

Welcome to our **latest** Edition

2017 is set to be a milestone in Edgetech's history. This year we celebrate the tenth year of manufacturing Super Spacer® in the UK.

I have been working at Edgetech just over a year, but I was at the official opening of the factory a decade ago. I stood in the marquee set up on the lawn alongside around 150 customers, suppliers and industry friends. When I look back I can see what an impressive display of commitment it was to the UK market.

What Edgetech has achieved in the last 10 years has justified that commitment. In that time the UK site has launched 14 products, raised over 45,000 orders, provided 122 people with employment, won 11 prestigious awards, shipped more than 163 million metres of Super Spacer and 8 million metres of TruPlas since its introduction at the end of 2013.

Today we are continuing to invest in infrastructure and increased capacity in the UK in order to maintain the best service for our customers while we expand our business further. We look forward to welcoming you later in the year at our anniversary celebration (see page 6) and sharing our developments.

We know that increasing capacity is



also high on the agenda for customers in 2017. I saw the high-speed lines for myself at Glasstec in Dusseldorf and GlassBuild America in Las Vegas last year. The level of automation is far superior to anything else we've seen in recent years. Installing a high-speed line can increase production dramatically — making 1,500 units per shift a realistic target. It tackles the problem for companies that need to squeeze more capacity from the same floor space. Introducing automation to your manufacturing can seem daunting,

but with the support of our experienced technical team (see page 5) we can help you through the process and get the most from your investment.

2017 is set to be an exciting year and while we take a moment to look back on the last 10 years we are also very much looking forward to sharing how we plan to continue supporting our customers for the next decade.

Best wishes,

Chris Alderson
Managing Director, UK

Edgetech **WIN** Spacer Bar Manufacturer of the Year



Edgetech has won the National Fenestration Award for Spacer Bar Manufacturer of the Year for the second year running.

It's a real badge of honour for us because the awards are voted for by customers, suppliers and industry peers.

This second win confirms that we are delivering the best support for customers. Our unrivalled technical and

sales support teams are backed by our helpful customer service and proven product quality that customers can rely on.

IGU manufacturers are having increasing performance, application and cost saving requirements placed on them, so we are developing our systems to meet these demands and to continue delivering value and innovative solutions for the UK market.

We won the competition with 44 per cent of the open-platform vote and we'd like to say a big thank you to

everyone who took the time to cast a vote for Edgetech. Thanks also to Jason Grafton-Holt, AKA the Double Glazing Blogger, for organising a great industry participation event.

We sponsored the IGU Manufacturer 2016 category to support recognition of IGU manufacturers delivering excellent service at a difficult point in the supply chain. The winners included Super Spacer customers Clayton Glass in first place and Oakland Glass in third.

The winner's event will be held early this year.

What the Bi-fold Door Trend Means for IGU Manufacturers



Alan Fielder
Director of Sales & Marketing

Bi-folds and wide-span sliding doors remain one of the biggest growth areas in the industry. Looking at the thermal efficiency of wide-span doors, it's easy just to consider the frames but it's the glass units that play a big part in delivering U-values as low as 1.4 W/m²K.



It's not as simple as switching to triple glazing. Although it increases energy performance, the extra weight of the glass can be problematic in oversized units. A 6mm pane of glass in a 1.8m x 2.1m door could add up to eight and a half stone.

The alternative is better performing 'clever doubles', using Super Spacer[®] warm edge technology, that are lighter and easier to handle.

Because they have different needs, oversized IGUs can't be treated the same as smaller ones. There's the deflection issue. A large rigid spacer bar frame is likely to bend. A small variance could cause the spacer bar to protrude into the sightline. Super Spacer[®] doesn't move. Its acrylic seal on either side creates a strong bond with the

glass to keep it in place. Super Spacer[®] references the glass edge as the unit is made so it's perfectly level.

This bond counteracts cavity expansion and contraction as temperatures rise and fall, which can be exaggerated in larger IGUs. Super Spacer's flexibility allows for movement to prevent glass cracking under stress. Super Spacer[®] doesn't set under compression, so it maintains its structural integrity in pressure glazing situations and always looks to return to its original shape and dimension.

Large IGUs are making up a bigger percentage of customers' production. Edgetech has the right products and technical expertise to support

manufacturers facing this increasing demand.

Super Spacer[®] products are ideal for manufacturing larger units. They have led the way in commercial structural glazing, been proven in 15-metre-long IGUs without movement or deflection issues and have an industry best 40-year guarantee.

