

## Edgetech Celebrates Billionth Foot Mark Jeld-Wen Windows & Doors receives 1-billionth foot in commemorative shadow box

Employees at Edgetech IG in Cambridge, Ohio, are celebrating an exciting milestone - they produced their one billionth foot of Super Spacer® on July 24. The company is one of the world's largest producers of insulating glass (IG) Warm Edge spacer systems, and it continues to grow as customers realize the many benefits of Super Spacer and Edgetech's full-system approach to customer service.



**Mike Hovan assists Dale Foland in cutting the billionth foot of Super Spacer. Gerhard Reichert and Larry Johnson look on.**

Edgetech's one billionth foot of spacer came off the line as it was filling an order for Oregon-based Jeld-Wen Windows & Doors. The company, which has been an Edgetech partner for eight years, recently installed two fully-automated Lisec Super Spacer lines. According to Martin Seier, Jeld-Wen Canada General Manager, Corporate Services, this partnership has proven to be quite valuable, saving millions in after sales service. "We always intended to provide a Warm Edge spacer system to our customers. We originally intended to save money in materials but after a rise in costs - and service calls - we realized it is well worth spending more upfront on a quality system, as opposed to dealing with issues and unhappy customers on the back end. Considering we have the worst weather extremes in Winnipeg, this was a no-brainer — Edgetech was the only solution. And now, Super Spacer is our standard."

Edgetech's executive vice president Larry Johnson and regional sales manager Erin Barker presented the billionth foot in a commemorative shadow box to

Seier and Jeld-Wen Winnipeg General Manager Tod Blanchard at a celebration held July 27 at their Winnipeg facility.

According to Blanchard, the implementation of the automated Super Spacer line was key in Jeld-Wen's decision to increase their warranty program. "We currently offer a 20-year package; however, given the high performance Super Spacer provides, we have decided to extend that to a lifetime warranty."

"This is a perfect example of how Edgetech enables its customers to add value to their customers," says Edgetech's Johnson.

"Companies like Jeld-Wen allow us to showcase our true value in working with and understanding our partners' processes - and providing solutions to improve them so we are able to grow together."

### Just how long is one billion feet?

Employees did some research and learned that they would be able to wrap the insulating foam spacer around the earth more than seven times. Or stretch it from New York to Los Angeles more than 38 times (roundtrip).



**"It's a very impressive mark and we are extremely proud of our employees who made it happen," said ET president Mike Hovan.**

"It took us by surprise when we looked at our data and realized we were about to produce our billionth foot of Super Spacer," said Edgetech president Mike Hovan. "It's a very impressive mark and we are extremely proud of our employees who made it happen."



**Larry Johnson presents IG made with billionth foot to Tod Blanchard and Martin Seier of Jeld-Wen Windows.**

According to Hovan, Super Spacer can be found in more than 100 million insulating glass units — or 50-60 million windows — in as many as 60 countries. "This symbolizes more than one billion feet. The milestone is exciting,

but it's the fact that our customers are part of this milestone that truly makes it a success. High-quality products; valuable relationships; dedicated employees — these are the constants over the last 17-years that have led to this exciting achievement." ■

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