

## Atlantic means to "go lean" with new Lisec Line and Super Spacer

"Lean manufacturing" is a favorite buzzword for many manufacturers looking to squeeze inefficiencies out of their processes.

Atlantic All-Weather Windows, Ltd. is well on its way to addressing the challenge of "lean" in its glass division with the recent addition of its first fully-automated Lisec I.G. line designed to turn out as many as 900 Super Spacer® I.G. units in a single shift.

Rob Miller is president of the Port Elgin, New Brunswick, window manufacturer, founded in 1983 and a Super Spacer user since 1993.

"We're focused on eliminating all waste in the manufacturing process, while optimizing our customers' experience before and after the sale," says Miller. "Our new fully-automated Lisec I.G. line, installed this June, is a key part of the process, and our automated order entry system is another key." Atlantic has been committed to lean manufacturing for more than two years.



Atlantic manufactures from three buildings, totaling 105,000 square feet

No stranger to retail channels, Atlantic today sells a combination of



Rob Miller, President,  
Atlantic All-Weather Windows, Ltd.

new construction and replacement windows through some 125 dealers, many of which are lumber yards and home centers, all across Atlantic Coast Canada. It serves these core customers with a sales team of seven and a fleet of 13 company-owned trailers. Atlantic products are also sold through distributors located in Bermuda, the Caribbean Islands, Ireland and Spain. The Northeastern U.S. and Florida are targeted for future company growth. "We've enjoyed double-digit growth in each of the last ten years, and we don't plan on slowing down anytime soon," says Miller.

In addition to its full complement of "good, better, best" window lines, Atlantic makes vinyl, fiberglass and steel entry doors as well as a vinyl-and-wood sliding patio door, plus decorative wood screen doors. Its Pro, Premier and Premier Plus vinyl window products offer logical step-ups in features and performance.

Super Spacer is used in 100% of

Atlantic's window lines. The new Lisec line has allowed Atlantic to move several associates to other departments, and production is steadily climbing, according to Miller. The manual, horizontal Super Spacer line is still in service for specialty shapes and over-sized units.

The company's UltraGlass and UltraGlass Plus glazing systems both feature NO-Metal Super Spacer and have earned Energy Star® thermal ratings. Standard Super Spacer is used in both 1/2" and 3/4" widths. Atlantic offers a lifetime warranty against seal failure on all I.G. units, and it offers the same coverage against glass breakage on all Premier Plus products.

Ever since Atlantic started making its own insulated units and became a pioneering Super Spacer customer, it has never looked back or had cause for regrets, observes Miller. "In the 12 years using Super Spacer, seal failures have never been an issue with our dealers or their customers, and that makes us very comfortable offering a lifetime warranty on all Atlantic I.G. units."

Edgetech's marketing and technical support also play important roles in Atlantic's continuing quest for lean operating prices in all aspects of its business. "We appreciate the hands-on support we receive from Edgetech," says Miller, "and their marketing support has always been there for us and for our customers." ■



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