

## Office and cyber space in hot demand at British True Warm™ central – Edgetech U.K.



Roger Davies awards ISO 9002 certificate to Roger Coleman, Edgetech UK



True Warm™ Professional Logo



UK Swift Shop Production System

Its now 5 years since Edgetech came ashore in Great Britain, setting up its own sales and distribution company in the Midlands to introduce, market and deliver Super Spacer®<sup>®</sup>, produced far away in the USA at the company's Cambridge, Ohio plant (see centerfold).

Well recognized and represented now, throughout the UK window and door industry, "Super Spacer customers can be found in the far flung corners of the United Kingdom," says Edgetech UK director, Roger Coleman, "from Scotland right down to the South Coast."

Lately, automation has started to become an attractive option for some of Edgetech's client IG manufacturers - two firms having already taken the plunge. Holden's SupaSeal of Birmingham and GoldShield Ltd. of London now operate UK-designed and built automation systems from Willian Design of Stevenage, Hertfordshire.

Success has required more people and warehouse space, forcing Edgetech into new quarters this past summer, the third such move. Meanwhile, the demand for greater office space seems to be running in parallel with greater demand for information off the company's new UK website, [www.superspacer.co.uk](http://www.superspacer.co.uk)

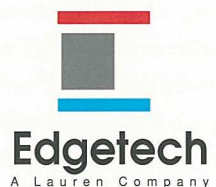
"It's bringing in a lot of business for us" notes Coleman. He also sees that cyber access to Edgetech's True Warm™ message has coincided with a major thrust of its UK operation onto the continent with its Slimline Super Spacer. New long term contracts have just been

inked in Sweden and France.

In April, the company announced an accreditation program for properly trained window assemblers and installers. Called Super Spacer True Warm Professionals Initiative, it comes complete with accreditation certificates, van and window decals, showroom posters and other marketing and technical assistance.

Another first was the attainment in late July of ISO 9002 Service Quality Assurance status, granted by the International Standard's Organization. "It's ever more necessary, especially in the EEC, where we are doing more and more business," says Coleman.

With an ISO 9002 under its belt, Edgetech is off to major autumn trade shows in Dublin, Dusseldorf and Paris and some new and exciting business opportunities, says Coleman. "The UK is coming along just fine. Now we want to increase our activity further and further into Europe."



Published By:

**Edgetech IG Inc.**  
800 Cochran Avenue  
Cambridge, OH 43725  
Tel. 1-740-439-2338  
Fax. 1-740-439-0121

(Toll free in North America)  
**1-800-233-4383**

[www.superspacer.com](http://www.superspacer.com)  
Printed in Canada