked the part."

For your copy of the brochure, call Edgetech on 02476 363614.