A Housing Market in Pieces

When and How Will It Come Back Together?

Also Inside
• The Latest Products from GBA and Win-door
• Inside a Vinyl Window Plant
• Builders’ Show Preview
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- Because of the stringent nature of E-2190 test methods, some units - particularly those with only a single-seal construction - may have difficulty passing the test requirements and some re-engineering may be required.

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Construction Forecast
Several housing market experts gathered in Washington, D.C., in October to predict what’s ahead for the construction market in the coming year. See what they had to say.

Plant Tour
At Viwinco in Morgantown, Pa., the company is focused on providing its products in the quickest lead time possible, which means controlling the source as much as possible. Find out how the company has found much success with this approach.

Win-door North America
It’s no surprise that attendance was lower than normal at this event held recently in Toronto. But exhibitors still took advantage of the opportunity to introduce some new products to door and window manufacturers.

IBS Preview
Find out about the educational sessions and products in store for the International Builders’ Show to be held in Las Vegas January 20-23.

Las Vegas
Product Parade
DWM editors break down the latest products that were on display in October in Las Vegas.

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By now I hope all of you are familiar with the proposed ENERGY STAR changes that are forthcoming. If you’ve been following these changes, along with the opinions of industry representatives versus those from the Department of Energy (DOE) closely, like me, you may have noticed a contradiction of sorts.

Here’s a quick refresher. In essence, the DOE wants to tighten the criteria for ENERGY STAR as “the label should provide meaningful differentiation.” That was a statement made by Rich Karney, head of the DOE’s ENERGY STAR program, during an industry meeting in January 2008. Since then, he and Mark LaFrance, his colleague at DOE, have been hitting the speaking circuit. They have traveled to various industry events to tell the door and window industry about the proposed changes.

Karney stressed that the program is striving to beat what is in the code requirements. “ENERGY STAR barely beats the code in many states,” he said, “The latest data we have shows ENERGY STAR at 53 percent of the market,” he said. “We’d like to see it at the top 25 percent as opposed to saturating the market.”

Let me stop there and say that I understand where he is coming from—that as with a washer or dryer, when a customer is searching for a door or window product the DOE wants it to be as easy as just looking for the ENERGY STAR label. If every window had the label it wouldn’t mean anything, right? That’s where the issue gets muddied. And that’s where many door and window manufacturers disagree with the DOE’s position.

So what if all windows were ENERGY STAR certified? Granted, if that were the case then we’d probably have to come up with another tier to rate energy performance to determine the “best” levels. But if that’s the worst problem we have, good for us.

It seems as if the DOE is trying to make it “harder” for companies to meet the ENERGY STAR criteria. But on the flip side, manufacturers are hoping that ALL manufacturers participate in ENERGY STAR. That’s where there is a clear contradiction between the two parties.

“ENERGY Star is the right thing to do,” said Phil Lewin, from Vinyl Window Designs a door and window manufacturer in Toronto, when speaking in November at the Win-door show. He told attendees that all door and window manufacturers should be participating in the ENERGY STAR program. “It’s good from an environmental perspective. And if you don’t buy into that reason then—if you do it you will make money.”

Sounds like something all manufacturers would want to buy into considering the state of the current market.

I hope that many manufacturers take Lewin’s advice and strive for ENERGY STAR. If we ever pass that 53 percent of the market and make it to say 70, 80 or even 90 percent, we’d really create a problem for the DOE. Again, that’s not really a bad problem to have.
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Living to Fight Another Day

BY MICHAEL COLLINS

The recent state of business failures highlights the need for companies to take action to help weather the storm. I’m going to help companies who have questions as to how to do this through a series of articles. The first type of action is undertaking a capital event or similar transaction. In the next installment, we will cover methods of increasing revenues and, in the final installment, ways to cut costs.

A Real Look at Cash Flow

The first critical step that companies facing financial challenges should take is to make an honest assessment of the ability of their cash flow to allow them to continue to pay their bills in a timely manner. It is advisable to be as open as possible about the situation with key managers in order to solicit their full support of the company’s efforts to remain competitive.

The financial transaction most frequently associated with troubled companies is, of course, filing for protection under the bankruptcy code. We will not spend any time analyzing that potential method of dealing with financial distress. Instead, we will focus on the variety of other options that are available to challenged companies who act in time.

The first instinct of business owners who find themselves at the helm of a troubled company is to go to the bank to increase the existing amount of bank debt. At that point, the old adage often becomes true as companies find they are unable to secure additional lending because they need it too badly.

When traditional bank lending falls short, there is an often overlooked method of raising capital open to business owners—factoring accounts receivable. In the past this was viewed as a sign of a poorly managed company. This is no longer the case. Entrepreneurs now understand that there are times when a company would be well served to give up a portion of its sales in exchange for more rapid payment. Factoring accounts receivable allows a company to receive the majority of the proceeds from its pending accounts receivable in one upfront amount without the negative effects of cutting terms to customers. The amount that the factoring company is willing to pay for a given company’s accounts receivable is a function of their view of the risk of non-payment of the receivables. As the factored receivables are collected, the funds are sent directly to the factoring company.

Facility Capital

Companies that own their land and real estate have access to another potential source of capital. In many cases, companies have spent many years in the same facility, which may have increased significantly in value. There are specialized investment funds that undertake nothing but transactions involving the sale and leaseback of commercial and industrial facilities. For example, if a company sold its building and real estate in a sale-leaseback transaction and the amount of the real estate purchase was $4 million, the company would receive an immediate injection of that amount. The company would be obligated to pay the sale-leaseback fund monthly rent on the land and building, all of which would be an expense for income tax purposes.

Another option for generating capital is a full or partial sale of a company. This could be accomplished through a private equity fund (many of whom specialize in buying troubled companies), a competitor, an employee stock ownership plan or a management buyout. Any of these strategies bring about the desired injection of capital or the complete cessation of an owner’s obligations to their company. It is critical, though, to begin such processes as early as possible.

In conducting due diligence on a company, buyers will learn whether a company is still viable or must be sold to avoid bankruptcy. In the latter case, aggressive buyers may learn enough about the company being sold to decide that they would rather let it “hit the rocks” and then compete for its customer in the open market. For this reason, selecting the right buyer for a troubled company is perhaps even more critical than in the sale of a more profitable company.

In summary, there are a wide variety of options available to help companies raise capital and survive the challenges of today’s market environment. It is critical, though, to take early action in order to have as many options as possible.

Michael Collins is vice president of the building products group at Jordan, Knauff & Company. He may be reached at mcollins@jordanknauff.com. Mr. Collins’ opinions are solely his own and do not necessarily reflect the views of this magazine.
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No Excuses

BY MIKE BURK

In 1914 journalist Ring Lardner started writing a series of baseball stories for the Saturday Evening Post. Prior to the publication of Lardner’s tales, most baseball stories were written for children. These earlier stories were positive and uplifting. The main characters were baseball heroes who were always good and always kind, the perfect role models for the early twentieth-century youth. Ring Lardner on the other hand saw ballplayers as misfits who were often “less than noble.” His main characters include The Busher, Horseshoes, The Yellow Kid and, my favorite, Alibi Ike. In a story, which appeared on July 31, 1915, Lardner writes “His right name was Frank X. Farrell, and I guess the X stood for ‘Excuse me’ because he never pulled a play, good or bad, on or off the field, without apologizin’ for it.” Alibi Ike had an excuse for everything he did. He only batted .360 because he had “malaria most of the season,” and he would have made it to the big leagues a year earlier, “only [he] was bent over all season with the lumbago.” His teammates claimed he couldn’t go to sleep without making an excuse.

Constant Explanations

I can relate to Alibi Ike because I know him. We have all met him. I met him a number of times building insulating glass (IG) units. It’s true—he does have an excuse for everything.

The lites exiting the washer are not completely dry because “we are waiting on maintenance to fix the washer.” The units are not completely gas-filled because we “had a new guy filling them that day.” We had to seal those units while they were still hot because “the truck was waiting at the dock.” We didn’t use the vacuum on the edge deletion table because “the filters were plugged up.” The sealant isn’t hot enough, but “I only do that when we’re busy.” The wash tank water is cold, “but we don’t have time for it to heat up.” We must use the silicone spray “to keep the sealant from sticking to the conveyor.” The spray paint is needed on the grids to “cover up the scratches.” I can’t wear the safety gear “because it’s too hot.” Alibi Ike couldn’t do any better.

Excuses can create the illusion that there are no problems.

1. “Why isn’t the glass exiting the washer completely dry?”
   Answer: Waiting on maintenance.
2. “Why are we waiting on maintenance?”
   Answer: The parts are on order.
3. “Why are we waiting on parts?”
   Answer: There is a two-week delivery on these parts.
4. “Why weren’t the parts ordered in advance or already in stock?”
   Answer: We didn’t know we needed them.
5. “Why didn’t we know we needed them?”
   Answer: We don’t do preventive maintenance.

The real problem is not that production is waiting on the maintenance department. The real problem is that the facility needs a preventive maintenance program.

We need to take away the excuses and uncover the problems. We must work continuously to determine the real cause for every safety or quality excuse we hear.

Check your IG department to see if Alibi Ike is working for you. If you find him, you might need to send him to the minor leagues for training or trade him to the competition. There is no excuse for building IG units that will not protect the view well into the future.

Mike Burk serves as product manager for Edgetech I.G. He may be reached at mike.burk@edgetechig.com. Mr. Burk’s opinions are solely his own and do not necessarily reflect the views of this magazine.
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The road to green seems to pass through the Department of Energy’s (DOE) ENERGY STAR for Windows, Doors and Skylights program. The National Association of Homebuilders (NAHB) National Green Building Standard requires ENERGY STAR credentials. So does the U.S. Green Building Council (USGBC) LEED™ residential rating system released last January.

Tightening the Criteria
The DOE has stated that energy code requirements are superseding the ENERGY STAR criteria for windows in some areas and that the program’s phenomenal 59 percent market penetration is “too high for the label to have meaning in the marketplace.” So the DOE is tightening the program’s window, door and skylight criteria in two phases, the first of which could become effective as early as August 2009. These first-phase criteria would push the minimum requirements to meet or exceed those of the proposed 2009 International Energy Conservation Code (IECC). Phase two would take effect at the beginning of 2013 and would establish performance levels well beyond code requirements.

Proposals on the Table
The most recently proposed adjustments to the criteria:

- Lower U-Factor in northern zones (initial target range: 0.20-0.30) substantially;
- Capture winter solar gain using a minimum Solar Heat Gain Coefficient (SHGC) in the North;
- Lower SHGC in southern zones (initial target range: 0.20-0.30) substantially;
- Allow SHGC/U-Factor trade-offs in the heating-dominated northern zone (except the Pacific Northwest); requirements for southern region are prescribed, with no equivalent performance criteria permitted;
- Add minimum Visible Transmittance (VT) criteria to ensure adequate light; and
- Require insulating glass unit (IGU) certification.

There has been significant response from those in the industry, many of whom are concerned about the manufacturing feasibility and marketability of products that would meet the ratcheted requirements. In response to requests received at an August stakeholders meeting, DOE extended the comment period for the criteria revision until November 14—a further extension past the original extended deadline of October 17.

While DOE maintains that the Phase 1 requirements “can be achieved by most manufacturers without significant product redesign,” it recognizes that Phase 2 criteria will “require most manufacturers to alter product designs and upgrade processes.”

Previous comments from AAMA have helped achieve some migration of the criteria as originally proposed in October 2007. But AAMA and many manufacturers remain concerned about the aggressive U-factor and SHGC values, which threaten some manufacturers with having to vacate some markets altogether and others with having to increase prices significantly. If this happened it would ensure ENERGY STAR’s goal of greatly decreasing its market share but reducing sales in a time when sales are already quite sufficiently reduced.

AAMA has challenged this philosophy—that ENERGY STAR must be enticing, but not quite attainable (except about 25 percent of the time)—by asking if the overarching energy saving goals could not more easily be achieved by strengthening the ENERGY STAR brand to the point that consumers demand windows that comply.

One problem with the tighter requirements is that they theoretically are justified by a payback analysis; that has been judged faulty by some and performed for DOE by its principal contractor. As of this writing, a major window manufacturer and AAMA member is conducting our own analysis that could challenge this justification. AAMA submitted updated commentary based on this independent analysis. By the time this column appears in print, manufacturers may have achieved something of a reprieve.

Whatever the outcome, AAMA will continue participating in the evolution of ENERGY STAR to help ensure that the criteria reflect the practical realities of current technology, industry infrastructure and market preferences.