As numbers of bi-fold and wide-span sliding doors continue to grow, delivering large, high quality, energy efficient glazed units will become even more important. Super Spacer[®] offers IGU manufacturers, fabricators and installers complete peace of mind.

Trust Super Spacer[®] to meet your current IGU needs



ENERGY EFFICIENT



MAINTAINS STRUCTURAL INTEGRITY



IMPROVES PRODUCTIVITY



PERFECT SIGHTLINES



SUCCESSFULLY TESTED FROM -15 TO 125°C



40-YEAR PERFORMANCE GUARANTEE

For more information on Super Spacer[®], call **02476 997103**



Aluminium & Big Unit Growth



To help its network of installers tap into the enormous potential of aluminium, Customade Group launched its REAL Aluminium product range last year. It's a complete aluminium window, door and roof lantern range that makes pricing, quoting and promoting aluminium easier than ever before and slashes aluminium lead times to just two weeks.

"The scale of the upturn in aluminium in the domestic market and the need for an easy and complete aluminium product solution on shorter lead times led to the launch of REAL

Aluminium," explains Group Marketing Manager at Customade Group, Claire Miller. "Homeowners are far more aware of the aluminium products available to them, including roof lanterns and wide-span sliding and bi-folding doors."

The Customade Group has been manufacturing PVCu and aluminium glazing products since 1979. Well-established in the industry, it encompasses five specialist fenestration companies including the insulated glass unit division, Hourglass-Seal.

"Aluminium is predicted to grow by around 40% in the domestic market and is fast becoming the material of choice for desirable home improvement products like bi-folds and lanterns. As our product range grows, so does our insulated glass unit manufacturing," continues Claire. "The introduction of the REAL Aluminium range has had a positive impact on the demands for manufacturing larger glass units to accommodate for these high-end aluminium products."

Customade Group's IGUs are manufactured using Edgetech's Super Spacer® warm edge technology and a fully automated IGU manufacturing line.

Claire adds: "By using Super Spacer® in our IGUs, our double-glazed units achieve U-Values of 1.2 W/m²K and our triple glazed units can be as low as 0.8 W/m²K.

"The efficiency enabled with Super Spacer® has allowed us to easily scale up our manufacturing, both in terms of quantity and the physical size of the units. The move will help installers to make the most of the universal popularity of aluminium and take advantage of the greater profit margins it brings."

ISO 9001:2015 In the Bag



John Stark
Works Manager

Edgetech is one of the first glazing industry companies to achieve the updated quality standard ISO 9001:2015.

ISO 9001:2015 more closely reflects the way Edgetech manages its quality systems to offer the best products

and service to customers. Our quick response to achieve the new standard has put us ahead of the game.

The standard has been updated to reflect improving practices. The latest revision focusses on risk and risk assessment. There is already an extensive risk assessment strategy in place at Edgetech. Security of supply

is ensured for customers with local manufacturing, backed by facilities in Europe and the US.

When changes come in, we compare the new guidelines with existing systems and develop plans to implement any new requirements.

ISO 9001 maintains product quality and requires that all in-house processes undergo rigorous checks during audits, including environment, logistics, training and health & safety. Every process involved to get an order dispatched to customers is assessed to ensure a consistent top-quality service.

The new ISO standard looks at quality management and encourages more leadership engagement and supply chain management too. The supply chain is of critical importance for Edgetech. Super Spacer® is a lot more than "just a piece of rubber foam". The research and development, production and component composition need



to be absolutely accurate for the end product to be fit for purpose. The slightest material imbalance could have serious performance effects, even though the product may look aesthetically correct.

We have regular supplier audits in place to ensure that what they are supplying meets our exacting specification, which has been proven to perform in the field for over 25 years. We are so secure in our processes that we offer customers a market-leading 40 year performance guarantee on our spacers. We are our customers' quality control, not our customers themselves.

Mind the Gap

The construction skills shortage is an issue that's been on the industry agenda for a while now and things aren't likely to improve.

The rate of retirement is set to increase. According to Designing Buildings Wiki, 22 percent of the workforce is over 50 and another 15 percent is in its sixties. Additionally, the appeal of the construction industry for young people is very low says CITB data, scoring just 4.2 out of 10.

Designing Buildings Wiki also says that a fifth of all construction sector vacancies are hard to fill because employers can't find people with the right skills or experience. And 51 percent of respondents to the RICS Construction Market Survey cited skills shortages as a constraint on growth.

For window installation companies, TruFit™ is the perfect product to tackle the skills shortage within the glazing industry.

