

WARM EDGE

DIGEST

Old-World Values Meet Cutting-Edge Products at ALLSCO

> > **Canadian window and door manufacturer celebrates one millionth IG as it looks to the future**

If you are looking for company pride, dedication, outstanding service, high-performance products and a company with old-world values and a pulse on the future – look no further than ALLSCO Windows and Doors, one of Atlantic Canada’s leading IG manufacturers. For more than 30 years, ALLSCO has delivered value, and exceptional products and service to Atlantic Canadians.

ALLSCO founder and CEO Don Lahanky immigrated to Canada as a refugee from his native Ukraine in the 1950s. After establishing himself as a business leader, Lahanky went out on his own founding the company in 1976.



In this “rags to riches” tale, Lahanky created a successful business that has been honored with numerous business awards over the years. He has also maintained ALLSCO’s family-run style, which is sure to continue for generations as his five children and two grandchildren are actively involved with his business in various roles.

And, while ALLSCO takes pride in its history and values, it also has its vision set on the future. Today, Lahanky’s startup venture employs 150 with a 75,000 square-foot manufacturing facility and 75,000 square-foot showroom and distribution center in Moncton, and sales and distribution offices in Nova Scotia and Maine. In August 2009, the company manufactured its one-millionth IG unit, but has its sights set on making the next million just as great as the first.

“As a company we have placed much focus on reinvesting in the business to ensure we are prepared for future growth, especially as the industry continues to evolve and require more efficient products,” said Brian Doucette, ALLSCO’s special projects manager. “In our region where winters are extreme, durability is also a major factor, so we only choose the best components. We have virtually eliminated seal failures, and have a reputation for quality among our customers.” Every IG unit ALLSCO manufactures incorporates low-e coatings, argon and Super Spacer®.

“With this combination, we are prepared for increasingly strict energy-efficiency requirements,” Doucette said. “We are CSA and ENERGY STAR® qualified in Canada, and we are currently working toward becoming NFRC certified so we can continue to use the ENERGY STAR® label under the new mandates in the U.S. as well.”

ALLSCO was awarded for its commitment to manufacturing energy-efficient products in spring 2009 by Efficiency NB (New Brunswick), an organization that recognizes companies for their contributions to energy conservation in the province. ALLSCO received the Premier’s Award for Energy Efficiency Champion, Manufacturer, which was presented by New Brunswick Premier Shawn Graham.

“The award was a great honor because many worthy companies were nominated,” Doucette said. “It just makes us want to work harder and continue making improvements that benefit the environment and local economy.”



Looking to the future

As special projects manager, Doucette’s primary responsibilities include analyzing trends and implementing practices that keep the company on the leading edge of manufacturing efficiency, research and development and environmental stewardship. In large part, that means working closely with research and development to make continuous improvements to ALLSCO’s already industry-leading products.

“We have several significant R&D projects in the works, some of which you will have to wait to see,” Doucette said. “Some of the more imminent product improvements include a new glass system for all of our windows – a first-of-its-kind in Atlantic Canada. More on that later this year.”

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> > To help him achieve his environmental goals for the company, Doucette developed the "Green Team," which is responsible for implementing environmentally friendly practices in the workplace. According to Doucette, the team's first initiatives are to educate employees and reduce waste.

"For years we have worked with a local waste company to recycle our glass and vinyl. We



Brian Doucette, ALLSCO special projects manager

are now taking it a step further by looking into new practices to conserve electricity and water usage as well. Employee awareness is also key to ensuring environmental effects are considered in everything we do from the office to manufacturing," Doucette said.

A partner in growth

ALLSCO attributes its success, in part, to like minded vendors and partners.

"The market is changing, and everyone needs to be onboard to keep the momentum going in the right direction," Doucette said. "We are lucky to have many trusted vendors like Edgetech who continue to advance the industry, and stay on the leading edge. We have always received top-notch service."

ALLSCO has worked with Edgetech since 1997, and the companies have grown together throughout the years.

"We have always been happy with Super Spacer's performance, and it is one of the reasons we feel comfortable offering a lifetime warranty on all our IG products," Doucette said. "It helps us achieve optimal U-values, durability and condensation resistance – and it is easy to apply, even on special shapes and our triple-pane systems."

ALLSCO also takes advantage of Edgetech's marketing materials, including Health Smart® and SustainaView® Window Technologies, as well as other brochures.

"Marketing has been one area where we have grown over the past couple of years," Doucette said. "We've always had an exceptional product, and now we have the materials and the marketing personnel in place to help us reach the next level."

Doucette, who is also responsible for new equipment investments, plans to work with Edgetech to examine options to further streamline manufacturing at ALLSCO.

"We are very lucky that we have not been affected by the economic decline," Doucette concluded. "We are looking to the future, and always looking for ways to reinvest in the company. Our customers deserve nothing but the best – and that's what they expect from ALLSCO."



ALLSCO serves the renovation and new construction markets, including residential and commercial projects. In addition to its IG lines, ALLSCO offers 844 door combinations, including the Dura-Plus product line that has proven to perform better than vinyl clad or wood. As it continues to grow, ALLSCO maintains its commitment to giving back to the communities in which it operates, and Lahanky continues to make significant contributions to his hometown in the Ukraine and also local projects, such as new windows for the recently renovated Moncton Boys and Girls club.

For more information on ALLSCO products, services and community involvement, visit www.allSCO.com.

Edgetech Congratulates Northerm for Quad Success!

> > **Manufacturer receives IGMAC certification for its Series 4000 quadruple-pane systems**

Whitehorse, Yukon-based Northerm Windows battles extreme weather – so, it makes sense its windows would be extreme as well. Recently, the company introduced the Northerm 4000 Series – a quadruple-pane system that boasts low-e coatings on two surfaces, argon gas filling in all air spaces and an overall U-value of .103.

In more ways than one, these super-efficient systems have gone where no one else has gone before. Not only are they installed in some of the coldest, most remote parts of the world – but they are also **the first quadruple-pane systems to receive IGMAC certification**. Edgetech I.G., whose Super Spacer® product is used in the 4000 Series, congratulates Northerm for the successful launch of this industry-leading window system.

For more information on Northerm's top quality windows, doors & more, visit www.northerm.yk.ca. 

