

START-UP IG FABRICATOR PEGS FUTURE TO SUPER SPACER AND SUPER SPACER TRISEAL

"Last year, when my partner and I bought an established custom art glass fabricator, and decided to also make IG glass for windows, we wanted to do it right, right from the start," explains Jason Slocum, co-owner of Barracuda Industries, Inc., Wixom, Michigan. Today the company operates two divisions, employing 96, under one roof in a new 90,000 sq. ft. facility. Glass and Mirror Craft and Barracuda Manufacturing are managed by partners Jason Slocum and Kevin Kindt.



Barracuda Industries employees produce decorative/architectural glass and production IG window glass under the same roof.

The IG division (Barracuda Mfg.) recently installed a state-of-the-art automated line to add to its manual system, to make insulating units with Super Spacer® and Super Spacer® TriSeal™.

"Before we chose our Warm Edge spacer supplier," explains Slocum, "we carefully researched the competition and talked with customers, including those of Edgetech. We soon learned that nobody had anything bad to say about Edgetech or Super Spacer. Our decision seemed clear. We would build our IG business on Edgetech's thermoset foam matrix spacer."

"The thing is," says Slocum, "Super Spacer has been traditionally perceived as a high-end, premium priced product. But when you look closer, you come to realize that once you add up all the competitors' costs in unnecessary remakes and seal failures, Super Spacer becomes a very affordable option for windows of all prices. We know we can gain market share at all price points by using Super Spacer exclusively."

Slocum feels the same about Super Spacer® TriSeal™, Edgetech's new silicone foam spacer for fixed commercial and structural glazing. The unique triple-seal design incorporates an inner acrylic adhesive seal. Offered with or without captive polyisobutylene primary seal, Super Spacer® TriSeal™ provides superior gas retention and low-moisture vapor transmission, plus an outer structural seal for solid structural glazing performance. Says Slocum, "We are very excited about Super Spacer® TriSeal™ and what it will mean for our future on the commercial side. Once more people understand it and how it works, Super Spacer® TriSeal™ is going to be a significant force in the market place."

Since it began fabricating Super Spacer IG, Barracuda Manufacturing has come to appreciate the NO-Metal product's unmatched reliability, which gives its window manufacturers the confidence to offer excellent warranties. On the manufacturing side, Barracuda experienced an unexpected dividend of working with Super Spacer: "We find it to be an especially safe, clean and reliable product to work with," explains Slocum.




Barracuda Mfg. makes Super Spacer IG for TEMO Sunrooms, one of the world's largest manufacturers of sun rooms, solariums and patio enclosures.

"As one of Barracuda's most valued vendors, Edgetech", says Jason Slocum, "has been more than supportive in helping get the new automated IG line up and running in less than two weeks. They provide you with excellent technical support on a continuing basis. They take time to understand your business and objectives, then work hand-in-hand with you to help you succeed. Edgetech not only supports us in assuring top quality product and manufacturing efficiency, they provide



While its sister division markets IG for the window industry, Glass and Mirror Craft fabricates architectural glass and one-of-a-kind studio pieces for residential and commercial customers across the U.S.

continuous education as well."

In summary, Slocum had this to say: "At Barracuda Manufacturing, we are a reliable supplier and take pride in what we do. Our employees are very serious about doing things the right way. That's why Super Spacer fits so well with our philosophy to strive for quality, service and consistency. Edgetech products help us deliver on all three." 



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800 Cochran Avenue
Cambridge, OH 43725

Tel. 740-439-2338 • Fax. 740-439-0121

(Toll free in North America)
800-233-4383

www.superspacer.com