

Windsor Windows & Doors Looks to the Future with Edgetech

>> **...faster response on customer orders, improved production efficiencies, product differentiation, the ability to offer a more competitive product...**

Windsor Windows & Doors has been manufacturing window and door products since its founding in 1946. As a successful national company selling in all 50 states as well as in Canada and Mexico, you can say that "Windsor knows a thing or two about windows." But what was foremost on their

minds over the past few years was their view of the future and the need to make decisions about what direction

to head with their product strategy. The direction that became clear was the need to begin producing insulating glass for some of their product lines.



>> According to Windsor's president, John Smit, "We came to the conclusion that in order to remain competitive in our broad array of product families, we had to start insulating glass for our Next Dimension and Legend product lines." Windsor was already purchasing insulating glass for their wood and aluminum clad windows and doors, but felt that they needed to

fabricate their own I.G. for their vinyl and PVC window products. The key factor was how could they then differentiate themselves from their competitors in this market?

After looking at multiple warm edge systems and technologies, Windsor chose to work with Edgetech and use its Super Spacer® product. "Edgetech took us out to see some of their existing customers who were already manufacturing with Super Spacer, so we could see their processes and equipment in action—this helped in not only making our decision, but also in seeing a vision of the future," said Smit.

"As we looked at the various systems available, we considered Super Spacer to be the 'way of the future,' as it offers the best energy values and automation capabilities, which enhances production efficiency and improves quality," added Smit.

Once selected as Windsor's warm edge supplier, Edgetech played an



(l to r) Mark Rieser, VP Sales & Mktg; Tyler Roorda, Vinyl Products Mgr; John Smit, President; Mike Sheets, Iowa General Manager

important role in helping Windsor integrate the automation methodology. Windsor purchased two complete insulating glass systems from Lisec; the first for Windsor's new 100,000-square foot expansion at their headquarters in West Des Moines, IA, and the second for their plant in Monroe, NC. According to Smit, this equipment was selected for not only its efficiency, but for the final quality and longevity of the finished product.

The assembly method allows for vertical fabrication of the product, and argon gas is automatically put into the insulated sandwich, as opposed to being added

after the fact. The glass lines have sensors that constantly measure the size of the glass and alert them if the low-e surface is facing the wrong direction. "These automated features, combined with the Super Spacer product give Windsor and our customers peace of mind that the final product is superior and something we can be proud to put our name on," said Smit.

Edgetech also assisted with the layout of the Lisec equipment and in converting their production to these new lines. Edgetech's technical staff certified the lines and

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will provide future monitoring to ensure the proper quality and performance of the final product. "Because of our rigorous quality standards, we are comfortable offering 10- and 20-year product warranties on our product lines that utilize Super Spacer," said Smit. "The ongoing technical and quality support we will get from Edgetech is very important to us so that an objective third party can complement our in-house quality staff."

Windsor estimates that their vinyl window plant in Iowa, which began production with their new I.G. equipment

in January, will be making close to 800 I.G. units per day during the first year, with a capacity of approximately 1,600 per day on multiple shifts. Windsor's North Carolina plant will produce 1,000 units of I.G. per day for their cellular PVC window product, and has a capacity of almost double that amount.

Their decision to partner with Edgetech and begin production of I.G. products using new automated lines was cemented after realizing the important benefits they would receive: faster response on customer orders, improved production efficiencies, the ability to



differentiate their products from competitors, as well as offering a more competitive product in the marketplace.

"Windsor was not only impressed by Edgetech's Super Spacer product, but we were also impressed with the company that stands

behind the product," said Smit. "We looked at this as our selection of a strategic supplier for both now, and in the future."

For more information, go to www.windsorwindows.com. 