

Fenestration FOCUS

Your industry
insight

See Quanex at:

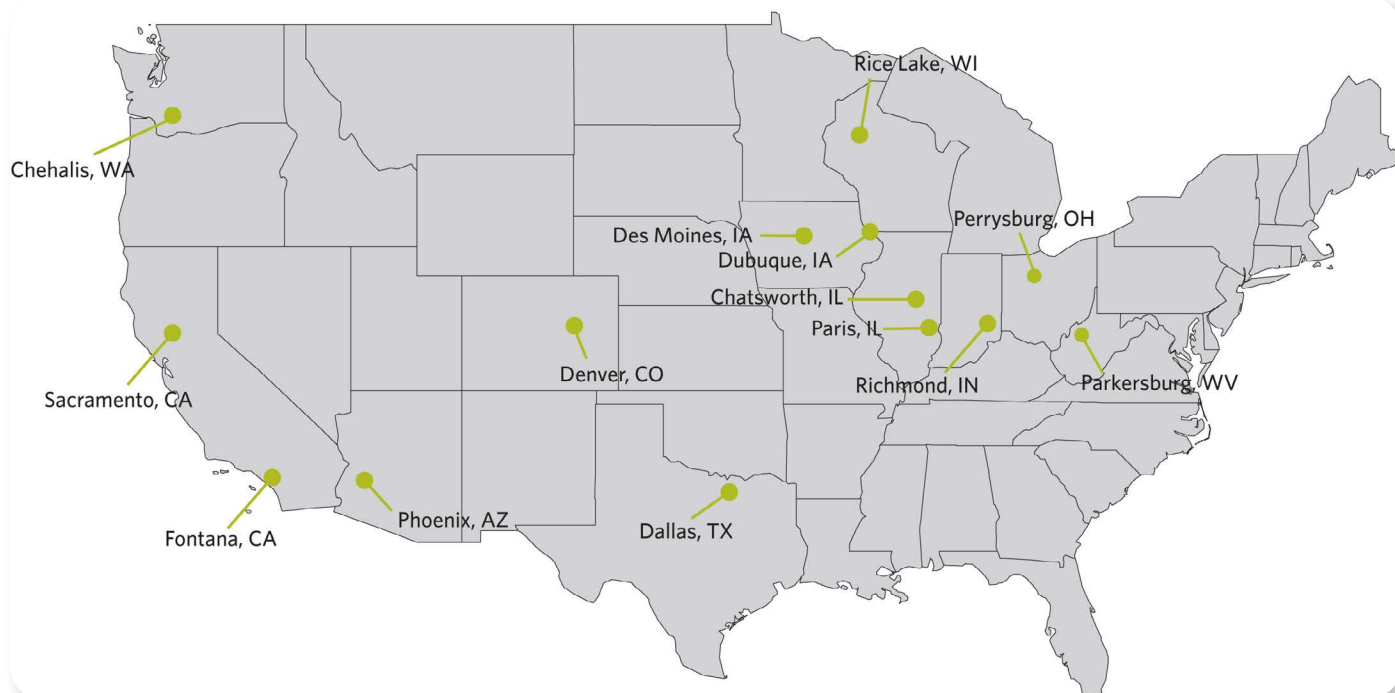
AIA

Javits Center, New York

June 21 - 23, 2018

Booth 2827

Transformational Value with Quanex Screen Solutions



Want to maximize your labor? Make better use of your floor space? Boost quality and productivity? Sourcing window and door screens through Quanex Building Products can help you accomplish all of it.

Quanex is continually looking for ways to help its customers create new efficiencies on the plant floor to help boost the bottom line. And at a time when so many fenestration professionals are challenged with ongoing labor issues, the need to focus your employees on high-value tasks is more important than ever.

That's why Quanex offers window and door screen sourcing solutions, helping you transform a "necessary evil" into a business-driving new efficiency.

Consider:

- Screen production requires reliable, highly-skilled workers, but yields low margins and low value to your end customers.
- Screens make up less than 10% of the entire cost of your window system.
- Screen production takes up valuable floor space that could be better used to make your core, high-value products.
- Screens quality consistency remains a major pain point for nearly every window manufacturing company.

100% Dedicated.

Screens might not be your core product—but they are for Quanex.

By sourcing your screens through Quanex, you can focus on the products that make you money, all while freeing up plant floor space, reducing labor, and focusing greater attention on high value-added portions of your business.

Eliminate raw material and finished goods inventory, eliminate costs and equipment required for fabricating screens, and enhance your balance sheet by redirecting capital from screen-making equipment and materials toward higher-margin, primary manufacturing activities.

At Quanex's 14 screen production facilities throughout the United States, quality window and door screens take up 100% of our focus. [Continued on pg4 ...](#)



Color is Driving Vinyl Window Trends—Keep Up with Mikron® SuperCapSR™



Keeping up with the latest trends driving vinyl window choice in the residential market means being able to deliver—even in the face of increasing challenges surrounding labor, quality and efficiency. Mikron® solutions can help you get there.

Keeping up with the latest trends driving vinyl window choice in the residential market means being able to deliver—even in the face of increasing challenges surrounding labor, quality and efficiency. Mikron® solutions can help you get there.

That might not be breaking news. But one of the reasons vinyl has continued to dominate the market is worth re-examining in today's market.

That Reason? Color.

The versatility in color and design vinyl can offer has opened even more opportunities that didn't exist when manufacturers were first experimenting with the material. And while some color options have been available for several years now, it's becoming increasingly sought after among homeowners desiring total customization in their homes.