John Lewis serves as technical director for the American Architectural Manufacturers Association in Schaumburg, Ill. He may be reached at jlewis@aamanet.org. His opinions are solely his own and do not necessarily reflect those of this magazine.
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Case Studies
See How Three Window Manufacturers are Going Green
BY RIC JACKSON

While financial markets are seeing red lately, the window industry is seeing green. Consumers have become much more accepting of environmentally friendly products and green terminology. In fact, they are driving up demand for green products. We checked in with three window manufacturers to learn how they are marketing green to today’s consumers.

B.F. Rich Windows and Doors in Newark, Del., has developed the Performance X6 window package, which offers six distinct features tied to environmental friendliness: 1. Warm-edge energy-efficient spacers; 2. Foam filling inside the vinyl frame and sash; 3. Soft coat low-E glass with argon; 4. Low-maintenance glass; 5. Weather seals with antimicrobial treatment; and 6. Screens that minimize outdoor particulate entry.

“Each of those items plays a part in the efficiency and environmental friendliness of the window,” says Terry Rex, director of marketing. “We could have a product with a 0.30 U-value with just the spacer, but by bundling this all together, we can achieve a 0.27 U-value. When you look at the amount of carbon dioxide saved by each U-value of efficiency, we are making a big statement about saving energy.”

Target Windows and Doors in Vandalia, Mo., recently initiated a green marketing strategy. Green messages appear on the company’s website, in direct mail pieces, in literature and in everyday sales.

“We’re much more vocal about green now,” says Dan Dickerson, vice president. “Even in this difficult economy, we have added a few new customers, and a lot of that has to do with the energy efficiency of our products.”

Target offers a variety of window styles and colors featuring non-metal warm-edge spacers, gas filling, low-E glass and other green-oriented options. The company has seen a fourfold increase in triple-glazing sales in the past year. “People are trying to conserve more energy,” says Dickerson, “and we can give them very good U-values for a reasonable price.” He says Target’s double-hung, triple-glazed window with krypton gas fill has a 0.19 U-value, and the same window with argon has a 0.24 U-value.

The increasing prevalence of customer familiarity with green terminology presents an opportunity for business. “Sales used to be just about energy conservation. Now, if customers had their druthers, they’d prefer to buy an environmentally friendly product, too,” he adds.

“The focus of the window industry is turning toward energy efficiency and being good to the planet,” adds Steve Monroe, director of marketing for Moss Supply in Charlotte, N.C.

Moss Supply has harnessed that energy into an overall green marketing philosophy focused on energy savings and responsible manufacturing.

Moss Supply offers marketing materials with data regarding window energy efficiency and the resulting environmental benefits. The company created separate materials for builders and homeowners, including a comprehensive packet for green builders.

From a manufacturing perspective, Moss Supply collects and recycles scrap material and purchases as much material as possible from vendors who produce their products in the United States. This practice reduces the distance products need to travel and thereby the amount of fuel required for transportation.

B.F. Rich also employs a green manufacturing philosophy. It recycles vinyl, aluminum, glass and even water used to clean glass. The company also encourages its customers to recycle or return packaging cardboard.

These three manufacturers are walking the walk while talking the talk, which is an essential aspect of the green movement. And their actions provide a positive outlook.

Ric Jackson is the director of marketing and business development for Truseal Technologies Inc. He can be reached at rjackson@truseal.com. The views and opinions expressed in this article do not necessarily reflect those of this magazine.
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Tips for Selecting a Door and Window Sealant

BY KEN RUBIS AND LORI ENSZER

With a variety of door and window sealants from which to choose, it is important that fabricators keep their manufacturing needs and environment in mind. There are four main factors door and window manufacturers should consider when selecting the proper sealant.

1. Cost/Output Ratio
Larger manufacturers may use hot-melt sealant technology and automated equipment that increases productivity, while retaining the high quality of traditional silicone sealants. This more efficient and time-saving technology is ideal for manufacturers who require large volume outputs due to increased demand. In contrast, smaller manufacturers may prefer more traditional silicone sealants that are suited for their manufacturing processes, giving them longer bonding times for a lower-volume output.

2. Bond Time
Adhesion speed and manufacturing time vary with the type of sealant used. While traditional wet sealants can take eight to 24 hours to set, silicone hot melts have much shorter hold times of one to five minutes. A low-heat capacity allows for instant adhesion and increased production levels. Turnaround time and the level of output needed are important factors to consider.

3. Climate
The durability and performance of a sealant is impacted greatly by weather, so choose one designed to withstand local conditions. High-quality silicone sealants are flexible enough to resist a wide range of temperatures, including below zero degrees Fahrenheit, which can cause organic sealants and tapes to crack or become brittle over time. Silicone sealants have also been used as part of window systems passing code requirements in hurricane or extreme wind regions.

4. Performance Life and Versatility
Good sealants are able to maintain high levels of productivity and durability while being exposed to a range of environmental factors, such as ultraviolet exposure and other pressures created from atmospheric chemicals. They will also exhibit compatibility and excellent adhesion to a variety of other construction materials, such as PVC, aluminum, painted and treated wood, performance paints and other glass substrates.

Given the wide range of factors that can influence the performance life and quality of a sealant, it is important to choose one that will best fit your business needs, while maximizing the performance of the final product.

Ken Rubis is application and technical service specialist for Dow Corning and Lori Enszser is a fenestration marketing manager. The views and opinions expressed in this article do not necessarily reflect those of this magazine.
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PLANT CLOSINGS

Several Window Manufacturers Close Plants Amid Down Housing Market

In recent months, several window manufacturers have announced that they are closing and/or filing for bankruptcy. Following is a summary of these.

Window Enterprises Inc., based in Carrollton, Texas, has closed and has been placed into a court-appointed receivership. The order appointing Matthew Donnell as receiver of the company was issued in by the 192nd District Court for Dallas.

Hilco Financial LLC, a Window Enterprises debtor, had filed a request for this action.

As receiver, Donnell will:

- Manage the company’s assets;
- Receive its income;
- Invest any funds held as receiver in an interest-bearing account; pay all funds received to Hilco immediately “to satisfy the outstanding debts and obligations of the defendant;”
- Take any and all actions necessary to preserve and maximize the company’s assets;
- Take any and all actions necessary to use, convert, process and market the company’s assets;
- Perform any other acts in regard to Window Enterprises’ assets as authorized by the court; and
- Work with Hilco to agree on a budget to fund expenses of the sale or other assets without the need for further court approval.

In May, Window Enterprises issued a press release that the company was “recapitalizing the business for future growth.”

“Several [unnamed] institutional investors, in addition to participation from senior management, recapitalized the company in April and are committed to the long-

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* Those companies that have ceased operations as a whole are in red. The others are companies who have just closed individual plants.
Republic Windows Closes While Echo Windows Opens by Same Owner

Republic Windows and Doors in Chicago attracted national media attention in December when the company closed its doors abruptly. This wasn’t unlike what occurred in other window plants recently, such as Kensington Windows and Survivor Technologies (see story at left). What was different here is that workers refused to leave without the pay and benefits owed them.

After a six-day sit-in, Republic reached a settlement with its employees in which they will receive eight weeks of pay, two months continued health coverage and pay for all accrued and unused vacation.

The settlement totals $1.75 million. Bank of America is extending a $1.35 million loan to Republic so it can pay employees, while JP Morgan Chase is funding $400,000 of the agreement.

During a press conference announcing the settlement terms, UE director of organization Bob Kingsley announced that the group is forming a foundation called “The Window of Opportunity Fund,” which will be dedicated to re-opening the plant. It will be started with funds from the UE national union and the thousands of dollars of donations to the local UE that resulted from the workers’ occupation of the Republic plant.

Republic Management: Their Side of the Story

As soon as news broke of the plant closing on December 4, DWM attempted to reach various Republic officials and our repeated calls went unanswered.

Republic issued a statement on December 8 saying officials knew since mid-October that the company would be closing, and that on November 25, the company requested permission from the Bank of America to issue vacation pay to all employees. According to Republic, that request was rejected on November 26.

“Despite inheriting a company bloat-ed with overhead and lacking any type of manufacturing discipline and/or productivity, the company made significant improvements only to encounter an unprecedented decline in new home construction, which led to a decline of company sales to new construction of 80 percent,” reads the statement from Republic, in reference to the period leading up to the closure. “This placed the company in the impossible position of not having the ability to further reduce fixed costs, coupled with severe constrictions in the capital debt markets and an unwillingness of the current debt holder to continue funding the operations.”

While some employees say they were shocked concerning the plant’s closing, others weren’t as surprised.

DWM contributing writer Alan Goldberg visited the Republic plant on Monday, December 8, and spoke to workers.

Raul Flores, who joined the company eight years ago, said strange things started to happen about three weeks ago.

“One day, we’re told that there is no material,” Flores said. “Then two weeks ago, we went home [on a Friday night] and [when we returned on Monday] machinery was gone. There were eight trail-ers outside. We became very suspicious.”

Martin Rodriguez, a 16-year veteran, said it wasn’t just machinery that would disappear.

“We were missing something else everyday,” Rodriguez said. “There was no material. We knew something was going to happen.”

However, while the Republic situation was unfolding, it was disclosed that Republic CEO Richard Gillman had formed Echo Windows and Doors, which was incorporated in the state of Illinois on November 18. His wife, Sharon, was also listed as an officer of the company.

On Thursday, December 4, one day after Republic announced plans to close, TRACO, based in Cranberry Township, Pa., announced that it sold its residential window business to Echo Windows.

Check www.dwmmaq.com for Updates

While the sit-in at Republic Windows had ended at press time, it’s likely that details surrounding this story will continue to emerge. Visit www.dwmmaq.com for the latest updates. And in case you missed DWM’s coverage of this story, those stories are also on the website. Space constraints prohibited us from publishing all the details.
term growth prospects of the company,” read the release.

Hilco Financial LLC is a company designed to provide senior secured bridge loans for mergers and acquisitions, acquisitions of distressed debt, and specialty financing, according to the company’s website.

Window Enterprises wasn’t the only company who announced closings recently. Kensington Windows in Vandergrift, Pa., shut its plant on October 27, leaving 150 employees out of work. Survivor Technologies in Hillside, N.J., also ceased operations according to newspaper reports. Both were owned by Jancor Cos. Inc. of Ohio.

In late October, it was reported that Kensington vice president of operations Chuck Wetmore was working with investors in an attempt to revive the company. As of press time, though, no announcement had been made.

Ply Gem Industries Inc. announced that it will close not one but two door and window manufacturing facilities—Hammonton, N.J., and Phoenix. Together, the two facilities employ a total of approximately 306 employees.

“This action was difficult in that it impacts a number of our employees, however, the market conditions that exist today and that are expected to persist into next year, combined with the competitive climate demands the most efficient operating structure and this decision to consolidate these operations will improve overall performance and is in keeping with Ply Gem’s commitment to its customers and the financial community,” says Gary E. Robinette, president and chief executive officer.

Lynn Morstad, president of Ply Gem’s U.S. Window Group, adds, “Decisions of this kind are always difficult ... We must address this issue due to excess production capacity in light of current market conditions.”

Morstad says the Hammonton and Phoenix plants were selected because of their proximity to other Ply Gem facilities.

While Ply Gem made its announcement in late November so did MI Windows and Doors Inc., based in Gratz, Pa. The company will close its Lebanon, Ind., window fabrication facility.

“Our decision to close the Lebanon facility has been extremely difficult,” says Matt DeSoto, president, Eastern Division of MI Windows and Doors. “Anytime we affect team members and their families by eliminating jobs it comes with much concern and anxiety. The decision is not a reflection of how our team in Lebanon has performed, rather a necessary reaction due to the continued downturn in the housing market and the economy as a whole.”

The company will be deploying the assets based in Lebanon to its other window fabrication facilities.

“The team is dedicated to providing quality products and seamless service for our Lebanon based customers from MI Windows and Doors fabrication plants located in Pennsylvania and North Carolina,” says DeSoto.

While it’s likely that the New Year will find more companies being sold in hurried auctions, this is a process that is as vitally needed in this industry as are periods of growth.

—Michael Collins, Jordan Knauff and Co.
FINANCIAL NEWS
Force V Moves Window Plant to South Carolina

Force V Environmental LLC, which recently purchased Schuco’s vinyl window assets, currently is in the process of moving its plant from the existing Schuco building in Connecticut to Greenville, S.C. Company officials hope to complete the move to the new facility, which has twice the space of the original building, during the first week of January.

The company is notifying customers that orders received after December 15 will have a longer lead time, but officials hope to be back on track by February 1, 2009.

ACQUISITIONS
Hurd to be Purchased by Private Equity Firm

Hurd Windows and Doors of Medford, Wis., has announced that a private equity firm, Longroad Asset Management in Stamford, Ct., has signed a definitive purchase agreement, which was approved by the U.S. Bankruptcy Court in which Hurd’s case is under review.

“Hopefully it will close in the month of December,” says Richard Latto, managing director for Longroad. “We’re very excited about owning it. We turn companies around.”

