

In today's highly competitive market, flat glass manufacturers and processors are finding it ever more difficult to gain market advantage. Bystronic glass, however, is doing just that. In fact, thanks to its continuous technology innovations, Bystronic glass not only supports its customers, but also gives them that extra push to be able to meet their near- and long-term growth strategies.

Two Bystronic glass B'VARIO TPS®  
IG Lines face to face at Northeast  
Building Products in Philadelphia  
(USA) © Bystronic glass



# Bystronic glass

TWO INNOVATIVE B'VARIO  
TPS® IG LINES FOR NORTHEAST  
BUILDING PRODUCTS

TPS® is the only true on demand, warm edge spacer system available on the market © Bystronic glass



## BYSTRONIC GLASS

Bystronic glass symbolizes innovation with machinery, systems and services for the processing of architectural and automotive glass focussed on tomorrow's market. From basic requirements through to entire, customized installations Bystronic glass provides pioneering solutions.

Bystronic glass is an international brand with globally operating companies that support their customers on site and through own sales and service companies. Since 1994, Bystronic glass is part of Conzeta AG, a renowned Swiss industrial holding company.

## NORTHEAST BUILDING PRODUCTS

With over 650 employees, Northeast Building Products, based in Philadelphia PA, USA, manufactures high quality, energy efficient windows, doors and ancillary products for the residential window and door market. Alan Levin, President of NBP, has partnered with Bystronic glass since 2009 when they invested in the cutting edge Sashlite™ technology, SashLine, to support the company's diversification and growth strategy. After realizing substantial

growth over the last 10 years, Northeast Building Products has recently invested in a new, 104,000 square foot state of the art manufacturing facility. This USD 15 million dollar investment will allow Northeast Building Products to meet its near- and long-term growth strategies. The new facility will further expand the company's window manufacturing capabilities and IG production capability, all

of which will be units produced with the TPS® spacer system on two Bystronic glass B'VARIO TPS® IG lines. The new investment will allow Northeast Building Products to be well positioned to support its customers production demands of up to 1,800 IG units per shift, while at the same time meeting the need to support the increasing demand for high performance windows now and beyond.

TPS® or Thermo Plastic Spacer is the only true on demand, warm edge spacer system available on the market. As the original inventor of the TPS® IG manufacturing process, Bystronic glass has optimized the manufacturing process over 25 years of extensive experience. The result is IG units with some of the best thermal performance, longevity and reliability, and consistent quality and aesthetics. Combined with the improved overall efficiency gains in the manufacturing process and overall reduction in waste and labour, the TPS® manufacturing process adds



## GREATER SCOPE THROUGH LEANER MANUFACTURING TECHNIQUES

TPS® allows for leaner manufacturing with mixed spacer width production on the fly, integrated shapes and special formats, and the capability to run with or without data files for rectangles. Scott Knisely, President Americas at Bystronic glass Inc. comments: “The economy in North America as a whole has been extremely robust in all sectors for both commercial and residential construction markets, and this is driving demand to new record levels for glass related products.”

There is greater demand for higher performance products across key market sectors in America. This strong economy has required customers take a fresh look at how its key products are manufactured. “There is now a very strong demand for solutions that incorporate innovative high-performance characteristics,

like TPS®, as well as high levels of automation,” Scott Knisely continues.

Consequently, being able to provide customers with the right solutions that will yield profit and fast ROI continues to be a priority for Bystronic glass.

Alan Levin, President of Northeast Building Products, comments: “We have been impressed with the Bystronic glass brand for many years now, having originally installed two SashLines into our facility. Based on the performances achieved by that equipment, and the necessity to grow the operations, it was only natural to explore and

invest in machinery that would guarantee to take this business forward and ensure the success of our customers. The Bystronic glass team is always so helpful and I would give them top marks in terms of training, installation and overall customer support.” Scott Knisely concludes: “TPS® is a pioneering IG manufacturing process and is consistent with the Bystronic glass ethos of providing customers with efficient tailor-made solutions that will achieve optimum results. We look forward to continuing our strong partnership with Alan Levin and the incredible employees of Northeast Building Products for years to come and are honoured that we are a key part of their growth and success.”

immediate value and cost reductions; ensuring customers overall success.

Bystronic glass is the original inventor of the TPS® technology  
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Bystronic  
glass

Because we care

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