

COLOR MATCHING: A WINDOW OF OPPORTUNITY

Crystal Window & Door Systems achieves precision color matching with Sherwin-Williams Powdura® 4000

LIVING THE AMERICAN DREAM

As a national manufacturer of vinyl and aluminum windows, and high-end fenestration systems, Crystal Window & Door Systems, LTD, reaches more than 40 states through its distribution platform. That's quite the expansion since Thomas Chen, an immigrant from Taiwan, opened Crystal Window & Door Systems – from a rented commercial garage – in 1990.

“Although Chen didn’t attend college and didn’t speak fluent English, he sought the American dream of owning his own business,” said Bob Nyman, Crystal Window & Door Systems representative.

Within the last 30 years, Crystal Window & Door Systems has grown exponentially, now selling roughly 500,000 products per year. The company relies on Sherwin-Williams to help ensure quality, color matching and quick turnaround for its customers.

Serving both the residential and commercial markets, Crystal Window & Door Systems has more than 900,000 square feet of production space in five facilities total. The company’s integrated business model is comprised of manufacturing, sales, distribution divisions and subsidiaries, including Gateway Extrusions, a leading provider of aluminum extrusion and finishing services for the construction market.

Chen had purchased a former extrusion company, headquartered in Union, MO. He rehired most of its workforce to keep operations in motion, and Gateway Extrusions opened its doors in 2003.

RENOVATING ITS WAY TO QUALITY FINISHES

Although Gateway began to invest in powder coatings in 2006, the Union, MO facility needed significant upgrades to keep up with production demands.

“From 2015-2018, Gateway Extrusions underwent a serious renovation and expansion project,” said Nyman. “We added 20,000 square feet to the facility and designed a state-of-the-art powder paint line.”

Throughout the renovation, Sherwin-Williams sales representative, Todd Tanner, was there to provide best practices and installation tips for the new vertical paint line, which created more efficiencies during application and cure. For its aluminum and vinyl window offering, Gateway uses Sherwin-Williams Powdura 4000 on the line.

“Powdura 4000 is designed to meet or exceed AAMA 2604 specifications and provides substantial resistance to abrasion, impact, scuffing and scratching, delivering an exceptional finish and long-term durability,” said Tanner. “It’s also one of our ready-stock products, which means we can deliver it to Gateway without a wait.”

ACHIEVING CRYSTAL CLEAR COLOR MATCHING

According to Tom Ziegler, president of operations at Gateway Extrusions, one of the most attractive capabilities Sherwin-Williams possesses is its ability to color match.

“An architect can come to Crystal Window & Door Systems with a specific color requirement, and Todd’s team at Sherwin-Williams makes it so easy to achieve,” said Ziegler. “And because we use Powdura 4000, it already meets AAMA 2604, which is crucial to serving the commercial market.”





Color is becoming increasingly important to both Crystal Window & Door Systems and Gateway Extrusions as architectural trends continue to favor colorful designs. To provide quick project turnaround times for customers, Ziegler notes that it's imperative to receive color samples quickly.

Before collaborating with Sherwin-Williams, attaining color samples could take up to four weeks. Now, through Sherwin-Williams, it takes just 5-7 days – improving response times, speeding up production cycles and increasing throughput.

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To stay ahead of architectural color trends, Crystal Window & Door Systems also pays close attention to trend reports and trend forecasting.

WORKING COLLABORATIVELY

Crystal Window & Door Systems, Gateway Extrusions and Sherwin-Williams have worked together for more than 15 years. With a shared focus on quality and service, these businesses can achieve performance and color matching for the architectural industry.

“When architects and general contractors hear ‘Sherwin-Williams,’ they know they’re receiving high-quality, dependable products,” said Nyman. “For us, we value the color matching capabilities, overall finish performance and the service that rises above the competition.”