Hurd president Dominic Truniger also sounds optimistic about the new ownership.

“We are truly excited about Longroad becoming our new owners,” Truniger says. “This is a rebirth, of sorts, for Hurd. Longroad’s investment in our future will provide Hurd with greater financial security and better position us for growth. We have a number of exciting new products planned for 2009, and the infusion of capital will provide us with the resources to support the manufac-

turing, distribution, sales and marketing of these new products.”

Longroad’s Steve Zambito will become chairman of Hurd when the deal closes.

“We are looking forward to being associated with such a great brand and professional management team—who will now be given the capital to grow,” says Zambito.

Zambito also confirmed that the management team and employees

NFRC Board Approves Permanent Label Requirements Ballot

During the November meeting of the National Fenestration Rating Council (NFRC) the board approved a motion for permanent label requirements. The ballot modifies the permanent labeling requirements as outlined in section 6.7 of the NFRC Product Certification Program (PCP) document. The modifications to the PCP are proposed to provide window manufacturers additional flexibility in the format and location of the NFRC permanent label.

“The new permanent label requirements provide manufacturers with additional latitude in the manner in which the product being certified is marked or ‘labeled,’” explained John Lewis, technical director for the American Architectural Manufacturers Association, who also serves as chair of the NFRC permanent labeling task group. “Previously, manufacturers were required to affix a permanent label (which can be a label, a tab on a label or a series of marks or etchings that provide the end user—generally the home owner—all of the information needed to trace the product back to the manufacturer) that was visible after the product was installed. The revisions to the NFRC requirements now allow the permanent label to be placed beneath a removable element of the window or door.”

According to Lewis, this is a significant change in that it continues the evolution of how certified products must be marked.

“Permanent marking cannot be separated from certification, so in a broader sense, the notion of what a certified product is continues to evolve as well. Industry-wide, I foresee other changes in permanent labels on the horizon; the goal is to provide options for manufacturers and homeowners while still providing the marking and traceability requirements for a viable certification program.”

The following are some of the ballot changes:

• The requirement for making the permanent label visible after installation was made optional; if the permanent label is not visible after product installation, then the Certified Products Database (CPD) will identify the location of such a label. In addition, the permanent label’s location will be one that is accessible to the occupant or service provider;

• The “required information” wording was modified, and now provides examples of acceptable forms of licensee identification;

• The manufacturer’s product code was also made an acceptable way to identify entries in the CPD.

• In subsection G, further guidance is provided on the location of the permanent label, requirements for locating on a surface not subject to direct sunlight and precipitation are also clarified; and

• Subsection H was deleted, as the requirements of this section are now addressed in other areas of section 6.7 in the PCP.

These changes will be required once the PCP is published with the approved modifications and notice is sent to all membership. A publication date for the revision language in the PCP has not yet been announced.

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What's News

CONTINUED

EVENT NEWS
NFRC Members Discuss Energy Issues at Fall Meeting

The National Fenestration Rating Council's (NFRC) Fall Meeting was held in November at the Crowne Plaza in Jacksonville, Fla.

Various committees met during the meeting and this included the Research & Technology Committee. Willie DuPont of Sunergy Consulting reported on the Window 6 and Therm 6 validation research. He explained that the software programs now have new capabilities for calculating solar heat gain coefficient (SHGC) and U-factor for glazing products that cannot be modeled or simulated currently, including fritted glass. The first part of the research task is to compile and evaluate existing SHGC and U-factor test results and compare physical testing against simulated testing based on the new software.

During the Optical Properties Subcommittee the group reviewed NFRC 300 and 301 ballot negatives. One negative in particular that saw a bit of discussion stated that the inclusion of ASTM G197 in Section 7.2.5 represented “the first step in adopting a new spectral weighting function into NFRC’s programs that may significantly increase SHGC and VT ratings …”

The CMA Technical Subcommittee was one of many groups who met during NFRC’s fall meeting.

Joe Hayden of Pella Corp. spoke up and said, “This is big. If approved, is the Department of Energy prepared to adjust ENERGY STAR® criteria accordingly?” Hayden made a motion that the negative be found persuasive and substantive and recommended that the implementation of NFRC 300 be delayed until at least April 1, 2009. The ballot will now go back to the task group and will be re-balloted.

Later that day the meeting really heated up during the U-factor Subcommittee meeting. The discussion centered around NFRC 100 ballot negatives concerning the inclusion of having two rated sizes for each product line.

According to Randy Van Voorst of Quality Testing Inc., having more than one size would “muddy the water,” because it would allow every product line to have two different numbers for U-Factor and Solar Heat Gain Coefficient (SHGC).

Tom Culp with Birch Point Consulting LLC spoke in favor of having more than one rated size.

Ultimately, the subcommittee voted against having more than one size. Mike Thoman, subcommittee chair, pointed out that the issue of rating actual sizes will still need to be covered.

“Disparity in the information we're putting out about products is what caused this …” Thoman said. “The commercial guys have a valid point and we will need to discuss it at some point.”

at Hurd will remain in place, and that the manufacturing operations will remain in Medford and Merrill, Wis.

ASSOCIATION NEWS
AAMA Releases New Flashing/Sealant Document

The American Architectural Manufacturers Association (AAMA) has released AAMA 713-08, a voluntary test method for sealants and flashings. The test method outlined in the eight-page document, titled Voluntary Test Method to Determine Chemical Compatibility of Sealants and Self-Adhered Flexible Flashings, is intended to provide a means to determine the chemical compatibility of liquid-applied sealants and self-adhered flashings that may come in contact during the installation of fenestration products.

The test method describes a laboratory screening procedure for evaluating the chemical compatibility of self-adhered flashing and sealant materials intended for use in construction and fenestration installations that are installed properly.

“This test is intended for flexible sheet membrane materials that include an integral adhesive layer, which are generally installed as concealed flashings behind claddings on exterior walls,” says Ken Brenden, AAMA technical standards manager.

“However, this method can also be applied to other interfaces in the building envelope,” he adds.

Adhesive compatibility or overall performance and integrity of the weatherseal at the sealant and self-adhered flashing interface are not addressed by this method, however; AAMA notes that sealant performance should be tested in accordance with AAMA 800,
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Voluntary Specifications and Test Methods for Sealants, and self-adhered flashing performance should be tested in accordance with AAMA 711, Voluntary Specification for Self Adhering Flashing Used for Installation of Exterior Wall Fenestration Products.

**WDMA Introduces OneVoice™ Advocacy System**

The Window & Door Manufacturers Association (WDMA) has announced the development of phase two of its OneVoice Advocacy System. The platform is designed to provide WDMA members and other players in the industry unique access to legislative and regulatory information, allowing the community as a whole to come together on common positions and execute advocacy strategies from the standpoint of a single “voice,” according to the association.

“This is exactly what our industry needs,” says John Stoiber, WDMA President. “OneVoice will allow our window, door and skylight members 24/7 access to information about issues that matter most to their businesses and will ensure that all interested parties are being heard. Issues that are considered to be of top importance to members are prioritized, allowing WDMA to quickly identify the specific strategy or approach necessary to act quickly.”

OneVoice will be introduced to members in more detail at the WDMA Leadership Summit in Tucson, Ariz., February 15-17, 2009.

**COMPANY NEWS**

**Urban Machinery Restructures and Announces Changes**

Urban Machinery has announced that it has made some restructuring changes to the company, which includes the closing of its West Coast office in Port Townsend, Wash., effective immediately. All work previously performed by that office is being transferred to its Cambridge, Ontario, head office for sales and service, according to Volker Lamprecht, president and chief operating officer.

“The changes made by Urban in North America are necessary and will allow Urban to help all of our North American customers during these uncertain economic times, by reducing our overhead and allowing us to supply our customers with more cost-effective solutions to their needs,” he adds. He stresses that Urban Machinery continues to be a strong and stable manufacturer and supplier of equipment to the door and window industry worldwide including North America. Urban is supported by its corporate head office in Germany as well as its secondary production facilities in Austria and Fredericton, NB, Canada.

“We assure all of our customers that once our market returns to prosperous levels, Urban Machinery will once again open a West Coast sales and service office,” says Lamprecht.

“We have been in business for more than 50 years and will continue to be in business for many years to come.”

In a letter to customers, Lamprecht said that any open orders and down payments for machines, parts or service placed with the Port Townsend office have all been transferred to Cambridge. Any future orders and down payments for machines, parts or service are now to be placed with Urban in Cambridge.
Homeowners are replacing old windows to save energy costs and reduce their environmental impact. But as you know, all windows are not created equal. Envirosealed Windows™ do a great job of reducing environmental impact and reducing bills. And if that's what homeowners want, maybe that's what you should manufacture. Find out how easy it is to become an Envirosealed Windows manufacturer at envirosealedwindows.com.

Envirosealed Windows™ is a trademark of Truseal Technologies, Inc.
Greenbuild Focuses on Homebuilders and How to Build Sustainable Homes

The Greenbuild International Conference & Expo, which took place in Boston in November, focused on homebuilders as it hosted the first Green Homebuilder’s Day.

A panel session was held, moderated by Kevin O’Connor, the host of PBS’s “This Old House.” Scheduled panel speakers were Tedd Benson, founder of Bensonwood, a woodworking company specializing in timber-frame structures and prefabrication; and Steve Kieran, founder of KieranTimberlake Associates LLP architecture firm. The panel addressed the changing housing market and discussed what needs to change over the next 50 years to ensure homes are sustainable and healthy for those who live in them.

Green Homebuilder’s Day also featured an educational session track targeted specifically at the residential market. Sessions discussed such topics as green affordable housing, ways to address the aging housing stock, the costs of going green, and high-performance renovations.

Green Homebuilder’s Day ended with a closing reception, where seven outstanding projects and builders received awards.

Attendees also had the opportunity to meet with LEED for Homes Providers from their areas.

Greenbuild 2009 will be held November 11-13 in Phoenix.

Dow Corning Works to Reduce Waste

Officials at Dow Corning say the company has achieved significant progress in waste reduction, including a cut of up to 80 percent in process scrap at one of its manufacturing sites. The reductions have been achieved in part through the company’s materials conversion program, which converts or recycles its waste, scrap and off-spec silicone materials instead of sending them to landfill or incineration, according to the company. Materials are then reprocessed into new products that meet customers’ specifications.

“Waste reduction emerged as the most important environmental issue facing manufacturing businesses nowadays in an international study we commissioned last year,” says Peter Cartwright, Dow Corning executive director for environment, health and safety. “Like many other companies Dow Corning is actively looking for ways to cut our waste levels.”

The company has made several efforts, particularly at its European locations:

• A reduction in process scrap generated by the emulsions and antifoam production unit of its Seneffe, Belgium, manufacturing site by 80 percent;
• A decrease in the waste generated in its Barry, Wales, site by a factor of 10; and
• A reduction in the overall amount of waste solvent at the Barry site by reusing a different solvent that is generated as a waste byproduct elsewhere in the plant. Examples in North America include:
  • A reduction in consumption of natural gas and carbon dioxide emissions by burning hydrogen at its Midland, Mich., plant;
  • A reduction in the amount of solvent used in a coating process in Midland that had been sent to an offsite disposal facility by recycling it; and
  • A reduction in emissions of greenhouse gases through energy reduction at its Carrollton, Ky., plant. A wide variety of projects over the past five years have contributed to a 19,800 tons-per-year reduction in carbon dioxide emissions.

Examples in China include:
• Recycling more than 80 percent of the waste at its Zhangjiagang (ZJG) sealant plant, in contrast to the 90 percent of waste that had previously been sent offsite for disposal;
• A reduction of 50 percent of non-hazardous silicone and solvent streams at the Zhangjiagang sealant plant between 2007 and 2008;
• The sealants plant also has established a program to focus on further reducing the sealant waste at its point of generation. The plant is committed to moving its waste stream up through the “waste hierarchy” from disposal to recycling, to reduction and elimination.

Versatile lasers simplify glass marking

Flexible, low-maintenance, and easy to integrate, Synrad CO₂ lasers are the perfect tools for glass manufacturers. Laser marking allows users the flexibility to automatically change data on every mark, while eliminating masks, chemicals, sand, and tool wear. It’s no wonder many of the world’s largest glass manufacturers have already made the switch to CO₂ laser technology.

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While many of the reports appeared bleak during the annual Outlook Executive Conference: '09 Industry Forecasts and Trends presented in late October, almost all of those in attendance agreed that while the market is down, it is cyclical, and will come back. But, the big question on the minds of most in attendance was “when?”

“Risky” is How NAHB Sums up the Housing Market During Forecast Conference

by Tara Taffera

Just days before McGraw Hill Construction hosted its annual forecasting session, the National Association of Homebuilders (NAHB) took on a similar feat. It’s not a surprise that the news here was also dismal, though the NAHB seemed to have an even more dismal view than experts at McGraw Hill.

