

## H&H Windows makes slam-dunk switch to Super Spacer®

A year ago at this time, H&H Windows of Morgantown, West Virginia, was a 300 unit/day, vinyl-window manufacturer fulfilling a nationwide supply contract with the 400-outlets of the 84 Lumber Store chain, over 80% of the company's total production.

Unfortunately, H&H was also a company up to its neck in other people's insulating-glass problems and getting ready as well for another stressful autumn and winter dealing with the usual

batch of condensation complaints. Today, H&H is nearly a 500 unit/day manufacturer, with an even bigger supply contract covering all of 84 Lumber's high-end window product — but without a single IG seal failure in the last 12 months and no anticipated condensation calls this fall or ever again for that matter.

What happened was nothing less than H&H's complete transformation to fully automated in-house IG production, through the use of Super Spacer from Edgetech IG. "And the main reason we did it," explains H&H President, Art Holbert, "was to gain firm quality control over the insulating glass we were using. We spent \$500,000 in the last three years fixing or answering for someone else's IG problems," he laments. "Never again."

And never again is what H&H

has been experiencing ever since the switch to Super Spacer, an edge-seal and spacer system, whose unique reverse-dual-seal design rarely if ever fails — and whose sizzling warm-edge delivers industry-leading,



Art Holbert, H&H president — a big fan of Super Spacer® Automation

condensation protection, that puts an end to all those "sweaty windows" calls every fall, as well.

"Making our own IG has also increased our productivity, quite a bit too," notes John Haas, H&H's Vice-President and co-owner. "We used to wait a week for our glass, but now we can make a window literally while you wait, which has brought us a whole new source of repair glass business.

Like many West Virginia towns, Morgantown has suffered high unemployment in recent years, which is why the company's decision to acquire an automated IG assembly system was not taken without due regard to the employment implications, reveals Art Holbert

"But the competition is so great in this business, that it's forced companies our size to automate," he adds, "I think it's a good thing, though, and we're moving in the right direction."

The direction, in this case, involved glass cutting and optimizing equipment from Machine Technique, feeding a 1.6 meter automated glass-washing and IG assembly line from Willian Design, plus a similarly-sized sealant gunning robot. from Spadix Technologies.

H&H Windows opted to take the full Willian/Spadix arrangement right off the exhibition floor at last spring's National Glass Show in Atlanta. A year later and Holbert relates, "We've been well pleased with the whole set up and are excited about where we can go with this level of production. It's already allowed us to pick up some larger jobs, like HUD housing."

He proudly points to a recent 1,800 window contract with the University of Maryland. "We got it, mainly because we were able to offer Super Spacer and offer it fast."



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**Edgetech IG Inc.**  
800 Cochran Avenue  
Cambridge, OH 43725  
Tel. 1-740-439-2338  
Fax. 1-740-439-0121

(Toll free in North America)  
**1-800-233-4383**

[www.superspacer.com](http://www.superspacer.com)  
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