



Crystal Window & Door partners with WINCAN to create Crystal Canada

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Queens, NY Crystal Window & Door Systems has entered into an alliance with the manufacturing division of Toronto (Ontario, Canada) area WINCAN Windows & Doors. The new affiliate entity is known as Crystal Canada Windows. Crystal Canada uses a new logo stylized after the current familiar Crystal Windows logo but with a Canadian flag instead of a U.S. flag.

Crystal Canada will remain wholly owned by WINCAN and the two firms will operate with separate management teams. However, Crystal Canada and Crystal Windows will increasingly work in collaboration on market plans, product design and development, production operations, logistics, and purchasing as well as longer-term growth and expansion strategies. Crystal Canada's products will continue to be fabricated exclusively in Canada.

"At Crystal Canada Windows, we see windows as more than just glass and frames. They are gateways to better living. This alliance with Crystal Windows in the U.S. ensures we will be the leader in manufacturing the best products for all our customers, now and far into the future," said Justin Chen, CEO of Crystal Canada Windows.

"The formation of Crystal Canada is another strategic step in the ongoing growth and expansion of Crystal Window & Door Systems," said Steve Chen, president of Crystal Windows. "The coming together of these two successful companies will deliver significant immediate benefits for each company and incalculable advantages in the future."

Crystal Canada anticipates gaining from Crystal Windows' product design and manufacturing expertise, legacy, and decades of experience to bring increased value to the Canadian window market. Crystal Canada plans to leverage Crystal Windows' 30-plus years of expansion history to mentor and guide the growth of the Canadian manufacturer. Phased-in expansion of the Canadian product line with aluminum and uPVC commercial vinyl windows is planned. Enhanced consultative marketing resources and project support as well as greater collaborative partnerships are also envisioned. An immediate benefit will be Crystal Canada's ability to tap into the larger Crystal Windows' purchasing power for suppliers, materials, components, and services.

Crystal anticipates sales growth expansion through adoption of appropriate existing products and development of new ones tailored for Canadian homes and buildings. Also having a manufacturing partner in the Greater Toronto area holds the potential to produce and distribute windows and doors in western New York.

Crystal Canada will continue to fabricate its current product line of top tier residential vinyl windows and residential steel and fiberglass entrance doors. Crystal Canada products are noted for their design, performance, durability, energy efficiency, value, and quality. The broad window product line includes models certified to both Energy Star Canada and Energy Star Canada Most Efficient. Crystal Canada windows utilize double- or triple-pane 1" insulated glass units with Cardinal LoE glass, Superspacers, and Argon gas filling. A 25-year warranty is standard on Crystal Canada's windows. The company's residential fiberglass and steel clad entrance doors are available with a wide variety of glass inserts, sidelights, and transoms.

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