

Southern Wholesale Glass Achieves Zero Failures with Super Spacer® nXt™

Achieving the highest quality has always been a priority for Americus, Georgia-based Southern Wholesale Glass. Since opening its doors in 1960, the company had a forward-thinking business plan, offering IG at a time when very few companies were even thinking about energy efficiency.

> > Throughout the 1960s and 1970s, Southern Wholesale was a pioneer in creating high-quality, energy efficient IG. As time progressed, the company changed hands and names in the 1980s and 1990s. But always dedicated to the business his father founded, present day owner Mark Michael took the opportunity to bring the business back to his family in 2003 – resuming the company’s legacy for bringing cutting-edge technology and quality products to the marketplace.

“Having my father’s business back in the family was very important to me,” Michael said. “I grew up with the business and was thrilled for the opportunity to bring Southern Wholesale back.”



Today, Southern Wholesale manufactures 2,000 commercial and residential units per week, employs 25 and operates out of a 40,000 square-foot facility. Like his father’s business, the company is a full-service manufacturer and distributor of all types of flat glass, insulating glass, aluminum door extrusions and sealants.

“Our focus is on providing exceptional products and service to small — mid-sized residential and commercial glass companies and window manufacturers,” Michael said. “Many of our customers are looking to differentiate themselves right now, so quality, energy efficient IG is in demand. That’s one of the reasons we changed to Super Spacer® in 2007.”

According to Michael, Super Spacer nXt™ provides the flexibility of a foam spacer with the rigidity needed to create large, commercial-quality IG.

“Every product we sell is the best in the industry,” Michael added. “When we researched the warm edge

spacer systems available, nXt was the easiest to apply and provided the best thermal performance.”

Michael also noted that since switching to Super Spacer nXt, Southern Wholesale has seen zero returns and employees have found it extremely easy to use – increasing the company’s productivity between 30 and 50 percent.



“From day one the switch to nXt was seamless,” he said. “The technical support we’ve received from Edgetech has been outstanding. They give you all of the tools you need to be successful, including IG unit testing, on-site training and ongoing, hands-on technical support. You can always get in touch with someone who is more than willing to help.”

Michael continued, “We now use Super Spacer nXt in every IG unit we produce. **The confidence we have in our products since changing to nXt has enabled us to become IGCC certified and to offer a 15-year warranty to our customers on all commercial IG units.**”

Southern Wholesale’s commitment to quality extends beyond materials. The company also manufactures its IG in a

clean-room environment with controlled temperatures and humidity, which helps to assure that each IG unit created at the facility is the best available.

“Having ultimate control of our environment helps us create a strong seal and products that will stand the test of time,” Michael said. “Our customers get IG that they can install with confidence and know they will not need to be replaced for a very long time.”

The partnership between Southern Wholesale and Edgetech is based on this mutual commitment to quality.

“Working with the Edgetech outside sales, inside sales, and technical support has been very enjoyable,” he concluded. “We look forward to a long and productive relationship with the team. The commitment to quality is something I am very proud of and I know my father would agree.”