

WARM EDGE

DIGEST

Ventana USA thoroughly thrilled with Super Spacer® conversion

Pennsylvania is a state with a proud window-manufacturing tradition, plus a long list of component and equipment suppliers who strive to build quality into fenestration product lines across the nation—Ventana USA is just such a company.



Curved top casement window

Located in Export, 25 miles east of Pittsburgh, this 13-year-old manufacturer of shaped vinyl windows and more lately of garden windows is today one of the most sophisticated firms operating in this rapidly growing sector of the window industry.

Strictly a business-to-business operation, Ventana (Spanish for window) has been highly successful by focusing on two main elements. These are customer service, which

they've honed to a cyber experience in and of itself, plus selecting product configurations that work best for everybody - first and foremost the customer, but also the manufacturing shop.

As the Millennium turns and annual glazed unit production at Ventana tops 40,000 units, the company's future has never looked brighter, a situation that in more ways than one is because of a crucial 1998 management decision to completely switch spacer systems to Edgetech's flexible foam Super Spacer.

Already on-board with the product, the exclusivity aspect was almost a technical non-event. "Corporately, however, it was monumentally important for us," says Ventana's Vice President and General Manager, Tony Pauly, "because our total conversion to Super Spacer strengthened our product line in a number of ways."

"First of all, it bounced all our production to the top of the big leagues in terms of warm-edge, condensation protection and edge-seal durability. And, just as importantly, we were also rewarded with

a big boost in productivity." Operating with their previous butyl-strip spacer meant that each and every IG unit

needed 5 to 10 minutes in a curing press/oven, an unnecessary step with Super Spacer. This reality also limited unit size to that of the press - an important consideration, because as Pauly notes, "If there's one trend in the shaped window industry today, it's toward larger and larger unit size."

Not to be downplayed as well was the question of color, with a



VENTANA USA™

full array available in the Edgetech product. The most popular ones are regular grey, aluminum grey, black, bronze and white, access to which has given Ventana the chance to sell to all window manufacturers.

Ventana USA has seen a whopping 33% increase in glazed unit sales since their Super Spacer decision in 1998.



Ventana USA vinyl window production facility



 Edgetech

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