

ViWinTech Promotes Quality and Variety



> > Vinyl Window Technologies (ViWinTech) has the motto, "If we don't have it; you don't need it." And their product selection proves their motto to be true.

The Paducah, Kentucky-based manufacturer prides itself on product diversification from the basics to high-end and specialty window and door systems. ViWinTech's growth over the past few years has led to the recent installation of a fully-automated Super Spacer® line capable of producing more than 6,000 insulating glass (IG) units per week.

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"We chose Super Spacer because of its outstanding durability and performance; we chose Edgetech for its reputation and commitment to customer satisfaction," explained Ken Barman, director of Sales and Marketing, ViWinTech. "Our production was operating to the max and the need to expand was imminent. We viewed it as a great opportunity to expand our Super Spacer capabilities,

which is a great selling feature to our dealers and architects."

Currently, ViWinTech manufactures its high-end replacement windows, new construction windows, patio doors and special geometric shapes using Super Spacer. The fully-automated Lisec line is operational and has provided efficiencies to the company, including lowered labor costs to run the line (requires only three to four production workers), improved aesthetics and consistency in production.

"With the automated line we never have to rework or redo units," added Barman. "The units are produced the same way every time. The outstanding consistency is a real benefit to us."

ViWinTech and Edgetech worked together to develop the automated line to suit the needs and space requirements of the facility. Mike Prange, ViWinTech's plant manager, was pleased with the service the company received from Edgetech and its technical staff. "We were over the initial learning curve quickly and the technical team was very responsive to our needs,"



said Prange. "It is also helpful that they come in at least once per quarter to ensure the equipment is running optimally."

In addition, ViWinTech is deepening its relationships in the architectural market. More and more frequently architects are contacting the company directly to get recommendations and to specify ViWinTech's windows and doors.

"We love the opportunity to get our windows specified on projects, so we are more than happy to work closely with architects and sell them on the benefits of our products," concluded Barman. ViWinTech was founded in 1982 and is currently

operating from a 170,000 square foot facility in Paducah.

The company employs 250, including 20 outside sales people who service 24 states from Kansas to North Carolina, as well as the southern coastal states and international.

Known for its product diversification, ViWinTech manufactures IG for replacement windows, new construction, and specialty applications.

For more information, visit www.viwintech.com.

Keep an eye out for Edgetech this year

Vitrum October 3-6 / Milan, Italy / www.vitrum-milano.it

Batimat November 5-10 / Paris, France / www.batimat.com

Big5 November 25-29 / Dubai, UAE / www.thebig5exhibition.com



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