



Media Release

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INTIGRAL is the new name for IG innovator Edge Seal Technologies

Walton Hills, Ohio – INTIGRAL, Inc. is the new name for the company that pioneered just-in-time delivery of insulated glass units sequenced for production. The shift from Edge Seal Technologies takes place on September 20.

“Today we help window and door manufacturers transform IG supply from a constraint into a difference maker for their businesses,” said INTIGRAL President Tom Bradley. “We’ve evolved significantly since being the first company to deliver IG overnight in 1988.”

The name captures the flexible and tightly integrated relationships the company now forms with customers, explained Bradley, who leads the team that’s been managing the company for nearly three years under the continued ownership of Dick Dietrich and Edmund Leopold. Based in Ohio, INTIGRAL (www.intigral.com) currently has four manufacturing locations.

“For many window and door makers, in-house IG fabrication is a drag on resources, marketing and management focus,” Bradley says. “INTIGRAL customers, on the other hand, can align their IG unit configuration and supply chain flow with their business needs. It becomes an agile asset that helps them establish and maintain market differentiation.”

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INTIGRAL customers build their edge in glass by taking advantage of the company's five input values and three sourcing relationships, Bradley explained.

The five input values are speed to completion, immediate product variety, product development, independence and logistical and systems integration. Combined, these allow window and door manufacturers to improve service levels, expand product options, lead with new IG technologies and streamline window making operations.

“Our customers can configure more than 30 million unique IG units,” Bradley explained. “They can choose among six spacer systems as well as all the latest glass options from multiple suppliers. We make what our customers need to make their business plans work.”

The three sourcing relationships are selective sourcing, outsourcing and insourcing. With selective sourcing, a customer makes some of its own IG units and sources specials from INTIGRAL. With outsourcing, INTIGRAL operates as the comprehensive glass department, with units shipped to the customer's production facility. With insourcing, INTIGRAL takes ownership of IG fabrication within customer facilities, freeing financial and management resources.

With new management and a renewed focus, Bradley said a name change was a natural step. “Pronounced just like integral,” he said, “INTIGRAL captures the closely linked working relationships we form with customers and focuses attention on the heart of our business—commitment to IG.”

The Walton Hills, Ohio, based company is announcing the change on September 20 and 21 with customer and employee events at its four locations.

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