“Things are a lot worse than any of us had anticipated six months ago,” said NAHB chief economist David Seiders in his opening economic forecast. “Who would have anticipated the turmoil in the financial markets that we’ve seen since September?”

He pointed out that the housing numbers continue to spiral downward and new home sales are still declining.

“I would say that the keyword for the day is risk,” he said. “The uncertainties out there are probably unprecedented and the degree of risk forecasted has probably never been higher.”

Before presenting his forecast he said it’s as much about risk as it is about forecasting.

“I’ve got the single-family starts hitting bottom early next year but then embarking on a gradual recovery process,” he said. “One of the things that is going to be plaguing the upswing is the tightening of the credit market.”

Regarding manufactured homes that forecast is dismal as well.

“I don’t really see any potential for growth in this market … but basically essentially dead in the water at less than 100,000 units per year,” he said.

The same is true for the remodeling market as Seiders said, “It is unquestionably weakening.”

“The pattern we’ve got for 2009 and 2010 is somewhat reminiscent of what we saw in the late 80s and early 90s recessions,” he added.

Additional Views/Forecasts

While many economists still argue whether or not the United States is in a recession, the next presenter, Maury Harris, UBS U.S. chief economist, said, “At UBS we started to say we’re in a recession back in January.”

He also pointed out that it’s obviously a poor environment for housing starts and then gave his take on what’s to come.

“This year we have the starts at 940,000, next year at 780,000,” he said.

Although he talked about other frightening facts such as rising unemployment rates, he did leave attendees with some good news.

“One last thought is that, yes, the economics professions missed the severity of this crisis, but I’d like to remind people that just because we don’t know everything doesn’t mean we don’t know anything. We have the world’s experts on recession running the fed right now … I’m still sticking to that we’re going to find some solutions.”

When Michael J. Moran of Daiwa Securities America Inc. gave his housing forecast he said his forecast is already proving to be too optimistic.

“It’s proving to be too optimistic already on housing starts,” he said, then added, “This forecast does not involve a deep downturn.”

Bernard Markstein, NAHB staff vice president, also spoke about the “R” word, as did some of the previous speakers.

“I think we’re all on the same page—when we’re through this it will
When and How Will It Come Together?

The forecast, organized by McGraw Hill Construction, was held at the Capitol Hilton in Washington, D.C., October 22-23. “The question we’re trying to answer and you’re trying to be an official recession,” he said. “Yes, we’re in a desperate situation ... At least we know when we land the economy will survive, but unfortunately not every enterprise will survive.”

He added that some of the measures taken by the government were a step in the right direction. “We’ve seen that the policymakers, particularly the fed, have gotten together and done a lot of the right things, which will take time,” he said. “At some point, new home sales will get better ... We need to remember that it will get better.”

Seiders also echoed the sentiments of a national recession, but also spoke of a better time to come as we have all learned lessons from this crisis. “I think we have learned something here and it’s very significant,” said Seiders. “I think this is so jarring that we’ll make some major changes. We’ll make mistakes, but I do think we’ll have a better system at the end of the day.”

Tara Taffera is the editor/publisher of DWM magazine.
The answer is, ‘when will housing prices hit bottom?’” said Kermit Baker, chief economist for the American Institute of Architects (AIA).

However, he noted that after a recession (he called this one the worst in 50 years) the housing market typically does make a fast recovery.

“This recovery is likely to be different than past cycles, but the housing industry historically has recovered quickly,” he said.

He predicted that once the recovery occurs, housing will actually hit a bigger boom than it did in recent years and that more homebuilding will actually occur in the coming decade than in the current one.

Trends to Track

One phenomenon to which he attributed this is trends in immigration.

“We’re currently rivaling the immigration rates we saw in the early 20th century,” Baker said. “As the number of immigrants continues to grow, we’re seeing them disperse more throughout the United States.”

Because many immigrants are in the 20 to 30 age range and often are starting families or have small children, Baker said, “they’re very active in the housing market.”

As for remodeling, he noted that it actually held strong for awhile, and even grew in recent years.

“Remodeling is approaching the size of the new construction industry,” he said. “The pace of growth has hardly slowed at all during this period.”

However, the down new construction market has led to less remodeling, he says, and as with the tightened credit market, there are fewer homeowners, leading to fewer consumers looking to remodel. He also noted that many remodel or make home improvements right after purchasing a home, and

Economy and Fuel Prices Trickle Down to Material Issues

It’s no secret that raw material prices have gone up in recent years due to fuel prices, but until recently, this didn’t seem to be so obvious in the door and window industry. That has changed, though, in recent months, as manufacturers have seen price increases in various materials, such as vinyl. But recently manufacturers—and their adhesive suppliers especially, have seen a new shortage: butyl (for use in sealants and adhesives).

Adhesive and sealant suppliers report a shortage of non-halogenated butyl—the type that’s needed for insulating glass sealants—has developed over the last two years. Though there’s an abundance of halogenated butyl available—which is made for products such as tires—suppliers say that only 5 percent of the butyl made is now non-halogenated.

“There always was a mix,” says Mark Toth, window sales manager for H.B. Fuller. “For many years non-halogenated was maybe 15 percent of the butyl that was available. That 15-percent supply has now shrunk to maybe 5 percent because there’s been much greater global demand for the halogenated butyl.”

So, what’s the solution? Many suppliers are developing hot-melt sealant technologies that use little to no butyl.

“We’re expecting to have something for beta testing by the middle of next year,” says Jeff Ogren, market manager, performance adhesives, for Bostik.

However, neither he nor Toth expects manufacturers to have to change their processes based on their new products.

“Our goal is to have our products work in the present systems,” says Ogren. “If they decide they want to change technologies altogether, there might be some need for new equipment on [the manufacturer’s] end.”

Toth doesn’t expect the need for butyl—on the part of sealant manufacturers—to ever go away, though.

“I don’t think we’ll ever find products that use no butyl, but hopefully we can decrease the percentage in there,” he said.

Toth adds that the chances of more non-halogenated butyl being created in the future are low, at least right now. Though there hasn’t been any increase in capacity in the last 30 years, and, while he expects the butyl suppliers to look at adding facilities, this process is a slow one.

“The cost of building a basic butyl facility is in the range of $6 to 700 million and takes about three years to complete,” he says. “So the additional capacity these companies are looking at won’t be on-stream until 2010 or 2011.”
since so few are able to purchase homes recently with the strained financing market, this has also led to a recent decrease.

“Third-quarter figures point to continued weakness in this market, though we haven’t hit bottom,” he said. Baker does expect the rate of the decline to stabilize in 2009 and 2010, though.

Baker pointed to the green market as a plus for this sector.

“There is very clear evidence that homeowners are not only buying energy-efficient homes but also are remodeling to make [their homes] more energy-efficient,” Baker said.

Baker ended his presentation on a semi-positive note.

“Let me remind you, we are in a cycle and cycles correct themselves—just wait,” he said.

**Federal Fixes**

Robert Murray, vice president of economic affairs for McGraw Hill Construction, spoke next, and he agreed that while the market appears unfavorable now, the steps the federal government has taken and other measures will lead to a turnaround—eventually.

“The basic assumption is this—that the extra steps taken to deal with frozen credit markets will be successful over time,” Murray said. “It’s going to take time for the U.S. economy to regain a firmer footing, though.”

Murray attempted to answer the burning question as to when the markets will hit bottom, and he predicts this will occur during the first or second quarter of 2009.

“Home prices are continuing to drop about 20 percent nationally,” Murray said. “They’ll probably drop another 10 percent in 2009 and then level out.”

However, he noted, that this year’s forecast has been one of the most difficult, noting that he and his staff revised the forecast several times based on recent events.

“This was a tough forecast,” he said. “This is a cyclical business … There are still pluses.”

Murray quoted investor Warren Buffett in referring to what led to the downfall, the three “Is:” innovators, imitators and idiots. In closing, he again brought up these words in looking to a brighter future.

“I think by the time you get to 2010, it will be time for the innovators and imitators, and hopefully the idiots will stay on the sidelines,” Murray said.

Norbert Young, president of McGraw Hill Construction, ended the host of presentations with a list of what he sees as four positive indicators for the economy:

1. The powerful influence of green;
2. The growth in virtual design and construction;
3. The power of immigration; and
4. The fact that a new president soon will take office.

Penny Stacey is the assistant editor of DWM magazine.
“Whenever we can we try to control the source,” says Viwinco president David Barnes. “If you can control the source the better off you are.” Another thing you don’t see in the majority of door and window plants is an abundance of the latest automated machines. But Viwinco is different. Walk through their plant and you’ll see the newest machines from companies like GED and Joseph and some from these suppliers that were designed just for them. And the company does this all so it can serve the customer in the shortest time possible, says Barnes.

“We’re not afraid to borrow $1 to 2 million dollars to mass-produce our orders in the fastest lead time with consistent quality,” he says. The company is being affected by the housing market like many others, with the number of units it produces being downsized from the numbers of a few years back. But
that hasn’t stopped Barnes from purchasing equipment. In fact, he jokes that he won’t be able to retire as he has to keep working to pay for all his machinery purchases.

Winning with Vinyl

So how did this company get to where it is today? Officially, Viwinco was born in 1982, but its true beginnings sit with Barnes’ father and his partner Lou Moretzsohn, who started a wholesale distribution business in 1958. In the late 1970s they were asked to make a vinyl window. They originally said no, but by 1982 had changed their minds and the company started producing a vinyl window—that was the beginning of Viwinco.

“Remodelers were starting to sell vinyl siding more than aluminum siding and my dad thought a vinyl replacement window would be a good fit without having to keep a finished window inventory,” says Barnes.

Today the company ships as far West as St. Louis, as far North as the Canadian border and as far South as Charleston, S.C. It sells through wholesale distributors who then sell to the professional dealer and remodeler. Viwinco offers a variety of vinyl windows in many styles such as bay and bow, picture windows as well as patio doors. It also produces impact-resistant windows, which are a big part of the company’s business.

Employee Longevity

The company currently has 210 employees working five days a week on one shift, though at the time of our visit in September, approximately 150 employees were laid off due to the current state of the housing market. At that time Barnes expected to bring people back in October for the busy season but that never happened.

“We were unable to call anyone back because of the severe economic crisis,” said Barnes. “We did not pick up the volume we were hoping to gain this fall.

While most company presidents will tell you how they struggle daily to find and retain good employees, Barnes says he doesn’t have that problem. In fact at the time of the visit approximately 30 people were getting ready to receive awards for service ranging from 5 to 25 years. Mike Duncan, vice president, was the first official employee, and he and Barnes value all employees.

“You have to care about your employees,” says Barnes. “I’ve always said that the janitors are as important as I am. Everyone is replaceable, including me. I try not to overlook anyone.”

Barnes admits that he tries to be the best at everything. “We try to be the best supplier, employer, products provider, and the best at lead times, processes, etc.,” he says.

Plant Specifics

The plant houses 140,000 square feet of space plus a 30,000-square-foot research center. Barnes adds that there is plenty of room at the facility to expand if needed.

He says that at its busiest, Viwinco produced more than 7,000 windows per week but now it’s about 800 to 900 per day translating to about 4,500 per week.

The company serves both the new construction and the remodeling market, though the scale is slightly more toward the

continued on page 32
remodeling market in recent months according to Barnes.

“I’m surprised [due to the current market] but we’re still selling new construction windows,” he adds.

Viwinco uses its own trucks and works hard to ensure the trucks are always full. But even so, due to rising costs, Barnes says the company was forced to implement a fuel surcharge.

Although many manufacturers may be tempted to cut prices due to today’s competitive market, Barnes has not done so.

“We don’t sell on price,” he says simply.

Keeping it In-House

For Barnes, competing against other vinyl window suppliers makes meeting lead times crucial and he puts this at the top of his priority list.

This is why the company does most of its manufacturing in-house, and why it made the decision back in the 1990s to invest heavily in equipment. When you walk through the plant you see that equipment plays a huge role. The only thing Viwinco doesn’t make itself is its own extrusions—it relies on Deceuninck to supply that product.

But it does, for example, make its own laminated glass, which Barnes admits is very expensive.

“When [we were] buying laminated glass it would take four to six weeks and we couldn’t make custom size units so it made sense to do it ourselves,” says Barnes. “Most people don’t do it due to money. There is not a big percentage of vinyl window manufacturers that can custom-size laminated units. This is an advantage for us.”

The company’s laminated line is set up in a clean room. Viwinco purchases its PVB interlayer from Dupont, which is located in nearby Wilmington, Del.

Barnes laughs when recounting how he learned about making his own laminated glass and who could supply the interlayer.

