



Edgetech Eastern expedition



Super Spacer excels in Dubai



Automation points the way to higher volumes

Welcome to our latest edition of the Edge

We've been reflecting on what's been one of the most momentous years in our history, and are now looking forward to what 2018 will bring.

2017 didn't just mark our tenth year of manufacturing in the UK, it also saw us invest extensively in new premises and equipment, celebrate decade-long partnerships with over forty of our customers, finish the year 7% up on our 2016 results, secure prestigious award nominations and exhibit everywhere from the FIT Show in Birmingham to FENESTRATION Bau in Shanghai.

We're confident that 2018 can be just as successful, if not more so. It's definitely true that IGU manufacturers and fenestration companies in general are facing a lot of uncertainty at the moment. But rather than pulling up their drawbridges, we're seeing firms take steps to prepare for what lies ahead.

Continuing growth has been driven by increasing interest in automation, more and more IGU manufacturers are looking to invest in state-of-the-art automated

spacer application machinery. Judging from the amount of machinery installations globally, it's a trend we're expecting will accelerate significantly in the UK. You can read more about the many benefits that automation can bring inside.



Going forward, we have three key focuses. The first is **'Customers at the Centre'**. High levels of customer retention demonstrate our long-standing commitment to outstanding customer service, but this initiative will see us strive to become even more customer-centric, by having a proposition that delivers added value to our customers.



The second is **'Innovation & NPd'** – seeking to build on our reputation for innovative products by continuing to challenge the status quo.



And the third is **'Operational Excellence'** – and representing our commitment to continuously improving the quality and value our customers receive.

We've entered 2018 with our internal capabilities at an all-time high, and are investing in the people and resources we need to deliver an even better standard of product and service. It's an exciting time for us, and, we hope, for you as well.

Best wishes,
Chris Alderson
Managing Director, UK

Edgetech to 'Visit Glass' at FIT Show 2019



Late last year, we became one of the first businesses to sign up to VISIT Glass, the exciting new show-within-a-show set to take place as part of FIT Show 2019.

The first time in over a decade that glass manufacturing, processing and installation will be given a national platform, VISIT Glass was launched after

40% of FIT Show attendees expressed interest in seeing more focus on glass and glass technology at future events.

The show will combine key exhibitors representing leading brands with thought-provoking seminars on the hottest topics in glass and glazing.

Charlotte Mercer, Head of Marketing, comments: "We've always hugely valued the FIT Show, and have exhibited every year since it first launched. It gives us a fantastic opportunity to make new contacts, connect with potential

customers and collaborators, and spread awareness of the many benefits of Super Spacer® while building the Edgetech brand more broadly.

"That's why we were delighted when we heard about VISIT Glass – and as one of the biggest names in IGU manufacturing, it was only natural we'd become one of the first companies to sign up. We're looking forward to attending what we hope will become a regular fixture in the glazing calendar."

Automation points the way to higher volumes, better quality and outstanding thermal performance

We've watched the make-up of the IGU market shift quite dramatically over the decades we've been operating in the UK. Back in 2007, there were approximately 1,300 companies making glass units. Today there are only 848.

But despite the number of IGU manufacturers dropping by over a third in just a decade, the total number of units being made has increased. So how has that happened?

The answer is unsurprisingly complex, with all number of different factors at play. But one of the biggest has undoubtedly been automation.

The automated lines now available can make an IGU every 15 to 20 seconds. The efficiency gains are obvious.

But there's more to automation than just producing more windows with better thermal performance. Increasingly, it's automation that's driving businesses and industries forward in a much broader sense.

Automation is allowing businesses to operate more efficiently, to continuously improve, and to up quality and consistency. But to fully realise its potential, we need to be bold, and



way through one of the biggest problems facing the construction sector over the next few decades – the skills shortage. The Manufacturing Institute estimates 3.5m construction jobs will need filling in the next ten years – and that the lack of qualified candidates will mean that as many as two million of those could go unfilled.

Going forward, it's likely that automation technology will allow us to make even greater efficiency gains. More and more businesses around the world are

coming to rely on what's known as the Internet of Things – a term given to all sorts of different machines and devices communicating with each other using the internet.

The pace of change is only going to accelerate – which means the earlier you embrace automation, the easier you'll find it to adapt to the world that lies around the corner.

At Edgetech, we've helped IGU manufacturers all around the world successfully implement automation technology, and watched them thrive as a result. If you'd like to learn more about what we can do for you and your businesses, don't hesitate to give us a call.

embrace change throughout whole sectors and industries.

