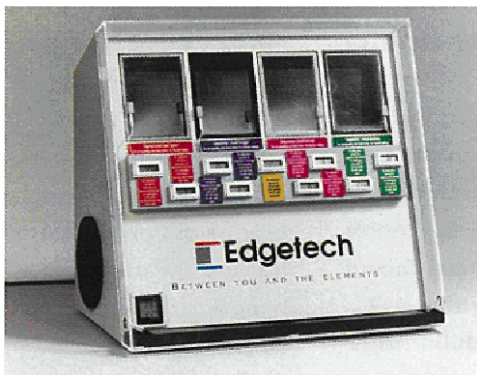


Condensation display unit featured at IGM '97

Edgetech's efforts to develop the ultimate condensation marketing tool were proudly on display in mid-October at InterGLASSmetal



Condensation Display
120lbs, 27"hx 30"w x15"d

'97 in Columbus, Ohio.

The new tabletop display is outfitted with four IG units, each with a different spacer. Specific units for comparison are selectable by the customer. The

side-by-side displaying of four edge-seal systems dramatizes the different levels of condensation

resistance that can be achieved.

"It's a powerful tool," says Edgetech Marketing Director, Erin Milarcik, "one that's attracting much attention from window dealers who strategically market the value-added benefits of Super Spacer."

Beginning in 1998, the condensation display will be available for purchase at \$1,500.U.S.

Apart from year-round showroom use, they can be very effective demonstration devices, especially at the many home shows that come around every spring and fall, or at mall exhibits.

Canada nails down final window component

When Canada with its harsh climate faced early energy crises, its fenestration industry began to take window-efficiency very seriously. A full range of performance, testing and labeling standards were established, bringing to market an impressive range of high-performance products.

Now, a training, certification and labeling program has been developed to deal with fenestration's final component — the actual window selection and installation.

Called Window Wise, and operated since August by the Siding and Window Dealers Association of Canada in Cambridge, Ont., the National Window Installation Certification Program provides installer courses and random site inspections, as well as a five-year, all-encompassing window-installation guarantee.

On the labeling side, strategic use of the program's Window Wise

seal has been reserved for previously-approved, higher efficiency products.

Operating windows must have a Canadian energy rating (ER) of -10watts/sq.m. or above, while fixed windows must have an ER rating of 0 (zero) or more.



One low-e coating is also required and meeting "better than average" Canadian Standards Association (CSA A440) performance standards with regards to air and moisture infiltration and wind resistance.

Window Wise has attracted corporate sponsorship,"with Edgetech proud to be one of the first," says company president, Kevin Gray. "This is good for our industry. We endorse it all the way."



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