

New Opportunities with Plant Transformation

It's a time of evolution in the fenestration industry. High-speed automation. New software technologies. Higher demand and higher volumes. Doing more with less. Increasingly complex design requirements.

Can you overcome the challenges?
Are you ready to seize the opportunities?

Over the past year, Quanex Building Products has introduced the concept of "Plant Transformation"—a new way of thinking about how plant floors are optimized. Plant Transformation focuses not just on the outputs of automation, but on a complete rethinking of how IG plant floors traditionally operate, enabling IG manufacturers to seize new opportunities and efficiencies while preparing themselves to be competitive well into the future.

Thinking Differently

Quanex has demonstrated how thinking differently about plant floor operations, along with the use of Quanex's suite of high-quality components and services, can help manufacturers tackle the critical challenges faced today.

Quanex has the resources, technology, capabilities and expertise to unite a range of changing industry dynamics into an actionable, winning strategy for its customers. With Quanex, window and door manufacturers can drive their businesses forward confidently.

But it's not a one-size-fits-all approach. Quanex is proactive in providing new and different approaches to manufacturing, unique to each of its customers who have made the investment in high-speed automation, offering our services beyond product to optimize operations.



Plant Transformation by Quanex

Consider:

- Are your operations putting the right emphasis on your highest-value products?
- Are your maintenance procedures accounting for the needs of your new equipment?
- Are your employees equipped with the right skills?
- Are your orders, volumes and shipments coordinated to maximize business results?

With the new possibilities afforded by new technologies, these are only some of the questions window and door manufacturers need to be asking. And Quanex can help provide the answers.

Your Plant, Optimized

Quanex's dedicated Technical Services team ensures that our warm-edge flexible spacers are implemented into their new lines the right way, in order to maximize efficiency, quality and consistency.

And, we continue to help those customers look for new ways to streamline their businesses across all areas—software solutions to line layout, from raw materials supply to line maintenance, from shipping to jobsite efficiency.

For customers considering making the transformation, we are able to walk through ROI models to demonstrate what automation and Quanex solutions can do for their businesses. We look at true costs across the entire operation and help to decide what solutions will have the biggest impact.

Are you ready to take the next step toward complete Plant Transformation? Get in touch with the experts at Quanex today at www.Quanex.com.



What to Expect at GlassBuild America 2017

It's an exciting time in the fenestration industry. We're experiencing increasing demand for new and innovative products. Technology is evolving at a rapid clip. There are new possibilities for how we're pushing our businesses forward.

Simultaneously, we're being challenged in new ways. Skilled labor is hard to come by, and a multigenerational workforce is bringing new considerations in how we recruit, maintain and communicate with the people who make these new innovations possible.

How will we move forward? Rest assured, it's what will be on the minds of attendees at GlassBuild America 2017 in Atlanta. Here's what to watch out for:

Automation

The automation of fenestration manufacturing processes is changing how we do business. It's helping us maximize our labor and do more with less. As more invest in the technology—be it semi-automated or full, high-speed lines—maintaining a competitive edge becomes a priority. How to do this? You can anticipate some theories, answers and techniques to emerge at this year's show.

Rethinking the Plant Floor

Fully automated lines for glass and window manufacturers don't just help you boost volumes—they come with the opportunity to reimagine what's possible on your plant floor. Are you maximizing the value of your product line? Utilizing floor space properly? Leveraging software to make better business decisions?

Vinyl Takes a Stronger Hold

Vinyl and composite materials are continuing to evolve in both the residential and commercial markets. Composite materials have homeowners considering the more cost-effective option with the same aesthetic benefits compared to traditional wood, and advancements in performance have seen vinyl profiles gain significant new traction in the light commercial and even commercial high-rise markets. As the benefits become clear, and proof of performance is established, don't think this trend is slowing anytime soon.

The Labor Shortage

We know there's a labor shortage—and it's time to get proactive. Whether it's partnering with local trade schools, developing apprenticeship programs or other forms of outreach, it's the responsibility of our industry to foster the best and brightest

of tomorrow. Expect it to be a hot topic at GlassBuild.

The Multigenerational Workforce

One in three people in the American workforce is now a Millennial, and that has businesses across industries thinking about how to manage this changing dynamic. Employee communications, engagement techniques and more must account for Baby Boomers, Gen Xers and Millennials—be on the lookout for some tips on meeting this challenge at GlassBuild.

Quanex Building Products is helping its customers take advantage of these new industry trends with Plant Transformation—which you can read more about in this issue of Fenestration Focus and hear about directly from our experts at GlassBuild. We have the resources, technology, capabilities and expertise to unite a range of changing industry dynamics into an actionable, winning strategy for customers. And, we can't wait to show you more.

Check out www.Quanex.com/GlassBuild to learn more about the show, and stop by Booth #1919 when you're there!



HL Plastics Receives Queen's Award

Quanex President and CEO Bill Griffiths had the honor of visiting Buckingham Palace and meeting the Queen!

Bill was invited to accompany HL Plastics CEO Roger Hartshorn to the Palace on July 12, in recognition of the Liniar ModLok™ bi-fold door, earning a Queen's Award for Enterprise in Innovation.

