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WARM EDGE

DIGEST

SUPER SPACER SATISFIES OHIO COMPANY'S DIVERSE PRODUCTION NEEDS

The Sugarcreek, Ohio, area is home to a trilogy of related fenestration companies that share an unusual commitment to their customers: "We are committed to give what we have agreed to, and more, but never less."

"That's our company philosophy," explains Precision Entry, Inc. President Bill Mullet, "because it allows us to consistently deliver more than we promise."



Bill Mullet, President of Precision Entry, Sugarcreek Industries and Monarch IG.

Precision Entry, Inc. was founded in 1977, and has become one of America's premier manufacturers of steel and fiberglass entry systems. Sugarcreek Industries was formed in 1995 with the purchase of Sugarcreek Window & Door. Monarch IG was formed in 2002 with the purchase of the prototype Lisec automated IG line from Edgetech.

"We chose to go with Edgetech's Super Spacer® in 2002," explains Mullet, "because we saw it as an important step in reaching our corporate goal of making only the very best products in their class, both windows and doors." Prior to then, the company had been purchasing its insulating glass units, made with Intercept spacer, from an outside supplier. Monarch makes only Super Spacer IG on the Lisec robotic line and on a second manual line that the company uses to make special units and shapes. All Monarch manufactured units are furnished for use in either Precision Entry doors or Sugarcreek vinyl and aluminum windows, and vinyl patio doors.

Precision Entry doors use tempered-glass Super Spacer IG units in all clear



Precision Entry doors are available in a choice of steel or fiberglass slab.

glass applications from doorlites to sidelites to transoms. Sugarcreek Industries' Integra® windows are available in three classes of 3-1/4" jamb vinyl products. Phil Wengerd, the company's Director of Marketing, describes the Sugarcreek 100 series window as a "value priced" replacement market product with welded sash, mechanical frame and spiral balance in the double-hung. The 200 series, explains Wengerd, features welded sash and frames, along with a "compound tension balance." Sugarcreek's 300 series windows are the premium class product in the company's good, better, best scenario. The high-end Sugarcreek vinyl product line features PPG Solarban® 60 Low-E-glass and Argon gas fill. Extrusions for all three lines are furnished by Dayton Technologies. Internal grids and wood grain finish are popular aesthetic options. Sugarcreek also makes a line of aluminum storm products.



All of the company's products are delivered on a weekly basis, on the company's fleet of 22 trucks, to a combination of dealers, distributors and builders in a 33 state marketing area, ranging from Wisconsin down through Oklahoma on the west, and through

Georgia on the south. Combined manufacturing space is over 300,000 sq. ft. with operations that employ 395 including 17 company salesmen.

Customers benefit from their entryLINK™ on-line order/entry information management system, along with a wide variety of marketing support tools. The \$50-75 million company recently began focusing on new customers in the California market. Monarch IG production capacity is 1,200 units per day on its two lines. Bill Mullet credits Super Spacer with helping fuel 10% annual growth for the combined companies.

"Super Spacer is a key component of our ComforTech® Warm Edge Glazing Systems," says Mullet. "Its superior condensation resistance makes possible our lifetime limited warranty on all insulating glass we produce, and helps leverage important Energy Star certification, two key marketing tools in today's competitive market. Seal failures are virtually unheard of."

The thermal efficiency of Sugarcreek's windows is superior to most windows, with its triple-glazed TLK products featuring two Krypton filled air spaces, two panes of Low-E glass and Super Spacer - achieving up to an R-9 insulation rating.

Says CEO Mullet, "Monarch's ComforTech® Warm Edge glazing system, featuring Edgetech's Super Spacer, will be a key component in our quality products as the company continues to grow." 