

PFG Glass: Family Owned, Quality Driven

>> Commercial IG manufacturer installs first-of-its-kind automated Super Spacer® TriSeal™ line in Canada

PFG Glass first opened its doors in 1990 with the sole mission to distribute high-quality glass products to regional companies. With its forward-thinking, customer-driven mentality, the Langley, British Columbia-based company quickly gained a strong foothold as a trusted resource. It wasn't long before PFG embarked on continuous improvement initiatives that led to expanded product lines and services that added value to its growing customer-base.

>> Most recently, PFG expanded its capabilities to include the production of commercial IG. With quality at the forefront of its mission, founder and CEO Ole Nielsen and his sons, Steve and Ryan, began adding equipment to help PFG become one of Canada's premier commercial IG manufacturers. Today, after two years of expansion, the company operates from a 90,000 square foot facility in Langley, serving all of British Columbia, Washington, Oregon and beyond with high-quality IG products.

"With the new strict energy guidelines and a regional focus on green commercial building, our market began to change – for the better," Ole Nielsen said. "Companies were looking for the best possible commercial IG that would be sustainable and provide optimal energy savings. We didn't want to merely meet the expectations of our customers; we wanted to exceed them."

According to Steve Nielsen, Vice President



of Administration, PFG's expansion began with the addition of a tempering line featuring a Uniglass furnace specially designed to temper soft coat, low-e glass. "We also invested in the best software available to track and sort our products to meet the strictest delivery requirements of our



PFG Glass, Langley, British Columbia

customers. These investments are really paying off and are helping us add value to our customers," he said.

PFG completed its expansion into commercial IG manufacturing by adding the first fully-automated Super Spacer® TriSeal™ production line in Canada. The state-of-the-art Lisec line was recommended by Edgetech's technical sales team and is capable of producing up to 1,500 commercial IG units per day with two shifts.

Careful to choose the best possible spacer system for its customers, Nielsen and sons diligently examined all of their options.

"We were presented with Edgetech's TriSeal at just the right time when we were

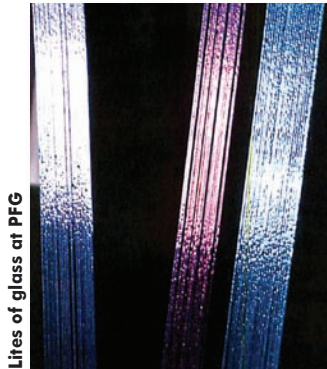
really looking to differentiate ourselves in the commercial IG market," Ole Nielsen said. "Sustainable building and LEED® certification are very important in our area. In fact, Vancouver is known as one of the greenest cities in the world. So, we weren't satisfied with producing IG that was just good enough; we wanted to provide the best option to help our customers achieve the energy savings and long-term durability they need – now and in the future."

According to Ryan Nielsen, Vice President of Operations, since start-up, the TriSeal line has been running very well and it has helped PFG capture the attention of architects and glazing contractors in the area.

Continued on page 4...

PFG Glass: Family Owned, Quality Driven *...Continued from page 1*

> > “The performance numbers we have achieved with Super Spacer® TriSeal™ have been stellar. But we are also enjoying the production efficiencies and product quality results from the fully-automated Lisec line. Within two weeks of start-up,



Lites of glass at PFG

we were already producing approximately 400 units per day in one shift with excellent consistency and quality. Edgetech has provided us with great service from day one to ensure a seamless integration of the line,” Ryan Nielsen said.

Specifically engineered for commercial applications, Super Spacer® TriSeal™ is a true dual-seal warm edge spacer system with a captive butyl (PIB) primary seal and a choice of silicone, polyurethane, polysulfide, DSE/DSA or hot melt secondary seal. TriSeal is unique because it also

contains a third structural seal made of permanent acrylic adhesive that increases durability for a longer product life and a warmer edge of glass temperature. The performance and durability provided by TriSeal are proven in the field to help achieve LEED® certification.

“Working with PFG on this first-of-its-kind production line in Canada has been a great experience,” said Joe Erb, product manager for Edgetech. “PFG truly has a world-class production facility. We look forward to a very long and positive relationship with the company.”

In addition to the automated TriSeal line, PFG has a second Super Spacer line for residential units.

“We are extremely pleased with Super Spacer’s performance for our commercial and residential IGs. But almost as important, we are very happy with Edgetech’s performance as a company. We’ve received great service, advice and there is always someone who is willing and able to help. They are a true partner to us,” Ole Nielsen said.

For more information, visit www.pfgglass.com.