The window installation tape is easy to use for a consistent finish that maintains the Window Energy Ratings of products. It expands to seal all gaps between the frame and the wall for dependable weather protection and airtightness.

Using the TruFit™ system to install windows and external doorsets means installers can quickly and easily learn how to fit a window that is properly sealed and has a professional finish. What's more, it is quicker and cleaner than traditional 'wet' installation methods and can be used in any weather conditions to save extra time on site, too.



TruFit™ boosts T & K Home Improvements EcoPlus Range

"At T & K Home Improvements, we like to be innovators in the market," says Chief Operations Officer, Paul Woods, "and TruFit™ fits the bill for us."

The Northamptonshire-based installation company is the sister company of well-known PVCu fabricator Emplas and offers energy efficient windows, doors and conservatories to homeowners.

This year, T & K Home Improvements introduced TruFit™ expanding foam edge tape to its installations.

Paul explains: "We needed an installation system that offered clean lines and dependable reliability that would outlast the guarantee on our EcoPlus range which has been developed using our own profile.

"Traditional 'wet' sealants like expanding foam and silicone can

fail after a period, but TruFit™ offers a completely dependable, energy efficient seal that maintains the high energy ratings of our windows.

"Traditional 'wet' sealants like expanding foam and silicone can fail after a period, but TruFit™ offers a completely dependable, energy efficient seal that maintains the high energy ratings of our windows."

"It also offers customers a more cost-effective alternative to triple glazing. Our EcoPlus range, installed with TruFit™, offers a premium installation to homeowners, with the levels of thermal performance they are looking for, without the added cost of triple glazed units.

"Edgetech was very helpful during the initial set-up for our installation teams," continues Paul. "They did a full training session for our fitters and they even came to site on a few of our first installations, to check that the teams were happy with using the product.

"Overall, TruFit™ helps us to offer a premium installation for customers."

For more information on the TruFit™ product, call us on **02476 997103** or email ukenquiries@edgetechig.com



You can see TruFit™ live as part of the Master Fitter Competition at the FIT Show 23rd - 25th May 2017



Meet The Team

Customers First



Dominic Moules
Financial Controller

Most people in financial roles don't have the opportunity to get involved with other departments within a business, but my position at Edgetech is quite different. As well

as looking after the Finance department, I am also responsible for the material planning, customer service, IT and HR teams.

This gives me a really good overview of Edgetech, to make sure that customers get the best service.

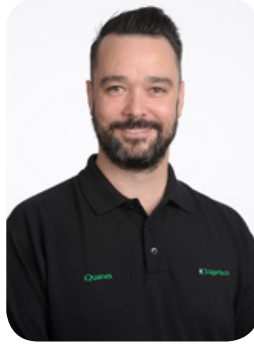
The Edgetech team is with our customers all the way through the buying process. This means that we can respond quickly to any questions they have. We take orders from our IGU manufacturing customers for our growing range of energy efficient products, arrange delivery times with them and make sure that orders are delivered on time and in full.

This is backed by detailed risk assessment plans, covered by our ISO 9001:2005 accreditation, and a global distribution network, so customers can be confident we can deliver.

Being part of Quanex means we have a strong emphasis on offering the best customer service and the financial backing from them to invest in the infrastructure and support systems to make this possible. Edgetech is large enough to offer a broad product range, but small enough to offer a detailed, personal approach to every customer.

As part of the management team in the UK I enjoy playing an active role in shaping how Edgetech serves customers now and into the future.

Making the Most of Our Technical Support



Karl Jones
Technical Manager

As IGU manufacturers continue to grow, we're working with companies who want to make sure the machinery investment they make now is going to future-proof their businesses. Whether retrofitting new

applicators to existing machines or investing in automated lines for the first time, high speed automation is proving a popular choice.

Automation of warm edge technology enables better accuracy and increased productivity without the need for more staff. We've worked closely with our machinery partners over many years to develop the technology of automated lines and Super Spacer® to a fine art. The speed, accuracy and reliability of these machines is truly astounding.

For Edgetech's technical team, our

job is to help customers get the very best from Super Spacer – whatever machinery route is chosen.

Whether it's a manual application set-up or top-of-the-range fully automated line, we're there during machine installation and provide training on everything from routine housekeeping through to refining production layouts. We also carry out comprehensive quality audits and help to pre-empt issues, so productivity remains at its optimum level.

With our headquarters based centrally in Coventry and a dedicated team on the road, support is only ever a phone call away. If you're looking for on-site advice, our technical team provides coverage throughout the country so we can easily visit you too.

