

## Auto and acoustical

(continued from page one)

introduce double pane windows, BMW is planning to do so sometime in the next 12 months, he says, and Audi is seriously thinking about it too. Both are considering such glazing not only for side windows, but for the rear unit as well.

Commenting on these events, Edgetech's technical director, Michael Glover says, "We see some pretty exciting applications for slim-line spacers in the automobile market, especially since the vibration dampening properties of our product add to its overall sound reduction qualities. Also, metal spacers can't really enter this market because they can't be constructed in such small widths and still accept desiccant beads inside."

"Furthermore, when you get down to really thin air spaces, it becomes even more important to have very high performance from your thermal break," says Glover "a quality that Super Spacer" is the best in the world at providing."

As far as a new wide-width version of the product goes, Edgetech is looking at the acoustical glass market, says Glover. "For sealed-glazing units, superior sound-insulating performance can be obtained with a very specifically designed triple-paned product," he explains. "Two different sizes of air spaces are required, one small and one quite large, and that's why we came up with a new 13/16th inch version of Super Spacer"

The small air space would use a standard 1/4 inch spacer to separate two thin panes of glass. The jumbo spacer would separate a third, thicker, exterior pane. The whole unit would fit inside a conventional triple-glazed frame, he says, but still provide the kind of "dramatic decibel reductions" associated only with specially-constructed, four-inch-wide, glass-enclosed, wall units.

The acoustical market, while still small in North America, will eventually begin to grow, says Glover, much like Europe, where high-density urban living has already created demand.

"Our European distributor, Chemie Uetikon in Zurich, will soon introduce jumbo Super Spacer" into that market," he says, "and the product is already available on this side of the Atlantic."

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## Lauren: Long-time leader in custom extrusions

Lauren Manufacturing's 1989 acquisition of Edgetech IG has not only broadened our existing line of architectural products, says Lauren president, Dale Foland, "It has strengthened a diversification process begun many years ago, one that will guarantee a need for both Lauren and Edgetech products far into the future."

In its 25-year history, prior to the manufacture of Edgetech's Super Spacer" product, the New Philadelphia, Ohio-based company had developed an excellent reputation as a custom extruder and molder of organic seals and gaskets. One of its proudest achievements was to supply the seals for the Alaska pipeline.

From the beginning, Lauren developed products for the architectural market, which was one of the first markets where the company introduced a unique brand of products laminated with pressure sensitive adhesives (PSAs). Preapplied adhesives decrease assembly time considerably by eliminating the need for screws and fasteners.

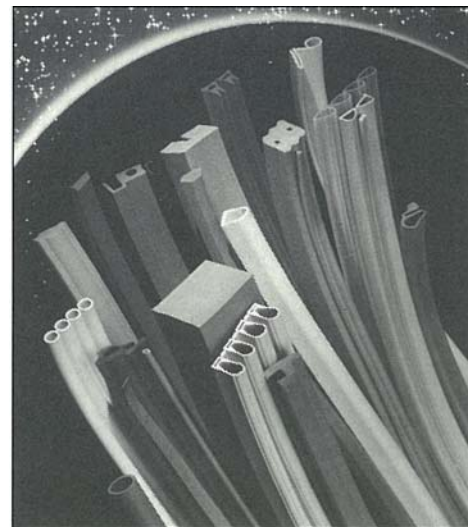
Closed-cell sponge extrusions with PSAs were supplied to window manufacturers such as Amelco as far back as the late 1960's. Other versions of the material are found today inside the framework of Pella/Rolscreen windows.

Silicone-based products have also been developed for architectural uses, an example being the weather-stripping used by the Andersen Corporation for use in their sliding-glass patio doors. One of Lauren's most high profile architectural installations has been the weather-stripping used in the 1986 Statue of Liberty renovations.

Products laminated with PSAs account for some 40 percent of today's production, "a result of a decision we took in the mid-1970's, when we launched into them in earnest," says Foland.

"By the late 1970's, we were applying PSAs to silicone extrusions, a major accomplishment that set us apart, and by 1990 our success had reached the point that we were producing over 110 million feet of PSA-laminated products. In the next several years, we anticipate further increases of 30-40 percent," he adds.

While Lauren has been involved in the architectural field from the beginning, its major



*An array of Lauren extrusions*

growth in production has been in other areas, where an array of polymer products such as ethylene-propylene diene monomers (EPDMs), neoprenes and nitriles have met the needs of a host of original equipment manufacturers. These have included automobiles, computers, boats, etc., plus household appliances such as vacuum cleaners, ovens and refrigerators.

Research and development efforts in the 1980's produced a group of specialty polymers such as fluorosilicones, fluoroelastomers and conductive EPDMs for diverse computer/electronics and high temperature applications. Complementing capabilities, Lauren also began providing customers dual-durometer extrusions and injection molding services.

One of the company's latest products, a proprietary, vibration-dampening and shock-absorbing polymer called SA1220, is being used in such products as hammer handles and golf club grips, as well as for computer shock mounts.

"Lauren Manufacturing is very diversified in the field of polymer technology," says Foland, "and with five percent of our budget continually earmarked for the development of new products such as Super Spacer", we plan on making a mark on the polymer industry for many years to come."

## Super Spacer sales representatives

Having completed setting up its North American and European distributor network, Edgetech is now making equally good progress at selecting its team of regional sales representatives.

Three new U.S. sales reps have been appointed, Marilyn Foland, Paul Hoffman, and Walter and Simpson, as well as a new eastern Canadian rep, Prescott Ltd., thus doubling Super Spacer's North American sales team.

"These people are there to provide IG manufacturers with whatever kind of service they may need," says company vice president, Kevin Gray. "We'll be completing the network in the next few months."

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