“I was visiting a manufacturer in Ireland that made its own laminated glass and I asked where the company got the interlayer and found
the supplier was practically down the street from me,” he says.

Viwinco also has an autoclave used in the laminated glass process that is custom built and includes a cooling tower.

“We had to set the autoclave below the floor level for easy access,” says Barnes.

Viwinco also makes its own tempered glass, using its own tempering line from Tamglass.

“Once we started fabricating our own glass it saved us so much time,” says Barnes.

He points out, though, that it takes three to four years to realize your investment. That investment consisted of $1.3 to 1.5 million in the laminated line and $1.5 to 1.8 million in the tempering line.

“It’s millions in investments but we can deliver quickly,” says Barnes. “If you do what you say you will do you’ll be successful.”

The company relies on PPG Industries for its fundamental glass supply.

“I’ve heard people talking about a glass shortage but we haven’t been hurt yet by that,” says Barnes.

A Smooth Flow

Viwinco’s plant is vertically integrated and utilizes a one-piece flow. The multiple high-speed sash lines feed multiple frame lines on either side. At the time of DWM’s visit only one line was running.

Some of the latest automated equipment found in the plant includes the following:

• **GED’s i-3 family of products.**
  The Smart Oven records what type of glass is going in and can determine if the unit includes laminated glass. It can adjust the heat to yield the best seal for that laminated glass unit. “It’s better than an EASY-BAKE oven,” says Barnes.

• **Joseph’s newest machines for cutting and optimizing.**
  This equipment is capable of cutting, notching, and punching not only a variety of style profiles but also different families of profile for greater consistency and no off-line operations.

• **Sparklite.**
  This piece of equipment is located on the line to test for argon fill—another item you won’t see at the majority of manufacturing plants.

Barnes says he is always looking for the newest equipment. And if the product doesn’t exist, Viwinco’s suppliers will work with the company to develop equipment or products.

“We worked with GED to develop software for use on our tempering line,” says Barnes. In fact, Viwinco’s entire glass shop is comprised of GED equipment.

The company does the same thing with other suppliers such as Joseph.

“Mike goes to Joseph and says, ‘Here’s what I want. Here’s what I am trying to do,’ and they designed the equipment to meet the need,” says Barnes.

But not every process in the plant is automated. The company prides itself on its ability to offer custom units so it has different tables to produce different shapes and ovals. It uses equipment from FUX in Austria to bend geometric shapes. However, the hands-on approach is crucial to this step in the process.

“This is the area that relies on the most hands-on craftsmanship,” says Barnes, who adds that the company also bends casings and extension jambs.

It also makes all screens for its products such as bay, bow and picture windows.

Viwinco keeps all its orders straight by using Friedman’s order entry system. It also has a quality control department that tests everything manufactured in the plant. But even before any component is put into a window it goes to a warehouse where it is checked thoroughly before it goes to the plant to eventually become part of a window unit.

In addition to this warehouse, the company has a research and development facility across the street from the plant where it conducts in-house testing.

“We produce a great deal of hurricane windows so we do a lot of impact testing there,” says Barnes. “Doing our own testing gives us an advantage [as we don’t have to send to test labs].”

This is just one more thing the company keeps in-house to control the source and serve the customer.
The Window North America Show, which was held November 11-13 in Toronto, drew a smaller attendance than last year. This wasn’t a surprise due to the current state of the housing market, according to Patrick Schield, show organizer. U.S. attendance was down 30 percent from last year while Canadian attendance was down 15 percent. However, the number of exhibiting companies was up from last year. More good news was that as of the end of the second day, the Canadian Window and Door Manufacturers Association (CWDMA), show sponsor, added approximately eight new members. And, according to Schield, many representatives companies who walked the show expressed interest in exhibiting next year.

Matt Kottke from Truth Hardware reported having quality visits with customers and perspective customers. He also said companies are still sending representatives to Window though they may be sending less people from that one company, a sentiment that Schield mentioned as well.

“From the attendee and exhibitor perspective, Window is the best value,’’ said Kottke.

One change to this year’s show was conducting educational sessions in a special education pavilion on the show floor. (Product demonstrations were also held on the show floor.)

Educational Events—Energy Star®

A session on Canada’s Energy Star program drew a packed crowd of 145 people. The session was held again later that day in French and 60 people attended.

Steve Hopwood from Natural Resources Canada discussed proposed changes to Canada’s Energy Star program. Phase 1 would take effect in January 2010 while phase 2 would take effect in January 2014. Comments on the proposal are due by January 15, 2009.

“In our minds, Phase 1 would not require any great design changes,” said Hopwood. “Manufacturers can meet the requirements with existing technology.”

As is happening in the United States, Canada plans to make its requirements more stringent than what exists currently. Additionally, Hopwood says that NRCan is proposing that IG unit third-party certification be made mandatory—something the U.S. Department of Energy has also proposed domestically. The Canadian proposal also calls for a more uniform approach to product labeling.

Jeff Baker, technical consultant with WestLab, gave an overview of the Energy Star qualification process and other testing requirements including IG certification.

“If you’re considering Energy Star you should look at it now as IG certification will be a requirement of Energy Star,” said Baker. “With everything coming up there will be an 18-month backlog with test labs.”
Phil Lewin of Vinyl Window Designs, a door and window manufacturer in suburban Toronto, ended the seminar with some observations on ENERGY STAR from the manufacturer perspective.

“If you manufacture windows you should participate in ENERGY STAR,” said Lewin. “Participation really ups the values of windows as a whole.”

He also says that it offers more credence with the customers who continue to become more and more educated.

**Product Displays**

The Novatech booth was very busy at the show. In fact, the company introduced a number of new products. This included three new stained glass designs that were developed after conducting market research with its customers. In fact, regarding the new Gothic Deign, “I think this will be a best seller as everyone loves it,” said Novatech’s Sonia Brossard.

It also introduced the Thermacrystal collection, which the company says introduces new technology to door glass production. The new molding process thermoforms a plastic material, producing designs with complex, pure lines. It also reproduces different glass textures as a layer of clear resin is applied to a plastic film, fixing it to the glass. The addition of this resin adds a crystalline opacity, which provides the desired privacy.

The Thermacrystal collection is available with another new product introduced at the show—the Nova Secure steel door which offers a 3-point locking mechanism and top and bottom anchor points that are beveled. Additionally, the jamb with handle is reinforced, laminated wood which the company says makes the entry door system more durable and sturdy than other doors on the market.

The Royal Group had a large presence at Win-door and it used this as a venue to introduce many new products including its Extreme line. The Impact Patio Door offers maximum protection, water, wind and impact resistance and is approved by the Florida Building Code.

PH Tech used Win-door as an opportunity to inform attendees of many new services it now offers its customers. 'At PH Tech, manu-

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Manufacturers are supported and accompanied unlike anywhere else,” said Isabelle Lessard, marketing coordinator.

The company says its modular systems are distinct and allow versatile product use and applications. The company also stresses that it is different through its use of PVC materials. One advantage is an extrusion process that takes recycling, recovery and resource management into account. The company also offers full-scale technical support right from the beginning and logistics management designed for each company, as well as extensive marketing support.

Royal and PH Tech were among several extruders who exhibited at Win-door, but Glasslam’s Matt Hale says it was the only exhibiting company who showcased a spacer product. Glasslam has had an increased presence in the industry in recent months as it introduced the Air-Tight flexible warm-edge spacer. The product is made of a flexible foam that provides warm-edge performance for IG production. Hale reported that the company currently is taking orders for the product and manufacturing it at its new plant in the Bahamas.

“We wanted to be here [at Win-door] [because] Canada is an important part of North America,” said Hale.

Northern Architectural Products (NAP), based in Concord, Ontario, also offered a new product—a line of window operators. The Aurora Operator Hardware has a one-piece operator body that delivers structural integrity and long-term durability, according to Maury Shiner of NPA. The products are powder-coated and are available in various colors.

The company also introduced
its TUNDRA patio door handles. They are made of Polesium™, a composite material that delivers full thermal insulation between the inner and outer handle sets. The handles also can be powder-coated, which Shiner says is something that is not offered by many companies.

On the machinery side, American's Yolanda Sangiuliano was pleased to announce that the company has introduced its T series CNC Machining Center. The vertical spindle machining center has 3- or 4-axis CNC controls capable of machining extruded aluminum, light alloys, PVC and steel. The machine has an automatic tool changer and eight clamps to ensure precise clamping. Options such as a sound-proofing cabinet and pneumatic vices to clamp two profiles together are all available.

New to the Win-door show was first-time exhibitor SunView Patio Doors. According to Sandro Di Iorio, sales manager, a great deal is new with this company since it was acquired by the Zzen Group in March 2008.

“When the new group took over we came out with two new product lines [Victorian and Buckingham lines of patio doors],” said Di Iorio.

The company started by manufacturing aluminum doors, then moved into vinyl, and Di Iorio says the company also has a fiberglass composite door for the high-end market. It is also about to introduce another new product very shortly.

“That’s one of the benefits of being associated with a larger company,” he says. “We have access to a full research and development department, and from idea to implementation it takes no more than six months to introduce a new product.”

While Di Iorio described SunView as “Canada’s little secret,” that is all changing.

“We did just serve Southern Canada [and a little in the United States] but now we’re expanding more into the United States,” he said.

Next year’s Win-door show will be held November 10-12 at the Metro Toronto Convention Center.
Don’t want to add extra expenses to your business in today’s economy? Well, we all know that sometimes you have to spend money to survive (and make money). Attending the upcoming International Builders’ Show (IBS) may be one way to learn about new components, such as hardware, that you can add into your manufacturing processes that will help set your business apart from the competition. The show will take place January 20-23, 2009, at the Las Vegas Convention Center, and is sponsored by the National Association of Home Builders (NAHB).

Show organizers have dozens of seminars planned, all aimed at helping companies be successful and to withstand the housing crunch. Four of the educational tracks were designed specifically to help attendees compete effectively in this market says Mark Pursell, NAHB senior staff vice president – exhibitions, marketing and sales. The tracks are: Business Opportunities and New Markets; Green Building and Sustainability; Organization and Business Management; and Sales and Customer Focus (go to www.buildershow.com for more seminar information).

“We have designed the educational programming for IBS to help show attendees survive this very difficult market,” says Pursell. “We have also modified our registration fee schedule to make the educational sessions more affordable.”

However, show organizers do admit that attendance may be lower due to the economy and state of the housing market.

“Attendance is always the hardest part of IBS for us to forecast as most registrations take place within six weeks of the show,” says Pursell. “Also, we never know what our onsite registration will be. On the low end, I think 70,000 is a safe guess.” [104,000 people attended IBS in 2008.]

For those who attend, in addition to the educational sessions, there will be featured speakers each day including renowned green business expert Andrew Winston, founder of Winston Eco-Strategies; Kevin Freiberg, notable professional speaker and founder and chief executive officer of the San Diego Consulting Group Inc.; and Peter Hart, top public opinion analyst and founder of Peter D. Hart Research Associates. The keynote speech will be presented by legendary football coach Lou Holtz.

“We are thrilled to have such extraordinary speakers presenting at the show this year,” said NAHB chairman Sandy Dunn. “Especially in these challenging times for our industry, attendees will benefit from hearing the advice of a legendary motivator and coach, as well as from some of the top minds in the business world on strategies for success in a changing marketplace.”

**Schedule at a Glance**

**Tuesday, January 20, 2009**

- 8 a.m. - 5 p.m. Educational Seminars
- 8:30 a.m. Grand Opening Ceremony featuring legendary Notre Dame football coach Lou Holtz
- 8:30 a.m. - 5 p.m. South Hall Exhibits Open
- 9:30 a.m. - 5 p.m. Central & North Hall Exhibits Open

**Wednesday, January 21, 2009**

- 8 a.m. - 5 p.m. Educational Seminars
- 9:30 a.m. - 5 p.m. Exhibits Open

**Thursday, January 22, 2009**

- 8 a.m. - 5 p.m. Educational Seminars
- 9:30 a.m. - 5 p.m. Exhibits Open

**Friday, January 23, 2009**

- 8 a.m. - 12 p.m. Educational Seminars
- 9:30 a.m. - 2 p.m. Exhibits Open

*(All dates and times are subject to change. All events will be held at the Las Vegas Convention Center.)*
Product Offerings

While dozens of door and window manufacturers will be showcasing their newest products at IBS, component suppliers will also be there to offer products that door and window manufacturers may want to incorporate into their window offerings.

Booth #N1563
G-U Hardware to Showcase High-End Bronze Line

While at the Builders’ Show, G-U Hardware will tell attendees of how it has teamed up with independently owned Melron Corp. of Schofield, Wis., to produce G-U Bronze, a high-end line of multipoint trim sets.