The Brookings Institute estimates that there were 1.9m industrial robots in operation in 2014. By 2020, that's expected to have risen to more than 2.9m.

Automation isn't primarily about shedding jobs – it's about redirecting manpower elsewhere. Less point of contact during certain stages of the manufacturing process reduces human error, while allowing you to reassign workers to the most valuable tasks.

But at the same time, it does offer a



High-speed line installed at Double R

Wellingborough-based Double R Glass & Roofing Systems is one of the country's most respected IGU manufacturers, and a highly valued Edgetech customer.

Edgetech has been integral in the company's ambitious growth plans, including its installation of a state-of-the-art vertical Super Spacer® Automatic Hot Melt IGU line.

Ian Sims, Double R Managing Director, says: "As well as being the

fastest IGU line of its kind, offering improved productivity, the machine has some of the best fault diagnosis technology we've ever seen, to ensure the very best quality for our customers. We consider ourselves to be a pioneering company but need the backing of our suppliers to be able to bring product and automation firsts to market – Edgetech has been a long-term partner of Double R because of their over and above support."

Promotions and appointments as Edgetech gears up for growth



APPOINTMENTS:



Brian Stewart

Experienced sourcing and procurement specialist Brian Stewart joins us as Commercial Manager. Past roles have seen him deliver savings of more than £3m by effectively managing organisations' direct and indirect costs including supply chain, contract negotiations and more.

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Ami Chana

Long-serving staff member Ami Chana has been promoted to Warehouse Supervisor. Ami was among the first employees hired to work on our manufacturing line back when the company first began making Super Spacer in the UK in 2007. Ami has now been tasked with overseeing our newly-opened warehouse facility.

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Jason Blundred

Jason Blundred has been promoted to Operations Manager. Starting his Edgetech career as Maintenance Manager, in his new role he'll continue to be responsible for the maintenance department, but will also begin overseeing our manufacturing capacity more generally.

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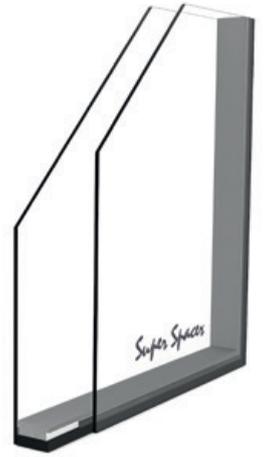
Paul Tiwana

Replacing Jason in the operationally crucial role of Maintenance Manager is Paul Tiwana. As Edgetech seeks to make exceptional customer service its focus in the year ahead, Paul will play a pivotal part in ensuring clients receive orders of a consistently excellent standard.

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Super Spacer®

excels in Dubai's extraordinary 'The Opus'



We're delighted to have played a role in the construction of one of the most striking and original architectural developments of recent years – 'The Opus' building in Dubai.

The 21-storey tower, designed by celebrated Iraqi architect Zaha Hadid, pushes physical and technological boundaries to achieve its extraordinary melting ice-cube shape.

Bringing such a bold and outlandish vision to life required world-leading expertise – and that's how Edgetech and Super Spacer® became involved in the project.

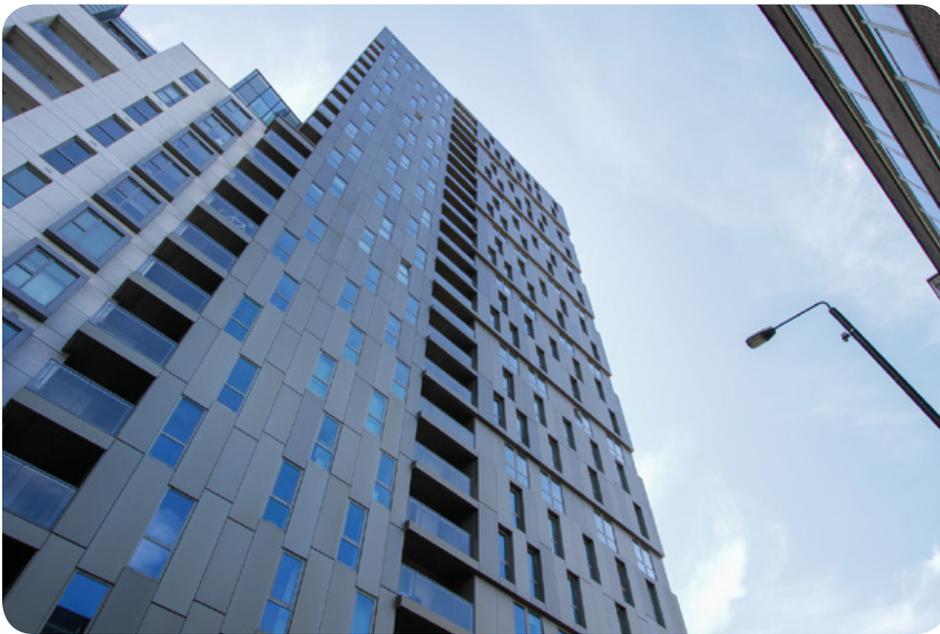
Managing Director Chris Alderson commented: 'The Opus is quite simply one of the most staggering and ambitious architectural projects attempted this decade.'

