

# The triple star rating

**From energy efficient light bulbs to A+++ rated appliances, worldwide homeowners are geared towards the purchase of more energy efficient elements. There is of course, a balance between quality, cost and energy efficiency and, in this, the window industry is no different, writes Mark Hickox, sales director at Thermoseal Group**

There are many components on sale which claim to be high quality and energy efficient, but you can't necessarily tell from looking at them whether they will last long enough to guarantee their performance throughout the lifetime of an insulated glass unit.

Independent test results are a good indication of a product's integrity – specifically for spacer bars. Data sheets, such as those issued by the Bundesverband Flachglas Association (BFA), are only issued to products which are submitted with accompanying EN1279 test results. BFA data sheets prove the quality and longevity of products, as well as their thermal efficiency. At Thermoseal Group we carry out a wide range of tests in our own laboratory and then in our own EN1279 test centre. We do this on both own-manufactured and brought-in goods. We then submit our products for a range of European and international tests to prove their performance before we trial them with some of our key customers. Once trials are completed and our customers have demonstrated that our products are fully suited to current manufacturing methods, they are launched for general sale.

## Sticking with quality

Test results don't necessarily tell you everything though. In the current market where costs are increasing, there is a temptation for manufacturers throughout the supply chain to cut corners. For example, the price of silicone has massively increased over the past 12 months. For us, silicone is a primary component of Thermoflex warm edge spacer and having sourced a premium supplier who offers a consistently high quality product, we would not change supplier easily despite the increased cost. Another core element is desiccant powder which we compound with the silicone. Having sourced desiccant for many years, we can confidently say that there is a large variance in the quality of this product. Again, we will only use an established supplier with a premium product as the quality and exact quantity of desiccant mixed within the silicone is vital to the longevity of sealed units.

Ultimately, there is a continually growing worldwide market for energy efficient products but there is no advantage in improved energy efficiency if the quality is not there to last the lifetime of an IG unit. For manufacturers such as ourselves who supply to 27 countries in five continents, the cost of poor quality in terms of return shipping alone is not worth saving pennies on cutting corners on quality. □

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



**Mark Hickox**

“Test results don't necessarily tell you everything”

# A bubbly evening

**T**hermoseal Group is sponsoring the G18 Awards champagne reception, held this year on 30th November at London's Park Lane Hotel. The champagne reception precedes the G-Awards gala dinner presentation evening which celebrates the industry's brightest stars, with companies from across the UK meeting to celebrate a year of business achievement. Thermoseal Group's representatives will, for the 9th year in a row, welcome attendees and keep the champagne flowing.

Managing director, Gwain Paterson says: "The G-Awards is always a grand occasion and one at which we look forward to joining many of the industry's leading professionals in raising a glass to all those shortlisted for an award.

"The champagne reception is always buzzing with anticipation and we are delighted to be the ones putting the champagne on free-flow. The event itself is spectacular and a great opportunity for us to relax and enjoy the time with our colleagues and friends in the less industry.

"I'd like to wish all those entering the G18 Awards all the best and say thank you to all of our customers, suppliers and the multitude of people across the glass and glazing industry who have supported Thermoseal Group over the years. Here's wishing everyone success in the years to come and I look forward to raising a glass with you on the evening." □

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**Gwain Paterson**



Following large investment in its UK Hub in Milton Keynes, Swisspacer has recently upgraded its delivery vehicles with new branded livery. The new livery, in unmissable Swisspacer orange, will make deliveries of warm edge solutions across the length and breadth of the UK.

John Cooper, commercial director at Swisspacer says: "The new lorry livery is just the latest in a series of Swisspacer's UK investments, and complements our new Hub with meeting spaces, warehouse and offices.

"Swispacer will now stand out even more, and the 'edge of tomorrow' messaging is now impossible to miss."

Swispacer supplies direct customers and approved stockists with thousands of metres of warm edge spacer bar a year, available in 19 widths and 17 colours, as well as a heritage Georgian bar option. □

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