The G-U Bronze line features quality designed and manufactured locksets, pairing functional handles with patented G-U multi-point locking systems. They are cast from 100-percent recycled material, according to the company and have a true oil-rubbed bronze or natural nickel finish. The company adds that the bronze handle sets embody an “old-world aesthetic” with a unique combination of strength, durability and beauty. Two matching handle sets for swing and sliding doors will be offered, each with a choice of complementary back plates in square or radius styles.

Booth #C6783
Winkhaus Hopes to “Hook” IBS Attendees

Winkhaus North America has a great “hook” to get attendees to visit its booth at IBS. The company introduced the patent-pending concept of a hook corner drive in combination with its 300 series stainless steel “One Motion™” multipoint locking system.

Recurrent hurricanes and other weather disasters mean tougher building codes and the desire to avoid product liability issues. Winkhaus says this product provides the answer with this tapered hook design which pulls the door smoothly into the frame against the gasket for a tight seal. The hooks engage behind the strike plates simultaneously providing a positive engagement that the company says will outperform other locking mechanisms.

EDTM Products Offers Immediate Energy Data

EDTM Inc. will display its line of energy performance tools to the window industry. Attendees will be able to evaluate the products hands-on, with live demonstrations being conducted continuously throughout the show. Generous show discounts are offered, and products can be purchased at the show, according to the company.

The company’s newest product is the Window Energy Profiler (#WP4500) Energy Transmission Meter used to test windows in-frame. The product allows users to test the energy performance of operable windows that are already installed in the field. EDTM says it’s as easy as opening the window and sliding the WP4500 over the profile of the window sash. The instrument will show the estimated SHGC value of the window, along with the UV, Visible Light, and Near Infrared Transmission values simultaneously.

Company representatives say the product is ideal for evaluating the performance of existing windows in a home, in order to determine the necessity for new replacement windows. It can also be a great aid in identifying the type of low-E coating on the window—a great benefit to energy auditors in the field. The WP4500 is large enough to test most windows on the jobsite before they are installed, according to EDTM.

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doors could only be anchored with shootbolts or flushbolts and these do not provide a positive engagement nor the same strength as this new product, the company adds.

Booth #N1172
Contact “Wraps up” Fire-Rated Frames

Contact Industries will feature its new fire-rated door frames at IBS, veneer-wrapped in any wood species with fire ratings of 20, 45, 60 and even 90 minutes. Previously available with a 20-minute fire rating, the company says it can now create fire-rated door frames in sizes up to 4-foot by 8-foot in single- and double door openings.

“We’ve been making 20-minute fire-rated products for years, and we’re thrilled to offer customers a new product that meets the extended fire rating with the beauty of wood veneers,” said Jim Snodgrass, sales manager. “Historically, when fire ratings were required, steel doors were the only choice. With the availability of wood veneer-wrapped fire-rated door frames, designers can now match frames, doors and mouldings to create more elegant interiors.”

Booth #N2443
Lift and Slide Easily with New Doors from Kolbe

Kolbe says its new TerraSpan™ lift and slide doors are perfect for sustainable projects and offer expansive, easy-to-operate openings that transition between indoor and outdoor living spaces unobtrusively. Part of Kolbe’s Ultra Series, the TerraSpan doors match its full line of aluminum-clad wood windows and entrance doors.

The doors can incorporate up to 10 panels per unit with a 12-foot maximum panel height. Each panel is 2.25-inches thick and requires minimum space when open—either nesting behind one another, or recessing into a pocket opening to disappear completely from view.

The company says the doors are perfect for a sustainable design project as they allow great amounts of natural light and contribute to natural ventilation when open. The doors are also available in energy-efficient glass options and environmentally friendly finishes.

The TerraSpan doors feature multi-point locking hardware and may be selected in finishes such as brushed chrome and oil rubbed brass. The extruded aluminum can be finished with durable anodize or versatile paint in a standard, specialty or custom colors on the exterior.

Booth #C7255
Lincoln Adds Operating Sidelites to Swing Patio Doors

Lincoln Windows will take advantage of IBS to introduce operating sidelites to complement its swing patio door product lines. Features of the new product include an independent frame that can be mulled to a door or installed separately, a three-point locking system to provide enhanced security, narrow or wide stiles, a full screen. The hardware is Hoppe’s thumb-bolt hardware available in ten finishes including: white, polished brass, oil-rubbed brass, antique brass, faux bronze, satin nickel, antique nickel, brushed chrome, polished chrome and matte black.
Nordson adhesive and sealant application systems help you:
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Automated and semi-automated Nordson adhesive systems help improve the accuracy and repeatability of adhesive and sealant dispensing.

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When you expect more.®
While many in the industry didn't know what to expect from the GlassBuild America Show, held October 6-8 in Las Vegas, there were door and window manufacturers in attendance looking for products that can help differentiate themselves from the competition (see sidebar on page 45).

“Manufacturers are here looking for new products and solutions for how they can make a better window which will set them apart from the competition,” said Stephen Kirkpatrick of Weiss USA.

And they were making purchases. Graco’s Dave Behrens reported on the first day of the show that all but one piece of equipment his company brought was sold.

But while many manufacturers didn't make it to Las Vegas, following is a sampling of what was on display.

**Machinery**

While many machinery companies opted not to exhibit at GlassBuild, others had smaller booths than in previous years and didn't bring their machines to the show. One of these companies was Joseph Machine, though the company did introduce a new product in a unique way.

The company unveiled what it touted as its “Next Green Production System”—a Sash Welder/Cleaner Pass-Through Process. This includes a four-point welder with pre-loader, automated welder/cleaner transfer and a four-point cleaner. The machine can produce 1,000 squares per shift, and only requires a one-person operation. The compact machine only requires 308 square feet of floor space.
Wes Schneekolth, regional sales manager, stressed the benefits of having an affordable system for a smaller-sized manufacturer.

“They don’t need a Cadillac when they can have a Chevy,” he said.

Billco featured its BioClean Water Care System, which the company says simplifies the process for maintaining a glass washer. Each tank’s volume of water is circulated through an ion generation process which helps neutralize bacteria and algae. Additionally, treated water circulated through the machine, so hard to reach areas and components can be reached by the residual ions, providing further cleaning without the use of harsh disinfectants.

Those looking for packaging solutions and how to save money in this area may have been interested in EAM-MOSCA’s strapping machine that is designed to cut down on packaging—and packaging costs. The machine is quick and secure, according to company representative Tom Casso, and is safe to use.

First-time exhibitor VinylLink offered not only a new machine, but a new way of thinking. The company’s founder and president, Frank Lesusa, brought together several suppliers from throughout the industry, including Sturtz Machinery and Fenetech, to create a system that notches vinyl profiles so they can be folded—rather than assembled by hand. The company offers two programs, one in which a manufacturer can purchase the equipment, and another, cheaper program in which the company basically leases the equipment from VinylLink. The main advantage to the system, Lesusa says, is the savings—in both material and users needed to assemble vinyl frames.

“This is a prime time for us, because we save the customer $12 on every window,” he said. Likewise, every vinyl window created via the VinylLink system saves 18 inches of vinyl lineal, according to Lesusa.

Erdman Machinery carried a large display of machinery to the show, but its newest addition is the Erdman IG Secondary Sealer, which includes a controls system coupled with its fluid metering system. According to the company, the combination provides consistent...
results at speeds up to 20 inches per second. The system can apply both hot, cold and two-part sealants, and is designed to ensure the seal at corners and the start/stop position. Likewise, it provides adjustable sealant fill via positive displacement pump, automatic sizing and sealant application, and is offered in either the 6000 or 7000 series.

Oemme displayed its AS 260 GA numeric control assembling unit during the event. The CN thermal break profile assembly machine has six fully controlled axes and four pairs of assembling disks with automatic adjustment of the distance depending on the height of the polyamide bars. In addition, it is equipped with an automatic system for increasing the bar advancement speed at the entrance and exit.

The system is controlled by a PC touch screen with an LCD monitor and is designed to be operator-friendly.

Hardware

Roto Hardware was one company that took more space at this year’s show so it could display its new booth. The company also had new products on-hand, including Patio Life for the lift and slide market. “The handle lifts the sash and no force is required to lift the door from the sill,” said Roto’s Dan Gray. “It’s almost effortless,” he said. “There is nothing like it.”

Advantage Manufacturing offered its latest multi-point locks for casement windows, multi-point locks for European profiles, four-bar hinges for European profiles and four-bar hinges integrated with releasable limit devices.

Truth Hardware displayed its multi-point mortise locks for recessed surface mount applications. Made from stainless steel, Truth’s Matt Kottke said this particular piece of hardware “was quite popular at the show.”

In addition, Truth offers some new handle and cover designs in both its Maximum and Encore lines. The designs were created to be distinct aesthetically, and come in a wide variety of finishes and decorative paint options.

The company’s Twin Latch, a composite positive-action lock, designed to be small and compact, also was a new launch.

Fapim showcased all of its door and window hardware options, including its Horus handle, which is designed with die-cast aluminum with a snap-back action and screw-cover base. The spring and washes are made form stainless steel, and it comes with an 8-mm square pivot and fixing screws in galvanized steel.

Likewise, the company displayed its Venice Top and Venice hinge with fast clamping, designed for doors made with window profiles. Company officials say the hinge is both aesthetically and technically advanced, and the two products join together features that previously appeared to be incompatible: the bearing capacity and possibility of adjustment, combined with a quick assembly. The hinges are pre-assembled and can be applied without additional work on the profiles.

Components

According to John Kessler of Caldwell Manufacturing, attendees were wowed by the company’s new Mega Lift™ Hybrid Balance System, which has a patent pending.

The product supports a sash weight of 114 pounds, the average force to open it is 11 pounds, and to close is 26 pounds.

“People are very interested in this product,” he said. “It’s ideal for heavy window applications.” He added that the product, which has a 130-pound capacity, only requires a pair of balances.

“Anything that would come close to that would need four balances,” he said.

One industry supplier, Tecniplast, promoted its jamb extension boards during the show. Though these are designed for residential manufacturers and the company has stuck to this side of the business, company representatives reported their U.S. business is down.

“I don’t think it can get worse,” said Jacques Millen, who says the company has seen an approximately 60-percent decrease in business in the United States since last year. He reports, however, that business in Canada remains strong.

Despite the down economy there were some first-time exhibitors in Las Vegas, including Teel Plastics. The company began manufacturing protruded fiberglass window profiles recently. Though 60 percent of its products still are focused on other industries, a company representative said the company moved into the fenestration industry to meet a need for wood window manufacturers that offer aluminum-clad products.

“Manufacturers are looking for something with better thermal performance than aluminum,” said one company representative, noting that the revised ENERGY STAR® regulations currently under review will make the need for this even more imminent.

Contact Industries was also trying to reach wood/composite manufacturers with its new profiles,
which can be wrapped in numerous species of wood, with no need for special machinery.

**Dapa Products** introduced a new foam screen spline that it says will meet various requirements of door and window manufacturers. The company says use of the product will help reduce inventory as one size will work for several different screen channels. The company adds that the spline does not harden in colder months or soften in warmer months.

**Gossen Corp.** had a new cellular PVC profile on display. The profile is available with a Sherwin-Williams finish and is heat-resistant. It’s designed for high-end doors and windows.

**Software**

In an economy in which manufacturers are trying to optimize their businesses and become more efficient, there was no shortage of software manufacturers, including **Fenetech**, on-hand at the show. The company launched a web center recently, making it possible for window manufacturers to utilize its tools via the web.

““The web center tool allows window manufacturers to generate quotes for their customers online,” said company president Ron Crowl.

**NetApps** was offering another way to save time and money—by providing a software package that provides services throughout the life of a door or window, from the in-home quoting process right down to the manufacturing floor of the plant.

“You save time, you save money,” said Alain Ackad, sales manager for the Quebec-based company. “The world is getting smaller and we want to be a part of that for manufacturers. We want to give manufacturers a way to help them out in this hard time.”

**Amid Market Woes, Manufacturers Continue to Seek New Products and Solutions**

While the news is saturated lately with plant closings and layoffs, there were manufacturers at the show who had a positive attitude and reported success at their respective companies.

Geoff Roise, president of Lindsay Windows, a company with plants in Missouri and Minnesota, admits that it’s a challenging year, and that his sales reps have to work harder than ever for each order. But Roise is upbeat and is taking steps to invest in new products so when the market picks back up he will be ready.

Roise was looking for a new glass washer and, while he said there wasn’t much new in this category, he did talk to manufacturers about improvements made to existing systems. He was also looking for different silicones.

“This would have been an easy year to skip,” says Roise. “But you always find something new here.”

He found a company that offers clothing for workers in the glass area of the plant. “I never would have run across this company if I wasn’t here,” he said.

Jeff Ackerson, president of Vinyllite Windows in Fergus Falls, Minn., says his company is very busy, and was at the show to look for more products and options it can add to its windows.

