



conductive to the style of your home, and work with your home. Mind you, you have the last say-so on what entry you want, I just give recommendations.”

Once you’ve chosen the door for your home:

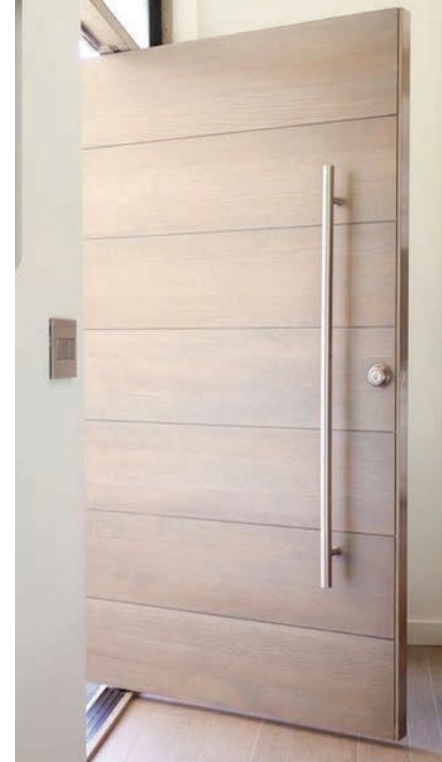
Poynter Photoshop’s the selected door onto your house to make sure you like it.

“Its a wonderful process because not everybody has that imagination to see it, so I’m able to help you see it on your home prior to purchasing.”

“Once we do find the perfect door for your home, we order the door and it takes about three to four weeks for it to come in; that would be what we call a stock adjustable door. There’s a longer lead time on a custom door.”

One of most important things The Glass Factory provides for existing installs is an installation specialist, who measures your existing unit in your home. “So now I’ll have your new unit built exactly the same size as your old unit; whether you’re changing it to two doors, or if it’s going back to the same style unit; we don’t want to retrofit a front entry,” Poynter said. “We want it to go in and appear that was the door that came with your home. We want a perfect fit.”

Poynter’s doors also come with an adjustable threshold. “Most companies don’t have that and we’ve got a sweep that is attached to the bottom of the door, which works along with that. It’s adjustable with climate and we have compression weather stripping, which is replaceable, and some people don’t know about that. Also it’s important to know the difference between Low E and IG glass; IG is insulated glass and Low E cuts out UV rays, which is a must on a front entry... if you’re going to have a nice hardwood floor and a really nice rug, you do not want that to fade.”



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