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Manko Adds Automated Super Spacer® TriSeal™ Line



Cook Children's Medical Center
Fort Worth, Texas

“Super Spacer® TriSeal™ has been and continues to be the best solution out there to meet our customers’ U-value requirements, while providing structural strength and lasting durability. We’ve always prided ourselves on quality and leading technologies – Super Spacer is one of the elements that help us continue that tradition.”

**-Gary Jones, President,
Manko Window Systems Inc., Manhattan, Kansas**

Founded in 1989, family-owned Manko Window Systems has grown from two full-time employees to more than 300 employees at its two manufacturing facilities in Manhattan, Kan. and Denver, Colo., and its retail glass, contract glazing installation shop in Junction City, Kan.

Quality, service and a dedication to operational excellence have all contributed to making Manko the foremost

commercial window supplier serving the Midwestern region between the Mississippi River and the Rocky Mountains.

“At Manko, we take a lot of pride in our work and the service we provide,” said Gary Jones, President. “Our management team is always accessible and always willing to help our customers. Providing exceptional customer service is a large part of who we are and how we’ve continued to grow throughout the years.”

Part of Manko’s dedication to service also includes ensuring the highest quality end products for customers by investing continuous improvement initiatives and high-quality components. More than 15 years ago the company was on the leading edge of automation when it installed its first fully automated Lisec IG line. And, in 2009, Manko installed another vertical, fully automated Lisec line to run Super Spacer TriSeal at its Manhattan, Kan., facility.

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“When we were first introduced to Super Spacer TriSeal we had questions about whether it could hold up structurally in the large units we fabricate for our customers – and those fears were quickly put to rest,” Jones said. “We have had no issues with TriSeal and have found that it is easy to work with, even for complex jobs. Architects are excited about this offering, and TriSeal has become our spacer of choice used in approximately 95 percent of units we produce.”

Kevin Tyson, Manko’s Glass Manager in Manhattan noted, “Super Spacer was an answer to giving us a competitive edge in the marketplace by enhancing energy efficiency and durability. Automation, in general, was an answer to ensuring the highest quality, consistent products for our customers.”

Many of Manko’s customers are designing for LEED® and are always looking for ways to improve the energy efficiency and sustainability of their structures.

“Super Spacer TriSeal has been and continues to be the best solution out there to meet our customers’ U-value requirements, while providing structural strength and lasting durability,” Jones said. “We’ve always prided ourselves on quality and leading technologies – Super Spacer is one of the elements that help us continue that tradition.”

Manko has recently been involved with a number of high-profile institutional projects, including hospitals, schools and government buildings, fabricating anywhere from 2,500 to 3,000 IG units per week. They have even increased the number of government blast-glass projects. But, Jones says that Manko goes wherever the commercial market leads.

“We spend a lot of time educating architects through AIA-accredited continuing education courses, and that also gives us a great opportunity to keep a pulse on the challenges and opportunities they are facing,” he said. “It’s really a value for both of us.”

Manko and Edgetech both offer continuing education opportunities individually, but have worked together to develop relevant content for their programs.

Tyson added, “Because of Manko and Edgetech’s collective efforts, we have seen a dramatic increase in customers specifying TriSeal in their commercial projects. As we continue to market and advertise to architects in the regions we serve, we expect interest to only grow.”

The next step is in Denver where Manko is planning to increase its production capacity by adding another automated Super Spacer TriSeal line in the near future.

“Marketing will also be increased in Denver,” Tyson said. “Specifications with TriSeal are not as prevalent there, which presents a great opportunity to educate architects and expand our presence. The addition of the automated line will enable us to quickly and efficiently meet their needs, while satisfying their stringent code requirements.”

Manko and Edgetech have a shared commitment to education and customer service, which will carry their partnership into the future. “Our customer service rep at Edgetech is always willing to go above and beyond to do everything in her power to make sure our needs are met,” Tyson said. “Our core values are similar and that’s what makes a successful partnership.”

For more information about Manko Window Systems, visit www.mankowindows.com.