

## Thermo-Twin Industries, Inc. takes the automated route down the IG highway

The shortest route to success for employee-owned Thermo-Twin Industries, Inc. of Oakmont, Pennsylvania, has turned out to be the automation of production wherever possible. The latest division to make the leap was its 1,000-unit per day insulating glass operation.

Thermo-Twin researched the industry's insulating glass choices for the past five years. After the exhaustive search, Super Spacer® was chosen, and no time was wasted on upgrading their production lines.

Since October 2000, the 29-year-old vinyl window and door manufacturer simultaneously switched its entire IG production from aluminum spacer to structural foam Super Spacer and installed two 100-ft. glass washing and insulating glass assembly lines.

Thermo-Twin employs both a 1.6 and 2.2 meter model manufactured in the UK by Midlands industrial designer Willian Design of Stevenage, Hertfordshire. The equipment is innovative and sophisticated, and according to Thermo-Twin CEO Joe Palermo, "It is definitely a good performer."

"The productivity numbers depend on the spacer applicator person," Palermo continues. "But at the moment, we're talking 500 units per eight hour shift on each line, with one line handling all the muntin grills."

"There's still room for improvement," adds Palermo, "because we haven't even finished our first year yet."

As experienced elsewhere, the low water consumption of Willian's three-stage glass washer is also very much appreciated at Thermo-Twin.

"We only had to put in a little sump pump to take the water out," Palermo says.

He also had complimentary things to say about Willian regarding maintenance. It's always a topic of major interest when it comes to discussing

sophisticated automated equipment.

"In a word, it's 'easy,'" says Palermo. "Easy to fix, if anything needs fixing, which isn't very often.

Basically, it's a workhorse."

Not only is the equipment a sound shop-floor performer for Thermo-Twin, but it's also a pretty good TV performer. The company just developed an entire ad campaign around

the Willian line and their use of Super Spacer. Innovation and high-tech are the themes along with a very subtle, yet distinct message that "We're no fly-by-night company," notes Palermo.



Thermo-Twin's 200 employees enjoy the benefits of automation.



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**Edgetech IG Inc.**  
800 Cochran Avenue  
Cambridge, OH 43725  
Tel. 1-740-439-2338  
Fax. 1-740-439-0121

(Toll free in North America)  
**1-866-TRUEWARM**

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