

NT Window Says 'Bring it On'

>> Texas-based manufacturer primed for tax credit, ENERGY STAR® requirements

Test labs are filling. Product engineers are working overtime. Everyone is vying for position as ENERGY STAR® changes become imminent and the Economic Stimulus package brings a new surge of potential buyers.

While the competition is scurrying, NT Window of Forth Worth, Texas, is already enjoying increased business, which manager Ryon Ray attributes to anticipation and the company's vigilance to staying ahead of the curve.

"About a year ago we made substantial upgrades to our products that are paying dividends now," Ray said. "Prior to that time, we were using a sub-par spacer system that did not perform up to our expectations. That's when we made equipment changes and brought back Super Spacer®. This decision was integral to giving our customers the best energy efficiency and long-term durability available."

>> Since the NFRC and Department of Energy announced that new ENERGY STAR® requirements were on the horizon, NT Window has been busy making adjustments to not only meet the new demands, but to separate itself from the competition in terms of thermal performance and durability. NT was also one of the early

companies to certify its IG, and Ray is glad it did.

"When we began certifying our products about a year ago, there was only a four-week standard waiting period at the test labs," Ray said. "Since the Stimulus Bill was signed, it can take as long as three months for certification because the labs are just overwhelmed."

Upgrades to NT Window's products, including adoption of Super Spacer nXi™, have helped the company meet and exceed the Stimulus Package's .30 U-Value and .30 Solar Heat Gain Coefficient requirements. In Texas, where U-Value is generally less of a concern, only a small handful of manufacturers meet these requirements – which means big business for NT Window.

"All of our standard vinyl products meet the Stimulus requirements with a minimum .29 U-Value and .21 Solar Heat Gain Coefficient, and our high-end performance packages achieve .18/.18,"

Ray said.

"It's a great benefit that our customers don't need to purchase add-ons or options to receive the tax credit."

According to Ray, business has doubled since February and the company has expanded its sales territory, which now includes Texas, Oklahoma,

Arkansas, Louisiana, Mississippi and the newly added Alabama and Georgia.

"Not only are we expanding geographically, but many of our customers who would alternate orders with another manufacturer are now coming to us only because our standard products meet the Stimulus requirements," he said.

The company has added three key employees to ensure the best possible customer service for its blossoming business.

"Customer service is the top priority for us, and that's why our product upgrades were so important" Ray said. "We wanted to give them the absolute best. We've developed a strong niche with high-end products and our customers know they are getting nothing but the best."

In business since 1983, NT Window first became an Edgetech customer in 1998. After a brief stint with a competing spacer product in 2006, the company returned to Super Spacer in 2007.

"Edgetech has been a true partner to us over the years," said Scott Wright, general manager for NT Window. "We have virtually eliminated seal failure with Super Spacer nXi, and its thermal performance is second to none. With our dedication to service and superior product quality, we



get a lot of word-of-mouth referrals. That is the best compliment you can get from customers."

NT Window also took advantage of Edgetech's expert technical service team who helped design the new line layout to provide the company with the efficiency needed to produce 4,000 IG units per week.



Operating from a 75,000 square foot facility in Fort Worth, NT Window focuses primarily on the remodeling market, but is seeing more business in new construction as builders are becoming more conscious of green building practices and willing to adopt higher-end, sustainable window systems. The company is also active in its community by supporting local Habitat for Humanity projects and its annual "Pink Sale" that benefits the Susan B. Komen Foundation for breast cancer research.

For more information about NT Window, visit www.ntwindow.com.

 	
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