More and more window and door makers have differentiated themselves

by offering a range of color options that can add greater visual appeal to a new home. Alternative colors, including almond and tan, have helped suppliers take advantage of regional demand. And it's not just individual homeowners, as multi-family and light commercial builders have seized on new color availability.

Available technology for manufacturers has also evolved—almost anything is possible with color, and customers are seeking out those possibilities.

Deliver on Those Evolving Needs with Mikron® SuperCapSR™ Technology,

Quanex Building Products' exclusive color technology born from military infrared reflective technology that absorbs less heat to help prevent heat-related distortion.

And when getting the most from your labor is a pressing issue—why not skip a step? Mikron® SuperCapSR™ color technology eliminates the need for painting on your plant floor. Through our patented co-extrusion process, molecularly fused color becomes a part of the profile, delivering long-lasting durability and scratch resistance.

Best of all, it saves you time and labor at a time when manufacturers all around the

country find it increasingly difficult to meet potential due to high turnover rates, trouble filling positions, and existing workforces stretched beyond capacity.

It's no secret that our industry is changing. Window and door companies are challenged to do more with less and have tapped into automation to meet those goals. These changing dynamics redefining how products are made and brought to market, and the opportunity to innovate—whether it's with color technology or beyond—is ripe for the taking.

If you're a vinyl window manufacturer, it's worth considering how you can take advantage of increasing color demands. Mikron® SuperCapSR™ can also be a crucial part of a Plant Transformation strategy from Quanex.

Contact your Quanex representative to learn more about Mikron® SuperCapSR™ and about Plant Transformation today.

Capitalize on New, High-End Design Trends with the Liniar Bi-Fold Door



Owners of high-end homes increasingly seek to combine indoor and outdoor living space, and are taking advantage of new, larger window and door configurations to do it.

High-end residential design in the United States is always making new demands of window and door manufacturers.

Recently, those demands have included an increased interest in indoor/outdoor living spaces, making use of oversized openings made possible with larger windows and doors to create a true "Wow!" factor. How to meet the demands? By taking advantage of high-performance

products that deliver aesthetic excellence in the most forward-thinking applications. And window and door manufacturers can make it happen with the Liniar Bi-Fold Door from HL Plastics, a Quanex Building Products company.

The ideal way to create new space and to let in floods of fresh air and natural daylight, the bi-fold door is an ideal alternative to traditional French doors or sliding patio doors, and creates a point of distinction in any high-end home. With ultra-slim sightlines and excellent thermal performance, it delivers on the desires of any homeowner.

Application Versatility

Due to the bi-fold door's unique design, customizable operation and versatility are at hand. Homeowners seeking a complete custom space can utilize the bi-fold door to precisely control how much light and fresh air they're letting in at a given time. Further, the bi-fold door is uniquely suited for oversized and unconventional design plans, including corner doors.

Energy Efficiency

The bi-fold door's innovative multichannel profile design helps deliver outstanding thermal performance in even oversized applications. With the ability to achieve impressive U-values when fitted with double-glazed insulating glass units, homeowners can enjoy a comfortable home while keeping energy bills in check.

Residential Potential, and Beyond

The acceptance of vinyl within the commercial realm is growing and has showed significant progress in numerous applications. Architectural windows, window walls, storefront applications, and even some curtainwall applications have become applications where vinyl profiles can thrive. With its configurative customizability, the bi-fold door can make an ideal fit for retail and office space—imagine a retail storefront that can eliminate the use of unattractive gating when closed for the evening, or a conference room that opens to bigger common areas.

Quanex Building Products is ready to help you seize new opportunity with the Bi-Fold door—and you can see it in action at this year's GlassBuild America in Las Vegas, booth 1427.

Continued from pg 1 ... Transformational Value with Quanex Screen Solutions

Continued from pg1 ... And because it's all we do in those locations, we can do it with higher attention paid to product-quality and efficiency in manufacturing.

Across the United States, we're currently manufacturing over 50,000 window and door screens per day. Available in a variety of screen cloths, frame colors, plunger and roller track options, we can help you differentiate with new options for customers.

How Does It Work?

Our comprehensive support network, including Quanex's territory managers, product specialists, and Technical Services team, will start by evaluating your specific needs to guide you toward the solution that works for your business.

From there, we offer you streamlined operational efficiency, beginning with our 100% electronic ordering system. We can accept all data and can work with any system you may use internally.

From there, you choose what you need. In addition to our variety of styles and options, we can apply labels that match your branding, making for a seamless end product.

Our automated system tracks each order through the entire process—we supply you with advanced shipping notification. Orders can be delivered by cart, pallet, or individually shrink-wrapped—it's based on your preference.

And with locations all over the United States, you don't have to worry about major shipping delays. We'll source your orders from the closest possible Quanex Screens facility.

Want To Learn More?

No more use for your screens equipment? Learn more about what's possible through Plant Transformation, Quanex's strategy to succeed in the changing industry.

With Plant Transformation, Quanex's Technical Services experts can help identify the answers to your toughest questions, including:

- How can I operate more efficiently?
- How can I prepare my workforce for the future?
- How can I continuously improve?
- How can I hit higher quality and consistency targets?
- How can I grow my business?

We know your business is unique—and that's why we tailor our approach to your specific needs. Quanex can help transform your operations in the way that works best for you, your workers, and your business.

Find out more at www.quanex.com/plant-transformation/



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