If you would like to find out more about the support Edgetech offers, how easy it is to manufacture high performance warm edge IGUs with Super Spacer® or simply for advice from our experienced team on any aspect of IGU manufacturing, please call 02476 997103.



Events That Are Worth It



Charlotte Davies
Head of Marketing

I've been at Edgetech for nearly 10 years now and the very first live event I was involved with was opening the manufacturing facility in Coventry. It certainly was a taste of things to come.

Edgetech is well known for its events. 2014's Triple Glazing Question pulled together speakers from every part of the supply chain and over 600 decision makers from the industry came along.

It wasn't the first time we tackled big industry subjects. Over the years, our seminars have covered topics such as emerging trends and changes in legislation, all focused on moving the industry forward positively.

Early on we could see that nobody else was driving the discussion towards cost effective energy efficient glazing, so we became the company willing to put together the expert speakers and facilitate open discussion about industry opportunities.

Our next event is already being planned which will celebrate the tenth anniversary of manufacturing Super Spacer in Coventry. Many people on the guest list attended the opening event 10 years ago and like us, have grown into much bigger businesses.

At the opening event, we demonstrated productivity improvements through automated IGU manufacturing and launched our 360 marketing support, both of which have contributed to our customers' growth.

This year we have exciting launches planned for the event, which will see Edgetech further supporting customers for the next stage of their growth and we are sure that once again this event will be worth attending.

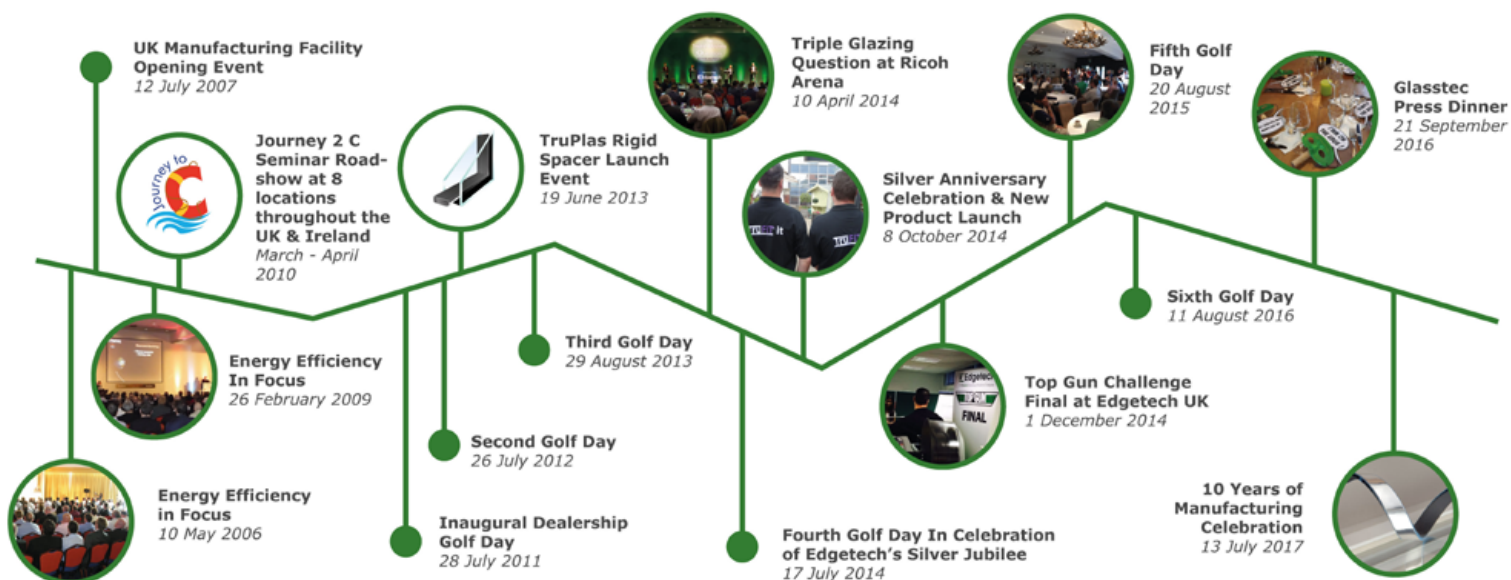


Save the date
13th July

Celebrating 10 years of manufacturing

Edgetech Events

A **Quanex** Building Products Company



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



A **Quanex** Building Products Company

www.edgetechig.co.uk

E: ukenquiries@edgetechig.com

Stonebridge House, Rowley Drive, Stonebridge Trading Estate, CV3 4FG