“There is not nearly as much equipment here which is disappointing as I am looking to purchase new equipment,” he said.

But he looked at different grid options particularly, as the company serves the remodeling market more so than it has in the past.

While many companies are struggling, Ackerson says Vinyllite has to look at its capacity issues, so that when the market picks back up again it will be ready for more demand.

Roise is following a similar strategy. One year ago the company purchased the assets of Sunroom Concepts.

“That industry is really challenging,” said Roise. “We’re trying to come up with new products for that market so when the market comes back we’ll be ready.”

Ackad’s goal, he said, is for the company to become the “Expedia” of the door and window market.

**PMC Software’s** booth had a special theme for the current economy: “Look ahead.” The booth was filled with stacks of large, faux bills, to represent its latest software release.

“It’s a program we’ve developed to decrease material usage,” said Ron Chill, sales manager for the company. Specifically, Chill says its software can decrease a company’s use of vinyl lineals by 4 percent—for a total of $1.9 million a year.

**Education and Energy**

Many suppliers used the show as an opportunity to educate manufacturers regarding energy-related issues such as the upcoming **ENERGY STAR** changes (see related article in *DWM* November, page 4).

**Trueseal’s** booth conveyed what the new **ENERGY STAR** requirements would mean for manufacturers. The company had a series of charts at its booth showing what types of glass and spacers would be required to meet the **ENERGY STAR** requirements in 2009 and 2013.

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Next to each map and chart, Truseal also had an example of a window unit that could meet those requirements.

And while many in the industry are wondering if they will be able to meet these new requirements, even in 2013, Truseal's Ric Jackson says, “You can build the window of the future today.” And the examples at the booth showed them how to move toward that goal.

**Edgetech IG** had a unique theme at its booth that attracted many attendees. Companies who entered the booth could enter “Edgetech University.” Attendees were given a notebook, an insulating glass (IG) certification manual and a report card to take with them as they visited the different educational stations throughout the booth. All attendees who completed the program were entered into a drawing to win $2,000 toward IG certification.

Edgetech had representatives from the Insulating Glass Manufacturers Alliance, the National Fenestration Rating Council and Architectural Testing at their stand to answer questions and help educate attendees concerning IG certification.

Also at the booth was a “MythBuster” station where, according to Edgetech's Brian Kress, a few big myths were being busted.

“Because our product is silicone foam, the competition says it must be metal to be strong. They say you can't meet hurricane wind loads with silicone,” said Kress.

Kress explained to attendees that according to extensive testing performed by Edgetech silicone can indeed perform extremely well.

“What makes us good is what the competition says makes us bad,” says Kress.

He also pointed out that metal bars won’t meet the new thermal performance requirements that will soon be put in place (see related story in September DWM, page 22).

Mark Silverberg, general manager for Technoform Glass Insulation, also discussed thermal performance.

“A lot of residential business is moving toward higher performing thermal products,” he said. “That’s a real shift in the market.”

He adds that his company is getting a lot of calls concerning the new forthcoming **Energy Star** requirements.

“Get a lot of calls from people who want to know how to improve the thermal performance of their windows,” Silverberg said.

**Electronic Design to Market Inc.** has long been a manufacturer of products for proving energy efficiency, but now is finding the need for its products is growing at a rapid rate.

New at the show was the company’s WP4500, which is designed to show the energy performance (including percent of ultraviolet rays transmitted, visible light transmittance, infrared energy and solar heat gain coefficient) of a window that’s already been installed and is in use.

“It’s a much larger product, and it has a much wider opening,” said EDTM’s Mark Imbrock.

Though Imbrock called this product an extension of what his company has been manufacturing in the past, he notes that lately customers are really looking for this type of product.

“All of our calls lately are, ‘what can I do to show energy efficiency?’” he said.

**Frank Lowe Rubber & Gasket** also offered an energy-efficient product, its new NeoGreen Setting Blocks, which the company says are made of recycled rubber while helping manufacturers save money and preserve the environment. They are available in incremental sizes from ⅛ to ¼ inches.

Next year’s GlassBuild America show will be held September 30-October 2 in Atlanta.
welcoming

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SEALANTS
Adhesives Research Adds to ARclad® Line

Adhesives Research Inc. has added two products to its line of ARclad® glazing tapes for the residential door and window industry. ARclad 8416 (black) and ARclad 8516 (white) are double-sided foam tapes specifically developed to achieve higher glazing performance by combining a high-performance acrylic adhesive with a strong, but flexible, foam carrier. These two tapes are designed to resist moisture, humidity and heat, and company officials say the flexible foam also allows for smooth radius corners.

The ARclad glazing tapes can be used for sealing window assemblies in plastic, vinyl, metal and wood framing systems, and they create an immediate bond with no cure time and offer high cold flex, low odor and cyclic shock resistance.

Cut Down Surface Energy with Latest from Adchem

Adchem Corp. has developed a second-generation muntin bar tape for low surface energy materials. The new LSE SDL (Low Surface Energy Simulated Divided Light) tape system is designed for use with Kynar 500® pvdf resin-based coating systems, Vitrasil® acrylic polyester and powder-coated finishes. These tapes, like Adchem’s other systems, eliminate the need for liquid silane adhesion promoters, according to the company.

The LSE SDL series provides long-term indoor and outdoor adhesion to a variety of window substrates, including easy-to-clean and “low-maintenance” glass. The system also bonds to cellular PVC, vinyl, primed and unprimed wood, plastic, and painted aluminum muntin bars.

Adchem’s muntin bar tapes are

continued on page 50

COMPONENTS
Increase Your Options with Contact

Contact Industries’ veneer profile-wrapped components are designed to enable door and window manufacturers to offer a broad array of options to customers. “The window manufacturing process is such that attempting to change from traditional species, such as pine, to something like cherry or alder, or even teak or sapele, in order to meet customer demands for product variations is excessively expensive if the OEM is working with solid components,” says Pete Himes, industrial sales manager. “We can reduce that expense significantly by providing wrapped components in a wide variety of species, with proprietary component designs that don’t require expensive changeovers at the OEM’s facility.”

Contact previously supplied both solid and profile-wrapped components to customers, and now has expanded that capability to provide wrapped components in more than 200 different veneer species, as well as a wide range of vinyls, foils and films. The components can be engineered to each manufacturer’s proprietary designs using a wide range of substrates including finger-jointed pine, aluminum, extruded vinyl, LVL, MDF, fiberglass or just about any combination of these materials.

Components can be provided ready to assemble and finish, or prefinished using a variety of paints, stains and topcoats with UV curing capability.

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designed to maintain high shear, tensile and cleavage strength while providing resistance to air, water, detergents, moisture, ultraviolet light and dust. The new LSE SDL product is available in .032 black.

Reduce Errors Like a Pro
Tremco has introduced the Proglaze ETA Engineered Transition Assembly which provides a way to simplify the installation of transitions from window to wall assemblies. The product is mechanically attached to the window or wall assembly so it ensures a continuous compatible seal, according to the company. This allows it to absorb dynamic movement and wind loading stresses without pulling apart. The company adds that it provides single-source accountability and helps to reduce workmanship errors.

Sealant Designed to Withstand Fires
Touch 'n Seal has introduced a polyurethane sealant called Gun Foam II. Gun Foam II is designed to withstand flaming and is a type V residential fireblock. It is orange in color and seals gaps and cracks, and also resists air infiltration by creating a moisture vapor barrier. According to the company, the sealant cures quickly and is tack-free in around 10 minutes and has a shelf life of 18 months.

Get a Finished Edge with Royal S4S Trimboard™
Royal’s new S4S Trimboard™, which uses 100-percent cellular vinyl PVC technology, is designed to offer a true finished edge by eliminating the open cell edges of traditional trim board. The True Square™ 90°, Stay Clean™ extruded edges have a smooth four-sided finish with Royal’s trademark Poly Select® surface, designed for durability, with no exposed or cell structure to sand, fill or paint. The S4S Trimboard is available in three standard thicknesses (5/8, 3/4 and 1 inch), five standard widths (4, 6, 8, 10 and 12 inches) and standard 18-inch and custom lengths.

HARDWARE
Hafele System Designed for All-Glass Sliding Doors
Hafele America Co.’s new HAWA-Puro is a hardware system designed for all-glass sliding doors. According to the company, the system integrates its top tracks in both sheetrock and suspended ceilings, thus making the hardware system invisible. Likewise, company representatives say the runner-bearing technology allows doors up to 330 pounds to move quietly and effortlessly. It is equipped with a patent-pending wedge suspension designed to provide rapid height adjustment and easy installation.

MACHINERY AND EQUIPMENT
Omega Offers the Right Fit for Bending Operations
Syn-Tec says its Omega family of dry vinyl bending products is the only purchase manufacturers need to make order to bend profiles and realize profits. The Omega has a heating chamber that can heat up to eight profiles at one time and can produce up to 20 bends per hour.

The Omega 2000 EZ Bend Radius Table has a 8 by 12-foot table surface and universal tool set. Additionally, the company says the
TRIANGULAR DISPLAYS
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- Holds aluminum, vinyl, and wood windows
- Windows easily roll in and out of a self-contained metal unit
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ARIEL DOOR DISPLAY
- Displays 12 door slabs in just under 3 1/2 feet wide
- Holds entry doors, interior doors, and storm doors
- Doors easily roll in and out of a self-contained metal unit
- Costs less than other displays that only hold 3 or 4 doors
Graco® Redesigns the Flow of its Systems

Graco has redesigned its Therm-O-Flow 20 and 200 bulk melt systems with new technologies, providing quieter operation, better performance, longer service life and improved process efficiency, according to the company.

Therm-O-Flow systems feature the new NXT™ Air Motor, which the company refers to as its next generation of air motors, as well as the patented Mega-Flo™ platen, which offers industry-leading melt rates, even with high-viscosity materials.

In addition, this system features EasyKey™, an easy-to-use intuitive control that displays actual and set point temperatures, a material totalizer that can be reset to track material usage and a seven-day automatic startup timer. The system supports self-diagnostics which allow for predictive and preventative maintenance strategies, and includes sensors that signal when drum changes are needed.

Therm-O-Flow units are integrated easily with a second Therm-O-Flow for tandem operation, according to the company.

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   - 1100 ☐ Manufacturer of windows and/or doors and/or skylights
   - 2000 ☐ Manufacturer of doors
   - 3000 ☐ Manufacturer of skylights or other fenestration products
   - 4000 ☐ Suppliers of fenestration components or equipment (including glass)
   - 6000 ☐ Engineer firms, utilities or other involved in energy management
   - 9000 ☐ Others allied to the field, please specify: ___________________________

2. Please check ALL the products or materials your company manufactures:
   - A ☐ Wood
   - B ☐ Aluminum
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   - D ☐ Vinyl
   - E ☐ Other Metals
   - F ☐ Other

3. Please check ALL the types of work your company performs:
   - A ☐ Marketing manager
   - B ☐ Purchasing manager
   - C ☐ Energy expert or consultant
   - D ☐ Other

4. Classification by title (choose the best):
   - A ☐ Owner/president
   - B ☐ General or senior manager
   - C ☐ Plant manager or engineer
   - D ☐ Designer

5. Number of employees at this location:
   - 1-4 ☐
   - 5-9 ☐
   - 10-19 ☐
   - 20-49 ☐
   - 50-99 ☐
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6. What other publications do you receive?
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**G-U Hardware and Norfield Team Up**

G-U Hardware (a division of the Gretsch-Unitas Group), and Norfield Industries of Chico, Calif., have collaborated to produce the G–U multi-point door lock jig. The multi-point door lock jig’s unique feature is its template-based system, making it extremely flexible, so that it can be used on current and new hardware, according to the companies. It can also:

- Accommodate standard door heights (6 foot 8 inches, 8 foot and beyond);
- Work on door thicknesses from 1 ¾ to 2 ¼ inches;
- Offer three-point matching in one set-up;
- Provide for 30- to 70-mm backsets in 5-mm increments; and
- Offer center alignment to Euro-groove.

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**Repair Wood Issues with KNOT-TEC™**

The KNOT-TEC wood repair system from Power Adhesives gives manufacturers the ability to utilize an entire piece of wood, rather than cut it before a knot or defect. This eliminates waste, increases yield and maximizes the use of the material.

The KNOT-TEC system also allows manufacturers to make use of formerly discarded wood in the manufacturing process that, due to defects, could not be used in the final product.

