

## Black is the standard

Walk into the glass factory at **Anglian Home Improvements** in Norwich, and one is immediately struck by the intensely busy, but well-ordered activity resulting from sealed unit production. Not entirely unexpectedly perhaps. After all, Anglian is the UK's largest replacement window company producing in excess of 350,000 windows annually.

As one approaches the sealed unit production area the second thing that strikes the visitor is the rhythmic punching of a hardened steel tool.



This is the distinctive 'voice' of a **GED Intercept Warm Edge** spacer line performing its job of providing the highest capacity, most cost effective warm edge spacer system in the UK.

When Anglian first took delivery of the Intercept IG spacer line from GED Integrated Solutions last autumn, the company was already aware that its new line was capable of significantly increased production levels over its existing lines.

The Intercept line at Anglian operates a continuous process during a full shift making over 2,000 Warm Edge units. This compares to only 6 – 700 per shift from each of the company's other vertical production lines that are only making standard box spacer.

These are the most number of sealed units to date that Anglian have ever produced from any single IGU production line in any one day.

Tellingly, when Anglian decided to take on the Intercept line, **Bill Weaver**, GED's President and CEO, foretold this as "A real success story about to unfold."

The horizontal Intercept IGU manufacturing system is in itself a radical departure for Anglian, which has always operated vertical lines in the past. But when looking for a high volume cost-effective manufacturing process for energy-rated sealed units, the company, already comfortable with GED's engineering quality and the level of support provided for its automatic lead application tables, took the decision to move forward with Intercept.

The visual aspect of a horizontal line compared to vertical is also very striking. There is none of the 'partitioning' caused by a long line of vertical machines - one of the reasons why vertical lines are typically placed up against a wall. Imagine then the claustrophobic effect of managing people and production between multiple vertical lines, which visibly closes down even the largest space.

The Intercept line is also "Very reliable", according to maintenance manager **Steve Church**, who has seen many changes in the factory during his years with Anglian, and who thought "Going horizontal would be a problem, but I am impressed with the volumes, and the line is extremely well



**Innovation.**  
**Integration.**  
**Inspiration.**



"The units just disappear into the frame, taking nothing away from the window, so the aesthetics are great. That's why we renamed the product Clearline", explains Production Director **James Wilson**.

The widening influence of Blackline within Anglian standard Retail production has been nothing short of profound, as even Anglian's standard box spacer is now produced in black. Any production in silver is now only for replacements to match up to existing units and contract specific work.

According to GED's UK & European Sales Manager, **Chris Wale**, the results have been: "Better than

engineered.”

Not only that, it is also very versatile: with 10 coils of black steel at the head of the line, Intercept is capable of automatically changing between 10 different air spaces, readily commanded by familiar Windows software.

Key to the high volume production rate, Intercept is only handled once, then it is finished, compared to box spacer which is handled as much as four times even before it goes on to the line to become a sealed unit.

Anglian has also become the first window manufacturer worldwide to produce Intercept sealed units in the new Blackline version. These all-black Warm Edge spacer units are destined for the company’s Clearline window frames. The Intercept units also now rebranded as Clearline by Anglian.



Anglian ever dreamed they would be. They have Warm Edge, great aesthetics, increased production, lower costs, and payback can be determined in mere months.”

GED Integrated Solutions is a multi-award winning US-based manufacturer that helped pioneer the concept not only of Warm Edge spacer systems through Intercept, but also, with its advanced production equipment and integrated software, of lean manufacturing, where every aspect of IG production is ‘tied together’ to increase IG quality and production volumes reducing operating costs and materials wastage.



Intercept Blackline was launched in response to the requirements of the UK market for a Warm Edge spacer that offered lower production costs, high quality, neat appearance, and longevity – in the USA many Intercept IG manufacturers offer either a 25-year or Lifetime warranty against failure.

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