The prestigious UK award, announced on the Queen's birthday, means HL Plastics joins a very select group of UK businesses to be honored by Her Majesty—only 1,357 new products have been awarded the Innovation accolade since it was launched 51 years ago, with HL Plastics among just 57 companies added to that list this year.

The Queen and Duke of Edinburgh met award winners during a drinks reception at the Palace, where Roger and Bill mingled with other successful business heads and innovators. Staff cleared a path for the Queen and Duke as they moved through state rooms connected by a series of chambers and chatted to award winners, including Bill.



Photo Courtesy of www.liniar.co.uk

Roger said, "Visiting the Palace was a dream come true; I've always been a royalist and appreciate the huge contribution the Royal Family makes to the UK. Winning the award was fantastic—but meeting the Queen was the icing on the cake!"

Bill commented "What a privilege to be invited to Buckingham Palace. I have to admit it was a

bit surreal to be hosted by the Queen. I am very proud of our HL Plastics team and all they have accomplished, and I was honored to be a part of the award festivities."

Learn more about Liniar, ModLok bi-fold, and the company's full range of window and door solutions at www.liniar.co.uk.

CompositWood Product Spotlight

The CompositWood® 9400 Architectural Series from Interstate utilizes Quanex Building Products' MikronWood® and Duralite® spacers, blending the elegant appearance of true wood with the maintenance freedom of vinyl, the strength of metal, cutting-edge energy savings, and ease of operation into a beautiful and durable door system.

CompositWood offers many advantages to wood, including greater energy efficiencies, superior screw

retention, insect-proof material, and superior surface finish and durability to avoid maintenance. CompositWood can't absorb water or moisture, meaning it will not rot, host mold or mildew. As an alternative to wood and fiberglass, CompositWood boasts superior dent resistance, low air infiltration rates—saving money—and a limited lifetime warranty.

CompositWood by Interstate is the next generation of doors and windows with revolutionary material blended with timeless design.



CompositWood by Interstate



CompositWood by Interstate

Learn more about MikronWood and other Quanex window and door profile solutions at www.Quanex.com.

Global Growth for Quanex, Driven by Demand

Quanex Building Products continues to deliver on heightened demand for its warm-edge spacer technology, helping customers around the world drive their businesses forward.

And, over the past year, that's meant big things for Quanex locations around the globe as the company works to deliver on its promises.

Here's a look at some major recent milestones:

Stateside Expansion

Quanex recently invested in 60,000 additional square feet of manufacturing and warehouse space at its Cambridge, Ohio, location. The expansion allows Quanex to better utilize existing plant infrastructure for capacity improvements and enables the company to deliver on heightened demand for its IG systems.

"The Cambridge expansion is the result of two years of effort working with equipment manufacturers to design equipment that can apply our flexible warm-edge spacer at the same production rates as a metal-based box spacer, but with significantly less labor," said Bill Griffiths, Chairman, President and Chief Executive Officer, Quanex Building Products. "This puts Quanex in a position to deliver a quality, energy-efficient window component to high-volume producers, which opens up a larger potential market for our energy-efficient spacer production lines."

Around that time, Quanex also relocated its IG division headquarters and R&D operations from Solon, Ohio, to Akron, Ohio, home of the Goodyear Polymer Center at the University of Akron and more than 400 companies involved in polymer research and manufacturing. The new location brings Quanex's IG systems to the world's leading hub of polymer advancement and development.



AES Building, Akron, OH



Quanex Cambridge Facility

The new space also offers more than 39,000 square feet and is located right down a major interstate from Cambridge, allowing for easier travel between facilities for enhanced communication and closer collaboration.

Reason to Celebrate at Edgetech UK

Edgetech UK, a Quanex company, recently marked 10 years of manufacturing in the UK with the opening of its second manufacturing facility in Coventry. Located next door to its existing headquarters, the new space allows for additional manufacturing and warehousing—a necessity as the company continues its growth throughout the region and across the globe.

In those 10 short years, Edgetech UK has established a reputation of leadership and excellence with the Super Spacer® product family. Super Spacer became the market leader in the European space over the past decade, offering simple application and exceptional performance.

And that's reason to celebrate. On July 13, customers and colleagues gathered at Edgetech UK's Coventry headquarters to look back at accomplishments from the past decade and forward to what it wants to achieve in the 10 years ahead. Festivities at the day-long celebration included the formal opening of the new facility, followed

by a reception at the historic Coombe Abbey Hotel and a lavish medieval-themed feast. The next day, guests took part in Edgetech UK's annual golf day at nearby Staverton Park.

"This was a fantastic opportunity for us to reflect on what we've achieved over the past 10 years and how far warm-edge technology has come in a relatively short amount of time," said Edgetech UK Managing Director Chris Alderson. "It was also the perfect time to make some big announcements about our direction in the next 10 years—and it's only right that our long-standing customers and friends from throughout the industry got to hear about them first. We wouldn't be where we are today without our customers and suppliers, so we took this opportunity to publicly thank them for their support."

All in all, it's an exciting time for Quanex—and its customers. Heightened demand for Quanex technologies means high-performance windows and doors are making a difference in markets across the globe, and Quanex is excited for the future.

Learn more about how Quanex is helping drive its customers' businesses forward at www.Quanex.com.

To receive Fenestration Focus electronically, please visit www.Quanex.com/register.