



# Happy New Year from all of us at Edgetech!

The 2010s were a momentous decade for Edgetech as a company – and we're expecting the 2020s to bring even bigger and better things.

We're starting as we mean to go on this year - we've got a host of exciting new innovations in the pipeline, and are eager to play our part in the ongoing debate over how we make our industry fit for the future.

And what's more, our brand new e-commerce system has now gone live! Read on for more information.

Wishing you a fantastic start to 2020,

**Chris Alderson,**  
Managing Director



## Edgetech e-commerce system goes live!

We're delighted to announce that our intuitive new online ordering system is now live!

The platform allows customers to quickly and simply pick a product, input quantities, finalise an order and arrange deliveries with the click of a mouse.

The system will highlight quantity break discounts where applicable and even remember a user's last purchases, making repeat orders a breeze.

Head of Marketing Charlotte Mercer comments: "At Edgetech, we strive to put our customers at the centre of everything we do.

"We want to offer the best products, backed with the best service, and to make it all as easy as possible for our customers to access.

"The new e-commerce system is designed to help us achieve that – making it simpler than ever for busy IGU manufacturers to place orders, and ensure we have all the information we need to offer them a fantastic level of service.

"A huge amount of effort has gone on behind the scenes to bring e-commerce online, and I want to thank everyone here at Edgetech who's worked on the project.

"If you're interested in starting to use the e-commerce system, please contact your Edgetech representative today!"



**Charlotte Mercer**  
Head of Marketing





Gary Shoemith  
Head of Technical Development

# 2020 – Edgetech's year of innovation

2019 was a hugely momentous year in Edgetech's history.

Super Spacer, the flagship product that made our name and helped change glass and glazing forever, turned 30.

Super Spacer wasn't the first attempt at a flexible alternative to metal spacers – manufacturers had been experimenting with different materials for years.

But ours was the most successful – and the one that, over the intervening three decades, helped take 'warm-edge' from a little-known niche to something incorporated in the large majority of modern windows.

And last year, we marked that achievement. But if 2019 was about celebration, 2020 is about looking forward.



## Innovation and new product development

Over the last twelve months, our decision to invest in the creation of a UK product testing lab has started to bear fruit.

Behind the scenes, our Coventry R&D team, led by highly experienced Head of Technical Development Gary Shoemith, have been working on new designs we're confident represent another leap forward in spacer technology.

The first of these is Edgetherm RS, which we introduced at the FIT Show 2019. But it's just the start of what we've been working on.

Later this year, we're planning to reveal no less than two further products, which we're expecting to have an even greater impact than Edgetherm RS.

In 1989, Super Spacer shook up the fenestration industry. In 2020, we're confident that the products we've developed will do the same again.

## Super Spacer sustainability benefits one of world's tallest wooden buildings

Super Spacer has helped make one of the world's tallest wooden buildings a beacon of energy efficiency.

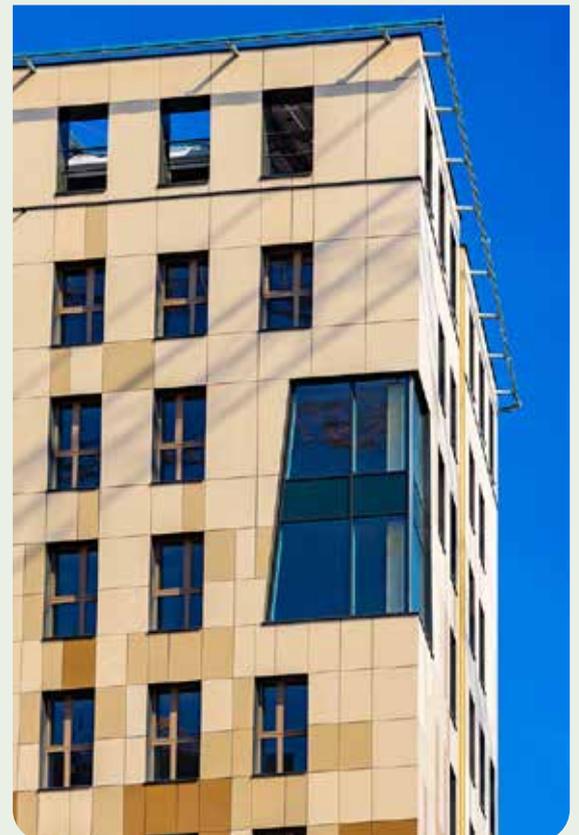
HoHo Wien, located in Vienna's 22nd district, is a modern marvel of timber and state-of-the-art technology.

The 82-metre, 24-storey structure was the vision of architects Rudiger Lainer + Partner, and designed to offer a visually distinctive and outstandingly sustainable space for hotels, restaurants, offices, apartments and more.

The building's 1,100 triple-glazed glass units all incorporate Edgetech Super T-Spacer Premium Plus, allowing them to achieve U values of just 0.5, and helping the building save 2,800 tonnes in carbon emissions compared to a more conventional structure of the same size.

The building itself is a wood-concrete hybrid construction. The interior consists of a solid reinforced concrete core containing staircases, elevators and supply shafts, and prefabricated solid wood structures are arranged around it. The wall and ceiling elements made of spruce wood remain unclad to retain their natural character.