'It's got a 6,000 square-metre flowing glass façade, a curved, 38-metre long, earthquake-proof glass bridge connecting two towers, and at night the structure is lit up by thousands of individually-controlled LEDs. Its central 'void' section consists of 4,554 irregularly-shaped IGUs, the vast majority of which were completely unique.

'That's why we chose our premium flexible spacer, TriSeal. Its unique triple seal design incorporates an inner acrylic adhesive seal for immediate unit handling, a polyisobutylene primary seal for enhanced gas retention and low moisture vapour transmission, and an outer silicone seal for structural strength and durability.

'It was the perfect fit for an astounding project – one we were absolutely delighted to be a part of.'

For more information on Super Spacer® and the benefits it can offer, call us today on 02476 997103



TruPlas: A market-leading rigid spacer

Super Spacer® revolutionised the world of glass unit manufacturing when it first appeared back in the 1980s, and has gone on to become the most well-known and trusted flexible warm edge spacer on the market.

But there's more to Edgetech than Super Spacer®. We're also able to offer a market-leading rigid spacer too.

TruPlas is a rigid, glass-reinforced thermoplastic spacer bar, specifically designed for superior stability and strength, while featuring a ridged surface for a more traditional appearance.

Delivering low thermal conductivity and therefore reducing heat loss in insulated glass units, TruPlas' dual-seal design incorporates a vapour barrier with advanced acrylic that strengthens when exposed to heat. It also offers excellent UV resistance, guarding against fogging.

TruPlas is compatible with all secondary sealant types with butyl primary seal, and, available with standard or gas filled corner keys, the product has passed EN1279 Parts 2, 3 and 6.

What's more, the product can be applied without the need to invest



in specialist machinery, and can be quickly and easily introduced with the help of our expert technical team.

For especially high-volume production, we're able to offer bar-bending machinery that significantly speeds up the manufacturing process – allowing each frame to be produced in under a minute.

Alongside TruPlas, for a traditional decorative appearance we also provide TruPlas SDL. Its unique I-beam construction eliminates any risk of twisting in even the largest units, and it comes in 2.5m lengths for less wastage and easier handling.

If you'd like any more information about TruPlas, please don't hesitate to get in touch today!

Warm edge excellence made in Britain

We're proud that we make the world's leading warm edge spacer products right here in the UK.

2018 will mark the eleventh year we've been manufacturing Super Spacer® in the UK and supplying a whole range of other best-in-class warm edge products from our Coventry HQ.

Over the last decade, we've employed hundreds of local people in skilled, rewarding jobs, benefitting from the world-class manufacturing expertise available across the Midlands.

We pride ourselves on providing our employees with training and development opportunities. 50% of the Edgetech workforce are either currently studying towards or have already achieved a relevant qualification, while 25% have been promoted within the organisation following training.

We're also a proud member of the Workplace Wellbeing Charter, and offer both confidential advice and support on personal or work problems through an external EAP service, and a health cash plan. 50% of the Edgetech workforce has been with the company for more than five years.

Last year's £1m investment in an additional unit at our Coventry HQ represents a massive vote of confidence in the region, and in British manufacturing more generally – and is just the latest step in the ongoing expansion of our UK operation.

For more information call us today on 02476 997103

Edgetech's Eastern expeditions brings international interest



FENESTRATION BAU
CHINA 2017

www.bauchina.com



DOORS &
WINDOWS
EXPO 2017

2017 saw us showcase our wares all around the world – including at Asia's two biggest glazing expos.

Held at Shanghai's New China International Exhibition Centre in early November, FENESTRATION BAU China drew 100,000 visitors from across mainland China, East Asia to see products exhibited by 635 companies.

The Chinese construction sector has seen phenomenal growth over the past decade - and while new-build is beginning to slow, domestic and commercial refurbishment is still in huge demand.

