

# World-Class Windows from Beautiful Brooklyn, New York

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When talking about her hometown, Colonial Glass Solutions' sales manager, Marie Staub wanted to be sure we properly attributed it as *beautiful* Brooklyn, New York, because the company is doing every thing it can to keep it beautiful.

In business for nearly 80 years, Colonial Glass has set its sights on building some of the most energy efficient IG units available for the commercial market while maintaining its mission to be the most reliable local, on-time manufacturer in the Tri-State area.

Just recently, the company spent nearly \$2 million adding new equipment to help streamline processes, provide shorter lead times and manufacture products that will excel in today's 'Green' world. One part of this upgrade included equipment to run Super Spacer® TriSeal™, Edgetech's true dual-seal system for heavy residential and commercial applications.

"We chose TriSeal because it is the best," Staub said. "We are very proactive in the Green market and TriSeal gives us the confidence that we are creating the high-performance IGs that will save energy and outlast the competition."

In addition to using TriSeal in 100 percent of its IG units, Colonial also uses superior

materials, including low-e coatings and premium glass to achieve its best-in-class systems for Green building.

Colonial Glass attributes much of the success of its new IG department to Edgetech sales and technical service. According to Staub, Edgetech Sales Manager Shawn Hannux and Product Manager Joe Erb helped Colonial with every aspect of the project.

"They are extremely knowledgeable and helpful," Staub said. "They made the whole process much simpler for us, from specifying equipment to installation and training. I don't know what we would have done without them. In our industry, Edgetech is synonymous with quality and many contractors specify Super Spacer by name."

## Keeping Brooklyn Beautiful

Even though it produces some of the most energy efficient systems available, Colonial's commitment to Green doesn't stop with its products. It is also reflected in the lives of all employees.

"Being Green isn't just about marketing to us. The whole company takes part in initiatives," Staub said. "We recycle float glass and try to use the recycled materials. Our biggest accomplishment is that we have generated our own electric since 1999. We

are always looking for new ways to be friendlier to the environment and make a better world for generations to come."

It's a whole company decision to be Green, Staub continued. "When there are decisions to be made, from vending machines to production efficiencies, we do it together. It's great to have this untraditional approach to leadership, but there are also a lot of progressive ideas – like our involvement in the Green movement."

Staub and the Colonial team also take part in local and national tradeshows that promote Green initiatives. Most recently, the company was a sponsor of the Spec-It Green event held by the New York Council of Environmental Protection.



**Colonial recently spent \$2 million to add new equipment that improves production efficiency and shortens lead times to customers.**

"Taking part in events like this is very meaningful to our company," Staub added. "It is about exploring opportunities to make New York and the Tri-State area a greener place and sharing ideas with others of the same mentality. This is something we look to do more of in the future so we can ensure that Brooklyn will remain beautiful."

Colonial Glass has worked on numerous projects that have achieved LEED Certification in the Northeast.



**Jim Fairley, Operations Manager and Marie Staub at Colonial Glass Solutions**

For more information on Colonial Glass Solutions, visit [www.colonialglass.com](http://www.colonialglass.com).