

Thermo-Twin Windows Is Building For The Future

BY NANCY GAGNET
MIRROR REPORTER

Thermo-Twin Windows has expanded its business in South Toledo.

Located on Glendale Avenue near the Anthony Wayne Trail, the company tripled the size of its showroom to 2,400 square feet and moved warehouse operations into a separate, adjacent building with 7,500 square feet of space.

The retail company is well known for the motto "Employee owned, employee proud" for a product line that includes custom-manufactured wood, vinyl and thermalized aluminum windows, as well as patio enclosures, siding and doors.

"Each employee is owner, which instills attention to detail and quality," said company vice president Paul Brown.

The Toledo office employs 15. General manager Jodi Ortega says business in this area has grown significantly, with first-quarter numbers indicating a 10 percent increase in sales.

"I think good word of mouth spreads fast since over 60 percent of our business is repeat or referral," she said. "Instead of spending money to purchase new homes, people are fixing up the ones they have."

The company prides itself on the fact that in addition to selling, it also manufactures and installs its products.

"Customers don't get the run-around since we do it all ourselves," Ortega said.

Seven years ago, Jim Gebhart had Thermo-Twin install nine new thermalized aluminum windows in his Maumee home to replace the original, 50-year-old casement windows.

"They did a great job," he said.

"With the old windows, every time the wind would



Thermo-Twin Windows tripled its showroom and added a new warehouse facility to accommodate growing business. Pictured are Paul Brown, vice president (left), and Jodi Ortega, general manager.

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blow, the drapes would move. Now we have vertical blinds and even high winds don't faze them. These windows are tight," he said.

With greater efficiency, the amount of natural gas needed to heat his home has also been reduced substantially, saving him hundreds of dollars each year in utility costs.

Ortega says product prices have not increased in two years and although Thermo-Twin windows may not be the lowest compared with others, she believes they are well priced.

"We're not the least, but we're not the most. We offer excellent quality products at reasonable prices," she said. "If people are willing to pay a little more money they can see the value."

In addition, the products are manufactured in the United States and the company owns the building it operates out of — a unique feature that sets it apart from other companies, Ortega said.

"Even if a company is local, often they don't own the facility and that shows a lack of



Thermo-Twin Windows manufactures and installs windows, doors, siding and patio enclosures. Pictured in the showroom are company employees Rebecca Rozanski (left) and Ralph Chester.

commitment to the area," she said.

Thermo-Twin Windows is running a special throughout the month of June, offering a 30 percent discount as well as a \$25.00 gas card for each window installed.

The company is located at 2014 Glendale Ave. near the

Toledo Zoo. For more information, call (419) 382-5101 or visit the Web site www.thermotwin.com.

In addition to Toledo, Thermo-Twin has offices in New York and West Virginia. Company headquarters and two manufacturing plants are located in Pennsylvania.