

Still making a splash: **EDGE TECH** spacers wow Vitrum attendees

Commenting in early September from Milan on the great strides the spacer market is making in Asia today, Vice President for International Sales at **EDGE TECH** Joachim Stoss spoke to Glass Technology International Senior Editor Nick Fouché from a company booth that saw visitor interest rise to new heights this year.

GTI: Joachim, what can you report on your 2022 performance and how it compares to this year?

Joachim Stoss: I think that, from us, 2022 was a record year for the whole market in every sense. However this year, especially in Q3, we've seen a slackening in the market. Particularly countries like Germany and Poland are

indeed descending into what I'd term -not quite a recession- but certainly a dip. I expect that will last for the next twelve months, and then they'll bounce back. So we're not worried.

GTI: Where do you see the spacer market going at the moment?

JS: We see a future where the migration from the





old aluminium systems to the new warm-edge systems will continue. Super Spacer® is one of the only systems out there that can apply automation - which makes it good for the environment too. This also helps us in driving digitalisation so that companies can make better IGs with less people. So we're seeing a lot of change with always more countries coming aboard. In mid-Europe we're already at a very high percentage of warm-edge, even if it hasn't yet gained so much traction in the south in

Europe. That said, in the Asian market there's always more interest and demand - so we see the future of our growth there.

GTI: Can you tell us a bit more about the Asian market?

JS: Sure. At the moment the Asian market is booming. Presently Edgetech is in India, China and Indonesia. Here we're seeing markets that are really exploding and the good thing for us is that warm-edge isn't so well-known there. For this reason we've been at different

trade shows to bring our product to the market and we've had a very high response there. In these countries people are interested in new technologies to save energy because it represents a big problem at the moment - especially in India.

GTI: Joachim, in a nutshell: why warm-edge?

JS: Warm-edge will reduce energy consumption in any window. It doesn't matter which window you have - you will need less energy for either heating or cooling your house. So that, in

brief, is why it makes sense that everyone changes to warm-edge. You really do save energy.

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