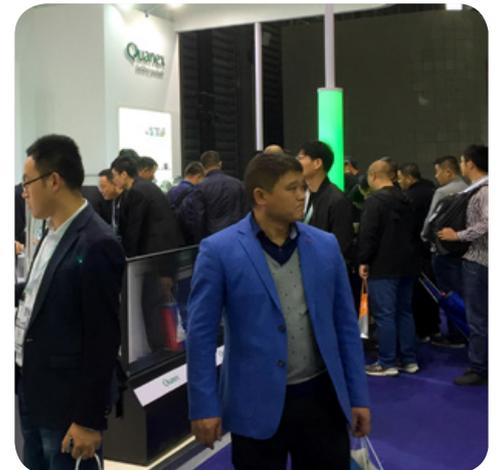
What's more, both homeowners and the Chinese business community are becoming increasingly interested in thermally efficient products - and,

by extension, warm edge spacer technology.

In December, we travelled to India, for the fifteenth Zak Doors and Windows Expo, which brought together glazing experts from all around the world to discuss the future of fenestration, and see the latest products taking the sector by storm.

The gathering took place as India's construction industry gears up for what looks set to be a historic boom, fuelled by extensive state investment.

Hundreds of thousands of homes are scheduled to be built in the next few years as part of the government's Housing for All by 2022 initiative, with the Indian economy set to almost double in size in that time.



units by hand to full automation. Given the unparalleled efficiency of our Super Spacer® automated lines, that's another factor generating interest in Edgetech and our product range.

"It was great to meet manufacturers and others from all around the world, and we're confident we were able to lay the foundations of what will become close, long-lasting partnerships in years to come."



"It was fantastic to take part in two of the world's biggest glass and glazing events," comments Chris Alderson. "It's often suggested that in developing economies like India and China, companies could skip a whole step in the traditional evolution of manufacturing and jump straight from making window



'Did you know?'
Super Spacer is sold in over 90 countries across the world.

More demand for energy efficiency than ever – but the focus is on more than just the products

These days, energy prices are rarely out of the news – and given the eye-watering increases we've seen over the last few years, that's hardly surprising.

In response, homeowners are taking action. Energy UK, the trade association for the UK energy industry, reports that nearly 500,000 switched their energy supplier in August 2017 alone – and with much-delayed government proposals to cap prices not due to start until 2019 at the very earliest, it looks likely that consumer appetite for energy efficient products is only going to increase.

Ten years ago, only 5% of sealed units incorporated warm edge spacer bars like Super Spacer®. Today, warm edge technology is used in 70-80% of units – an enormous shift that's significantly boosted the energy efficiency of thousands of homes around the UK.

But here at Edgetech, we're planning for the next stage in the evolution of energy efficient glazing.

Thanks to a major investment by our parent company Quanex, we're now able to benefit from a state-of-the-art research and development facility in Akron, Ohio – better known as 'Rubber City, USA' due to it also being home to Goodyear, Dunlop and the American rubber industry.

But at the same time, we're realistic about what can be achieved through product improvements alone. So much has changed in the way glass units are manufactured, and in such a short amount of time, that it's going to be a challenge to push performance boundaries even further.

With world-class research and development expertise behind us, we're confident we can do it – but it's going to take time. In the short to medium term, however, we believe the focus is going to shift from how you manufacture products to how you install them.

Manufacturing technology might have made massive strides over the past ten years, but, in most cases, installation technology hasn't. The vast majority of installers still use silicone as the primary sealant – an outdated method that can lead to poor thermal performance, poor weather resistance, and is often messy and expensive to use.

Vastly better results are achievable using more sophisticated methods, like our high-performance installation tape TruFit. Designed to gradually expand once applied, the tape moulds itself to the contours of the frame and the aperture, forming a complete, reliable seal, and offering exceptional air tightness, weather tightness and energy efficiency, together with reduced noise transmission.

A window fitted with TruFit has been proven to lose 23% less heat on average than one installed via traditional methods – while helping installers streamline and professionalise their fitting in the process.

Call us to find out how you can TruFit your windows



FENSTERBAU FRONTALE

We're delighted to be showcasing at the upcoming Fensterbau trade show in Nuremberg, Germany.

Widely acknowledged as the world's biggest and best fenestration expo, Fensterbau routinely attracts hundreds of thousands of glazing experts from all around the world.

From the 21st to the 24th of March, we'll be presenting the technical benefits of Super Spacer®, and seeking to show the industry just how much automation can help boost efficiency, productivity and growth.

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

**Edgetech**

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