

Quality. Service. Operational Excellence.

>> **Mutual philosophies create bond between All Weather Windows and Edgetech I.G. that spans nearly two decades**

All Weather Windows, the largest Canadian-owned window manufacturer, has a reputation for business excellence. For two years in a row, the company has earned a coveted spot among Canada's "50 Best Managed Companies" – and for good reason.

The corporate culture at All Weather Windows is based on quality, service and operational excellence. Business as usual means giving back to the communities in which it operates, giving employees the tools they need to balance work and life, and giving consumers a trusted source for some of the most efficient, durable windows available.

According to Aaron Latimer, director of marketing and communications for All Weather Windows, there was an "Ah-ha moment" when he first met the Edgetech team.

"A group of us were listening to a presentation from Edgetech and it immediately hit me," Latimer said. "There was a definite meshing of values. Our companies have similar views on the importance of employee development, giving back to the community and serving the fenestration industry with pride and integrity. You don't see that often these days and it's refreshing to have a partner that shares our philosophies."

Edgetech's national sales manager Ted Hoehn agrees. "All Weather Windows and Edgetech I.G. have similar cultures that go well beyond meeting industry standards," Hoehn said. "Both companies believe in elevating the industry with exceptional products, service and a dedication to employee development and retention. It is a unique partnership with a long and successful history – and a very bright future."



All Weather Windows 238,000 square foot state-of-the-art manufacturing facility in Edmonton

All Weather Windows was founded in 1978 with just nine employees and is today considered one of the largest window manufacturers in Canada with three manufacturing facilities and nine showrooms located from coast-to-coast. After nearly 20 years of working together, the All Weather-Edgetech relationship continues to grow with the addition of a new automated Super Spacer® production line that is in the process of being installed.

"Lead-times are crucial to ensuring the best possible service for our customers," said Richard Scott, president and CEO, All Weather

Windows. "We are always looking for ways to improve operational efficiencies, elevate quality and ensure the fastest turnaround time on orders. The new automated Super Spacer line will help us achieve all of these goals, and more, including reduced scrap rates, superior aesthetics and a reduced potential for human error."

Scott continued, "Edgetech has been very good to work with to help us select and set up the new line. They came to the table with the right products and recommendations, and have been there for us every step of the way." When complete, the new line means that 75 percent of All Weather's IG products will include Super Spacer Premium. All Weather will also extend its warranty for products made with Super Spacer. "With Super Spacer, seal failures are nearly non-existent," Scott said. "We can extend our warranty service with confidence."

A bright future

All Weather Windows has achieved its leadership position in Canada by not only focusing on service, but also on innovation. Recently, the company made an acquisition that will launch its foray into the commercial market.

"We've kept our eye on trends that show people moving back into urban areas, and view this as an opportunity to expand our business," Scott said. "As we enter into

the commercial market, we are developing new and innovative products that match these lifestyle changes and the need for more energy-efficient systems that contribute to Net Zero housing goals."

As All Weather Windows moves into the commercial arena, Scott said that Edgetech will be part of this future with its Super Spacer Premium and Super Spacer TriSeal™ for architectural and captured glazing applications.

"Edgetech has been a great partner to us and, as we look to the future, Super Spacer will continue to be part of our growth," Scott added. "Its contributions to efficiency, durability, condensation resistance and noise reduction will help us continue to offer leading-edge products for both our residential and commercial product lines."

All Weather's community involvement includes title sponsorship for the Salvation Army's Santa Shuffle, Habitat for Humanity sponsorship and product donations and involvement with charities chosen by stores in local communities. For more information on All Weather's products and its dedication to employees, community and business excellence, visit their web site:

www.allweatherwindows.com 