Its exceptional environmental performance has seen the project receive two highly prestigious accolades – a gold LEED certification, and a gold award from the Austrian Sustainable Building Council!





## How does warm-edge perform in extreme temperatures?

Subject to rigorous performance testing, Super Spacer has been shown to excel in temperatures from -40 to 85 degrees Celsius.

To put that in perspective: -40°C is a winter's day in Antarctica. The highest temperature ever recorded – in Death Valley, California back in 1913 – was 56.7°C.

In other words, whether it's the desert, the South Pole, or anywhere in between, Super Spacer is up to the task.

### The Opus, Dubai – temperatures up to 49°C

One of the most spectacular projects to use Super Spacer happens to be in one of the hottest cities in the world – Dubai, where summer temperatures have been known to reach a roasting 49°C.

The Opus is a 21-storey tower with a 6,000 square-metre flowing glass façade, and its central 'void' section consists of 4,554 irregularly-shaped IGUs - the vast majority of which were completely unique.

In hot climates, a warm-edge spacer has to work particularly hard to hermetically seal the space between the panes. The constant expanding and contracting of the glass as temperatures rise and fall create constant force.

That means only a spacer as strong and reliable as Super Spacer was up to the task.

### Gostiny Dvor, Moscow – temperatures as low as -42°C

And at the other end of the spectrum, Super Spacer played a critical role in the installation of a breath-taking glass roof on a historic shopping complex in chilly Moscow.

The roof's glass panels radiate heat – up to 65°C if necessary – allowing them to melt the snow!

Super Spacer's flexible design was crucial to making this complex process work. Its shape memory means that even when subject to the weight of heavy snow, or the heat produced to melt that snow, an IGU made with Super Spacer always returns to its original shape when those forces decrease.

Edgetech's warm-edge technology offers exceptional performance whatever the weather!

## A step-change in energy efficiency What net zero carbon by 2050 means for fenestration

The UK has committed itself to cutting carbon emissions by 100% between now and 2050 – and that spells big changes for fenestration.

This month, the government will close its consultation on Part L, and how it evolves in light of that new, incredibly demanding carbon reduction target.

Mainly, it sought feedback on two suggested courses of action.

The first would see it try and reduce the average home's carbon emissions by 20%. Crucially for us in fenestration, one of the key ways it envisages doing that is by making triple-glazing the new norm, as well as minimising heat loss from walls, ceilings and roofs.

The second would see it strive to hit even steeper reduction targets – cutting the average home's emissions by 31%.

Interestingly, this course of action would focus less on reducing energy use in the home – double-glazed windows would remain the norm in this scenario, for example – and more on using solar panels and other technology to help households generate their own electricity.

Initially, the government suggested it preferred option two – the one that would yield a 31% reduction in carbon emissions.

However, after consulting with gas and heating companies, who'd be heavily impacted by an immediate shift to option two, the government is now indicating it will adopt option one as an interim solution. This would obviously have a massive impact on the glass and glazing industry.

And even if the government eventually switches over to its preferred second option, it seems extremely unlikely that it would go back to favouring double-glazing, having possibly made triple the norm during the interim period.

In short, big changes are coming – and we'll do all we can to help our customers prepare for them.



# A fair deal for everyone in glass and glazing

Later this month, we'll be sitting down with some of Britain's most experienced IGU manufacturers.

We're hosting a roundtable discussion designed to tackle one of the biggest questions facing our sector – how do we get the industry to see the value in high-performance glass?

In the coming years, we're going to hear a lot about the need for more sustainability and greater energy efficiency – both vital if we've got any chance of hitting the country's extremely ambitious carbon reduction targets between now and 2050.

But in the glass sector, they've done a lot of the hard work already.

Today's IGUs offer a level of performance that would've been unimaginable twenty years ago.

But, unfortunately, that effort often goes unrewarded. We treat glass like it's a commodity – just another component, with prices we want to haggle as low as possible.

And the tragedy is that the businesses who've invested so much into the very advances in glass technology that we all benefit from often struggle as a result.

## Working together to get a fairer deal for everyone

But this isn't a blame game. We're all under pressure to offer lower and lower prices to stay competitive and attract end-users. And personally, I think this is an issue we can only tackle by working together as an industry.

In my view, our objective has to be persuading homeowners to properly value glass, and be willing to pay more for it – creating a positive ripple effect that benefits every sector of the fenestration supply chain.

If all parts of glass and glazing work together, I think we can continue to help make Britain a more energy-efficient, environmentally responsible place to be – while ensuring everyone gets a fair deal.



## Meet Edgetech's new Financial Controller and Head of Sales!

Two vital members of the Edgetech senior team are starting 2020 in new roles.

Emma Leaney has been promoted to become our Financial Controller. Qualified accountant Emma, who's worked with us for the past two years, was previously Assistant Financial Controller.

In that time, she's got to know our business inside out, and brings a wealth of valuable experience to the role.

Long-serving Key Account Manager Tony Palmer has also stepped into the role of Head of Sales. He'll oversee our field team operations as well as being in close contact with our customers to ensure we're offering them the best service we can.



Emma Leaney  
Financial Controller



Tony Palmer  
Head of Sales

For more information on our warm edge technology, call **02476 997103**

 **Edgetech**

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