**MACHINERY**

**Arcmaster Does It All**

The new Arcmaster from Charles G. G. Schmidt & Co. Inc. is designed to fit the Williams & Hussy moulder and similar machines and enables the user to make straight, curved and elliptical mouldings on these machines. The Arcmaster is designed with a built-in removable fence, so that once it is mounted on the machine it can stay on for all applications. Three bearings are mounted on the main plate to keep the wood in place for precise cuts, according to the company.
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COMINGS AND GOINGS
Mertz Named Caldwell President and CEO

Eric Mertz has been appointed president and chief executive officer (CEO) of Caldwell Manufacturing, effective October 27. As part of a planned succession, outgoing president and CEO Ted Boucher will continue with the company in the new position of chief business development officer and vice chair of the board.

Most recently, Mertz served as CEO of European operations for Inalfa Roof Systems Group. Prior to Inalfa, he spent six years in engineering and management roles at Dura Convertible Systems.

In his new role of chief business development officer, Boucher will identify opportunities to expand Caldwell Manufacturing’s presence in the fenestration market by cultivating key customers, developing prospects, seeking potential alliances, and attending trade association meetings. As vice chair, he will assist in recruiting board members and provide board oversight of the management of Caldwell Manufacturing.

ODL® Promotes Jeff Mulder to President, COO

ODL Inc. has promoted Jeff Mulder to corporate president and chief operating officer (COO). Mulder has been with ODL for 16 years and has held management positions in a number of different areas of the company. Most recently, Mulder was president of the door glass division, in addition to being an active member of ODL’s board of directors.

A third-generation member of ODL’s founding family, Mulder follows a 45-year career that his father, Larry Mulder, had with ODL. The company was originally founded in 1945 by Mulder’s grandfather, Cy Mulder in his garage in Zeeland.

Prior to joining ODL, Mulder was with Universal Forest Products.

Mulder assumes the leadership role from Dave Killoran, who will become chairperson of the board of ODL following the retirement of ODL’s current chairman, Larry Mulder.

GED Appoints Reinhart as Director of Sales

GED Integrated Solutions has appointed Dan Reinhart to the role of director of sales. In his new position, Reinhart oversees both domestic and international sales activities along with the development and implementation of sales strategies.

“Dan joined GED nine years ago and has excelled as a regional sales manager since day one,” says Bill Weaver, president and chief executive officer for the company. “His extensive industry knowledge and experience have earned him a great deal of respect…”

New National Accounts Manager Joins Chelsea

Chelsea Building Products Inc., a member of the Tessenderlo Group, has hired Gary Hartman as the new national accounts manager. Hartman brings extensive knowledge and a broad background in window extrusion and window fabrication to Chelsea and was previously with the company from 1985 to 1995.
The Complete Screen Center

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Rogers Stevens, director of OSHA’s ergonomics program stated “Repetitive motion disorders involving continuous movements of the hands, wrists and back are a major problem for several sectors. ... 48% of all occupational illnesses were caused by repetitive motions of the upper extremities. We believe it is under reported, so the problem is even greater than that.” - OSHA to Offer New Ergonodos

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**Screen Roll**
- Extensions to (5 rolls)

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- “Wow this is so easy a kid can make screens.”
- “After 8 years our screen centers just keep on performing. Our employees love them.”
- “I tried expensive CNC equipment and local machine shops. Finally we found the Complete Screen Center. We now have resolved all our screening issues.”
- “We had a custom job using stainless steel mesh. With the Complete Screen Center we completed ahead of schedule and no call backs.”
- “We use solar screen, fiberglass screen, pet screen and plastic film in our screen frames. Our set up times were disastrous. We have eliminated the set-ups with the Complete Screen Center and increased productivity.”

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January 20–22, 2009  
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Las Vegas Convention Center.  
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Contact: NAHB at 202/266-8111 or visit www.buildersshow.com.

January 26–27, 2009  
NWDA 2009 Winter Meeting and Table Tops  
Sponsored by the Northeast Window and Door Association (NWDA).  
Trump Plaza.  
Atlantic City, N.J.  
Contact: NWDA at 609/799-4900 or visit www.nwda.net.

February 2–6, 2009  
Insulating Glass Manufacturers Alliance (IGMA) 9th Annual Meeting  
Sponsored by IGMA.  
Hyatt Regency Mission Bay.  
San Diego, Calif.  
Contact: IGMA at 613/233-1510 or visit www.igmaonline.org.

February 1–3, 2009  
NASEO Winter Conference  
Sponsored by National Association of State Energy Officials (NASEO).  
Omni Shoreham Hotel, Washington, DC.  
Contact: NASEO at 202/299-8800 or visit http://www.naseo.org/events/winter/index.html.

February 15–17, 2009  
WDMA Leadership Summit & CEO Forum  
Sponsored by the Window and Door Manufacturers Association (WDMA).  
JW Marriott Starr Pass Resort & Spa.

Tucson, Ariz.  
Contact: WDMA at 800/223–2301 or visit www.wdma.com.

February 22–25, 2009  
AAMA 72nd Annual Conference  
Sponsored by AAMA.  
Loews Coronado Bay Resort.  
Coronado, Calif.  
Contact: AAMA at 847/303-5664 or visit www.aamanet.org.

February 23–27, 2009  
EduCode 2009  
Sponsored by the Southern Nevada Chapter of the International Code Council.  
The Orleans Hotel and Casino.  
Las Vegas.  
Contact: Visit www.educode.us.

March 2–5, 2009  
National Fenestration Rating Council (NFRC) Spring Membership Meeting  
Sponsored by the NFRC.  
Tucson Marriott University Park.  
Tucson, Ariz.  
Contact: NFRC at 301/589-1776 or visit www.nfrc.org.

March 16–18, 2009  
PVC Formulation 2009  
Organized by Applied Market Information Ltd. (AMI).  
Maritim Hotel.  
Cologne, Germany.  
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“Training began at the end of January, 2007. Four months later, we produced our first windows. With the support, patience and encouragement from FeneVision application engineers, system configuration was performed by Wincore staff… each without prior programming experience!”

“Window and door manufacturers are not created equal. We requested changes in remote order entry, production control sequencing and order tracking. The FeneVision team was willing to listen and incorporate customizations that allow Wincore to do business our way.”

“FeneVision allows our company to work and produce efficiently, which assists in creating a quality product. Operators in each work cell find it easy to follow the displays. Information displayed on floor reports and labels is intuitive. The additional tracking and trucking modules are icing on the cake.”

“We discover additional benefits of this software every week. Our initial focus was to build windows, track inventory, get orders on the truck and bill customers. Now we challenge the software to help us improve how we do business. FeneVision gives us the opportunity to consistently grow and get better in every aspect.”

“In today’s competitive environment, strong information systems are required. Our successful start up and initial growth can be traced to our choice in a software supplier. Wincore chooses to be an operationally excellent company. FeneVision and the FeneTech team are helping us ensure we reach that goal.”

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Fax: 908/806-3951
www.pmcsoftware.com

Optimization Programs

Optima North America Inc.
3875 Boulevard St.-Jean Baptiste
Montreal, QC H1B 5V4
Canada
514/645-8998;
Fax: 514/645-8558
sales@optima-america.com

Window Hardware &
Related Products

Strybuc Industries
2006 Elmwood Ave.
Sharon Hills, PA 19078
800/352-0800;
Fax: 610/532-3202
www.strybuc.com

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Alumet Mfg., Inc.
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Marysville, WA 98271
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Fax: 360/653-9884
www.alumet.com

Weatherstripping

UltraFab Inc.
1050 Hook Rd.
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800/532-9040;
fax: 585/924-7680
www.ultrafab.com
sales@ultrafab.com

Window Components

Extrusions, Vinyl
Deceuninck
North America
351 N. Garver Road
Monroe, OH 45050
800/432-9560;
Fax: 513/532-9560;
www.decna.biz

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Contact Janeen Mulligan
at 540/720-5584 x112 or
e-mail jmulligan@glass.com.
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<th>Phone</th>
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<tr>
<td>66</td>
<td>Alumet Manufacturing Inc.</td>
<td>800/343-8360</td>
<td>360/653-9884</td>
<td><a href="http://www.alumet.com">www.alumet.com</a></td>
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<td>Cardinal Industries</td>
<td>952/935-1722</td>
<td>952/935-1722</td>
<td><a href="http://www.cardinalcorp.com">www.cardinalcorp.com</a></td>
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<td>Changshu Weier Glass Products Co.</td>
<td>86-512-52569644</td>
<td>86-512-52569544</td>
<td><a href="http://www.weier-glass.com">www.weier-glass.com</a></td>
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<td>21</td>
<td>Contact Industries</td>
<td>800/547-1038</td>
<td>503/221-1340</td>
<td><a href="http://www.contactind.com">www.contactind.com</a></td>
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<td>37</td>
<td>Design Tool Inc.</td>
<td>800/948-1038</td>
<td>828/328-4127</td>
<td><a href="http://www.designtoolinc.com">www.designtoolinc.com</a></td>
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<td>Electronic Design to Market Inc.</td>
<td>419/861-1030</td>
<td>419/480-1099</td>
<td><a href="http://www.edtm.com">www.edtm.com</a></td>
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<td>Elton Manufacturing</td>
<td>800/297-8299</td>
<td>905/878-9211</td>
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<td>Emes Marketing Inc.</td>
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<td>905/886-1266</td>
<td><a href="http://www.emidisplays.com">www.emidisplays.com</a></td>
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<td>Erdman Automation Corp.</td>
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<td>763/389-9757</td>
<td><a href="http://www.erdmanautomation.com">www.erdmanautomation.com</a></td>
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<td>5</td>
<td>Glasslam</td>
<td>954/975-3233</td>
<td>954/975-3225</td>
<td><a href="http://www.glasslam.com">www.glasslam.com</a></td>
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<td>11</td>
<td>Glaston Italy/Bavelloni Brand</td>
<td>39 031 728311</td>
<td>39 031 7286318</td>
<td><a href="http://www.glaston.net">www.glaston.net</a></td>
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<td>41</td>
<td>Nordson Corp.</td>
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<td>770/497-3656</td>
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<td>Norfield Industries Inc.</td>
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<td>Ruvo Manufacturing</td>
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<td>57</td>
<td>Screen Center Sales</td>
<td>866/652-0028</td>
<td>519/472-5494</td>
<td><a href="http://www.screencentersales.com">www.screencentersales.com</a></td>
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<td>Stiles Machinery Inc.</td>
<td>616/698-7500</td>
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<td><a href="http://www.stilesmachinery.com">www.stilesmachinery.com</a></td>
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<td>25</td>
<td>Synrad Inc.</td>
<td>800/796-7231</td>
<td>425/349-3667</td>
<td><a href="http://www.synrad.com">www.synrad.com</a></td>
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<td>3</td>
<td>Technoform</td>
<td>330/487-6600</td>
<td>330/487-6682</td>
<td><a href="http://www.technoform.us">www.technoform.us</a></td>
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<td>C2</td>
<td>Truth Hardware</td>
<td>800/866-7884</td>
<td>507/444-4762</td>
<td><a href="http://www.truth.com">www.truth.com</a></td>
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<td>65</td>
<td>Urban Machinery</td>
<td>360/379-1576</td>
<td>360/379-4156</td>
<td><a href="http://www.u-r-b-a-n.com">www.u-r-b-a-n.com</a></td>
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<td>9</td>
<td>Winkhaus North America Inc.</td>
<td>262/472-8800</td>
<td>262/472-8900</td>
<td><a href="http://www.winkhaus.us.com">www.winkhaus.us.com</a></td>
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Jiangsu Prov., China 215519
Tel: 0086 512 52569644
Fax: 0086 512 52569544
The National Association of Homebuilders (NAHB) hosted its Construction Forecast Conference on October 22 and it’s not a surprise that the news was dismal. Experts in all facets of the industry offered their insights for the coming year along with numerous data collected from recent years.

NAHB Offers Latest Housing Data During Forecast Conference

For more on the NAHB conference, as well as statistics from McGraw Hill’s Construction Outlook, see feature article on page 26.
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Alumet Mfg, Inc.™ warrants the Insulseam™ airspacer to be as supplied but is not responsible for the incorrect use or application or improper fabrication.

**COMPARABLE LAB TESTS OF STANDARD HIGH PROFILE SPACERS**

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<tr>
<th></th>
<th>Superspacer®</th>
<th>Alumet® Structural Insulseam Stainless</th>
<th>Swiggle®</th>
<th>Thermal Edge™</th>
<th>Standard Aluminum</th>
</tr>
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<tbody>
<tr>
<td>Degree °C (°F)</td>
<td>4.1 (39.4)</td>
<td>3.5 (38.9)</td>
<td>3.4 (38.5)</td>
<td>3.2 (35.8)</td>
<td>3.2 (35.1)</td>
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<tr>
<td>U-factor W/m²°C</td>
<td>1.48 (0.261)</td>
<td>1.51 (0.268)</td>
<td>1.51 (0.267)</td>
<td>1.52 (0.267)</td>
<td>1.52 (0.268)</td>
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